

Appendix 1 - Agricultural exports to Ukraine by category

Tractor Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$143,959,565	32,482,059	9,317	\$15,451
Belarus	\$78,722,475	21,785,661	5,711	\$13,784
USA	\$21,451,406	3,328,509	259	\$82,824
Germany	\$20,962,491	2,174,955	210	\$99,821
France	\$9,397,018	810,758	89	\$105,584
China	\$3,824,021	2,382,171	2,448	\$1,562
Russia	\$1,312,540	422,252	158	\$8,307
Slovakia	\$1,177,676	292,090	29	\$40,610
Austria	\$1,137,167	61,940	7	\$162,452
Canada	\$1,081,323	127,253	10	\$108,132
Estonia	\$805,045	115,486	8	\$100,631
Poland	\$724,174	180,674	22	\$32,917
Netherlands	\$660,388	143,620	20	\$33,019
United Kingdom	\$490,826	74,210	10	\$49,083
Italy	\$398,907	51,510	11	\$36,264
Denmark	\$315,146	42,600	6	\$52,524
Slovenia	\$309,948	83,400	30	\$10,332
Japan	\$253,777	221,840	262	\$969
Lithuania	\$246,427	46,320	9	\$27,381
Cyprus	\$195,000	17,463	1	\$195,000
Spain	\$107,000	23,950	2	\$53,500

Source: United Nations Statistics Division

Field Plough Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$3,418,327	549,555	1,810	\$1,889
Germany	\$11,225,730	160,823	67	\$167,548
Norway	\$1,192,688	152,170	58	\$20,564
France	\$612,989	98,635	37	\$16,567
Poland	\$128,143	30,192	18	\$7,119
China	\$67,444	51,044	1,022	\$66
Austria	\$64,703	6,170	4	\$16,176
United Kingdom	\$33,812	8,381	5	\$6,762
Slovakia	\$17,000	6,860	2	\$8,500
Russia	\$16,462	8,248	441	\$37
USA	\$13,100	5,216	2	\$6,550
Belarus	\$11,290	3,965	140	\$81

Source: United Nations Statistics Division

Harvester Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$104,267,799	14,769,203	1,222	\$85,326
Germany	\$46,168,968	5,206,390	386	\$119,609
Russia	\$26,035,590	5,303,953	495	\$52,597
USA	\$15,284,539	1,900,134	156	\$97,978
Belgium	\$5,145,338	730,930	45	\$114,341
Denmark	\$5,058,607	669,550	54	\$93,678
Italy	\$3,724,961	346,335	27	\$137,962
France	\$485,114	52,215	4	\$121,279
Poland	\$426,521	85,318	8	\$53,315
Finland	\$337,694	34,180	3	\$112,565
Brazil	\$324,000	35,700	3	\$108,000
Hungary	\$289,599	55,046	6	\$48,267
Slovakia	\$274,597	104,775	9	\$30,511
Lithuania	\$223,903	49,640	6	\$37,317
Austria	\$135,830	4,105	2	\$67,915
Czech Rep	\$99,700	54,600	4	\$24,925
Turkey	\$88,713	5,400	4	\$22,178
United Kingdom	\$55,619	18,500	1	\$55,619
Canada	\$55,000	35,832	4	\$13,750
Netherlands	\$46,607	17,750	2	\$23,304

Source: United Nations Statistics Division

Seeder, Planter Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$46,051,997	6,698,997	2,485	\$18,532
USA	\$16,761,463	3,197,013	525	\$31,927
Germany	\$9,528,841	878,242	366	\$26,035
Canada	\$5,631,045	830,015	49	\$114,919
France	\$5,263,890	414,549	228	\$23,087
Italy	\$1,100,366	99,905	162	\$6,792
Belarus	\$1,077,233	309,163	223	\$4,831
Sweden	\$983,893	116,406	20	\$49,195
Russia	\$871,076	111,371	6	\$145,179
Austria	\$826,430	61,784	13	\$63,572
Rep of Moldova	\$822,008	160,110	132	\$6,227

Source: United Nations Statistics Division

Disc Harrow Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$6,413,999	1,299,336	293	\$21,891
France	\$3,003,021	576,086	58	\$51,776
USA	\$2,612,386	509,419	68	\$38,417
Germany	\$497,785	107,017	25	\$19,911
Hungary	\$149,145	32,451	6	\$24,858
Russia	\$43,263	16,559	3	\$14,421
Czech Republic	\$36,352	9,842	3	\$12,117
China	\$25,232	18,690	95	\$266
Brazil	\$15,792	4,442	1	\$15,792
Poland	\$11,126	7,240	2	\$5,563
Slovakia	\$10,900	7,700	1	\$10,900

Source: United Nations Statistics Division

Hay Baler exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$4,218,171	758,716	384	\$10,985
Germany	\$1,117,090	142,369	44	\$25,388
Poland	\$863,210	166,025	119	\$7,254
Belarus	\$747,981	224,700	110	\$6,800
France	\$411,988	58,616	27	\$15,259
USA	\$295,986	59,322	29	\$10,206
Korea	\$186,407	17,520	12	\$15,534
Austria	\$152,830	10,071	2	\$76,415
Czech republic	\$125,842	16,793	5	\$25,168
Russia	\$119,339	35,540	17	\$7,020
Italy	\$97,445	13,449	8	\$12,181

Source: United Nations Statistics Division

Chemical Sprayer Exports to Ukraine 2006:

Partner	Trade value	Net Wgt (kg)	Trade Quantity	Per Unit value
World	\$21,340,694	3,128,820	1,809,009	\$12
Netherlands	\$3,318,267	539,416	14,076	\$236
USA	\$3,015,639	321,280	60,192	\$50
Germany	\$2,326,023	189,683	55,732	\$42
Denmark	\$2,089,477	255,819	78	\$26,788
Brazil	\$1,982,480	166,094	284	\$6,981
Italy	\$1,976,167	336,811	15,140	\$131
Israel	\$1,665,397	258,404	1,502,757	\$1
France	\$1,578,715	114,060	48	\$32,890
Austria	\$1,570,545	349,733	31	\$50,663
Russia	\$636,039	305,599	6	\$106,007

Source: United Nations Statistics Division

Appendix 2 – FSU News Release



— State of —
North Dakota
Office of the Governor

John Hoeven
Governor

N E W S

FOR IMMEDIATE RELEASE
October 16, 2006

Contact: Don Canton or Don Larson
(701) 328-2200 or
Jeff Zent
(701) 235-3638
jeff@ndto.com

LT. GOV. DALRYMPLE, N.D. COMPANIES ATTEND TRADE MISSION TO KAZAKHSTAN, UKRAINE AND RUSSIA

Bismarck, N.D. – Lt. Gov. Jack Dalrymple and the North Dakota Trade Office will lead an 18-member delegation representing seven North Dakota companies and one university on a trade mission to Kazakhstan, Ukraine and Russia Oct. 22 to Nov. 4.

“This trade mission is part of a larger effort to increase North Dakota’s export volume,” Gov. John Hoeven said. “The North Dakota Trade Office is a public-sector, private sector partnership that’s really getting results. Our total export value is growing at a rate of nearly 18 percent a year, and companies working with the trade office are seeing export sales grow at an even higher rate.”

Representatives from six agricultural equipment companies will spend nearly two weeks attending Kazakhstan’s largest international trade show and meet with pre-qualified equipment buyers and distributors in each of the countries.

