



**U.S. TRADE MISSION TO  
AZERBAIJAN 2020**  
certified by the U.S. Commercial Service

**Organized by:**



**Certified by:**





# **JOIN US FOR A CERTIFIED TRADE MISSION TO AZERBAIJAN**

| Aerospace | Agriculture | Aquaculture | Banking and Financial Services |  
Chemical/Petrochemical | Education | Energy /Oil&Gas | Food Industry | Healthcare |  
IT/Communication | Technologies | Infrastructure/Construction | Manufacturing Industry |  
Pharmaceutical Industry | Transportation | Tourism and Hospitality |

**Baku, Azerbaijan**

**April 8-10, 2020**



## ABOUT THE UNITED STATES-AZERBAIJAN CHAMBER OF COMMERCE



Since its inception in 1995, the United States-Azerbaijan Chamber of Commerce (USACC) has served as a vital resource for U.S. companies seeking to establish long-term business ties with Azerbaijan. Headquartered in the heart of Georgetown, Washington, D.C., the USACC organizes an impressive annual schedule of trade missions and conferences, while arranging business meetings where prominent government and business leaders from both countries can meet, share ideas and forge partnerships. Its expansive membership pool comprises a diverse group of businesses from all sectors of the economy, including Fortune-500 companies.

[www.usacc.org](http://www.usacc.org)

## ABOUT THE U.S. COMMERCIAL SERVICE



The United States Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration (ITA), which helps U.S. firms succeed in markets around the world. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. firms get started in exporting or increase sales to new global markets.

[www.trade.gov/cs](http://www.trade.gov/cs)

## COUNTRY PROFILE

Azerbaijan regained its independence from the Soviet Union in 1991. Ever since, the country has transformed from a newly independent country to a major regional energy player, as Azerbaijan's energy sector became an attractive destination for international investment. The important partnership with the United States has been a vital tool in Azerbaijan's success, confirming the importance and openness of Azerbaijan to doing business with foreign entities.



Located on the crossroads of trade and transit routes in the central Eurasian region, Azerbaijan has long solidified its role as a transit hub for oil and gas supplies in Europe through strategic pipeline projects, such as Baku-Tbilisi-Ceyhan pipeline and Southern Gas Corridor. Both projects allowed Azerbaijan to take advantage of its strategic geographic location and export vast quantities of hydrocarbons to world markets.

According to the major international financial institutions, the country's long-term growth prospects continue to be high due to its ample oil and gas resources and the large-scale reforms currently being undertaken by the government. These reforms include improvements in banking, taxation, customs and the judiciary system, as well as optimization of the government's structure.

Azerbaijani government is pursuing efforts to diversify its non-oil economy, declaring agriculture, information and communication technologies, transportation, and tourism as the key sectors. However, hydrocarbon resources remain the primary economic commodities, a greater dynamism has been recorded in most sectors of non-energy economy. In 2018, non-energy economy expanded by 1.8 percent reflecting significant improvements in most economic fields.

"U.S. Trade Mission to Azerbaijan 2020" is a unique business development event, certified and supported by the U.S. Department of Commerce will introduce a select number of American businesses to emerging opportunities in this growing market.

**Contact person:**

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## WHY JOIN THE MISSION

**The U.S. Trade Mission is a response to the rapid growth of opportunities in Azerbaijan. It offers U.S. companies an opportunity to:**

- ✓ Explore the Azerbaijani market;
- ✓ Learn how to increase profits and overcome international barriers;
- ✓ Network with leading regional industry experts, government officials and seasoned U.S. and global companies;
- ✓ Identify and meet prospective partners, customers, government buyers, agents and distributors;
- ✓ Meet one-on-one with key regional experts to discuss new market-entry strategies and insight.

