



U.S. Trade and Development Agency

USTDA-Sponsored Events
and Conferences Report

Fiscal Year 2015

1000 Wilson Blvd., Suite 1600
Arlington, VA 22209
Phone: (703) 875 - 4357
Fax: (703) 875 - 4009

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MESSAGE FROM THE DIRECTOR

It is my pleasure to provide the U.S. Trade and Development Agency's report of the events and conferences sponsored by the Agency in Fiscal Year 2015.



Director

U.S. Trade and Development Agency

U.S. Trade and Development Agency-Sponsored Events and Conferences in Fiscal Year 2015

In response to the Office of Management and Budget's (OMB) *Memorandum on Promoting Efficient Spending to Support Agency Operations (M-12-12)*, the U.S. Trade and Development Agency (USTDA) is pleased to provide this report on all USTDA-sponsored conferences and events for Fiscal Year (FY) 2015.

USTDA's mission is to help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA uses two approaches to fulfill its mission. The first is to fund U.S.-led feasibility studies, pilot projects, and technical assistance through its Project Preparation Program to link foreign project sponsors with U.S. businesses at the critical early stage when technology options and project requirements are being defined. The second approach, and the subject of this report, is through its International Business Partnership Program (IBPP), which is designed to connect buyers from developing and middle-income countries with U.S. manufacturers and service providers in order to open new export markets and commercial opportunities around the world for American companies. USTDA funds a number of conferences and events each year in order to fulfill the objectives of the IBPP.

USTDA launched the IBPP in response to President Obama's National Export Initiative (NEI) and has increased the number of events and trade promotion programs under the IBPP in an effort to generate more U.S. exports and support U.S. jobs. The trade promotion activities and events sponsored under the IBPP include:

1. **Reverse Trade Missions (RTMs)** - RTMs bring foreign buyers to the United States, pending an upcoming procurement, in order to observe the design, manufacture, demonstration, and operation of U.S. products and services that can help them achieve their development goals. These strategically planned missions also present excellent opportunities for U.S. businesses to establish or enhance relationships with prospective overseas customers.
2. **Conferences and Workshops** - USTDA organizes worldwide conferences and workshops to connect U.S. firms with foreign project sponsors. These sector- or region-specific events are designed to showcase U.S. goods, services, and technology to foreign buyers. U.S. firms also have the opportunity to meet one-on-one with overseas project sponsors. These events also provide U.S. companies with an understanding of U.S. government programs and the role they can play in supporting increased exports, from advocacy support to export financing options.
3. **Training** - In support of U.S. businesses, USTDA provides training for foreign decision makers to support the export of U.S. equipment and services. Training can take place in either the United States or host country and it typically focuses on technology or regulatory requirements in order to give project sponsors a better understanding of U.S. capabilities and expertise related to a procurement opportunity.

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USTDA's IBPP program creates a win-win scenario by promoting U.S. exports to advance economic growth in developing and middle-income countries. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

Along with USTDA's colleagues throughout the federal government, USTDA is fully committed to supporting U.S. jobs and helping U.S. businesses enter new overseas markets. The Agency looks forward to continuing its successful collaboration with its many partners spanning federal, state, and local governments, the U.S. business community, and overseas stakeholders to promote U.S. exports that meet the development needs of low and middle-income countries.

All USTDA conferences and events, regardless of cost, are approved at the highest levels of senior management, including the Director of the Agency. In addition, the Agency has instituted a multi-level review of conference and event budgets to ensure that they are appropriate and that U.S. government funds are spent in an efficient and effective manner. Subsequent to development of a conference or event budget by program staff, it is reviewed by the Agency's Regional Director for the relevant region and by one of the Agency's Assistant General Counsels prior to presentation and further examination by the Agency's Executive Team.

As part of our fiscal stewardship, every aspect of the planning, logistics, and implementation of a conference or event is carefully scrutinized and monitored to ensure all monies are spent in the most cost-effective and efficient manner. Pursuant to Federal Acquisition Regulation procedures, USTDA competitively selects an outside contractor to manage conference logistics. USTDA pays for a portion of the conference costs by reimbursing the contractor for actual expenses incurred, such as lodging for the delegates, international and domestic air fare, land transportation, meals associated with the event, and interpretation services, if required. This approach allows USTDA to incur only actual conference costs rather than guaranteeing the contractor a fixed payment for the entire cost of the conference. In many instances, the contractor is also required to secure a specified minimum amount in conference sponsorship, which is used to offset USTDA's costs. In addition, any gate receipts in excess of a specified number of attendees, as well as any sponsorship in excess of the specified amount, are typically shared 50/50 by USTDA and the contractor. These measures help to ensure that Agency funds are spent in the most cost-effective manner. In FY 2015, USTDA supported 39 reverse trade missions, conferences, and workshops, paying a total of \$6,225,946.61 in event expenses. Detailed descriptions of these events may be found in this report.

