



# U.S. Commercial Service

## World Trade News and Events - March 2014

Newsletter of the US Commercial Service in Fargo, North Dakota

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### LOCAL NEWS

#### Local Export Success - Ultra Green

EB-5 visas allows foreigners to live in the U.S. as long as they invest at least \$500,000 in job-creating ventures. At the end of the government's last fiscal year, Sept. 30, 2013, 3,696 investors, mostly Chinese, were granted an EB-5 visa. And after a nationwide search, Devils Lake, ND was chosen to Ultra Green, creator of 100% biodegradable food containers / packaging, previously manufactured in China.. [Click here](#) to learn more about Ultra Green, the EB-5 Center in Grand Forks and the EB-5

**ultra green**

program.

### **Ex-Im Bank President to Visit Fargo at the Invitation of Senator Heitkamp**

Senator Heidi Heitkamp invites you to attend the Exporter Forum in conjunction with Chairman and President Fred P. Hochberg of the Export-Import Bank of the United States. Learn how to increase your company's international sales by finding new markets, protecting against the risk on nonpayment, extending credit to your buyers and accessing vital working capital. For more information, [click here](#).

Date: Thursday, March 20

Time: 8:30 am - noon

Location: North Dakota State College of Science - Fargo Location Skills and Technology Center

### **What Is Behind North Dakota's Erratic Oil Export Numbers?**

North Dakota's top export in the past few years has been crude oil, but there was a 36% plummet in the value of oil exported in 2013. Where is North Dakota's crude oil going, why has it become North Dakota's number one export and what explains the major swings in exports? [Click here](#) to find out why.

### **ND Farmers Now Farming in Mozambique**

Fairmount, ND native Wallie Hardie and his son Josh are now farming corn and soybeans in Mozambique, southern Africa. The Hardie men have been farming corn and soybeans used for chicken feed for the past two years in what Wallie calls the "final frontier in agriculture." They are buying a cashew nut farm out of bankruptcy, and plan to develop the 8,000-acre land in the next two years. [Click here](#) to read the full story in the Farmers Forum (Forum password needed to access).



### **Local Companies in Ukraine**

Many local companies are carrying out business in Ukraine. [Click here](#) to watch the WDAY TV interview with Heather Ranck discussing how the current unrest has affected these business relationships.



### **Senator Heitkamp Explores Ag Possibilities in Cuba**

Senator Heidi Heitkamp visited Cuba in early February, where she talked with officials about North Dakota farm exports. North Dakota produces several crops that are staples of the Cuban diet. [Click here](#) to read the full story from the Washington Times.

## **NATIONAL AND GLOBAL NEWS**

### **U.S. Commercial Service Export Success Story: Nordic Naturals**

[Click here](#) to watch the story of Nordic Naturals.

Nordic Naturals is a global leader of Omega-3 supplements. This is how Learn how they used the



U.S. Commercial Service to achieve a whole new level of export success.

### **Office of Authentications**

The Office of Authentications of the U.S. State Department provides signed certificates of authenticity to individuals, institutions, and government agencies for documents to be used abroad. Authentication Certificates and Apostille Certificates are issued based on the country in which the document will be used. Example of documents that may require authentication may include, but are not limited to, certificates of origin, company bylaws, powers of attorney, trademarks, treaties, warrants and courier letters. [Click here](#) for more information.

### **US Farm Exports Triple**

According to USDA's Economic Research Service, US farm exports nearly tripled between 2000 and 2013, reaching a record of almost \$141 billion in fiscal year 2013. Sales to developing countries were up about 250 percent and now account for two-thirds of US farm exports. Between 2000 and 2013, the volume of bulk commodities shipped from the US actually fell slightly, but their value rose almost eight percent annually. [Click here](#) to see the full USDA report.

## **EVENTS**

### **Discovering Global Markets Business Forum Series**

Announcing the Discover Global Markets (DGM) 2014 National Event Series; a fast-paced, two-day conference where U.S. businesses will have several unique learning, networking, and discussion opportunities. Meet U.S. trade officials who will bring the latest actionable market intelligence and industry trends directly to the U.S. business community. There are several events, each focused on distinct regions/industries of opportunity for U.S. business.

[Africa, the Middle East & India](#)

San Antonio, TX; May 1-2

[Europe](#)

Los Angeles, CA; June 2014

[Free Trade Agreements](#)

Detroit, MI; September 2014

[Greater China](#)

New York, NY; October 2014

[Western Hemisphere](#)

Charlotte, NC; October 2014

[Sub-Saharan Africa](#)

Atlanta, GA; November 2014

[Life Sciences](#)

Minneapolis, MN; November 2014

[Click here](#) for more information on the Discover Global Markets Business Forum Series.



### **Small Business Innovations Summit**

Date: March 19, 2014

Time: 7:45 am - 4:00 pm

Location: Hilton Garden Inn, Fargo, ND

Cost: \$95 - Chamber members get a \$20 discount

Co-hosted by U.S. Senators Heidi Heitkamp, John Hoeven, and Congressman Kevin Cramer along with The Red River Valley Research Corridor, the small business summit will bring together entrepreneurs, innovators and leaders to discuss challenges, opportunities and solutions related to policy and best practices. Interact with experts and experienced professionals to share ideas, learn about and discuss strategies and next steps for improving your business. An exporter forum is one of the activities in the agenda.

[Click here](#) for the agenda, registration, and more information.

### **West Africa Energy Trade Mission Led by Commerce Secretary Penny Pritzker**

Date: May 18-24, 2014.

Location: Ghana and Nigeria

Registration Deadline: March 14, 2014

U.S. Secretary of Commerce Penny Pritzker will lead an Energy Business Development Mission to West Africa with stops in Ghana and Nigeria from May 18-23, 2014. This mission will promote U.S. exports to Africa by helping U.S. companies launch or increase their business in the energy sector in West Africa. It will also help the African region develop and manage energy resources and systems, build out power generation and transmission, and distribution. [Click here](#) for more information or to register.

## **WEBINARS**

### **Review of EU Standards and Legislation**

Date: March 20, 2014

Time: 12 pm Eastern Time/ 11 am Central Time

Cost: FREE

\*U.S. exporters and manufacturers selling to the European Union are encouraged to attend this session.

Standardization underpins global trade and can facilitate or restrict access to markets. Register for this FREE webinar and learn how to comply with EU requirements

and develop an export strategy. [Click here](#) for more information.



### **Selling to the Government of Canada - Gathering Market Intelligence**

Date: March 26, 2014

Time: 2 - 4 pm Eastern Time/ 1- 3 pm Central Time

Cost: \$35

With U.S. companies controlling approximately one-third of the market, the Canadian safety & security sector is an easily accessible, readily viable, and profitable market for U.S. businesses. This webinar will give an overview of selling to the Government of Canada, and focus on showing you how to see if the Canadian government has bought similar products in the past, if there are standing offers, who your competitors active in the market are, and contract award history. [Click here](#) for more information or to register.

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Your U.S. Commercial Service / North Dakota Office



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