“Agricultural and industrial equipment is in high demand in Kazakhstan, Ukraine and Russia where the national economies are growing and efforts are underway to further develop the related industries,” North Dakota Trade Office Executive Director Susan Geib said.

Dickinson State University and SolarBee, a Dickinson-based company that manufactures solar-powered water circulators, also are participating in the trade mission. DSU officials plan to meet with higher education officials in Ukraine to promote cultural and student exchange programs. SolarBee will interview pre-qualified distribution partners in Ukraine and Moscow.

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Kazakhstan is North Dakota's eighth largest market, with machinery representing nearly all of the state's export sales. Kazakhstan's imports of North Dakota machinery have increased in value from \$22,000 in 2000 to nearly \$25 million last year. North Dakota machinery exports to Ukraine increased from \$22,000 in 2000 to nearly \$13 million last year. And to Russia, the sixth largest export market for North Dakota goods and services, machinery exports have increased from \$438,000 in 2000 to nearly \$32 million last year.

A survey of North Dakota exporters and U.S. Department of Commerce data shows that the state's efforts to expand its international sales is working. Here are some highlights:

- North Dakota's total export value is growing at an annual rate of nearly 18 percent, according to the U.S. Department of Commerce. Companies working with the North Dakota Trade Office report they have increased their export sales by an average of 35 percent. The nation's export sales are growing at a rate of 11 percent.
- Through trade missions and other export services, the Trade Office has assisted exporters in increasing their international sales by nearly \$42 million during the past year.

The North Dakota companies participating in the trade mission are:

- **WCCO Belting, Wahpeton, N.D.** – WCCO Belting is a leading manufacturer of specialized rubber conveyor belting for both industrial and agricultural markets. www.wccobelt.com
- **Gates Manufacturing, Inc., Lansford, N.D.** –Gates Manufacturing pioneered the heavy harrow with its first solid-mounted harrow drawbar. Gates continues that tradition by manufacturing the most complete line of residue management toolbars and attachments in the industry. www.gatesmfg.net
- **Sund Manufacturing, Inc., Newburg, N.D.** – Sund manufactures a full line of combine headers designed to gently pick up swaths, bean rows or field peas while leaving dirt and rocks in the field. The result is a larger and cleaner harvest. www.sundmfg.com
- **Duratech Industries, Jamestown, N.D.** – Duratech Industries offers a diverse line of new and used agricultural and industrial equipment including Haybuster agricultural products and industrial wood waste grinders. www.duratechindustries.com
- **Brandt Holdings, Inc., Fargo N.D.** – Brandt Holdings owns and operates agricultural and industrial equipment dealerships throughout the United States and also distributes its equipment throughout the world. Brandt Holdings offers full lines of John Deere and Vermeer agriculture equipment including tractors and combines. Brandt Holdings also distributes Bobcat skid-steer loaders. www.brandtholdings.com

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- **Titan Machinery, Fargo, N.D.** – Titan Machinery offers a full line of new and used farm equipment manufactured by under both CaseIH and New Holland names. With the combination of Case IH and New Holland, CNH has become the number one manufacturer of tractors and combines in the world. Titan Machinery also represents several short-line manufacturers of farm equipment and has a construction division that distributes both Case and New Holland construction equipment. www.titanmachinery.com.

- **SolarBee, Dickinson, N.D.** – SolarBee manufactures a full line of solar-powered water circulators for use in lakes, reservoirs and other water bodies. www.solarbee.com

The trade mission to Kazakhstan, Ukraine and Russia was coordinated by the North Dakota Trade Office, the U.S. Commercial Service and the U.S. Business Information Service for the Newly Independent States.

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Appendix 3 – Review of FSU Trade Mission

North Dakota Trade Mission to Russia, Kazakhstan and Ukraine Trip Report: November 10, 2007

Seven North Dakota companies were represented on the trade mission to Russia, Kazakhstan, and Ukraine. The delegation of 19 individuals spent time in a number of venues and settings to further advance sales of agricultural equipment, education exchange, and political connections.

Most of the trade team departed the United State on October 22 for Astana, Kazakhstan. The delegation arrived in Astana on the morning of October 24 and went straight into the first meeting. The group met with the Vice-Minister of Agriculture to discuss broadly the equipment situation in Kazakhstan. A number of presentations and reports were given by various constituents including market overview, legal, finance, and policy surrounding the agriculture equipment market. The highlights of this symposium were the facts of extremely strong demand for equipment along with the challenges poised with financing this equipment. This meeting was followed by the US Embassy briefing. The group then spent the next 4 days at the AgroPro Expo where we participated in numerous one-on-one meetings with potential business partners. The trade show generated numerous leads and even some business. WCCO Belting signed a contract to supply rubber belting to a manufacturer of swathers, and Titan Machinery signed up a distributor based on a contact that they met at the Ambassador's reception. Numerous in-country press was generated throughout the course of the trade show both in print media as well as television.

Upon completion of the trade show the delegation then traveled to Moscow, Russia. Titian Machinery broke off from the group and returned home. In Moscow the delegation met up with Dickinson State University. On October 30 after a US embassy overview/briefing the individual companies had an entire day of intense 1:1 meetings with potential buyers and distributors. Also during this day the education/government team met with a delegation from the Voronezh region to discuss education exchange and economic/business opportunities. The delegates reported no initial sales during the meetings but numerous solid contacts that are reported to be strong opportunities for business. The following day the group met with the American Chamber of Commerce and obtained outstanding insight/contacts and assistance from the AMCHAM team and the agriculture company heads that are operating in Russia. After this meeting the group hosted a reception for all the business contacts from the previous day. The Lt. Governor had an opportunity that afternoon to be interviewed by the largest agricultural publication in Russia.

The delegation departed Moscow on November 1 and arrived in Kiev in the early afternoon. The afternoon was spent meeting with two of the largest agriculture equipment dealers in Ukraine. The delegates were extremely pleased with the contacts and will be working to follow up with both distributors. The next morning the US embassy provided a detailed overview and briefing, the afternoon consisted of one-on-one appointments for the delegation companies. These meetings went very well for most companies and the opportunities for business relationships are extremely strong in Ukraine. The Lt. Governor spent the afternoon meeting with the US Ambassador, Deputy Minister of Agriculture, and the Ukrainian Chamber of Commerce respectively. Reports from these appointments were very positive regarding the equipment opportunities in Ukraine and the strong demand for US made equipment, again as in Kazakhstan, financing remains one of the major challenges in providing greater opportunity and access for farmers to purchase the equipment. The evening concluded with a reception at the Ambassador's residence which provided outstanding networking opportunities with other entities that would be valuable in assisting our companies enter this market.