U.S.-China Clean Energy Exchange Program: Smart Grid Study Tour

Date: October 13-25, 2014

Location: Los Angeles, CA; Washington, DC; Philadelphia, PA

Event expenses paid through FY 2015: \$190,283.43

Final cost of event will not exceed: \$241,406.43

Number of delegates whose event expenses were paid by USTDA: 11

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

As part of USTDA's U.S.-China Clean Energy Exchange Program, this RTM focused on smart grid development, and brought delegates from China's National Energy Administration, provincial ministries, and state-owned power utilities to Southern California; Philadelphia, PA; and Washington, DC for site visits and training on smart grid technologies, regulations, and best practices. The delegation met with U.S. companies, trade associations, and regulators, as well as participated in site visits to see smart grid demonstration projects at the University of California San Diego and the Philadelphia Navy Yard. A Business Briefing was held in Los Angeles, CA and provided an opportunity for U.S. smart grid companies to give presentations and participate in round table discussions with the delegates.

Sub-Saharan Africa Light Aircraft and Helicopter Reverse Trade Mission

Date: October 19-29, 2014

Location: Washington, DC; Wichita, KS; Orlando, FL; Philadelphia, PA

Event expenses paid through FY 2015: \$184,403.80

Final cost of event will not exceed: \$229,598.80

Number of delegates whose event expenses were paid by USTDA: 9

Number of delegates whose event expenses were self-funded: 2

Number of contractor personnel whose event expenses were paid by USTDA: 3

USTDA sponsored the Sub-Saharan Africa Light Aircraft and Helicopter RTM to introduce delegates from across sub-Saharan Africa to U.S. technology and industry best practices in the aviation sector. Delegates from private sector aviation companies in sub-Saharan Africa participated in site visits where they met with U.S. industry experts and suppliers of light aircraft and helicopters. Africa's aviation sector is undergoing steady transformation as income levels rise and air traffic becomes a more affordable means to navigate the region.

U.S.-Turkey Geothermal Energy Workshop

Date: October 21-22, 2014

Location: Ankara, Turkey

Event expenses paid through FY 2015: \$172,076.00

Final cost of event will not exceed: \$239,573.00

Number of participants and speakers whose event expenses were paid by USTDA: 35

Number of participants whose event expenses were self-funded: 54

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7

USTDA sponsored a two-day geothermal energy workshop in Ankara, Turkey to connect U.S. and Turkish stakeholders and to support the implementation of geothermal energy projects in Turkey. The workshop included presentations by Turkish geothermal project developers and investors, government stakeholders, financing organizations, and U.S. geothermal companies. Topics included updates on geothermal projects being developed by concession-holders, new government and regulatory initiatives, state-of-the-art U.S. technology, as well as best practices and financing structures that support project development. This workshop provided an opportunity for U.S. companies to meet with key stakeholders in the Turkish geothermal industry and learn about the opportunities in this growing geothermal market.

Latin America and the Caribbean Renewable Energy Grid Integration Orientation Visit

Date: October 27-31, 2014

Location: Washington, DC; Golden, CO; Austin, TX

Event expenses paid through FY 2015: \$171,847.20

Final cost of event will not exceed: \$251,404.20

Number of delegates whose event expenses were paid by USTDA: 14

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

In cooperation with the U.S. Department of Energy and the Inter-American Development Bank, USTDA hosted a high-level orientation visit to advance the dialogue among Latin American and Caribbean leaders on energy grid modernization. The visit focused on the integration of renewable energy resources and energy efficiency technology into the electric grid in the context of integrated energy systems planning. The delegation met with U.S. renewable energy suppliers and visited project sites that utilize U.S. renewable energy technologies, including the U.S. Department of Energy's National Renewable Energy Laboratory in Golden, CO. The visit also

included meetings with federal and local officials to discuss regulations and best practices. High level officials from Colombia, Costa Rica, the Dominican Republic, El Salvador, Mexico, and Panama participated in the delegation. An industry roundtable allowed U.S. companies to meet the delegation and learn about procurement opportunities in the region.

Panama Airport and Air Traffic Management Technologies Reverse Trade Mission

Date: November 2-11, 2014

Location: Washington, DC; Dallas, TX; Los Angeles, CA

Event expenses paid through FY 2015: \$168,337.00

Final cost of event will not exceed: \$247,894.00

Number of delegates whose event expenses were paid by USTDA: 7

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA sponsored this RTM to introduce Panamanian delegates to key U.S. technologies and best practices relating to air traffic management and airport operations, as Panama develops a new strategy to modernize the country's aviation infrastructure. The delegation met with U.S. companies and government agencies, and visited Washington Dulles International Airport, Dallas-Fort Worth International Airport, and Los Angeles International Airport. The delegation included senior officials from Panama's civil aviation authority and Tocumen International Airport. The RTM included an Industry Briefing, where U.S. companies met the Panamanian delegation and learned about airport and air traffic management projects in Panama.

