



U.S. TRADE AND DEVELOPMENT AGENCY

USTDA-SPONSORED EVENTS
AND CONFERENCES REPORT

FISCAL YEAR 2012

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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 2012.

/s/ Leocadia I. Zak

Director
U.S. Trade and Development Agency

USTDA-SPONSORED EVENTS AND CONFERENCES REPORT

FISCAL YEAR 2012

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) 2012.

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 Development 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 sale of U.S. equipment and services overseas. 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.



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 helping U.S. businesses enter new overseas markets and support U.S. jobs. 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.

At USTDA all 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 not wasted. Subsequent to development of a conference or event budget by program staff, it is reviewed by the Agency's Assistant Director for Policy and Program and by one of the Agency's Assistant General Counsels prior to presentation to and further examination by the Agency's senior management.

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 the Agency's funds are spent in the most cost-effective manner. In FY 2012, USTDA supported 35 reverse trade missions, conferences, and workshops, paying a total of \$5,875,162.35 in event expenses. Detailed descriptions of these events may be found in this report.



Latin America and the Caribbean Regional Intelligent Transportation Systems Initiative – Brazilian Delegation

Date: October 8-19, 2011

Location: Salt Lake City, UT; Washington, DC; Orlando, FL

Event expenses paid through FY 2012: \$165,845.83

Final cost of event will not exceed: \$199,636.34

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 contractors whose event expenses were paid by USTDA: 5

The first of three visits that were carried out as part of USTDA's Intelligent Transportation Systems Initiative for Latin America, this RTM was comprised of leading Brazilian private and public sector decision makers in the intelligent transportation field. The goal of the initiative was to familiarize senior Latin American officials and project sponsors with U.S. technologies and best practices with respect to intelligent transportation systems through three separate visits to the United States for delegates from Brazil, Colombia and Mexico, respectively. Each visit schedule included meetings with U.S. industry, financial institutions, and U.S. government agencies to exchange information with regard to the commercial, technological, regulatory and financial aspects associated with intelligent transportation systems.

Vietnam Air Traffic Management Reverse Trade Mission

Date: October 22-29, 2011

Location: Boston, MA; Washington, DC

Event expenses paid through FY 2012: \$243,250.01

Final cost of event will not exceed: \$277,404.43

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 contractors (including interpreters) whose event expenses were paid by USTDA: 6

USTDA funded an RTM to the United States to provide Vietnamese Air Traffic Management (ATM) officials, including those from the Ministry of Transport and the Vietnam Air Navigation Services Corporation, with exposure to best practices in air traffic management. This RTM focused on U.S. standards for ATM, safety and security procedures, as well as airport management and equipment uses. The group visited U.S. entities active in the manufacturing and engineering of air traffic management equipment, as well as air traffic control facilities in Boston, MA and Washington, DC. A Business Briefing for U.S. companies was held on Friday, October 28, 2011 at the USTDA Business Center in Arlington, VA.



China Green Cement Reverse Trade Mission

Date: October 23-29, 2011

Location: Washington, DC; Research Triangle Park, NC

Event expenses paid through FY 2012: \$142,616.28

Final cost of event will not exceed: \$224,699.72

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

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

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

This USTDA-funded Green Cement RTM familiarized officials from China's Ministry of Environmental Protection and Chinese cement industry leaders with U.S. green cement technologies and best practices through site visits and meetings with public and private industry experts. This RTM activity introduced U.S. technology, services and products that support China's efforts to reduce greenhouse gas emissions and improve energy efficiency across cement production and construction sectors. The RTM included a Business Briefing for U.S. companies on Wednesday, October 26th in the USTDA Business Center.

Iraq Oil and Gas Sector Reverse Trade Mission

Date: October 22-November 3, 2011

Location: Washington, DC; Houston, TX

Event expenses paid through FY 2012: \$164,448.73

Final cost of event will not exceed: \$198,152.57

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 contractors whose event expenses were paid by USTDA: 3

This RTM brought a delegation of representatives from Iraq's State Company for Oil Projects, Midland Refineries Company, North and South Oil Companies and Oil Pipelines Company to the United States to gain exposure to U.S. oil and gas technologies and services providers through visits to U.S. facilities and meetings with U.S. companies. During their visit, the delegates also received training designed to further develop their current inspection and procurement procedures. A Business Briefing was held in Houston, TX on November 2, 2011.