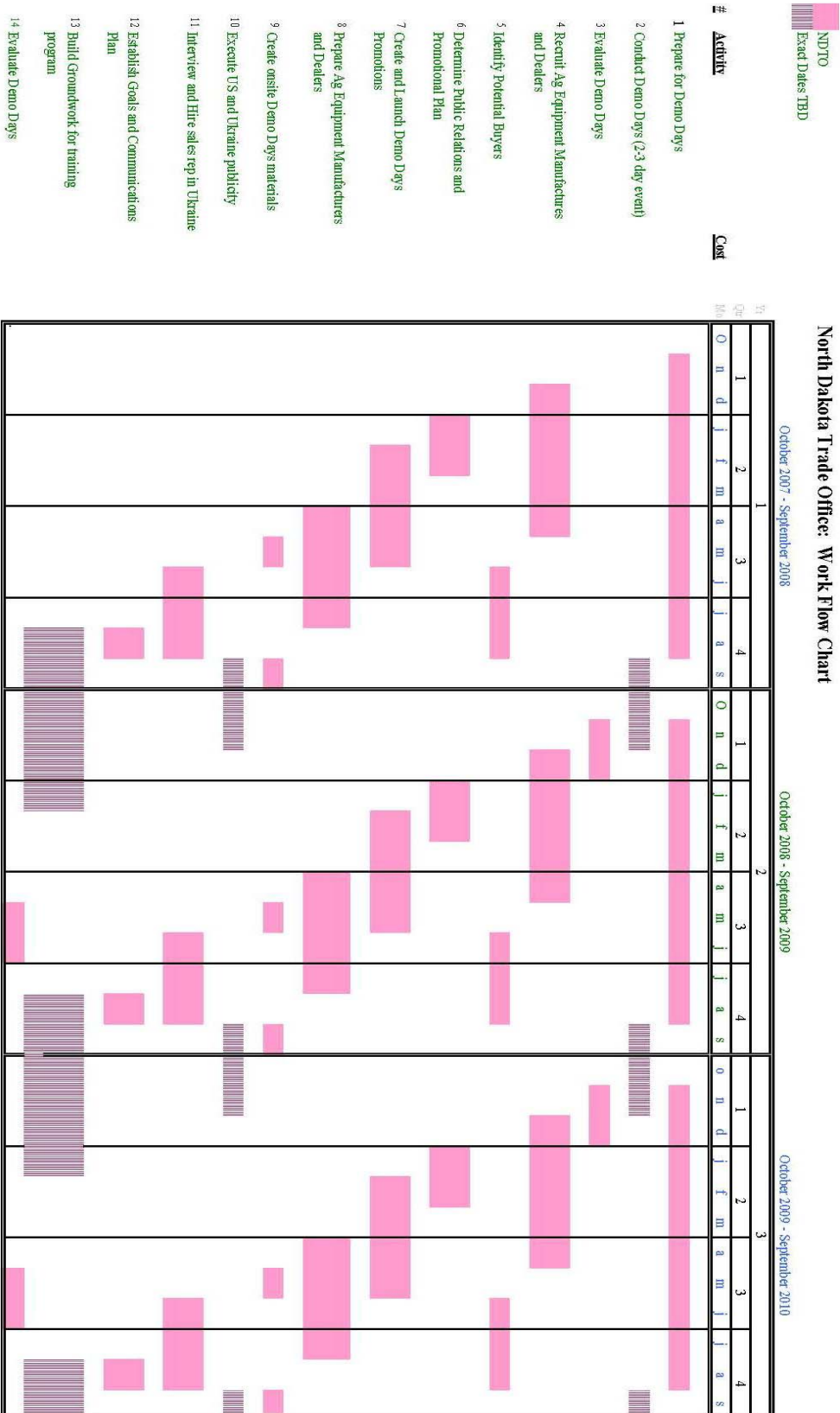
On the morning of November 3 the delegation met with East Partners, a consulting firm that assists western companies to enter the Ukrainian market. This group was extremely impressive and NDTO will surely follow up with this team after the trade mission. Following the morning meeting the group met with a roundtable of the Ukrainian Agrarian Confederation – a loose group of various policy making and lobbyist entities which operate in the agricultural sector. These meetings were informative but not extremely valuable in the viewpoint of our delegates. Following this appointment the group then traveled to the National Agricultural University in Kiev to meet up again with the Dickinson State team who had been meeting with the university all the previous days in Ukraine. The overview of the university and an opportunity to network with professors was valuable in cementing a relationship for equipment training. This was the last day of appointments in Kiev and the delegation returned to the US the following day.

In summary, this trade mission generated not only actual sales but literally over 100 leads for our ND manufactures and dealers of equipment. The market demand in all three countries is remarkable and our ability to understand the needs of the farmers in these markets is at a tremendous advantage because of our similarities in climate, soil type, and crops produced. These markets will hold tremendous promise for movement of ND ag equipment, follow up and follow through will result in strong sales into these markets.

ND Trade Delegation Company Background Notes:

1. Brandt Holdings Co., represented by Roger Olson and Stacy Anthony, has John Deere agricultural dealerships in six US states, including California , Minnesota , Nebraska , North Dakota , South Dakota, and a John Deere engine distributorship in Des Moines, Iowa. Brandt sells new and used John Deer, Bobcat, and Vermeer equipment.
2. DuraTech Industries International, Inc., represented by Chris Harris, was established in 1966, and is headquartered in Jamestown, North Dakota. Duratech has over thirty years' experience in manufacturing agricultural and industrial tub grinders. These machines are used for hay processing, for grinding cattle feed, wood, and other products. Duratech has experienced great success in recent years in international markets where dairy-farms and feedlots require to increase their production through advanced and mechanized feeding.
3. Gates Manufacturing, Inc., represented by owner Mike Gates, is a short line agricultural equipment manufacturer which designs and produces leading edge residue management equipment used in small grain, sugar beet, corn, sunflower, and soybean farming. Gates primarily manufactures drawbar harrows, mounted harrows, and coulter disks. Gates has extensive exporting experience with sales into Canada, Australia, France, and the Ukraine. Gates is a small, responsive manufacturer, and they can customize the equipment for the client's needs and conditions.
4. Sund Manufacturing, represented by Mark Hatloy, has been building grain pickups for combine headers since 1939. Their pickups are used all over the world for picking beans, peas, wheat, barley, canola, and other crops. Mark also sells Convey-All equipment, used for conveying agricultural products such as seed, sugar beets, potatoes, and grain.
5. Titan Machinery, represented by Olga Hall and Darrel Gillespie, is based in Fargo, North Dakota. Titan offers a full line of new and used farm equipment under both CaseIH and New Holland names. With the combination of Case IH and New Holland, CNH has become the number one manufacturer of tractors and combines in the world. Titan Machinery also represents several short-line manufacturers of farm equipment and has a construction division also handles both Case and New Holland construction equipment.
6. WCCO Belting, Inc., represented by Tom Shorma, is a 54 year old company that specializes in producing rubber conveyor belting, flaps and shields specifically for use on agricultural equipment. WCCO supplies all of the major original equipment manufacturers in North America including John Deere, CNH, and AGCO with such items as swather canvases, baler belts, combine pickup belts and die cut parts that go on their new machines. More half of WCCO's sales coming from outside of the United States.

