

THE WHITE HOUSE
WASHINGTON

**CENTRAL AND EASTERN EUROPEAN-AMERICAN
LEADERS BRIEFING**

**March 9, 1992
2:00pm - 4:00pm**

Room 450, Old Executive Office Building

AGENDA

Sherrie Rollins
Assistant to the President
for Public Liaison and
Intergovernmental Affairs

Samuel Skinner
Chief of Staff

Roger Porter
Assistant to the President
for Economic and Domestic Policy

General Brent Scowcroft
Assistant to the President
for National Security

Ambassador Fred Zeder
President and CEO
Overseas Private Investment Corporation

Dr. Carol Adelman
Assistant Administrator for Europe
Agency for International Development

Ambassador Robert Barry
Special Advisor
for East European Assistance
to the Deputy Secretary of State

The President and Mrs. Bush thank you
for coming to the White House

Scowcroft

- milit. - can't desert E. Europe as in 1941
- econ trying to keep world from breaking into isolated econ trading blocks.

Poland, Hungary & Czechoslovakia - most advanced econ & partially milit, gets most help from U.S.

U.S. determ. that will be member of ~~the~~ Europ. Security System - NATO - all East Eur. wants to join it, sign of its value

questions

U.S. trying to discourage ex-comm. count. from using lim. resources for weapons → focus on thing vital to democ. survival.

- U.S. in favor to allow E. Europ. count. into NATO

Pentagon - 7 hot spots in world - device used freq. in milit. planning. When USSR our enemy, easy to gauge amt. / size of weapons. Now not so easy

issue of nuclear weapons in former USSR - US agreed to cut out ^{own} tactical weapons, help CIS dismantle weapons. Germans set up inst. for Soviet scientists who had worked on nuclear scientists.

Humanitarian Transport: The Defense Department will also reallocate \$100 million of its FY-92 appropriation to fund the transportation of humanitarian assistance.

The Baltic States

Vice President Quayle travelled to the Baltic states on February 6, 1992, and was the highest-ranking American ever to visit the three newly independent countries. His trip served to underscore the continuing U.S. support for these countries as they build democratic and humane societies for their peoples.

Highlights of the Vice President's trip include:

- The Vice President addressed the people of Lithuania from the Vilnius Library at Independence Square in Vilnius. 10,000 spectators were in attendance. (See attached transcript of speech)
- The delivery of 50,000 pounds of Department of Defense food and medical supplies in each of the Baltic states;
- The delivery of several million dollars of emergency medical supplies provided by Project Hope for each of the states;
- The signing of a Peace Corps agreement with Lithuania, Latvia and Estonia;
- The subsequent arrival of the first grain shipment this year valued at \$36 million for the three states;
- the signing of two Trade Development Program (TDP) Grants with the Prime Minister of Lithuania. The first is a \$270,000 grant for a feasibility study of the modernization of the Elektrenai power plant. The second is a Master Grant Agreement that will facilitate future grants for technical assistance or feasibility studies. This reduces the time required from project proposal to the actual availability of funds for TDP activities in the Baltic states;
- and the announcement of \$18 million in new technical assistance for the three Baltic states. This is in addition to the \$14 million announced by Secretary Baker last fall.

Upcoming Events

In March, 1992, the Office of Public Liaison will be holding four briefings for Eastern European-Americans.

March 9, 1992:	Eastern European-American Ethnic Organization Leaders
March 11, 1992:	Eastern European-American Business/Economic Leaders
March 18, 1992:	Eastern European-American Media
March 27, 1992:	Eastern European-American Youth

In April, the Office of Public Liaison, in conjunction with the Citizen's Democracy Corps (CDC) will hold a conference focusing on technical and humanitarian assistance to the Baltic States. The exact date for this briefing will be available in our next publication.