U.S.-South Africa Aviation Training Program: Airport Emergency Planning

Date: November 3-7, 2014

Location: Dallas, TX

Event expenses paid through FY 2015: \$159,126.50

Final cost of event will not exceed: \$168,885.50

Number of delegates whose event expenses were paid by USTDA: 12

Number of speakers whose event expenses were paid by USTDA: 2

Number of contractor personnel whose event expenses were paid by USTDA: 2

This training course, which took place in Dallas, TX, focused on airport emergency management planning, as well as interaction with U.S. manufacturers of related equipment, products, and services. The course provided basic familiarization with the role of the airport and, in particular, aircraft rescue and firefighting services in developing and maintaining airport emergency preparedness and management. The course was attended by South African officials responsible for safety and emergency management in various airports throughout the country.

Brazil Unconventional Gas Reverse Trade Mission

Date: November 3-12, 2014

Location: Dallas, TX; Houston, TX; Pittsburgh, PA; Washington, DC

Event expenses paid through FY 2015: \$169,352.70

Final cost of event will not exceed: \$214,990.70

Number of delegates whose event expenses were paid by USTDA: 7

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

The objective of this RTM was to familiarize representatives from Brazilian public and private sector entities with the latest U.S. technologies, suppliers, and best practices in unconventional gas development. The delegation met with U.S. energy companies and environmental and regulatory agencies. Delegates also visited project sites that utilize unconventional gas technologies, including those related to shale gas extraction. The delegation was comprised of Brazilian private sector companies with major project development opportunities, as well as public sector representatives and regulators.

Colombia, Dominican Republic, and Peru Cybersecurity and Access Control Reverse Trade Mission

Date: November 3-12, 2014

Location: Washington, DC; Austin, TX; Silicon Valley, CA

Event expenses paid through FY 2015: \$175,756.00

Final cost of event will not exceed: \$175,756.00

Number of delegates whose event expenses were paid by USTDA: 14

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This visit familiarized delegates with U.S. cybersecurity and physical security technologies and best practices applicable to gas and electric utilities as well as oil and gas companies. Delegates representing utilities, system operators, cybersecurity command centers, and national oil companies from Colombia, the Dominican Republic, and Peru participated. The RTM included a Business Briefing in Silicon Valley, CA, where U.S. companies learned about opportunities in Colombia, the Dominican Republic, and Peru and met with the senior-level delegates.

Brazil Cloud Computing Reverse Trade Mission

Date: November 4-15, 2014

Location: San Jose, CA; New York, NY; Dallas, TX

Event expenses paid through FY 2015: \$209,299.20

Final cost of event will not exceed: \$243,166.20

Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This RTM familiarized representatives from Brazilian state information technology companies with the latest U.S. technologies and services relating to cloud computing. The delegation visited U.S. companies, local government agencies, and sites in California, New York, and Texas. The RTM covered several topics including improving the quality of big data services, best practices in cost optimization, disaster recovery planning, IT operation processes, mobile device management, virtualization, cloud storage trends, and managing data in the cloud.

China Environmental Technologies Select Reverse Trade Mission

Date: November 16-22, 2014

Location: San Francisco, CA; Los Angeles, CA; San Diego, CA

Event expenses paid through FY 2015: \$189,271.70

Final cost of event will not exceed: \$236,333.70

Number of delegates whose event expenses were paid by USTDA: 14

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This RTM involved delegates from China's national and provincial ministries of commerce as well as Chinese companies interested in procuring cutting-edge environmental technologies related to pollution remediation. This RTM visited California, was held in coordination with the California governor's office, and supported a Memorandum of Understanding (MOU) between the state of California and the Chinese Ministry of Commerce to increase bilateral trade cooperation between California and China. The RTM familiarized senior Chinese officials and company representatives with U.S. best practices and equipment for environmental technologies related to pollution remediation. A Business Briefing provided U.S. companies with the opportunity to present to the delegates and learn about upcoming procurements in China.

China Cold Chain Technologies Reverse Trade Mission

Date: November 30-December 13, 2014

Location: Los Angeles, CA; San Diego, CA; Jacksonville, FL; Orlando, FL; Miami, FL

Event expenses paid through FY 2015: \$260,435.60

Final cost of event will not exceed: \$292,996.60

Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 12

This RTM familiarized executives of cold chain and storage facilities and local government representatives from China's Guangdong Province with U.S. best practices and technologies in the cold chain industry. The delegation visited U.S. cold chain and storage facilities and met with U.S. companies to learn about the U.S. cold chain logistics industry. A Business Briefing provided an opportunity for U.S. companies to learn about opportunities in China's cold chain industry, and was followed by one-on-one meetings between U.S. firms and individual delegates. Cold chain refers to a temperature-controlled supply chain used for storage and distribution of perishable goods such as agricultural produce, seafood, frozen food, chemicals and pharmaceutical drugs.