Appendix 4 – Work Flow Chart



Appendix 5 – Detailed Work Plan (internal use)

		Year 1	Year 2	Year 3
Prepare, conduct and evaluate Demo Days in Ukraine	Attend AgroForum	October 2007 - September 2008	October 2008 - September 2008	October 2009 - September 2010
	Research other events	Nov. 14 - 16, 2007	N/A	N/A
	Meet in DC with the Team	Nov. 16 - Dec. 15, 2007	N/A	N/A
	Select the Date and Location	December 2007	December 2008	December 2009
	Line up speakers for the event	February 2008	April 2009	April 2010
	Establish schedule for event	April 2008	April 2009	April 2010
	Determine equipment needs	August 2008	August 2009	August 2010
	Arrange for event food and beverages	August 2008	August 2009	August 2010
	Solidify event budget	April 2008	April 2009	April 2010
	Make travel and lodging arrangements for ag equipment manufactures and dealers	July - August 2008	July - August 2009	July - August 2010
	Assist with shipping equipment	July - August 2008	July - August 2009	July - August 2010
	Conduct Demo Days (TBA)	N/A	Late September 2008 - November 2008	July - August 2008
	Identify potential buyers for agricultural equipment	Evaluate dates, schedule, attendee makeup	N/A	November 2008
prepare suggestions for the next years event		N/A	November 2008	November 2009
Establish dates for the following year		N/A	November 2008	November 2009
Select dates for the following year		N/A	December 2008	December 2009
Send "Thank you's" promoting next years event		N/A	December 2008	December 2009
Meet in DC with the Team		N/A	December 2008	December 2009
Recruit for Demo Days		Dec. 2007 - Feb. 2008	Dec. 2008 - Feb. 2009	Dec. 2009 - Feb. 2010
Collect client profiles		March 2008	March 2009	March 2010
Gold Key requests		April 2008	April 2009	April 2010
Determine opening benchmark		April 2008	April 2009	April 2010
solicit recommendations for training needs		Jan. - Feb. 2008	Jan. - Feb. 2009	Jan. - Feb. 2010
Begin application of T/A performance measures		Jan. - Feb. 2008	Jan. - Feb. 2009	Jan. - Feb. 2010
Recruit ag equipment manufactures and dealers for Demo Days		Jan. - Feb. 2008	Jan. - Feb. 2009	Jan. - Feb. 2010
Submit Gold Keys/IPS	June 2008	June 2009	June 2010	
Provide liaison with manufactures/dealers and USCS	July 2008	July 2009	July 2010	
Prepare Demo Days invitation list	July 2008	July 2009	July 2010	
Determine public relations/promotional plan	Jan. - Feb. 2008	Jan. - Feb. 2009	Jan. - Feb. 2010	
Marketing materials	Prepare promotional materials for Demo Days	Feb - Apr. 2008	Feb - Apr. 2009	Feb - Apr. 2010
	Launch Demo Days promotion	May 2008	May 2009	May 2010
	Collect their materials	April 2008	April 2009	April 2010
	Translate materials	May 2008	May 2009	May 2010
	Determine best media for presentation (printed/DVD)	May 2008	May 2009	May 2010
	Prepare Materials	June - July 2008	June - July 2009	June - July 2010
	electronic materials (PowerPoint presentations)	May 2008	May 2009	May 2010
	Signage	September 2008	September 2009	September 2010
	Handouts	September 2008	September 2009	September 2010
	Evaluations	September 2008	September 2009	September 2010
	Create on-site Demo Days materials	September 2008	September 2009	September 2010

Produce	Execute US and Ukraine publicity	Prepare news conference in ND and Ukraine (prior to event)	Conduct media interviews (during)	August 2008 Sept. - Nov. 2008 (Exact Dates TBD)	August 2009 Sept. - Nov. 2009 (Exact Dates TBD)	August 2010 Sept. - Nov. 2010 (Exact Dates TBD)
Hire sales rep in Ukraine	Job description			June 2008	N/A	N/A
	Advertise position			June 2008	N/A	N/A
	Screen applicants			July 2008	N/A	N/A
	Conduct interviews			August 2008	N/A	N/A
	Select best candidate			August 2008	N/A	N/A
	Secure office space			July 2008	N/A	N/A
	Determine equipment needs			August 2008	N/A	N/A
	Establish goals and benchmarks			August 2008	N/A	N/A
	Agree in communications plan			August 2008	N/A	N/A
	Build groundwork for training program	Integrate training into Demo Days (on-going)			Start May 2008	On-going
				Start May 2008	On-going	On-going
	Refer companies to NDSCS (on-going)			Start May 2008	On-going	On-going

Appendix 6 – Farm Shows in Ukraine

Agro Expo

<http://www.agro-expo.com/index.htm>

Start Date 12-JUN-07 **End Date** 16-JUN-07

Venue City / State Country

National Complex - Expocenter of Ukraine, Kiev, Ukraine

Event Profile:

Agro Expo is the Leading Exhibition for Agriculture, Agricultural Machinery, Livestock Farming and Food Industry in Ukraine. It would provide exposure to farmers about the latest agri-input products, technologies, farming practices, government schemes, marketing and post harvest management.

Highlights:

The following exhibitions are integrated in the Agro Expo: Specialized Exhibition for Livestock Farming and Veterinary Medicine Animal'EX-2006, National Specialized Exhibition for Horse Breeding and Equestrian Sport EquiWorld-2006, Conferences, Seminars, Presentations, Round Tables, etc.

Visitor's Profile:

Professionals related to the field of Horticulture and Floriculture, Information Technology Products, Seed & Biotechnology, Fertilizers, Agro & Rural Industries, Rural Consumer Products, Agriculture research & Extension, Rural Institution & NGOs, Animal Feed & Veterinary Products, Sugar & Bi-Products Dairy and Processed Food, Poultry & Poultry products are the target visitors for Agro Expo.

Exhibitor's Profile:

Profile for exhibit in Agro Expo include agricultural machinery, equipment, accessories, spare parts, irrigation and drainage systems, machinery and equipment for the food industry, feedstuff production, plant protection and fertilizers, seed and plant production, horticulture, fruit-growing and vegetable gardening, livestock farming and breeding, veterinary medicine, fish farming, hunting and forestry, agricultural sciences and education, food and drinks.

Organizer:

Metal-Forum

Morr 47, D-41239,

Mönchengladbach, Germany.

Tel: +(49)-(2166)-610387

Fax: +(49)-(2166)-310883

EXTRU'tec

International Scientific-practical Conference on Extruding Technologies in the Agriculture and the Food-processing Industry

Dates: 2007-09-06 - 2007-09-07

Country, city: Ukraine, Cherkasy

Period of the carrying out: annual

Organizer

Name: CherkassyElevatorMash

Address: 7a Khimikov Ave.

Email: bronto@bronto.ck.ua

URL: <http://www.bronto.ck.ua>

Phone: + 38 0472 32-63-37, 64-20-52, 64-24-18
Fax: + 38 0472 32-63-37, 64-20-52, 64-24-18

Agro-South

Interregional Exhibition-Fair

Dates: 2007-09-26 - 2007-09-28

Country, city: Ukraine, Nikolaev

Period of the carrying out: annual

Place: Exhibition Center "ExpoNikolaev"

Exhibition sections:

- Scientific developments and technologies for agriculture and food industry
- Agricultural machines, mechanisms, equipment and technologies for conversion and keeping to agricultural product
- Stern, fertilizers, chemical and biological meanses of protection plants and ground
- High-quality sabadilla and seedling; garden stock
- Zootechnik equipment, veterinary instruments, preparations and medication
- All for farming facilities

Organizer

Name: ExpoNikolaev, CJSC

Address: 3-B Sudostroiteley Sq.

