Trade Information & Associations

- **Trade Data & Analysis:** www.export.gov/tradedata/index.asp
- **U.S. Government Trade Portal:** Listing current trade leads: www.export.gov
- **The American Association of Exporters and Importers:** www.aaei.org
- **Buy USA**: Links to 107 domestic U.S. Commercial Service offices and 145 U.S. Embassies and Consulates. www.buyusa.gov
- **Small Business Exporters Association:** www.sbea.org
- **United States Small Business Association**: For help with writing your business plan. www.sba.gov
- **Grocery Manufacturers of America:** www.gmabrands.com
- **Footwear Industries of America**: www.apparelandfootwear.org
- **American Furniture Manufacturers Association**: www.globalsources.com/manufacturers/American-Furniture.com
- **Sporting Goods Manufacturers**: www.sgma.com
- **United Nations Conference on Trade and Development:** www.unctad.org

So You Want To Do Business In Ethiopia?

The Economic/Commercial Office

Embassy of the
United States of America
Entoto Road
P.O. Box 1014
Addis Ababa

Phone: 011-517-4450
Fax: 011-124-2431
http://ethiopia.usembassy.gov/commercial_office.html

U.S. COMMERCIAL SERVICE
United States of America
Department of Commerce

Your Guide to Doing Business in Ethiopia

The Economic/ Commercial Office Embassy of the United States of America Addis Ababa, Ethiopia

U.S. Commercial Service: Your Global Business Partner!

U.S. Commercial Service: "Who we are and what we do?"

The Economic/Commercial Office of the Embassy of the United States of America is the operational arm of the U.S. Department of Commerce for export development activities with the following main functions:

- *Advocating for U.S. commercial interests in Ethiopia;*
- *Advocating on behalf of U.S. firms to the Government of Ethiopia (GoE) and private sector to resolve trade and investment obstacles;*
- *Guiding companies to local business services such as accountants, lawyers, market research firms, advertising agencies, banks and insurance companies to strengthen in-country partnerships and expand local knowledge.*

How We Can Help

The Economic/Commercial Office is prepared to assist you with:

- Networking and linkages for financial, operational and technological needs;
- Guiding market entry and importation/ exportation activities;
- Developing your business advocacy strategies for GoE relationships;
- Identifying agents and potential business partners for your sector; and
- Providing information on Ethiopian business requirements and restrictions.

The ***Louis Armstrong "Satchmo" Information Resource Center*** **(IRC) at the U.S. Embassy** provides information services via high-speed, Internet access for the burgeoning business community. This facility enables users to explore on-line databases and directories for information about U.S. companies. The IRC's individualized services for the business community are provided on an appointment-basis only. Call: 011 517 4322 for an appointment.

Fee-Based Services

For aspiring customers, the following services are readily available:

- ***Gold Key Services (GKS).*** Assistance in appointment scheduling, research and business climate counseling to help U.S. companies/clients facilitate face-to-face meetings with local business and government contacts.
- ***Agent/Distributor Service (ADS).*** Assistance to U.S. businesspersons to locate representatives interested in marketing U.S. goods and services.

USG Agencies of Interest

- **U.S. Foreign Agricultural Service**: www.fas.usda.gov
- **U.S. Customs and Border Protection**: www.customs.gov
- **U.S. Food & Drug Administration**: www.fda.gov
- **U.S. Department of Commerce Office of Textiles and Apparel**: http://otexa.ita.doc.gov
- **U.S. Export-Import Bank**: www.exim.gov
- **U.S. Overseas Private Investment Corporation**: www.opic.gov
- **African Growth and Opportunity Act** (AGOA): www.agoa.gov
- **U.S. Tariff and Import Data by Product**: http://dataweb.usitc.gov
- **U.S. Animal & Plant Inspection Service**: www.aphis.usda.gov
- **U.S. Trade and Development Agency** (USTDA): www.tda.gov

Useful Links & Resources

- **The Country Commercial Guide for Ethiopia** details Ethiopia's business climate, recent regulatory changes and the leading sectors for U.S. exports and investments. Click on: http://ethiopia.usembassy.gov/commerical_office.html and go to the Country Commercial Guide for Ethiopia.

- **Ethiopia's Investment Climate Statement** provides essential information to private investors and businesses about Ethiopia's investment climate. http://buyusainfo.net/docs_orig x_6528378.doc#_Chapter_6:_Investment

- **World Bank Group: Doing Business in Ethiopia** provides rankings on indicators for starting a business, dealing with licenses, registering property, enforcing contracts, employing workers, and protecting investors. www.doingbusiness.org/Documents/CountryProfiles/ETH.pdf

- **Commercial News USA** provides the latest commercial news. www.export.gov/cnusa/welcome.html

- **U.S. Embassy Addis Ababa Lawyer List** Attorneys willing to provide legal services in Ethiopia to private American Citizens. The U.S. Embassy assumes no responsibility for the professional ability or integrity of the persons or firms whose names appear on this list. http://ethiopia.usembassy.gov/attorney_information.html