China Healthcare Executive Leadership Training Program

Date: November 30-December 19, 2014

Location: New York, NY; Pittsburgh, PA

Event expenses paid through FY 2015: \$371,357.20

Final cost of event will not exceed: \$420,674.20

Number of delegates whose event expenses were paid by USTDA: 25

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This Training Program brought Chinese senior healthcare executives from China's Health and Human Resources Development Center, the central and provincial departments of health, and Chinese hospitals for a training program at the Mailman School of Public Health at Columbia University in New York, NY. The Training Program included visits to the University of Pittsburgh Medical Center in Pittsburgh, PA, and other general hospitals and clinics in the United States. The curriculum included topics on hospital management, disease control and prevention, information technology solutions in management, value-added health services, senior care, proton therapy, and community healthcare networks and support. This visit provided opportunities for the delegation to meet with senior hospital leaders and healthcare stakeholders that supply advanced medical services and technologies in the United States. A Healthcare Roundtable was held in New

York, NY, and gave U.S. companies the opportunity to present to the delegates and learn about healthcare procurements in China.

Botswana Global Procurement Initiative Orientation Visit

Date: December 6-13, 2014

Location: Washington, DC; Austin, TX

Event expenses paid through FY 2015: \$78,426.00

Final cost of event will not exceed: \$191,877.00

Number of delegates whose event expenses were paid by USTDA: 14

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

In this Procurement Assistance Program, USTDA hosted Botswana procurement officials for an eight-day orientation visit that included advanced procurement training and meetings with federal procurement entities in Washington, DC, as well as meetings and site visits with local government procurement units in Austin, TX. In these visits, delegates learned about the use of innovative procurement procedures for high-value goods and services. This activity built on the first phase of Botswana's Procurement Assistance Program under USTDA's Global Procurement Initiative: Understanding Best Value (GPI), which took place in Fiscal Year 2014, during which approximately 40 officials from Botswana's Public Procurement and Asset Disposal Board (PPADB) and nine government ministries received three days of in-country training on value-based procurement.

India Smart Grid Reverse Trade Mission and Workshop

Date: December 6-17, 2014

Location: San Francisco, CA; Portland, OR; Washington, DC

Event expenses paid through FY 2015: \$138,824.90

Final cost of event will not exceed: \$164,728.90

Number of delegates whose event expenses were paid by USTDA: 8

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 4

USTDA sponsored an RTM and workshop to familiarize Indian private and public sector delegates with a broad range of U.S. smart grid transmission and distribution technologies. These technologies are anticipated to assist Indian utilities with their growing power needs, through grid modernization, demand side management, and the promotion of renewable energy generation. The RTM included visits to San Francisco, CA; Portland, OR; and Washington, DC, where the delegates met with U.S. utilities, government organizations, industry associations, and

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U.S. technology and equipment providers. The delegates included representatives of major Indian utilities that had recently participated in USTDA's smart grid grant programs. The RTM included a Business Briefing in the San Francisco Bay Area, where the delegates briefed attending U.S. companies on their initiatives, challenges, and procurement opportunities.

Latin America and the Caribbean Airport Resiliency Workshop

Date: December 15-17, 2014

Location: Miami, FL

Event expenses paid through FY 2015: \$229,456.16

Final cost of event will not exceed: \$330,400.00

Number of delegates whose event expenses were paid by USTDA: 16

Number of participants whose event expenses were self-funded: 80

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 9

This technical, policy, and commercial forum enabled airport officials from across Latin America and the Caribbean to engage with U.S. industry on best practices, technologies, and services for airports both to respond to and recover from natural disasters and other emergency events. Representatives included senior government officials from Brazil, Colombia, Costa Rica, the Dominican Republic, El Salvador, Jamaica, Mexico, Panama, Peru, and the United States. The workshop addressed infrastructure improvements, information technology security, interoperable communications, secondary energy plans, and emergency response. USTDA sponsored this event in cooperation with the U.S. Federal Aviation Administration.

Burma Gas Sector Modernization Reverse Trade Mission

Date: January 20-31, 2015

Location: Washington, DC; Greenville, SC; Houston, TX; San Diego, CA

Event expenses paid through FY 2015: \$259,030.81

Final cost of event will not exceed: \$303,988.81

Number of delegates whose event expenses were paid by USTDA: 9

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

USTDA hosted a delegation of senior officials from relevant ministries and state-owned enterprises in Burma for an RTM focused on the gas industry and gas-fired power. The delegates had the opportunity to learn about U.S. technology and service capabilities for construction, operation, maintenance, and refurbishment of gas-fired power plants, along with regulatory and

related environmental best practices for the energy sector. In addition, the RTM included a Business Briefing, where U.S. companies learned about gas industry and gas-fired power project opportunities in Burma and met with the senior-level officials.

Global Smart Grid Reverse Trade Mission

Date: February 1-6, 2015

Location: San Diego, CA; Los Angeles, CA

Event expenses paid through FY 2015: \$174,758.40

Final cost of event will not exceed: \$229,037.40

Number of delegates whose event expenses were paid by USTDA: 15

Number of USTDA employees whose event expenses were paid by USTDA: 3

Number of contractor personnel whose event expenses were paid by USTDA: 4

This Global Smart Grid RTM introduced international electric distribution companies to U.S. products and services related to electricity distribution and smart grid technologies. The delegation included senior officials from a range of countries, including the Philippines, Vietnam, South Africa, Rwanda, Ghana, Brazil, the Dominican Republic, and Turkey. In addition to site visits as part of the RTM, the delegates also attended the 25th annual DistribuTECH Conference and Exhibition, a separate conference related to smart grid technologies.

