



# U.S. Trade and Development Agency

## USTDA-Sponsored Events and Conferences Report

**Fiscal Year 2019**

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Released January 31, 2020

## MESSAGE FROM THE ACTING DIRECTOR, USTDA

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 2019.

A handwritten signature in blue ink, appearing to read "H. R. Haly".

Acting Director

U.S. Trade and Development Agency

## U.S. Trade and Development Agency-Sponsored Events and Conferences in Fiscal Year 2019

### Introduction

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 USTDA-sponsored conferences and events for Fiscal Year (FY) 2019.

USTDA's mission is to help companies create U.S. jobs through the export of American goods and services for priority development projects in emerging economies. USTDA uses two approaches to fulfill its mission. The first is project preparation through the funding of U.S.-led feasibility studies, pilot projects, and technical assistance to link foreign project sponsors with U.S. businesses at the critical early stage of a project when technology options and project requirements are being defined. The second approach, and the subject of this report, is through partnership building activities that are 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.

In FY 2019, USTDA supported 23 conferences with expenses in excess of \$100,000, disbursing a total of \$5,044,028.57. Detailed descriptions of these events, organized chronologically, may be found in this report.

## FY 2019 Events & Conference Expenses in Excess of \$100,000

### East Africa Cybersecurity Solutions for Financial Institutions RTM

*Dates:* October 28-November 8, 2018

*Locations:* Washington, DC; New York, NY; Silicon Valley, CA

*Event expenses paid through FY 2019:* \$239,734.47

*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:* 2

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

This USTDA-funded RTM familiarized public and private sector representatives from Kenya and Rwanda with the latest U.S. technologies, services and best practices in cybersecurity solutions for financial institutions. The RTM exposed the delegation to U.S. industry representatives, associations, financial institutions and U.S. government agencies.

### West Africa Smart Grid RTM

*Dates:* November 25-December 4, 2018

*Locations:* Chicago, IL; San Francisco, CA

*Event expenses paid through FY 2019:* \$262,048.64

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

The West Africa Smart Grid RTM supported U.S. private sector participation in the implementation of smart grid and microgrid projects in West Africa by exposing procurement officials from Cote d'Ivoire, Ghana, Senegal and the West Africa Power Pool, a cooperation of the national electricity companies in Western Africa under the auspices of the Economic Community of West African States, to U.S.-sourced electricity distribution technologies and services, as well as policies, regulations, and financing mechanisms that can support grid modernization in West Africa.

### Egypt Refinery Modernization and Petroleum Ports Development RTM (Part I)

*Dates:* December 2-14, 2018

*Locations:* Houston, TX; Washington, D.C.

*Event expenses paid through FY 2019:* \$267,095.62

*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 whose event expenses were paid by USTDA:* 3

USTDA hosted Part I of the Refinery Modernization and Petroleum Ports Development RTM series, which brought public and private sector officials from Egypt's oil and gas sector to the U.S. to meet with leading U.S. companies that can support Egypt's refinery modernization goals.

### **India Energy Storage and Smart Grid Workshop**

*Dates:* December 10-11, 2018

*Location:* Mumbai, India

*Event expenses paid through FY 2019:* \$143,940.05

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

*Number of participants whose meal expenses were paid by USTDA:* 104

*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:* 5

USTDA hosted an Energy Storage and Smart Grid Workshop in Mumbai, India. The event featured leading practitioners from both U.S. and Indian utilities. Participants discussed best practices to further innovative energy storage and smart grid technologies, enable regulatory policies and leverage financing mechanisms to support India's growing power sector.

### **China Pharmaceutical Executive Training Program**

*Dates:* February 17-March 1, 2019

*Locations:* Durham, NC; Washington, DC

*Event expenses paid through FY 2019:* \$249,065.57

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

*Number of speakers 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:* 6

USTDA hosted the China Food and Drug Administration (CFDA) Pharmaceuticals Regulations Training Program, which brought senior executives from China's National Medical Products Administration (formerly known as CFDA) to the United States for training on the U.S. regulatory process for pharmaceutical products. The Training Program provided an opportunity for U.S. public and private sector experts to share U.S. best practices in regulatory approval processes.