Smart Grid South Africa: A U.S. - South Africa Workshop

Date: October 25-26, 2011

Location: Johannesburg, South Africa

Event expenses paid through FY 2012: \$75,709

Final cost of event will not exceed: \$113,661

Number of participants and speakers whose event expenses were paid by USTDA: 90

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: 8

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



USTDA sponsored a workshop for South African electric power stakeholders to highlight U.S. smart grid technologies. The event reviewed lessons learned and current best practices in the United States related to smart grid technologies, legal, regulatory, institutional frameworks and financing mechanisms that support South Africa's initiative to implement current and planned smart grid projects.

South Africa Mine Water Management Reverse Trade Mission

Date: November 7-16, 2011

Location: Washington, DC; Denver, CO; Salt Lake City, UT

Event expenses paid through FY 2012: \$151,880.28

Final cost of event will not exceed: \$185,179

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

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

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

This RTM focused on state-of-the-art U.S. technologies, equipment and services, as well as policies, regulations and financing mechanisms that can support the implementation of mine water management projects in South Africa, with a special focus on the mitigation and treatment of acid mine drainage. Delegates included key public and private sector stakeholders from South Africa's mining and water sectors. The visit included site visits to U.S. mining operations and mine water treatment facilities, as well as meetings with high-level representatives from the U.S. Government, world-class equipment and service suppliers, technical specialists and financiers.

Maghreb Solar Reverse Trade Mission

Date: November 12-23, 2011

Location: Washington, DC; Phoenix, AZ; San Francisco and Los Angeles, CA

Event expenses paid through FY 2012: \$223,954.99

Final cost of event will not exceed: \$263,188

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: 2

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

USTDA funded an RTM to the United States to introduce public and private sector representatives from Morocco, Algeria and Tunisia to advanced solar energy technologies in the United States through site visits to solar energy generation facilities and meetings with leading U.S. companies. The RTM visited Washington, DC, Phoenix, AZ, and San Francisco and Los Angeles, CA, to observe state-of-the-art U.S. solar power facilities and to meet with U.S. solar sector companies that can provide technologies, products and services to support the governments of Morocco, Algeria and Tunisia as they seek to implement major clean and renewable solar power projects. The RTM included a Business Briefing for U.S. companies on Tuesday, November 15, 2011 at USTDA's offices.



Indonesia Air Traffic Control Reverse Trade Mission

Date: November 13-23, 2011

Location: Washington, DC; Boston, MA; Fullerton, CA areas

Event expenses paid through FY 2012: \$171,171.91

Final cost of event will not exceed: \$223,122

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 contractors whose event expenses were paid by USTDA: 3

USTDA funded an RTM to bring senior officials from Indonesia's Directorate General of Civil Aviation (DGCA) and air traffic management system company PT Angkasa Pura II to the U.S. to familiarize them with the most recent advances in U.S. air traffic control and management systems. The delegation toured aviation facilities and met with U.S. aviation service providers to learn about technology, operations, safety and security procedures and airport management and equipment to help support their air traffic management master plan. A Business Briefing was held on Thursday, November 17th at the USTDA Business Center.