U.S.-China Clean Energy Exchange Program: Carbon Capture Utilization and Storage Study Tour

Date: February 1-7, 2015

Location: Meridian, MS; Houston, TX

Event expenses paid through FY 2015: \$190,050.20

Final cost of event will not exceed: \$241,173.20

Number of delegates whose event expenses were paid by USTDA: 9

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

This study tour introduced Chinese energy sector officials and representatives from Chinese energy companies to U.S. technologies, equipment, and best practices in carbon capture utilization and storage (CCUS) technologies. The delegation also participated in the Asia-Pacific Economic Cooperation (APEC) Expert Group on Clean Fossil Energy CCUS-Enhanced Oil Recovery (EOR) Workshop. A Business Roundtable was held in Houston, TX, and provided an opportunity for U.S. companies to give presentations and participate in discussions with the delegates about CCUS/EOR development and technologies.

Vietnam Global Procurement Initiative Orientation Visit

Date: February 28-March 14, 2015

Location: Albany, NY; New York, NY; Sacramento, CA; San Francisco, CA; Washington, DC

Event expenses paid through FY 2015: \$248,449.50

Final cost of event will not exceed: \$336,507.50

Number of delegates whose event expenses were paid by USTDA: 15

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

In this Procurement Assistance Program, USTDA hosted senior Vietnamese government officials for an orientation visit on value-based procurement. Delegates attended trainings and site visits to observe and learn about the use of value-based procurement methods in this U.S., including case studies on the implementation of best value analysis at the U.S. federal, state, and local levels. This activity built on the first phase of Vietnam's Procurement Assistance Program under USTDA's Global Procurement Initiative: Understanding Best Value (GPI), which took place in Fiscal Year 2014, during which national and provincial procurement officials received in-country training in value-based procurement methods.

U.S.-India Smart Grid Workshop

Date: March 2, 2015

Location: Bangalore, India

Event expenses paid through FY 2015: \$92,214.02

Final cost of event will not exceed: \$166,290.02

Number of participants whose meal expenses were paid by USTDA: 31

Number of speakers whose event expenses were paid by USTDA: 12

Number of participants whose event expenses were self-funded: 82

Number of USTDA employees whose event expenses were paid by USTDA: 3

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 4

The second workshop of the India Smart Grid Workshop Series took place on March 2, 2015 in Bangalore, India in coordination with India Smart Grid Week. The workshop highlighted U.S. grid modernization and load reduction technologies, best practices, policies, and financing mechanisms. Additionally, USTDA smart grid grant participants and their U.S. contractors shared information gained through USTDA smart grid grant programs and introduced opportunities in the Indian power sector. The first one-day workshop took place in December 2014 in San Francisco, CA.

Mexico and Panama Green Port Technologies Reverse Trade Mission

Date: March 15-25, 2015

Location: Miami, FL; Houston, TX; Los Angeles, CA

Event expenses paid through FY 2015: \$187,735.00

Final cost of event will not exceed: \$242,730.00

Number of delegates whose event expenses were paid by USTDA: 10

Number of delegates whose event expenses were self-funded: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

This visit introduced delegates from Mexico and Panama to U.S. green port technologies and U.S. best practices for environmental management at ports. The delegates had the opportunity to learn about green port programs related to energy efficiency, pollution prevention, waste reduction, and resource conservation. The visit included an Industry Roundtable in Los Angeles, CA, where U.S. companies learned about opportunities in Mexico and Panama and met with senior-level delegates. The delegation from Mexico included officials from the Secretariat of Communications and Transportation, as well as representatives from the port authorities of Altamira, Ensenada, Guaymas, and Veracruz. The delegation from Panama included officials from the Panama Canal Authority and the Panama Maritime Authority.

Brazil Cybersecurity and Access Control Reverse Trade Mission

Date: March 15-26, 2015

Location: Washington, DC; San Francisco, CA; Silicon Valley, CA

Event expenses paid through FY 2015: \$254,448.83

Final cost of event will not exceed: \$278,474.83

Number of delegates whose event expenses were paid by USTDA: 13

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This visit familiarized delegates with U.S. cybersecurity and physical security technologies and best practices applicable to the electricity sector. Delegates representing utilities, transmission companies, and system operators from Brazil participated. The RTM included a Business Briefing Roundtable in Silicon Valley, CA, where U.S. companies learned about opportunities in Brazil and met with the senior-level delegates.