Code: 54017

Email: expo@optima.com.ua

URL: <http://www.exponikolaev.com.ua>

Phone: + 38 (0512) 36-31-62, 37-14-89

Fax: + 38 (0512) 36-02-49

Grain Ukraine

Specialized International Exhibition

Dates: 2007-09-27 - 2007-09-29

Country, city: Ukraine, Kyiv

Period of the carrying out: annual

Place: Expocenter of Ukraine, National Complex

Exhibition sections:

- Selection, seed-growing
- Producing, storing, reprocessing of cereals and vegetable oil crops
- Bakery, confectionery
- Mixed fodder production
- Technique, technologies, equipment
- Fertilizers, cereals protection

Organizer

Name: Expocenter of Ukraine, National Complex

Address: 1 Glushkova Ave.

Code: 03680

Email: marketing@expocenter.com.ua

URL: <http://www.expocenter.kiev.ua>

Phone: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Fax: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Bread Industry

National Exhibition

Dates: 2007-09-27 - 2007-09-29

Country, city: Ukraine, Kyiv

Period of the carrying out: annual

Place: Expocenter of Ukraine, National Complex

Organizer

Name: Expocenter of Ukraine, National Complex

Address: 1 Glushkova Ave.

Code: 03680

Email: marketing@expocenter.com.ua

URL: <http://www.expocenter.kiev.ua>

Phone: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Fax: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Agroprom-Poltava

Interregional Exhibition

Dates: 2007-10-04 - 2007-10-06

Country, city: Ukraine, Poltava

Period of the carrying out: annual

Organizer

Name: TiS, Interregional Exhibition Center

Address: 10 Lidova Str.

Code: 36039

Email: tis@poltava.velton.ua

URL: <http://>

Phone: + 38 (0532) 50-82-28, 509-388

Fax: + 38 (0532) 61-02-61

AgroWorld

Interregional Specialized Trade Fair

Dates: 2007-10-25 - 2007-10-28

Country, city: Ukraine, Kherson

Period of the carrying out: twice a year

Place: Regional Palace of the Youth

Exhibition sections:

- Agricultural machinery and tools
- Seeds
- Saplings
- Fertilizers
- Plants protection means
- Books on gardening and agriculture
- Garden and park design

Organizer

Name: Kherson Chamber of Commerce and Industry

Address: 34-a Gagarin Str.
Code: 73013
Email: kcci@hs.ukrtel.net
URL: <http://www.chamber.kherson.ua>
Phone: + 38 (0552) 42-50-62, 42-50-72
Fax: + 38 (0552) 42-50-62, 42-50-72

Agroforum

Start Date 14-NOV-07 **End Date** 16-NOV-07

Venue City / State Country

Brovarsky Ave. International Exhibition Centre, Kiev, Ukraine

Event Profile:

AGROFORUM, under which will be held Eighth universal agroindustrial exhibition Farmer of Ukraine. Forum is held with assistance of the Committee of Verhovna Rada of Ukraine on Agricultural Policy and Land Relationships. In frame of Forum will be held Seventh All-Ukrainian competition for the best Farmer's economy, Farmer's cooperative society and Subsidiary economy of Ukraine.

Highlights:

In November 16-18, 2005 on the territory of the largest Ukrainian exhibition ground, that provides its visitors and participants with up-to-date international level and service, will take place II International AGROFORUM '2005, under which will be held Seventh universal agroindustrial exhibition 'Farmer of Ukraine'.

Visitor's Profile:

Professionals related to the field of Horticulture and Floriculture, Information Technology Products, Seed & Biotechnology, Fertilizers, Agro & Rural Industries, Rural Consumer Products, Agriculture research & Extension, Rural Institution & NGOs, Animal Feed & Veterinary Products, Sugar & Bi-Products Dairy and Processed Food, Poultry & Poultry products are the target visitors.

Exhibitor's Profile:

Profile for exhibit include Horticulture and Floriculture, Information Technology Products, Seed and Biotechnology, Fertilizers & Micronutrients, Pesticides & PGR, Agro and Rural Industries, Rural Consumer Products, Farm Machinery, Animal Husbandry & Fisheries, Agriculture research & Extension, Rural Institution & NGOs, Animal Feed & Veterinary Products, Sugar & Bi-Products Dairy and Processed Food, Banks & Financial Sectors, Poultry & Poultry products.

Organizer:

International Exhibition Centre Inc.
15, Brovarsky Ave.,
Kyiv, Ukraine.
Tel: +(380)-(44)-2011156/2011161/2011162
Fax: +(380)-(44)-2011165/2011153

Seeds and Tools

Specialized Trade Fair

Dates: 2007-11-21 - 2007-11-23

Country, city: Ukraine, Lvov

Period of the carrying out: annual

Place: Sport Palace "Ukraine"

Exhibition sections:

- Seeds
- Plants
- Plant protectors
- Chemical fertilizers
- Packaging materials for agriculture
- Soils, fertilizers
- Garden tools
- Watering systems
- Small agricultural machines
- Landscape design
- Flowers (fresh and cut flowers)

Organizer

Name: Agency of marketing and development Ltd.

Address: P.O.Box 8304

Code: 79069

Email: amd@amd-ukr.com.ua

URL: <http://www.amd-ukr.com.ua>

Phone: + 380 32 244 11 91, 240 24 54

Fax: + 380 32 244 11 91, 240 24 54

Agrotechnics

Specialized Trade Fair

Dates: 2007-11-21 - 2007-11-23

Country, city: Ukraine, Lvov

Period of the carrying out: annual

Place: Sport Palace "Ukraine"

Exhibition sections:

- Agricultural engineering for working the soil, multifunctional, for sowing, feeding bid, fertilizing, irrigation and drainage, reaping
- Spares and accessories
- Devices for power choring
- Equipment for processing
- Equipment for poultry farming
- Equipment for cattle breeding
- Glass-grown technologies
- Accessories for safing the growth
- Mineral fertilizers

Organizer

Name: Agency of marketing and development Ltd.

Address: P.O.Box 8304

Code: 79069

Email: amd@amd-ukr.com.ua

URL: <http://www.amd-ukr.com.ua>

Phone: + 380 32 244 11 91, 240 24 54

Fax: + 380 32 244 11 91, 240 24 54

Fruit and Vegetable of Ukraine

International Conference-Exhibition

Dates: 2007-12-04 - 2007-12-07

Country, city: Ukraine, Kyiv

Period of the carrying out: annual

Place: Expocenter of Ukraine, National Complex

Exhibition sections:

- Modern technologies and equipment for growing, gathering, processing, storing and sale of vegetables and grapes
- Logistics
- Packaging for fruit and vegetables
- Export and import potential of fruit and vegetables market
- Effective marketing

Organizer

Name: Expocenter of Ukraine, National Complex

Address: 1 Glushkova Ave.

Code: 03680

Email: marketing@expocenter.com.ua

URL: <http://www.expocenter.kiev.ua>

Phone: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Fax: + 38 (044) 596-91-33, 596-91-01, 596-91-11

Inter Agro

<http://www.kmkya.kiev.ua/eng/exhibitions/413/>

Start Date 30-JAN-08 **End Date** 01-FEB-08

Venue City / State Country

Kiev Expo Plaza, Kiev, Ukraine

Event Profile:

Inter Agro is an exhibition of new opportunities & successful contracts. It aims at remunerative highly effective agriculture. Inter Agro is a meeting with potential clients. Inter Agro is the best opportunity to establish co-operation and to find dealers from all the regions of Ukraine. Inter Agro is the main place for direct purchase of agricultural products. Inter Agro is a possibility to get information about state, trends and perspectives of the agricultural market.