2011 U.S.-India Aviation Summit

Date: November 16-18, 2011

Location: New Delhi, India

Event expenses paid through FY 2012: \$391,616.41

Final cost of event will not exceed: \$459,209.28

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

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: 5

Number of contractors whose event expenses were paid by USTDA: 6

The 2011 U.S.-India Aviation Summit served as a technical, policy and commercial summit to assist Indian aviation industry representatives in identifying and specifying advanced U.S. technology that best suits India's aviation infrastructure modernization needs. Topics at the summit included emissions reduction, aviation/airport energy efficiency, air traffic management and safety, air traffic control capacity and efficiency, air navigation and communications systems, airspace architecture, air cargo infrastructure, airport and aircraft security, airport development and general aviation. To facilitate high-level meetings and promote constructive dialogue among India, the U.S. government and the aviation industry, USTDA and the Ministry of Civil Aviation, in cooperation with the U.S.-India Aviation Cooperation Program and the U.S. Federal Aviation Administration, sponsored the aviation summit from November 16-18, 2011 in New Delhi, India. The 2011 summit, which involved over 350 participants, built upon previous highly successful aviation summits held approximately every two years in both the United States and India over the past decade. The summit served as an impetus to facilitate the sale of U.S. equipment and services in the increasingly competitive Indian aviation market. The purpose of this summit was to promote specific commercial opportunities for U.S. businesses, expand overall trade opportunities in India, and introduce U.S. security and safety technologies and operations that can improve immediate and long-term Indian aviation interests. Equally important, the summit offered valuable networking opportunities for U.S. and Indian airport and aviation officials to discuss challenges facing the airport management profession in India and the U.S.

East African Financial Integration Reverse Trade Mission

Date: January 21-February 1, 2012

Location: Washington, DC; New York City, NY; Silicon Valley, CA

Event expenses paid through FY 2012: \$185,409.74

Final cost of event will not exceed: \$230,326

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 contractors whose event expenses were paid by USTDA: 4

USTDA funded an RTM to the United States to familiarize East African Community central bank representatives with U.S. technologies and services for the modernization and integration of banking processes. The RTM provided an opportunity for the delegates from Burundi, Kenya, Rwanda, Tanzania and Uganda to share their modernization and financial integration plans with U.S. firms, and for U.S. companies to impart best practices relating to products or solutions designed to streamline the process of banking integration. A Business Briefing for U.S. companies was held on Wednesday, January 25, 2012 at USTDA's offices.

Latin America and the Caribbean Regional Intelligent Transportation Systems Initiative – Colombian Delegation

Date: January 22-31, 2012

Location: Washington DC; Austin and Houston, TX

Event expenses paid through FY 2012: \$178,487.50

Final cost of event will not exceed: \$199,790.33

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

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 contractors (including interpreters) whose event expenses were paid by USTDA: 5

The second of three visits that were carried out as part of USTDA's Intelligent Transportation Systems Initiative for Latin America, this RTM was comprised of leading Colombian private and public sector decision makers in the intelligent transportation field. The goal of the initiative was to familiarize senior Latin American officials and project sponsors with U.S. technologies and best practices with respect to intelligent transportation systems through three separate visits to the United States for delegates from Brazil, Colombia and Mexico, respectively. Each visit schedule included meetings with U.S. industry, financial institutions, and U.S. government agencies to exchange information with regard to the commercial, technological, regulatory and financial aspects associated with intelligent transportation systems.



Turkey Intelligent Transportation Systems Reverse Trade Mission

Date: January 29-February 4, 2012

Location: Washington, DC; Houston, TX

Event expenses paid through FY 2012: \$115,821.88

Final cost of event will not exceed: \$124,160

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

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

This RTM introduced delegates from the Izmir Metropolitan Municipality to Intelligent Transportation Systems (ITS) technology in the United States. The delegates traveled to Washington, DC and Houston, TX to gain exposure to advanced ITS technology through site visits and meetings with leading U.S. firms in this sector. The delegation visited with transit agencies, traffic control design centers, electronic tolling centers, metro transit and research facilities for vehicle technologies, as well as relevant U.S. government agencies. The RTM also provided an opportunity for the delegation to discuss upcoming ITS projects in Izmir with interested U.S. companies. A Business Briefing was held in Washington, DC on February 1, 2012.

Romania and Bulgaria Smart Grid Reverse Trade Mission

Date: January 30-February 7, 2012

Location: Washington, DC; San Francisco, CA; Dallas, TX

Event expenses paid through FY 2012: \$225,861.85

Final cost of event will not exceed: \$252,081.60

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: 5

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

USTDA sponsored an RTM to the United States to familiarize Romanian and Bulgarian public and private electricity transmission and distribution representatives with U.S. solutions in smart grid technology to ensure an effective deployment of smart grid technologies in their countries. The group visited with smart grid stakeholders in Washington, DC, San Francisco, CA, and Dallas, TX. Given the advances that the Romanian and Bulgarian energy sectors have made in efforts to integrate smart grid applications in their national programs, and the stated objective of each country to implement smart metering and upgraded SCADA systems to reduce energy losses occurring during transmission, the RTM's objectives were the following: 1) at the transmission and distribution levels, show how smart grid applications can reduce power losses, and 2) demonstrate examples of smart grid approaches at the distribution level through site visits of U.S. utility companies, highlighting how outage management, capacity planning, reliability and power quality have improved. A Business Briefing was held on Tuesday, February 7, 2012.



