



## UKRAINE-CANADA POLICY AND TRADE CENTRE

by Orest Dubas

The *Ukraine-Canada Policy and Trade Centre* was established in 1992 as a research and business centre working closely with the Ukrainian Embassy in Ottawa. The *Centre* provides the Embassy with research, information and support services on Ukraine-Canada policy and trade matters.

*Centre* activities include the organization of seminars and conferences, briefings and speaking tours, working groups, research publications and policy development on current and strategic issues. On the business side, the *Centre* works with Embassy staff to identify markets and opportunities for clients wishing to do business with Ukraine. Introductions are facilitated with potential partners for joint-ventures and assistance provided with contract preparation and various stages of negotiation.

The *Centre* produces the *Policy and Trade Monitor*, a periodic analysis and review of information on subjects vital to a better understanding of the politics and economy of Ukraine.

The focus of the *Centre* is on contemporary world issues and trends, with particular reference to concerns of Canadians and the political and economic options for Canada vis-a-vis Ukraine. The *Centre* maintains close cooperation and networking with governmental and non-governmental institutions in Ukraine and Canada. The *Centre's* resource and data centre provides current information materials on various official government conferences, seminars, and official visits and tours to Canada and Ukraine by various groups. Custom briefing materials can be obtained on specific laws, tax structures, and other provisions related to political and economic activity in Ukraine. This includes changes in laws and regulations governing foreign investment or import-export transactions.

On the marketing side, the *Centre* facilitates the selection of quality products in their points of origin and effect their delivery to specific marketplaces in Canada, the US and Ukraine. This includes identifying foreign suppliers, enterprises, brokers, wholesalers, transport firms, and their associations. The *Centre* organizes commercial exhibitions and seminars, arranges for the exchange of commercial and technological marketing information, business and institutional linkages.

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Ukraine. When completed, the Kyiv power plant will produce 250 megawatts of electricity and provide district heating for 500,000 people.

The new plant, which will be 51 per cent owned by Northland, will combine Canadian power plant design expertise with existing Ukrainian technology, such as steam turbines and transformers. The Canadian companies' profits from the power station will be paid out of western currencies Ukraine receives for its electricity exports to Western Europe.

## UKRAINE TRADE SHOW IN LAS VEGAS

*Las Vegas...* A Canadian delegation from the Ukraine-Canada Policy and Trade Centre participated in the first-ever America-Ukraine Exposition recently held at the Sands Convention Centre in Las Vegas, Nevada.

The United States Department of Commerce, in close working cooperation with representatives from the Ukrainian government and industry organized this event designed to inform the Western business establishment about partnership and investment opportunities in Ukraine, while at the same time, provide Ukrainian industrial and commercial companies a showcase to introduce their products and manufacturing capabilities to business entities and individuals in North America.

The Trade Show was not without controversy. Businessmen were stunned to find all proceedings in this supposedly-Ukrainian show entirely in Russian. Not expecting such a strong negative reaction, the organizers were quick to shift blame on everyone but themselves, particularly onto the participants from Ukraine. The location also came under criticism, being completely isolated from any Ukrainian business or community centres. This, in addition to poor advertising, may have accounted for lower than expected turnout.

## NEWS BRIEFS . . . . .

### UKRAINE EMBASSY FUND REACHES TARGET

*Winnipeg...* The Ukraine Embassy Fund fund-raising campaign initiated by the Ukrainian Canadian Congress (UCC) has surpassed its target goal with contributions exceeding \$1.5 million. The Ukrainian Canadian communities' overwhelming response to the UCC's appeal for funds has ensured the newly-independent nation of 53-million inhabitants a permanent presence in the Nation's capital. With its official embassy located in downtown Ottawa and a prestigious Ambassador's residence on Island Park Drive, Ukraine now can professionally and confidently function in a manner worthy of its status as a member of the world community of nations.

### NORTHLAND POWER SIGNS CONTRACT WITH KYIV

*Toronto...* One of Ontario's largest private electric power producers, Northland Power, has signed a deal to build a \$250-million co-generation plant in Kyiv, the capital of