U.S.-South Africa Aviation Training Program: U.S.-South Africa Aviation Forum

Date: March 23-25, 2015

Location: Cape Town, South Africa

Event expenses paid through FY 2015: \$217,621.25

Final cost of event will not exceed: \$236,008.25

Number of delegates whose event expenses were paid by USTDA: 33

Number of delegates whose event expenses were self-funded: 17

Number of speakers whose event expenses were paid by USTDA: 3

Number of participants whose event expenses were self-funded: 39

Number of USTDA employees whose event expenses were paid by USTDA: 4

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 4

USTDA, in cooperation with the U.S. Department of Transportation and the U.S. Federal Aviation Administration, hosted the U.S.-South Africa Aviation Forum – The Future of Aviation Leadership in Cape Town, South Africa. The Forum served as the capstone to the U.S.-South Africa Aviation Training Program, which provided training courses, workshops and case studies on leadership development to foster economic cooperation between the U.S. and South African aviation sectors.

Turkmenistan Gas-Fired Power Reverse Trade Mission

Date: March 23-27, 2015

Location: Washington, DC; Atlanta, GA; Greenville, SC; Charlotte, NC

Event expenses paid through FY 2015: \$149,548.00

Final cost of event will not exceed: \$222,721.00

Number of delegates whose event expenses were paid by USTDA: 13

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted a delegation of key government officials from Turkmenistan for the Gas-Fired Power RTM. During the visit, the delegates met with U.S. company representatives and U.S. government officials to learn about equipment, technologies, and best practices that can advance Turkmenistan's gas-fired power generation, transmission, and distribution capabilities. The RTM included visits in Washington, DC; Atlanta, GA; Greenville, SC; and Charlotte, NC.

Brazil Healthcare IT Reverse Trade Mission

Date: April 12-21, 2015

Location: Chicago, IL; Pittsburgh, PA; Washington, DC

Event expenses paid through FY 2015: \$138,632.50

Final cost of event will not exceed: \$231,922.50

Number of delegates whose event expenses were paid by USTDA: 7

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 4

This RTM familiarized representatives from Brazilian hospitals, as well as officials from Brazilian federal and municipal governments, with the latest U.S. technologies and services relating to healthcare information technology. The delegation visited U.S. companies, government agencies, and hospitals in Illinois, Pennsylvania, and Washington, DC. The delegates also participated in the 2015 Healthcare Information and Management Systems Society (HIMSS) Conference in Chicago, IL, a separate conference related to the health information technology sector.

Mexico and Panama Cybersecurity and Access Control Reverse Trade Mission

Date: April 19-30, 2015

Location: Washington, DC; Austin, TX; Silicon Valley, CA

Event expenses paid through FY 2015: \$183,138.00

Final cost of event will not exceed: \$270,218.00

Number of delegates whose event expenses were paid by USTDA: 5

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

The visit familiarized delegates with U.S. cybersecurity and physical security technologies and best practices applicable to the electricity sector. Delegates representing utilities, transmission companies, and system operators from Mexico and Panama also participated. The RTM included a Business Briefing Roundtable in Silicon Valley, CA, where U.S. companies had the opportunity to learn about upcoming infrastructure projects in Mexico and Central America and meet with the senior-level delegates.

Brazil Telecommunications Technologies for Power Utilities Reverse Trade Mission

Date: May 4-13, 2015

Location: Atlanta, GA; Washington, DC

Event expenses paid through FY 2015: \$55,803.00

Final cost of event will not exceed: \$243,516.00

Number of delegates whose event expenses were paid by USTDA: 9

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

The Telecommunications Technologies for Power Utilities RTM familiarized Brazilian government and utility representatives with the latest U.S. equipment, services, and best practices in telecommunications for power distribution companies. The delegates had the opportunity to learn about best practices, regulatory approaches, and directly applicable telecommunications technologies for mission critical operations and smart grid management. The visit included a Brazilian Marketplace Workshop in Atlanta, GA, where U.S. companies had the opportunity to learn about business opportunities in Brazil and meet with senior-level delegates. The workshop was held in conjunction with UTC Telecom and Technology 2015, a separate conference related to the telecom and information and communications technology sectors.

Jordan Smart Grid Technologies Reverse Trade Mission

Date: May 30-June 8, 2015

Location: San Francisco, CA; Washington, DC

Event expenses paid through FY 2015: \$181,449.90

Final cost of event will not exceed: \$221,239.90

Number of delegates whose event expenses were paid by USTDA: 10

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

The Smart Grid Technologies RTM connected Jordanian utility and government representatives with U.S. grid modernization technologies. The RTM focused on distribution technologies, which include communications platforms, advanced metering infrastructure, utility management software, and other components of real-time data infrastructure. In addition to U.S. company consultations, the RTM included a day of procurement training under USTDA's Global Procurement Initiative, which advised delegates on smart grid procurement best practices. The RTM featured a Business Briefing in San Francisco, CA, where U.S. companies had the opportunity to learn about smart grid opportunities with Jordanian electricity distribution companies and meet with Jordanian senior-level government and utility representatives.

