

## VGBO Location

Located in the San Francisco central business district, the Victorian Government Business Office offers convenient access to nearby hotels, public transport, banks, restaurants and other services.

The office is approximately 30 minutes from the airport by car. Alternatively, Bay Area Transit provides a direct train link from the airport to the city.

**575 Market Street, Suite 2080  
San Francisco, CA 94105**



## How to Apply

Visit the website at [www.business.vic.gov.au/export](http://www.business.vic.gov.au/export) to download an application form under the Access America link. Complete the form and email to [george.discal@iird.vic.gov.au](mailto:george.discal@iird.vic.gov.au) or fax to (03) 9651 8044.

For more information about the Access America Program please contact:

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**Manager Export Development -**  
**South Asia and United States**  
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## Access America

Victorian Government Business Office San Francisco



OPENING DOORS TO  
**export**

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## The US in Focus

The US is a market of nearly 300 million people, has a GDP of almost US\$12 trillion, approximately 22 times larger than Australia's. The US is also the world's largest importer of goods and services valued at over US\$1.7 trillion a year.

The Free Trade Agreement between Australia and the US (AUSFTA) which came into effect on 1 January 2005, has created significant new benefits for the Australian economy and opportunities to build on the current strong trade relationship.

The US is currently Australia's second largest export market for goods and the largest export market for services. Victorian goods exports to the US in 2004 were close to A\$1.95 billion.

Export opportunities exist for Victorian companies in several sectors, including:

- ICT;
- food;
- wine;
- agribusiness;
- financial services;
- biotechnology; and
- automotive.

## Access America

The Access America program is a service provided to Victorian companies by the Victorian Government.

The Victorian Government Business Office in San Francisco offers the complimentary use of office facilities and provides free export-related assistance to help Victorian companies navigate the world's largest market.

Access America helps reduce the cost, time and risk associated with identifying export opportunities or establishing export operations in the USA.

*"We have been extremely pleased with the Access America program and would recommend it to companies serious about developing business in the US."*

**Jari Palander**  
North American Vice President - Invetech

## Program Outline

- Office space is free for the first two weeks.
- Thereafter, companies will be charged at a subsidised rate of US\$250 per month for up to three months, excluding any extraordinary expenses such as long distance phone calls.
- Facilities include an individual desk, phone with voicemail, broadband connection, printer, copier and fax.
- Conference rooms are also available for an additional fee.
- Clients must provide their own compatible laptop to be connected to the office wireless network.

## Export Related Assistance

Local staff in the Victorian Government Business Office in San Francisco can provide:

- market intelligence;
- market-entry advice;
- competitor analysis;
- logistical support;
- strategy refinement; and
- networking.



Opening Doors connects you to **world-class** export assistance