Kazakhstan Gas Utilization Reverse Trade Mission

Date: February 19-March 1, 2012

Location: Washington, DC; Houston, TX

Event expenses paid through FY 2012: \$112,416.78

Final cost of event will not exceed: \$238,246.03

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

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 contractors (including interpreters) whose event expenses were paid by USTDA: 6

This RTM focused on state-of-the-art U.S. technologies, equipment and services in gas utilization including the capture of vented gas, gas processing, electric power production from gas, small scale liquefaction, and gas distribution to assist Kazakhstan with reducing gas flaring and increasing gas distribution. Delegates included representatives from the Kazakhstan Ministry of Oil and Gas, KazMunaiGas (KMG), KazTransGaz, NIPi Neftegas and KazMunaiGas Exploration and Production (KMG EP). The visit featured meetings with U.S. companies and associations and site visits in Washington, DC, and Houston, TX. The visit also included a Business Briefing in Houston, TX, which offered U.S. companies the opportunity to meet one-on-one with the delegates and hear detailed presentations on upcoming plans and procurement opportunities in gas utilization in Kazakhstan.

South Africa Smart Grid Reverse Trade Mission

Date: February 21-March 1, 2012

Location: Washington, DC; Philadelphia, PA; Atlanta, GA

Event expenses paid through FY 2012: \$206,867

Final cost of event will not exceed: \$242,924

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

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 contractors whose event expenses were paid by USTDA: 4

This RTM focused on state-of-the-art U.S. technologies, equipment, and services, as well as policies, regulations, and financing mechanisms that support the implementation of smart grid projects in South Africa. Delegates included representatives from South Africa's municipal electricity distribution utilities, the Electricity Supply Commission and the National Energy Regulator of South Africa. The visit featured meetings with U.S. companies and site visits in Washington, DC, Philadelphia, PA, and Atlanta, GA. The visit also included a Business Briefing, which offered U.S. companies the opportunity to meet one-on-one with the delegates and hear detailed presentations on upcoming plans and procurement opportunities in South Africa's smart grid sector. The Business Briefing took place February 24, 2012, at the USTDA Business Center.



East and Southern Africa Airspace Integration Reverse Trade Mission

Date: March 5-14, 2012

Location: Washington, DC; Miami, FL; Houston, TX

Event expenses paid through FY 2012: \$139,304.31

Final cost of event will not exceed: \$221,183

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 contractors whose event expenses were paid by USTDA: 3

USTDA funded an RTM to the United States to introduce key stakeholders from sub-Saharan Africa's aviation sector to U.S. suppliers of GPS based air space management technologies and services. The RTM also exposed U.S. companies to upcoming procurement opportunities stemming from airspace integration projects in East and Southern Africa, and provided opportunities for the delegates to see relevant U.S. air space management equipment and technologies in operational environments. A Business Briefing for U.S. companies was held on Wednesday, March 7, 2012 at USTDA's offices.

Latin America and the Caribbean Regional Intelligent Transportation Systems Initiative – Mexican Delegation

Date: March 12-21, 2012

Location: Washington, DC; Houston, TX; Phoenix, AZ

Event expenses paid through FY 2012: \$178,879.50

Final cost of event will not exceed: \$200,182.33

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 contractors (including interpreters) whose event expenses were paid by USTDA: 5

The last of three visits that were carried out as part of USTDA's Intelligent Transportation Systems Initiative for Latin America, this RTM was comprised of leading Mexican private and public sector decision makers in the intelligent transportation field. The goal of the initiative was to familiarize senior Latin American officials and project sponsors with U.S. technologies and best practices with respect to intelligent transportation systems through three separate visits to the United States for delegates from Brazil, Colombia and Mexico, respectively. Each visit schedule included meetings with U.S. industry, financial institutions, and U.S. government agencies to exchange information with regard to the commercial, technological, regulatory and financial aspects associated with intelligent transportation systems. This RTM included a Business Briefing for U.S. companies on Wednesday, March 14 in the USTDA Business Center.