Colombia and Peru Green Port Technologies Reverse Trade Mission

Date: May 31-June 10, 2015

Location: Miami, FL; Houston, TX; Los Angeles, CA

Event expenses paid through FY 2015: \$177,126.63

Final cost of event will not exceed: \$241,306.10

Number of delegates whose event expenses were paid by USTDA: 10

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This visit introduced delegates from Colombia and Peru to U.S. green port technologies and U.S. best practices for environmental management at port operations. The delegates had the opportunity to learn about green port programs related to energy efficiency, pollution prevention, waste reduction, and resource conservation. The visit included an Industry Roundtable in Houston, TX, where U.S. companies had the opportunity to learn about upcoming infrastructure projects in Colombia and Peru and meet with senior-level delegates.

Romania Global Procurement Initiative Workshop

Date: June 17-19, 2015

Location: Bucharest, Romania

Event expenses paid through FY 2015: \$65,194.00

Final cost of event will not exceed: \$207,375.00

Number of participants whose meal expenses were paid by USTDA: 54

Number of participants and speakers whose event expenses were paid by USTDA: 6

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This Global Procurement Initiative workshop in Romania trained approximately 50 officials and observers on how to incorporate best-value analysis into the procurement process. The three-day workshop was led by instructors from the George Washington University Government Procurement Law Program and technical specialists in life-cycle cost analysis. The workshop coincided with the Romanian government's efforts to incorporate life-cycle cost analysis and value for money analysis into its national procurement legislation and enhance the technical capacity of procurement staff. As procurement officials incorporate best-value determinations and life-cycle cost analyses into their procurement processes on a regular basis, this is expected to help the Romanian government develop sustainable infrastructure projects.

U.S.-Brazil Aviation Partnership Phase II: Regional Airports Workshop

Date: June 21-25, 2015

Location: Atlanta, GA; Washington, DC

Event expenses paid through FY 2015: \$106,849.00

Final cost of event will not exceed: \$132,223.00

Number of delegates whose event expenses were paid by USTDA: 9

Number of participants whose meal expenses were paid by USTDA: 26

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

As part of the U.S.-Brazil Aviation Partnership, this workshop focused on topics including safety assessments for small airports, baggage handling, customs and immigration processing, access control systems, and air traffic management. Workshops included presentations from U.S. government and regulatory agencies such as the U.S. Federal Aviation Administration, as well as from U.S. companies highlighting technologies with respect to the above topics. The workshop also included site visits to airports in Atlanta and Virginia where delegates observed and learned about technologies and equipment utilized at these airports. The delegation included officials from a range of Brazilian government and regulatory agencies from the aviation sector as well as representatives from Brazilian airports.

Brazil Green Port Technologies Reverse Trade Mission

Date: July 12-22, 2015

Location: Miami, FL; Houston, TX; Los Angeles, CA

Event expenses paid through FY 2015: \$105,404.80

Final cost of event will not exceed: \$247,048.19

Number of delegates whose event expenses were paid by USTDA: 9

Number of delegates whose event expenses were self-funded: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

This visit introduced delegates from Brazil to U.S. green port technologies and U.S. best practices for environmental management at port operations. The delegates had the opportunity to learn about green port programs related to energy efficiency, pollution prevention, waste reduction, and resource conservation. The visit included an Industry Roundtable in Los Angeles, CA, where U.S. companies had the opportunity to learn about upcoming infrastructure projects in Brazil and meet with senior-level delegates.

Turkey New Istanbul Airport Reverse Trade Mission

Date: August 3-7, 2015

Location: Atlanta, GA; Dallas, TX; Chicago, IL

Event expenses paid through FY 2015: \$174,484.00

Final cost of event will not exceed: \$248,788.00

Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 2

This RTM focused on possible upcoming procurements related the new airport currently being built by the Turkish government in order to accommodate continued air passenger growth in Istanbul. The delegation for this RTM included senior Turkish officials from the General Directorate of State Airports Authority in Turkey, as well as executives from the Turkish consortia that are constructing and will operate the new airport. During the RTM, delegates traveled to Hartsfield-Jackson Atlanta International Airport, Dallas Fort Worth International Airport, and Chicago O'Hare International Airport. The visits included airfield tours, aircraft rescue and firefighting demonstrations, and presentations from officials at all three airports about the operations and technologies utilized at each facility. The delegation also met with U.S. companies that manufacture technologies relevant to airport operations.

U.S.-Brazil Aviation Partnership Phase II: Aviation Connectivity Workshop

Date: August 4-6, 2015

Location: Rio de Janeiro, Brazil

Event expenses paid through FY 2015: \$72,806.62

Final cost of event will not exceed: \$138,774.62

Number of participants whose meal expenses were paid by USTDA: 99

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

As part of the U.S.-Brazil Aviation Partnership, USTDA organized the second in a series of seven workshops. The focus of this workshop was airport information and communication technologies, data communications with airlines, air traffic coordination, and real time aircraft monitoring and management. The workshop was attended by representatives from Brazilian regulatory agencies and airports, as well as representatives from U.S. companies. It provided a platform for a dynamic exchange of ideas. It also allowed the delegates to interact and learn from subject matter experts from the U.S. and provided an opportunity for U.S. companies to engage with Brazilian aviation professionals and explore business opportunities.