## WHO CAN JOIN?

**Organized by the United States-Azerbaijan Chamber of Commerce and certified by the U.S. Commercial Service, the trade mission is open to U.S. companies, service providers, investors and consultants specializing in:**

- |                                  |                                   |                           |
|----------------------------------|-----------------------------------|---------------------------|
| ✓ Aerospace                      | ✓ Energy/Oil&Gas                  | ✓ Pharmaceutical Industry |
| ✓ Agriculture                    | ✓ Food Industry                   |                           |
| ✓ Aquaculture                    | ✓ Healthcare                      | ✓ Renewables              |
| ✓ Aviation                       | ✓ Infrastructure/<br>Construction | ✓ Technologies            |
| ✓ Banking and Financial Services | ✓ IT/Communication                | ✓ Tourism and Hospitality |
| ✓ Chemical                       | ✓ Manufacturing Industry          | ✓ Transportation          |
| ✓ Education                      |                                   |                           |



To join the mission participants are required to pay participation fee. Depending on the size of a business, participants will be charged in following amounts:

Small businesses<sup>1</sup>: **\$1,599**; Medium businesses<sup>2</sup>: **\$2,999**; and Large businesses<sup>3</sup>: **\$3,999**. Each additional person will be charged **\$350**.

## WHAT IS INCLUDED

The following services will be covered by the organizers:

- ✓ Appointment setting services;
- ✓ Breakfast briefing by U.S. Embassy officials and consultancy firms;
- ✓ Networking luncheons;
- ✓ Official reception with U.S. Ambassador;
- ✓ Pre-arranged logistics, including ground transportation and daily itinerary;
- ✓ Field visits.

## WHAT IS NOT INCLUDED

- ✓ Airfare & Accommodation

**NOTE: A travel visa is required to participate in the trade mission.**

**We recommend that all participants apply as soon as possible. For more information about travel visas, please contact us at +1 (202) 294 4528 or [chamber@usacc.org](mailto:chamber@usacc.org)**

<sup>1</sup> U.S. Small Business Administration. Table of Size Standards: <https://www.sba.gov/document/support--table-size-standards>

<sup>2</sup> Businesses with less than 1 billion annual revenue (including, affiliates) are qualified as medium size enterprises.

<sup>3</sup> All other businesses that do not qualify as a small or medium enterprise.



## PART 1 : CONTACT INFORMATION

COMPANY NAME \_\_\_\_\_



**YES, I'M A USACC MEMBER  
(10% DISCOUNT)**

WEB SITE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_

ZIP CODE \_\_\_\_\_

### REPRESENTATIVE 1

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

PHONE \_\_\_\_\_

MOBILE \_\_\_\_\_

FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

### REPRESENTATIVE 2 (ADDITIONAL \$350)

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

PHONE \_\_\_\_\_

MOBILE \_\_\_\_\_

FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

## PART 2 : BUSINESS OBJECTIVES (check all that apply)

- Market research
- Identify potential agents/distributors
- Seek licensing opportunities
- Seek assistance for investment/joint venture opportunities
- Assistance in establishing an office/franchise in Azerbaijan
- Support existing office, representative, agent or distributor

- Seek alliances
  - Identify export/import opportunities
  - Meet government officials and regulators
  - Other (*please specify below*)
- \_\_\_\_\_
- \_\_\_\_\_

## PART 3 : PAYMENT OPTIONS (choose method of payment)

The trade mission participation fee varies based on the size of a business-applicant. For more information please see page 6.

- Wire Transfer
- Credit Card
- Check

### TERMS AND CONDITIONS:

- The USACC reserves the right to review and reject applications. The applicant cannot cancel or amend an application after the closing date of February 15, 2020.
- The payment should be made within 15 days of the date of invoice. The USACC reserves the right to charge interest of 5 percent if the payment is late.
- The USACC reserves the right to revise participation rates upon written notice at any time.
- **Cancellation policy:** If for any reason a mission participant cancels his or her participation, the mission participation fee is non-refundable. If the participant decides to travel at a future date, the appointment-setting services will be provided by the Trade Mission Representative at no extra charge assuming the trip takes place within three months of the original mission date.

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

NOTE: Attendance is limited. Companies are accepted on a first come, first served basis. Please email your completed application form to us with the subject line of "U.S. Trade Mission to Azerbaijan 2020". We will contact you as soon as we receive your application. **The application deadline is February 15, 2020.**

Email: [projects@usacc.org](mailto:projects@usacc.org) | tel: +1(202) 333 8702 | fax: +1(202) 333 8703 | [www.usacc.org](http://www.usacc.org)