Southern Africa Rail Workshop

Date: March 14-16, 2012

Location: Johannesburg, South Africa

Event expenses paid through FY 2012: \$241,341.68

Final cost of event will not exceed: \$291,730

Number of participants whose event expenses were paid by USTDA: 104

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: 12

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

USTDA sponsored a workshop to showcase U.S. technologies, equipment, and services, as well as best practices and lessons learned to support the implementation of critical projects that will improve Southern Africa's rail network. Planned investments for Southern African governments include new and rehabilitated railways, new and rehabilitated locomotives, signaling, communications and traffic management systems and maintenance facilities. The 131 workshop participants included public and private sector stakeholders from the U.S. and Southern African rail sectors.

China Mercury Emissions Control Technologies Reverse Trade Mission

Date: March 25-April 2, 2012

Location: New Orleans, Baton Rouge, Coshatta, LA; Marshall, TX; Washington, DC; Curtis Bay, MD; New York, NY

Event expenses paid through FY 2012: \$156,449.49

Final cost of event will not exceed: \$205,935

Number of delegates whose event expenses were paid by USTDA: 20

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 contractors whose event expenses were paid by USTDA: 3

This USTDA-funded Mercury Emissions Control Technologies RTM familiarized officials from China's Ministry of Environmental Protection and other energy industry leaders with U.S. mercury emissions control technologies and regulatory best practices through site visits and meetings with public and private experts. This RTM activity introduced U.S. technology, services and products that support China's efforts to reduce harmful emissions of mercury and other heavy metals from coal-fired power generation. This RTM included a Business Briefing for U.S. companies on Thursday, March 29 in the USTDA Business Center.



Turkey Smart Grid Reverse Trade Mission

Date: April 14-25, 2012

Location: Washington, DC; New York City, NY; Miami, FL

Event expenses paid through FY 2012: \$271,175.02

Final cost of event will not exceed: \$293,694

Number of delegates whose event expenses were paid by USTDA: 19

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: 2

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

USTDA sponsored an RTM to the United States to familiarize Turkish public and private electricity transmission and distribution representatives with U.S. solutions in smart grid technology to ensure an effective deployment of smart grid technologies in Turkey. The group visited with smart grid stakeholders in Washington, DC, New York City, NY, and Miami, FL. A Business Briefing was held in New York City on Friday, April 20, 2012.

Kenya Airports Modernization Reverse Trade Mission

Date: May 7-16, 2012

Location: Indianapolis, IN; Denver, CO; Dallas, TX

Event expenses paid through FY 2012: \$176,341.41

Final cost of event will not exceed: \$226,597.17

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 contractors whose event expenses were paid by USTDA: 3

USTDA hosted delegates from the Kenya Airports Authority during this RTM. The RTM introduced the delegation to U.S. technology and industry best practices to assist them in their upcoming procurement decisions. This RTM included a Business Briefing on Tuesday, May 15, 2012 in Fort Worth, TX.



Association of Southeast Asian Nations (ASEAN) Disaster Management, Mitigation, and Response Technologies Workshop