Central and Eastern European-American Update

The White House, Office Of Public Liaison

February 1992

This issue of Ethnic Update highlights U.S. assistance to the Commonwealth of Independent States (CIS) and to the Baltic States. Should you have any questions about this newsletter, please call either Sichan A. Siv, Deputy Assistant to the President for Public Liaison or Jim Schaefer, Assistant Director in the Office of Public Liaison at 202-456-7120.

Recent Initiatives

Commonwealth of Independent States

U.S. Assistance to Former Soviet Union totals over \$5 billion since December 1990.

Conference Announcement: The President is requesting \$645 million in additional FY-92 and FY-93 funding as follows:

- a new, special humanitarian/technical assistance account totalling \$500 million to provide resources to help meet emerging humanitarian and special assistance needs as they arise;
- appropriation of \$85 million in Economic Support Funds (ESF) for technical assistance;
- \$25 million for medical assistance;
- \$20 million for the P.L. - 480 "Farmer-to-Farmer" programs to provide training for private farming and agribusiness;
- and \$15 million in Development Assistance.

CCC Food Credit Guarantees: Since December 1990, the United States has extended \$3.75 billion in CCC food credit guarantees for the purchase of American Agricultural products by the former Soviet Union. The U.S. has already delivered over 20 million tons of food, valued at over \$3 billion.

Food Grants: The United States has announced the availability of up to \$165 million in USDA grant food aid to the former Soviet Union. In addition, we are making available \$45 million in Defense Department surplus food stocks on a donated basis. This brings total food aid package to \$210 million.

U.S. Medical Assistance: The U.S. has delivered over \$25 million worth of medical supplies to the former Soviet Union and the Baltics since February 1991. We have also delivered an additional \$23 million of surplus Department of Defense medical supplies.

Nuclear Disarmament: The Department of Defense will reallocate \$400 million of its FY-92 appropriation to assist the former Soviet Union in eliminating nuclear and chemical weapons.

Such missions are designed to introduce senior U.S. business executives to key business leaders, potential joint venture partners and high-ranking government officials in the host country.

Preinvestment Services

For more than five years OPIC has offered its **Opportunity Bank and Investor Information Service** to U.S. businesses seeking investment opportunities and country-specific investment data.

The **Opportunity Bank** is a computer data system which "matches" a U.S. investor's interest with specific overseas opportunities. American firms seeking joint venture projects overseas submit a description of their company, the type of investment sought and the developing country or countries of interest. Upon request, the information is "matched" against similar information submitted by foreign businesses seeking American investors. Registration is free, with a modest fee charged for "match" requests. In addition to contacting OPIC directly for Opportunity Bank information, users may access the Opportunity Bank through the LEXIS/NEXIS® services of Mead Data Central.

The **Investor Information Service** is an information clearinghouse which provides U.S. companies and individuals with basic economic, business and political information and data on some 110 developing countries and 16 geographical regions. The information is packaged in country-specific and region-specific kits, available for nominal fees.

Outreach

OPIC periodically sponsors and cosponsors seminars and conferences throughout the U.S. and overseas as a means of informing the U.S. business community of investment opportunities in the developing world. The objective is to increase the awareness among American companies, especially small- and medium-sized firms, of real opportunities for business expansion through overseas investment, as well as the OPIC services available to assist them.

For More Information

Overseas Private Investment Corporation
1615 M Street, NW
Washington, DC 20527

General Information:

1-800-424-OPIC (6742) (toll-free)
202-457-7101 (in the Washington, DC metro area)