Highlights:

Highlights include International Forum on organization and running of highly remunerative and effective agricultural production.

Visitor's Profile:

Trade Visitors - Landscapers, Gardeners, Decorators, Floral artists, Agronomists, Farmers and estate owners, Professionals related to the field of Flower and plant collections, floristry supplies, floral arrangements, floral decorations, flowerpots and window boxes, earthenware & General Public.

Exhibitor's Profile:

Profile for exhibit include agricultural resources, Equipment for chemical protection of plants & chemical fertilizers application, horticulture, storage & processing of grain crops, Agricultural technologies, modern energy and resource-saving technologies, modern technologies of agriculture, production processing, transportation, storage &

package of agricultural production, Agricultural machinery, harvesting machinery, machinery for irrigation & drainage.

Organizer:

Kyiv International Contract Fair (KYIV)

P. O. Box B-13,

Kiev, Ukraine.

Tel: +(38)-(44)-4944254/4906203

Fax: +(38)-(44)-4944254/4906203

Kiev Agrihort

Start Date 12-FEB-08 **End Date** 14-FEB-08

Venue City / State Country

Kiev International Exhibition Center, Brovarsky Ave., Kiev, Ukraine

Event Profile:

Ukraine International Agriculture and Horticulture Exhibition is a professionally organized exhibition of International standards that will showcase all related products from around the world and will be instrumental in procuring trade from all over the world.

Highlights:

Food Processing Industries, Arboriculture - Horticulture, Livestock & Poultry.

Visitor's Profile:

Trade Visitors - Farmers, contractors, garden contractors, Traders, Wholesalers, Retailers, Brokers, Consultants related to agriculture industry & Consumers are the target visitors.

Exhibitor's Profile:

International Agricultural and Horticulture Exhibition-Foodstuff, livestock breeding, pig-breeding, beekeeping, poultry farming, beverage foods, strong drinks, fish industry, mixed fodder, sabadilla, seeds, saplings, timber industry, farming, safety methods of plants, manures, veterinary medicine, gardening, wine growing.

Organizer:

BTO Exhibitions BV

Europaweg 187, 7336 ALApeldoorn,

Al Apeldoorn, The Netherlands.

Tel: +(31)-(55)-5341140

Fax: +(31)-(55)-5340168 Co-organizer:

ITE Group Plc

Appendix 7 - Agricultural equipment exporter letters of interest and support

FARGO PRODUCTS

415 27th St. N., Fargo, North Dakota 58102
701-235-0124-Phone 701-235-0125-Fax

June 21, 2007

North Dakota Trade Office

To Whom It May Concern:

Having traveled recently to Ukraine for a trade show, a Ukraine demo day would be a brilliant move to promote North Dakota products in Ukraine.

Ukraine is a large window of opportunity now due to their rapidly growing economy, abundance of land rich with deep top soil, a banking industry willing to finance equipment purchases, and farmers hungry for modern agricultural equipment.

The primary crops of wheat, corn, soybeans and sugar beets match closely to ours. The factors favoring production of these crops (terrain, rainfall, growing season, large acreage fields) being so similar to ours puts us in a position to be their best resource for agricultural growth.

A coordinated and sustained effort between machinery manufactures, the North Dakota Trade Office and US Commercial services is vital to maximizing our trade opportunity. It is a win win situation for our balance of trade, local economies, and our business partners and farmers in Ukraine.

North Dakota has not been good enough at promoting what we have. It is rewarding to see the Trade Office putting so much effort forth and coming up with practical, smart ideas to advance our goods and services.

We look forward to what we all can accomplish together.

Sincerely,

Jack Oberlander
President
Fargo Products



June 23, 2007

Dear James and Susan,

I wish to express our interest, on behalf Brandt Holdings Company that we will be willing to participate in the Ukraine "Demo" Days.

Our past experiences with the trade office has been of "stellar" performance and I have to really be honest that the initial success we have had in entering access to foreign markets is, in part the fact, that the trade office has ushered such and aggressive and well planned execution process for entry to transact business.

We feel that this is a good time to enter the Ukraine market based upon the economic momentum and the like kind farming practices that are very similar to what we do here in North Dakota.

It is evident that the Ukraine market is growing significantly and the demand is driving the need for U.S. Imports to the use in and succession of Ukraine.

We wish to join effort with the North Dakota Trade Office and/or the International Trade Administration (A Division of the U.S Department of Commerce) and also in addition to the U.S. Commercial Service in growing the U.S. market share and export growth potential.

We understand that working together with the North Dakota Trade Office and other agricultural machinery companies is that we will be able to minimize the risk and attempt to avoid unnecessary costly mistakes. We look at the NDTO as our roof over our head and the ability to leverage a variety of experience and talents for the most successful venture.

In summary, we will be willing to share our results and experiences with the Trade Office, U.S. Commercial Service and the International Trade Administration in order to communicate the direction and course that will help us all be more efficient in our continued success as a collective group moving forward.

Sincerely,

Stacy Anthony
Brandt Holdings Company
P.O. Box 230
Fargo, ND 58207
Phone: 701-237-6000
Cell: 308-760-0274
Email: santhony@brandtholdings.com

Appendix 8 - NDSCS current agricultural equipment training program

Ag Mechanics Sales and Service

The Agriculture Department mission statement is to “provide a foundation for an entrepreneurial agricultural spirit.”

Its philosophy statement is: “The Agriculture Department provides education for the present and future by incorporating leadership and career development, best management practices in crop and livestock production, mechanics, technology, natural resources, problem solving, internships and communication through a diverse program.”

Students enrolling in Ag Mechanics Sales and Service are planning for careers which involve retail or wholesale ag equipment sales and /or service. Their curriculum is rich in a core of agricultural production, business management and ag mechanics/technology courses. Students will take ag mechanics courses such as electrical systems, preventative maintenance/power trains, light and medium duty engines, and diesel engines. Cutting edge agricultural technology is infused into this curriculum wherever possible.

Students will complete a 400-hour paid internship at a career related training facility during the summer between their first and second year of instruction.

Students find employment selling ag equipment, servicing ag equipment or other agronomic careers. The regional employment outlook is very positive for graduates.

Course Code	Course Title	Credits
AGEC 141	Introduction to Agribusiness Mgmt. (1 cr./term)	2
AGEC 236	Sales Presentation Techniques	2
AGRI 197	Internship	3
AGRI 297	Internship	1
AGRI 275	Introduction to Precision Agriculture	3
PLSC 110	World Food Crops	3
SOIL 210	Introduction to Soil Science	3
DTEC 101	Electrical Systems	2
DTEC 112	Introduction to Diesel Engines	3
DTEC 115	Intro to Light and Medium Duty Engines	4
DTEC 122	Preventative Maintenance/Power Trains	3
Related/General Education Courses		
AGEC 231	Professional Selling Skills	3
BIOL 110	Agricultural Biology	3
BIOL 110L	Agricultural Biology Lab	1
BUSN 120	Fundamentals of Business	3
CIS 101	Computer Literacy	2
COMM 110	Fundamentals of Public Speaking	3
ECON 201/202	Microeconomics or Macroeconomics	3
ENGL 110	College Composition I	3
FYE 192	First Year Experience	1
PSYC 100	Human Relations in Organizations	2
BADM, BUSN, Agriculture or General Education electives (with advisor approval)		6
Other electives (with advisor approval)		9
Wellness elective(s)		2
TOTAL REQUIRED CREDITS		70