Date: May 30-June 1, 2012

Location: Bangkok, Thailand

Event expenses paid through FY 2012: \$153,202.55

Final cost of event will not exceed: \$305,758

Number of participants and speakers whose event expenses were paid by USTDA: 38

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

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

In cooperation with the ASEAN Committee on Disaster Management, USTDA sponsored a 2.5-day ASEAN Disaster Management, Mitigation and Response Technologies Workshop in Bangkok, Thailand, from May 30 thru June 1, 2012. The workshop, which included over 140 U.S. and foreign participants, assisted disaster management authorities from ASEAN economies in identifying appropriate technical and operational solutions as well as enhancing capabilities to adequately prepare for and effectively respond to disaster-related emergencies. Some topics that were discussed include: regional cooperation and capacity building for disaster risk reduction and emergency preparedness; technology applications for managing disaster risk; terrestrial and satellite telecommunications applications for emergency response; and meteorological tracking, hazards early warning, mapping and engineering design for mitigation. This regional workshop was the inaugural activity of the ASEAN-U.S. Connectivity Cooperation Initiative that was announced during the ASEAN-U.S. Leaders Meeting in Bali in November 2011. It provided an opportunity to demonstrate the potential role of the U.S. private sector in supporting disaster management, mitigation and recovery efforts throughout ASEAN and to feature U.S. firms with expertise in these areas.

India Unconventional Gas Reverse Trade Mission

Date: June 3-9, 2012

Location: Washington, DC; Houston, TX

Event expenses paid through FY 2012: \$138,300.19

Final cost of event will not exceed: \$160,859.50

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 contractors whose event expenses were paid by USTDA: 2

As part of USTDA's India Efficiency and Clean Energy Exchange program, USTDA sponsored an RTM to the United States to familiarize Indian public sector representatives with U.S. solutions in unconventional gas technologies and equipment. The group visited with stakeholders in Washington, DC and Houston, TX. A Business Briefing was held in Houston, TX on June 8, 2012.



Kazakhstan Healthcare Equipment and Leasing Systems Reverse Trade Mission

Date: June 3-14, 2012

Location: Chicago, IL; Milwaukee, WI; Washington, DC; New York City, NY

Event expenses paid through FY 2012: \$132,741.24

Final cost of event will not exceed: \$287,933.27

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

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 contractors whose event expenses were paid by USTDA: 4

USTDA sponsored delegates from Kazakhstan's Ministry of Health and KazMedTech, Kazakhstan's state-owned medical equipment leasing company, to visit the United States for an RTM in June 2012. The RTM introduced U.S. technology, services and products that can help Kazakhstan meet its goals for acquisition of new health care equipment. The visit included meetings with the U.S. Department of Health and Human Services, important U.S. healthcare technology providers and leading healthcare associations. In addition, the RTM included a site visit to Mt. Sinai Hospital in New York City. The RTM activity featured a Business Briefing on Tuesday, June 12, 2012 for U.S. companies in Washington, DC.

Thailand Rail Sector Modernization Reverse Trade Mission

Date: June 17-27, 2012

Location: Washington, DC; Erie, PA; Lafayette and Muncie, IN; Chicago, IL

Event expenses paid through FY 2012: \$192,262.51

Final cost of event will not exceed: \$239,828

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

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 contractors whose event expenses were paid by USTDA: 3

This RTM brought a delegation of officials representing Thailand's rail sector to the United States. The delegation was led by the Deputy Permanent Secretary of Transportation and consisted of other representatives from the Ministry of Transport, the State Railway of Thailand, the Office of Transport and Traffic Policy Planning, the Ministry of Finance and the Office of the National Economic Social Development Bureau. The delegation visited the United States to gain exposure to U.S. rail technologies and services providers through visits to U.S. facilities and meetings with U.S. companies. In particular, the delegation was interested in learning more about U.S. capabilities in areas such as locomotives and rolling stock, signaling/telecommunications/information technology systems and track maintenance machinery. A Business Briefing was held in Chicago on June 25, 2012.



Vietnam Banking Information Technology Modernization Reverse Trade Mission

Date: June 17-27, 2012

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

Event expenses paid through FY 2012: \$186,544.71

Final cost of event will not exceed: \$274,680

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

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

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

USTDA sponsored an RTM to assist officials from Vietnam's largest commercial banks in upgrading their banking information technology systems. This RTM helped develop and strengthen business ties between key procurement decision makers at these banks and U.S. suppliers of advanced banking technology solutions. Representatives from the Vietnam Joint Stock Commercial Bank for Industry and Trade (VietinBank), the Bank for Investment and Development of Vietnam, the Bank for Foreign Trade of Vietnam (Vietcombank) and Asia Commercial Bank comprised the delegation. The visit featured meetings with U.S. financial institutions, U.S. technology solution and service providers and government organizations in New York, NY, Washington, DC, and San Francisco, CA. A one-day Business Briefing at USTDA's Business Center was held on June 21, 2012. The briefing offered U.S. companies the opportunity to hear detailed presentations on upcoming information technology modernization plans and procurement opportunities from the participating Vietnamese banks and meet one-on-one with the delegates.