COUNTRY AND AREA LIST

Algeria	Laos
Anguilla	Lebanon
Antigua/Barbuda	Lesotho
Argentina	Madagascar
Aruba	Malawi
Bahamas, The	Malaysia
Bahrain	Mali
Bangladesh	Malta
Barbados	Marshall Islands
Belize	Mauritania
Benin	Mauritius
Bolivia	Micronesia, Fed. States
Botswana	Mongolia
Brazil	Morocco
Bulgaria	Mozambique
Burkina Faso	Namibia
Burundi	Nepal
Cameroon	Netherlands Antilles
Cape Verde	Nicaragua
Central African Republic	Niger
Chad	Nigeria
Chile	Northern Ireland
Colombia	Oman
Congo	Panama
Cook Islands	Papua New Guinea
Costa Rica	Paraguay
Côte d'Ivoire	Philippines
Cyprus	Poland
Czechoslovakia	Portugal
Djibouti	Qatar
Dominica	Rwanda
Dominican Republic	St. Kitts-Nevis
Eastern Germany	St. Lucia
Ecuador	St. Vincent/Grenadines
Egypt	Sao Tome & Principe
El Salvador	Saudi Arabia
Equatorial Guinea	Senegal
Fiji	Sierra Leone
French Guiana	Singapore
Gabon	Somalia
Gambia, The	Sri Lanka
Ghana	Sudan
Greece	Swaziland
Grenada	Taiwan
Guatemala	Tanzania
Guinea	Togo
Guinea-Bissau	Tonga
Guyana	Trinidad & Tobago
Haiti	Tunisia
Honduras	Turkey
Hungary	Uganda
India	Uruguay
Indonesia	Venezuela
Ireland	Western Samoa
Israel	Yemen
Jamaica	Yugoslavia
Jordan	Zaire
Kenya	Zambia
Kiribati	Zimbabwe
Kuwait	



Overseas Private Investment Corporation

Executive Summary

OVERVIEW

The Overseas Private Investment Corporation (OPIC) is a self-sustaining, U.S. government agency whose purpose is to promote economic growth in developing countries by encouraging U.S. private investment in those nations. By doing such, OPIC can help American companies remain competitive in the international marketplace.

OPIC assists U.S. investors through three principal programs: (1) financing of investments through direct loans and/or loan guaranties; (2) insuring investment projects against a broad range of political risks; and (3) providing a variety of investor services.

All of OPIC's guaranty and insurance obligations are backed by the full faith and credit of the United States of America, as well as by OPIC's own substantial financial reserves.

OPIC assistance is available for new business investments and expansions in some 120 developing countries and areas around the world. However, OPIC will not provide assistance for any project that adversely affects the U.S. economy or domestic employment, is financially unsound, or does not promise significant benefits to the social and economic development of the host country.

Established by Congress in 1969, OPIC began operations in 1971. Structured like a private corporation, it does not receive Congressional appropriations. Moreover, OPIC has recorded a positive net income for every year of operation, with reserves currently standing in excess of \$1.5 billion.

OPIC's professional staff, recruited primarily from the private sector, is dedicated to responding quickly to investor needs and to developing creative business solutions for furthering U.S. private investment in the developing world.

PRIMARY PROGRAMS & SERVICES

INVESTMENT FINANCING

Medium- to long-term financing for overseas investment projects is available through loan guaranties and/or direct loans. OPIC's all-risk loan guaranties, issued to U.S. lending institutions, typically range from \$2 million to \$25 million, but can be as large as \$50 million. OPIC's direct loans, reserved for overseas investment projects involving small- and mid-sized companies, typically range from \$500,000 to \$6 million. In general, OPIC's finance commitments do not exceed 50 percent of the total project costs.

INVESTMENT INSURANCE

OPIC can insure U.S. investments overseas against the risks of political violence (war, revolution, insurrection, civil strife) to both assets and business income; expropriation; and inconvertibility of local currency. Specialized insurance coverages are also available for U.S. investors involved with certain contracting, exporting, licensing or leasing transactions to be undertaken in a developing country.

INVESTOR SERVICES

Advisory Services

OPIC offers competitively priced advisory services to small- and medium-sized and "new to market" U.S. businesses contemplating investment in overseas markets. Through OPIC's advisory services, companies obtain professional guidance and assistance with business plan development, prospective joint venture partner identification, field reconnaissance and prefeasibility evaluation, and project finance sourcing.

Investment Missions

OPIC traditionally conducts periodic investment missions to developing countries offering excellent investment opportunities for American businesses.