



## ASSOCIATION DEVELOPMENT : ECONOMIC DEVELOPMENT FOR CENTRAL ASIA

September 11 – October 9, 2004

### SCOPE AND MISSION

The Special American Business Internship Training (SABIT) Economic Development session is designed to provide one month of hands-on training to 18 Central Asian managers and officials from both the private and public sectors who are in managerial-level positions related to local or regional economic development and who are active in a related association. Topics to be covered include:

- Financial management
- Industry lobbying representation and advocacy
- Marketing, advertising and media
- Project management and strategic planning
- Commercial revitalization

The 18 delegates, screened and selected by the U.S. Department of Commerce, will represent both the public and private sector in their countries.

### BENEFITS OF PARTICIPATION

This is a unique opportunity for U.S. associations and industry groups to meet with their counterparts and gain a greater understanding of these organizations in Central Asia.

U.S. businesses in the economic development field, NGOs and chambers of commerce as well as association officials, will have an opportunity to meet with representatives from Central Asia to discuss current trends in the marketplace, today's business environment and industry best practices. This is also an occasion to learn more about and understand the Central Asian business culture.

For companies that are not currently active in the region, the program will enable them to learn about potential opportunities in Central Asia and establish valuable industry contacts.

SABIT is currently recruiting small, medium, and large U.S. companies and organizations to host and train the delegation. If you represent a relevant association, an

economic development organization or your organization is providing consultative services and training to the economic development industry, you are encouraged to participate by hosting the delegates while they are in the United States.

In the past, U.S. host organizations and Eurasian participants have benefited from seminars on industry related topics. U.S. hosts have shared their knowledge and expertise in new technologies and systems being utilized by the organization and have provided the delegation with site visits to locations where the technology or service is currently in use. Company site visits/training can vary from just a few hours to several days. SABIT arranges logistics and covers costs associated with delegate housing, transportation and interpretation.

### SESSION STRUCTURE

This program will commence on September 11, 2004 with a one-week orientation in Washington, D.C., which will include association development training, cross-cultural communication strategies as well as meetings with government agencies and private organizations. The delegation will attend the IEDC 2004 Annual Conference in St. Louis, MO from September 19- 21 and will visit businesses and organizations in Chicago, IL from September 25- October 2, 2004. The members of the delegation will depart for their home countries from Washington, D.C. on October 9, 2004.

### COSTS OF PARTICIPATION

SABIT will cover the majority of program costs for all delegates, including round-trip airfare to the United States, all U.S. domestic air travel, housing, insurance, per diem and accompanying simultaneous interpreters. In turn, U.S. host organizations are asked to cover costs associated with the training.

### FOR MORE INFORMATION

To learn more about this session, please contact Program Officer Erin Crouch. Also, be sure to browse SABIT's website to learn more about other programs!

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