Brazil Airport Modernization Technologies Reverse Trade Mission

Date: June 18-27, 2012

Location: Washington, DC; Baltimore, MD; Atlanta, GA; New Orleans, LA; Miami, FL

Event expenses paid through FY 2012: \$201,319.95

Final cost of event will not exceed: \$223,906.05

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

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 contractors whose event expenses were paid by USTDA: 5

USTDA sponsored a visit to the United States for officials from Brazil's public and private aviation sector to participate in an RTM on June 18-27, 2012. This visit focused on familiarizing senior Brazilian officials with U.S. airport and civil aviation-related modernization technologies and best practices through site visits and meetings with public and private industry experts. The RTM introduced the delegation to U.S. technology, services, products and best practices that can help the Brazilians in their airport modernization and upgrade programs prior to the World Cup in 2014 and the Summer Olympic Games in 2016. The RTM featured a Business Briefing at USTDA's offices in Arlington, VA on Wednesday, June 20. The briefing was an outstanding marketing and business development opportunity for U.S. companies with respect to anticipated upgrades and expansions at Brazil's major airports.



The Brazilian delegation undertook site visits to the following U.S. cities with major airport facilities that demonstrated the relevant technologies and operations commensurate with the Brazilian airport modernization goals:

Marshall Thurgood Baltimore-Washington International Airport – Baltimore, MD
 Washington Dulles International Airport – Washington, DC
 Hartsfield-Jackson International Airport – Atlanta, GA
 Louis Armstrong International Airport – New Orleans, LA
 Miami International Airport – Miami, FL

2012 U.S.-China Smart Grid Dialogue

Date: June 28-29, 2012

Location: Shenzhen, China

Event expenses paid through FY 2012: \$128,811.57

Final cost of event will not exceed: \$209,704.40

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

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

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

China's current Five Year Plan anticipates over \$43 billion in smart grid investment between 2011 and 2015. To facilitate this investment, USTDA sponsored a Smart Grid Dialogue in partnership with China's National Energy Administration (NEA) and the U.S. Federal Energy Regulatory Commission (FERC). The dialogue, which included 150 self-funded Chinese and U.S. participants, served as a technical, policy and commercial forum to discuss smart grid standards and policy, distribution, generation, state-of-the-art applications, communications, control and management systems. The event also featured smart grid vendor exhibitions. A site visit to smart grid facilities was hosted by China Southern Grid.

Regional Sub-Saharan Africa Light Aircraft and Helicopter Reverse Trade Mission

Date: July 9-18, 2012

Location: Wichita, KS; Fort Worth, TX; Vero Beach/West Palm Beach, FL; Washington, DC

Event expenses paid through FY 2012: \$154,763.22

Final cost of event will not exceed: \$215,555

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 contractors whose event expenses were paid by USTDA: 2

This USTDA-funded RTM familiarized African delegates with U.S. light aircraft, civilian helicopters, related products and associated financing options through site visits and meetings. The RTM introduced the delegation to U.S. technology and industry best practices to assist them in their procurement decisions. This RTM included a Financing Roundtable for U.S. companies on Tuesday, July 17 in the USTDA Business Center.



Romania and Latvia Aviation Reverse Trade Mission

Date: July 11-20, 2012

Location: Washington, DC; Boston, MA; Newark, NJ

Event expenses paid through FY 2012: \$143,093.94

Final cost of event will not exceed: \$210,535

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

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 contractors whose event expenses were paid by USTDA: 3

USTDA hosted delegates from Romania and Latvia during this Aviation RTM. The RTM introduced the delegation to U.S. aviation technology and industry best practices to assist them in their upcoming procurement decisions. Delegates gained exposure to advanced aviation technologies, including Wide Area Multilateration (WAM) systems, surveillance equipment, remote control towers and digital communication networks. This RTM included a Business Briefing on July 12, 2012 in Arlington, VA for U.S. companies.