Sub-Saharan Africa Agribusiness Reverse Trade Mission

Date: August 10-21, 2015

Location: Waterloo, IA; Omaha, NE; Fargo, ND; Jackson, MN; Sioux Falls, SD

Event expenses paid through FY 2015: \$135,847.00

Final cost of event will not exceed: \$229,113.00

Number of delegates whose event expenses were paid by USTDA: 12

Number of delegates whose event expenses were self-funded: 3

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 6

USTDA hosted a delegation of senior officials from sub-Saharan Africa's agribusiness sector to the United States for the Agribusiness RTM. The visit introduced delegates to U.S. companies that provide equipment and services for large scale agribusiness projects and showcased state-of-the-art U.S. agribusiness technologies and facilities. The RTM also provided an opportunity for delegates to discuss agribusiness projects in sub-Saharan Africa with U.S. companies and agencies. A Business Briefing was held in Fargo, ND to introduce the delegates to a variety of U.S. companies active in the industry.

Philippines Global Procurement Initiative Phase I Workshop

Date: September 1-3, 2015

Location: Manila, Philippines

Event expenses paid through FY 2015: \$77,431.55

Final cost of event will not exceed: \$216,636.55

Number of participants whose meal expenses were paid by USTDA: 91

Number of speakers whose event expenses were paid by USTDA: 3

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel whose event expenses were paid by USTDA: 3

This Global Procurement Initiative Workshop in the Philippines trained officials and observers on how to incorporate best-value analysis into the procurement process. The three-day workshop complements the Philippine government's reforms to its government procurement legislation, and its initiatives to incorporate life-cycle cost analysis and value for money analysis into its procurement practices, as well as enhancing the technical expertise of procurement staff. As procurement officials incorporate best-value determinations and life-cycle cost analysis into their procurement processes on a regular basis, this is expected to help the Philippine government develop sustainable infrastructure projects.

U.S.-China Intellectual Property Law Training Program

Date: September 7-18, 2015

Location: Washington, DC; San Francisco, CA

Event expenses paid through FY 2015: \$59,795.39

Final cost of event will not exceed: \$176,960.50

Number of delegates whose event expenses were paid by USTDA: 12

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 8

This training supported U.S. industry and government objectives through a U.S.-based study tour that addressed China's implementation of its legal framework for intellectual property rights (IPR). The training program provided Chinese officials with information to improve civil, criminal, and administrative enforcement in a transparent manner, and also emphasized the importance of IPR in promoting innovation. The program was also aimed at improving U.S. companies' ability to participate effectively in China's market. The delegates were representatives of China's Ministry of Commerce (MOFCOM), National Development and Reform Commission, Legislative Affairs Office of the State Council, Ministry of Industry and Information Technology, Ministry of Science and Technology, National Center for Science & Technology Evaluation, State Administration of Taxation, State Intellectual Property Office, National Natural Science Foundation of China, and the China National Institute of Standardization.

China Green Infrastructure and Smart Cities Reverse Trade Mission

Date: September 13-19, 2015

Location: Los Angeles, CA; Chicago, IL; Milwaukee, WI

Event expenses paid through FY 2015: \$3,490.80

Final cost of event will not exceed: \$252,348.80

Number of delegates whose event expenses were paid by USTDA: 10

Number of USTDA employees whose event expenses were paid by USTDA: 3

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

For the Green Infrastructure and Smart Cities RTM, USTDA hosted representatives of Chinese companies interested in procuring cutting-edge environmental and energy efficient technologies for green infrastructure and smart cities projects. The delegation visited Los Angeles, CA; Chicago, IL; and Milwaukee, WI for site visits and meetings with members of the U.S.-China Energy Cooperation Program (ECP). From September 15-16, 2015, the delegates attended the Climate-Smart/Low-Carbon Cities Summit in Los Angeles, CA, which was announced by Presidents Xi and Obama in November 2014. The Summit was organized by the White House Office of Science and Technology Policy (OSTP) and the U.S. Department of State.

U.S.-Brazil Aviation Partnership Phase II: Airport Design Workshop

Date: September 14-16, 2015

Location: Brasilia, Brazil

Event expenses paid through FY 2015: \$46,384.02

Final cost of event will not exceed: \$135,597.02

Number of participants whose meal expenses were paid by USTDA: 94

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

As part of Phase II of the U.S.-Brazil Aviation Partnership, USTDA organized the third in a series of seven workshops. The Partnership provides a forum to highlight U.S. technologies and inform U.S. business regarding aviation projects in Brazil. This workshop addressed issues such as geographic information systems, electronic airport layout plans, cargo systems, the effect of new aircraft types on airport design, accessibility, and airport capacity planning. The workshop was attended by representatives from Brazilian regulatory agencies and airports, as well as U.S. companies.