Suggested sequence of study

Course Code	Course Title	Credits
First Semester	Second Semester	
AGEC 141	AGEC 141	
BIOL 110	AGEC 236	
BIOL 110L	DTEC 122	
BUSN 120	ENGL 110	
CIS 101	PLSC 110	
DTEC 101	PSYC 100	
DTEC 115	SOIL 210	
FYE 192	Ag elective (2)	
Wellness elective		
Summer Semester		
AGRI 197		
Third Semester	Fourth Semester	
AGRI 297	AGEC 231	
COMM 110	AGRI 275	
ECON 201/202	BADM or BUSN elective (3)	
Ag elective (3)	DTEC 112	
Ag elective (3)	Ag elective (2)	
BADM OR BUSN elective (3)		
Wellness elective		

Admission requirements

The applicants must be high school graduates or equivalent. Helpful courses to prepare for this program are mathematics, physical science, biology, agricultural education, computer science and English. Courses that develop communication skills are important. Applicants may be required to complete a basic skills evaluation during the admissions process.

Award

Upon successful completion of the required courses, students will be awarded an Associate in Applied Science degree in Agriculture with an emphasis in Ag Mechanics Sales and Service.

Website: <http://www.ndscs.nodak.edu/departments/asbdean/agmechsales.jsp>

Appendix 9 - 2006 Exporter Survey Results

North Dakota Trade Office - Export Members Survey - May 2006									
Total Surveys									
20									
1. What were your company's revenues in your last fiscal year?	1. Less than \$5.0 million	2. \$5.1 to \$20.0 million	3. \$20.1 to \$50.0 million	4. \$50.1 to \$100.0 million	5. More than \$100.0 million				
Answer %	9	8	8	1	2				
Midpoint	2,500,000	13,800,000	35,050,000	75,050,000	180,000,000				
2. What was your employment in last fiscal year?	1. Less than 10	2. 10 to 24 people	3. 25 to 49 people	4. 50 to 99 people	5. 100 or more people				
Answer %	3	7	4	3	3				
Midpoint	5	17	37	73	100				
3. For how many years have you been exporting?	1. Less than 1 year	2. 1-2 years	3. 3-5 years	4. 6 to 10 years	More than 10 years				
Answer %	0	2	8	2	8				
Midpoint	0.5	1.5	4.0	8.0	10.0				
4. To how many countries do you export?	1. We do not currently export	2. 1 country	3. 2-5 countries	4. 5-9 countries	5. 10 countries or more				
Answer %	0	1	5	3	11				
Midpoint	0.0	1.0	3.5	7.0	10.0				
5. What % of your total revenues came from exports in the last fiscal year?	1. None	2. Less than 10 percent	3. Between 10 and 25 percent	4. Between 26 and 50 percent	5. More than 50 percent				
Answer %	0	10	5	3	2				
Midpoint	0%	50%	18%	38%	50%				
6. What was the value of your exports over the past year?	Less than \$50,000	\$51-\$500,000	\$501-\$1million	\$1.5million+					
Answer %	1	5	5	3					
Midpoint	25%	30%	25%	15%					
7. What was your growth rate in annual exports from North Dakota over the past year?	0%	Less 25%	26-50%	50-99%	100%+				
Answer %	1	11	5	0	2				
Midpoint	5%	55%	25%	0%	10%				
8. Were any permanent jobs created arising from export-related results?	1. Yes	# of jobs	2. No	3. Anticipated # jobs next year					
Answer %	8	103	11	13					
Midpoint	40%		55%						
9. What is your business' projected growth in export revenues over the next year?	1. Less than 10 percent	2. 10 to 25 percent	3. 26 to 50 percent	4. More than 50 percent					
Answer %	3	11	4	2					
Midpoint	15%	45%	30%	10%					
Midpoint	5%	18%	38%	50%					
Countries									
Austria, Germany, UK, Mexico, Canada, EU, India, Pakistan, Singapore, Indonesia, Malaysia, Middle East, Canada, S. America, Europe, China, India, Taiwan, Japan, U.S., Jordan, Canada.									
A. Did you complete this action in the past year?									
B. Did NDTO or it's IBR help									
C. Level of contribution									
A. Did you complete this action in the past year?									
B. Did NDTO or it's IBR help									
C. Level of contribution									
A. Did you complete this action in the past year?									
B. Did NDTO or it's IBR help									
C. Level of contribution									
a. Developed export strategy									
b. Participated in a trade mission									
c. Found a potential overseas business partner or buyer									
Yes									
No									
None									
Some									
Significant									
Essential									
Total									
20									
7,917,488 Average									
40 Average									
7 Average									
7 Average									
20									
13%									
Average From Detail									
1,951,814, 25% TAB									
Average From Detail									
39,25% TAB									
23% Average									

	Yes	No	None	Some	Significant	Essential		
d. Signed an agreement with an overseas partner	4	11	5	1	2	0	1	20
e. Exported products or services for the first time.	0	20	0	0	0	0	0	20
f. Exported into a new country	14	6	7	0	1	4	2	20
g. Expanded exports in current countries	14	6	5	2	3	4	0	20
h. Exported new products or services	2	14	4	0	0	1	1	20
i. Export publicly services	12	8	0	0	2	6	4	20
j. Export finance services	7	13	0	0	2	6	4	20
k. Export training by you or a staff member.	10	10	0	0	3	3	2	20
l. International Business Resources (IBR) referral	11	9	10	0	3	3	3	20
m. Other: Please								11
n. Other: Please								1
11. How well did the quality of NDUTO services you received match your expectations?	0	12	63%	8				20
12. I plan to continue my membership with NDUTO.	18	0	BLANK	2				20
13. Please comment on what NDUTO might do to further expand your export business?	<p>Networking-Yes-Essential</p> <p>Did not meet my expectations</p> <p>Met my expectations</p> <p>Exceeded my expectation</p> <p>Packaging multimode, int'l plan, continued training--Use of gold key missions & coordinating meetings to high qualified applicants very help in moving business forward--Continue to develop trade missions. Prove temp resources to work on site-Fix internal. Seminars-Peer network, currency valuation/exchange risk-Organize TM, contacts in ND government, ND officials refer during the course of normal business-Market research opportunities. Partner profile, track for food sales, qualification, market entry plan--Continue to qualify contacts--making lots of contacts but need to determine those with the greatest potential--Continue exploring countries that may have a need for our product lines--More Trade Missions-Nothing right now-internal positioning underway --educate inexperienced exporters and new exports --Beem to seminars. Get going on Russia-Market research, staffing direction, some point missions, gold key other services --read this having difficulty what's up to this point-go up-- are we a one stop shop yet? Resources in place at some point, we need to beat the buisnes, time to promote our services, self promotion survey</p>							
14. Is your organization planning expansion into new or existing export markets	13	65%						
Europe	11	55%						
Asia-Pacific	11	55%						
Other	1	5%						

Appendix 10 – 2007 Exporter Survey

North Dakota TRADE OFFICE

Date _____

Company Name _____

Key Contact Name _____

Introduction and Directions

The North Dakota Trade Office (NDTO), a private/public non-profit partnership created to increase the state's export sales, seeks your help in learning more about North Dakota exporters and to gauge the impact of its services. This survey will take no more than 15 minutes to complete, yet will provide the Trade Office with information needed to best serve its members.