China Groundwater Protection and Remediation Reverse Trade Mission

Date: July 16-27, 2012

Location: Washington, DC; Arlington, VA; Syracuse, NY; Denver, CO; Los Angeles and Pasadena, CA

Event expenses paid through FY 2012: \$175,014.38

Final cost of event will not exceed: \$248,637

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 contractors whose event expenses were paid by USTDA: 2

This USTDA-funded Groundwater Protection and Remediation RTM familiarized officials from China's Ministry of Environmental Protection and related bureaus with U.S. practices and technologies in the areas of groundwater management, protection and remediation. This RTM activity introduced U.S. technologies, services and products that support China's efforts to identify and develop comprehensive regulatory frameworks, methodologies and solutions for groundwater management and remediation to better protect the nation's water resources. This RTM included a Business Briefing for U.S. companies in Denver, CO on Monday, July 23.



Mexico Smart Grid Reverse Trade Mission

Date: August 12-18, 2012

Location: Washington, DC; Atlanta, GA; Raleigh, NC

Event expenses paid through FY 2012: \$153,189.46

Final cost of event will not exceed: \$195,503.57

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 contractors whose event expenses were paid by USTDA: 5

USTDA sponsored an RTM to familiarize Mexican regulatory and power utility company representatives with the U.S. smart grid regulatory environment and advanced U.S. smart grid technologies and equipment to support the implementation of smart grid projects in Mexico. The Mexican delegation included representatives from the Ministry of Energy, the Federal Electricity Commission, the Energy Regulatory Commission and the Electricity Research Institute. The schedule included meetings with U.S. companies, U.S. government agencies, and trade associations, as well as site visits to electric utilities.

China Transportation Safety and Disaster Rescue Coordination Reverse Trade Mission

Date: August 18-31, 2012

Location: New York, NY; Newark, NJ; Houston, TX; Los Angeles, CA

Event expenses paid through FY 2012: \$55,455

Final cost of event will not exceed: \$261,976

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

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 contractors whose event expenses were paid by USTDA: 4

The USTDA-funded Transportation Safety and Disaster Rescue Coordination RTM familiarized 16 officials from China's Ministry of Transportation and regional bureaus with U.S. practices and technologies in the transportation safety and disaster response sector. The RTM introduced U.S. technologies, services and products that support China's efforts to enhance transportation safety and optimize response to road and mass transit emergencies caused by weather and other disasters.



India Ports Reverse Trade Mission

Date: September 22-October 3, 2012

Location: Washington, DC; Baltimore, MD; San Diego and Los Angeles, CA

Event expenses paid through FY 2012: \$81,505.39

Final cost of event will not exceed: \$231,128.74

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 contractors whose event expenses were paid by USTDA: 2

USTDA sponsored a Ports RTM to the United States to familiarize 10 Indian public and private industry representatives with U.S. technologies and services in the ports sector. The group visited with U.S. equipment, technology and service providers in Washington, DC, Baltimore, MD, and San Diego and Los Angeles, CA. A Business Briefing was held in San Diego, CA on September 27, 2012.

Vietnam Non-Revenue Water Reduction and Wastewater Treatment Reverse Trade Mission

Date: September 26-October 5, 2012

Location: Washington, DC; New Orleans, LA; Los Angeles, CA

Event expenses paid through FY 2012: \$60,108.64

Final cost of event will not exceed: \$265,169.48

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 contractors whose event expenses were paid by USTDA: 6

USTDA sponsored a Non-Revenue Water Reduction and Wastewater Treatment RTM that provided an opportunity for 16 water management officials in Vietnam to meet U.S. manufacturers, suppliers, and engineering consultants of water and wastewater products and services. This RTM also provided an opportunity for U.S. companies to learn more about the Vietnam water sector through principal stakeholders. By connecting the delegates with U.S. companies offering relevant products and services, this RTM helped build greater export business for U.S. firms and improve water and wastewater management in Vietnam. A Business Briefing for U.S. companies was held in New Orleans, LA, on September 28, 2012.



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