Please know that the information you provide will be confidential. Information about your company's export business only will be used as part of an aggregate report detailing the state's export volume as a whole.

Please answer all of the questions by circling and/or writing in the appropriate answer. Individuals or companies will not be identified in any report.

<p>1. What were your company's revenues in your last fiscal year? <i>Circle one.</i></p> <ol style="list-style-type: none"> 1. Less than \$5.0 million 2. \$5.1 to \$20.0 million 3. \$20.1 to \$50.0 million 4. \$50.1 to \$100.0 million 5. More than \$100.0 million 	<p>4. To how many countries do you export? <i>Circle one.</i></p> <ol style="list-style-type: none"> 1. We do not currently export. 2. 1 country 3. 2-5 countries 4. 5-9 countries 10 countries or more
<p>2. What was your employment in last fiscal year? <i>Circle one.</i></p> <ol style="list-style-type: none"> 1. Less than 10 2. 10 to 24 people 3. 25 to 49 people 4. 50 to 99 people 5. 100 or more people 	<p>5. What percentage of your total revenues came from exports in calendar year 2002? <i>Circle one.</i></p> <ol style="list-style-type: none"> 1. None 2. Less than 10 percent 3. Between 10 and 25 percent 4. Between 26 and 50 percent 5. More than 50 percent
<p>3. For how many years have you been exporting? <i>Circle one.</i></p> <ol style="list-style-type: none"> 1. Less than 1 year 2. 1-2 years 3. 3-5 years 4. 6 to 10 years 5. More than 10 years 	<p>6. What was the value of your exports over the past year?</p> <p>\$ _____</p>

7. What was your growth rate in annual exports from North Dakota over the past year? _____%	8. Which Trade Publication would be most influential for your company's export sales?
9. What is your facility's projected growth in export revenues over the next year? Circle one. 1. Less than 10 percent 2. 10 to 25 percent 3. 26 to 50 percent 4. 4. More than 50 percent Please state which countries primary growth will come from:	

10. In the box below please respond to the 13 questions as follows:

Column A: Please indicate whether your business did any of the following actions in the past year. By circling Yes or No. If you answer YES in Column A, please complete columns B and C.

Column B: Did North Dakota Trade Office (NDTO) assist you in doing this action? Circle Yes or No.

Column C: If Yes in B, Please rate the contribution of services provide NDTO and its International Business Resources (IBR). NDTO's IBR network includes banks, freight forwarders and other export service professionals.

Rate services as follows: (1=None, 2=Some, 3=Significant, 4=Essential).

Export-Related Actions	A. Did you complete this action in the past year?		B. Did NDTO or it's IBR network assist you with this action?		C. Contribution of NDTO & network of International Business Resources Services (IBR) Toward this Action			
	Yes	No	Yes	No	None	Some	Significant	Essential
1. Developed export strategy	Yes	No	Yes	No	1	2	3	4
2. Participated in a trade mission	Yes	No	Yes	No	1	2	3	4
3. Found a potential overseas business partner or buyer	Yes	No	Yes	No	1	2	3	4
4. Signed an agreement with an overseas partner(agent, distributor, licensee, joint venture partner etc.)	Yes	No	Yes	No	1	2	3	4

Export-Related Actions (continued)	A. Did you complete this action in the past year?		B. Did NDTO or it's IBR network assist you with this action?		C. Contribution of NDTO & network of International Business Resources Services (IBR) Toward this Action			
	Yes	No	Yes	No	1	2	3	4
5. Exported products or services for the first time (new-to-export)	Yes	No	Yes	No	1	2	3	4
6. Exported into a new country (new-to-market)	Yes	No	Yes	No	1	2	3	4
7. Expanded exports in current countries	Yes	No	Yes	No	1	2	3	4
8. Utilized International Legal Services	Yes	No	Yes	No	1	2	3	4
9. Utilized Export publicity services (e.g. trade missions, website listing, seminars, hosting foreign buyer delegations, publicity in newspapers or magazines.)	Yes	No	Yes	No	1	2	3	4
10. Export finance services (e.g. foreign credit reports, export financing programs, information on managing payment risk.)	Yes	No	Yes	No	1	2	3	4
11. Export training (e.g. on-line curriculum, seminars, or briefings)	Yes	No	Yes	No	1	2	3	4
12. Export Tax Services (R&D Credits, Export credits, Oseas set-up)	Yes	No	Yes	No	1	2	3	4
13. Specific Services Used:	Mkt Res	Frt	Legal	Dist	PR	Tax	Opns	Fin

14. How well did the quality of NDTO services you received match your expectations? Circle one.

1. Did not meet my expectations
2. Met my expectations
3. Exceeded my expectations

15. Please comment on what NDTO might do to further expand your export business?

The North Dakota Trade Office is establishing Trade Talk breakfast meetings for North Dakota exporters and International Business Resource (IBR) providers on a regular basis. The topics currently being considered are as follows.

Please rate the topics on a scale of 1-4 (4 being the most important.)

Topic	Rating of Importance			
	None	Little	Significant	Essential
Common Exporter Issues	1	2	3	4
Free Trade Agreements	1	2	3	4
Export assistance options	1	2	3	4
International Strategic Planning	1	2	3	4
International Business Etiquette	1	2	3	4
Export financing	1	2	3	4
Freight Options	1	2	3	4
International Law	1	2	3	4
Trade Mission Meetings	1	2	3	4
State of Exporting	1	2	3	4
Specific Country/Region Information- <i>PLEASE</i> specify country or region:				
Other:				

**Please fee free to call North Dakota Trade Office (NDTO) at (701) 235-3536.
THANK YOU FOR YOUR TIME!**

Appendix 11 – Trade Talk Survey Results

Survey Results for Tax Tips

Details of Participants

Fargo

Pre- registered participants	20
# of ESP Companies	7
# of Exporter Companies	11
# of walk-ins	–
# of participants didn't show-up	5
Total Attendance	15

Grand Forks

Pre- registered participants	15
# of ESP Companies	4
# of Exporter Companies	7
# of walk-ins	–
# of participants didn't show-up	4
Total Attendance	11

Webinar

Pre- registered participants	8
# of ESP Companies	0
# of Exporter Companies	8
# of walk-ins	–
# of participants didn't show-up	3
Total Attendance	5

Survey Results:

- Four questions were of multiple choices, asking for the ratings on the scale of 1 to 5
 - With 1 being the lowest rating and 5 as the highest rating
- One open ended question was asked and there was an area for opinions
- There was a total of 11 responses

The results are:

Question	Average
How satisfied were you with the overall value of the session?	4.75
Did the information presented apply to your business?	3.875
Value recieved from presenters	4.375
Rate Facilities	4.625

Questions or concerns not addressed at this event that you would like addressed at a later date and ideas for future trade talks:

- Is there a need for development ideas and service based business in foreign markets?
- Less than container load
- Ag commodity tariffs
- Transportation
- Ex-Im Bank update or foreign receivable insurance provider
- Would like to see overall health of foreign markets and where potential growth is most likely

Comments:

- Have Trade Talk before the trade mission to cover important issues that will be run into on the mission.
- Host Trade Talks at various levels, 101, 201, etc. for various levels of knowledge and experience.
- Doug Nelson from Superior Fright Services would be happy to answer questions regarding international transportation.