### **China Clean Energy Exchange Program Phase IV: Study Tour for Urban Waste Management**

*Dates:* February 17-March 1, 2019

*Locations:* Chicago, IL; Boston, MA; New York, NY

*Event expenses paid through FY 2019:* \$289,359.17

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

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

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*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*

USTDA hosted the China Clean Energy Study Tour for Urban Waste Management, which brought public and private sector representatives to the United States to visit solid waste recycling and processing facilities and to meet with U.S. producers of machinery designed to sort and recycle materials during the construction process, as well as treat solid waste and wastewater materials. The Study Tour was organized as part of the Clean Energy Exchange Program Phase IV, which aims to introduce Chinese energy sector officials and project sponsors to U.S. clean energy technologies.

### **U.S.-India Aviation Cooperation RTM #1**

*Dates: March 25-29, 2019*

*Locations: Washington, D.C.; Atlanta, GA*

*Event expenses paid through FY 2019: \$186,623.32*

*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 contractor personnel whose event expenses were paid by USTDA: 3*

USTDA hosted the first of three RTMs, which focused on airport development. Through this RTM series, India's aviation leaders visited U.S. aviation-related agencies and companies to discuss practices, solutions and services that can help accelerate modernization efforts in India.

### **China Midstream Gas RTM**

*Dates: April 13-24, 2019*

*Locations: Houston, TX; Tulsa, OK*

*Event expenses paid through FY 2019: \$297,309.11*

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

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

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

USTDA hosted the Midstream Gas Infrastructure RTM to introduce a delegation comprised of natural gas buyers and Chinese government representatives to U.S. midstream operators. The goal of the RTM was to expose the delegation to U.S. best practices and technologies in equipment and services for the transportation, processing and storage of gas and natural gas liquids.

## **China Rail Equipment RTM Series: Study Tour for Track Flaw Detection and Maintenance Equipment**

*Dates:* April 28-May 5, 2019

*Locations:* Columbus, SC; Chicago, IL

*Event expenses paid through FY 2019:* \$222,261.32

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

USTDA hosted the Study Tour for Track Flaw Detection and Maintenance Equipment, which brought delegates from China Railway to visit railway track maintenance facilities and to meet with U.S. producers of maintenance equipment designed to detect, repair and monitor track flaws and perform associated safety practices and procedures. The Study Tour highlighted U.S.-made equipment and solutions that could be utilized to support the rapid growth and maintenance of China's passenger and freight rail networks.

## **Caribbean Microgrid Infrastructure RTM**

*Dates:* April 29-May 3, 2019

*Locations:* Washington, DC; Princeton, NJ; New York, NY

*Event expenses paid through FY 2019:* \$237,738.39

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

*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:* 5

USTDA hosted the Caribbean Microgrid Infrastructure RTM, which offered participants the opportunity to learn about improving grid resilience, reliability and increasing access to electricity in their countries. The event also showcased U.S. technologies, services and equipment in the electricity sector.

## **China Rail Equipment RTM Series: Study Tour for Rail Technologies**

*Dates:* May 19-May 26, 2019

*Locations:* Indianapolis, IN; Chicago, IL

*Event expenses paid through FY 2019:* \$215,380.20

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

USTDA hosted the Study Tour for Rail Technologies, which brought delegates from China Railway to the United States to visit locomotive and engine facilities; meet with U.S. producers of

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*Number of contractor personnel whose event expenses were paid by USTDA: 5*

This USTDA-funded RTM supported U.S. private sector participation in the implementation of gas infrastructure in the Association of Southeast Asian Nation (ASEAN) region. The RTM supported USTDA's Liquefied Natural Gas Supply and Natural Gas Training Cooperation Program with Japan's Ministry of Economy, Trade and Industry (METI) and introduced foreign delegates to best practices for value-based natural gas infrastructure planning and technical capacity building and supported opportunities for U.S. exports to emerging ASEAN markets.

### **Egypt Refinery Modernization and Petroleum Ports Development RTM (Part II)**

*Dates: July 8-19, 2019*

*Locations: Houston, TX; Washington, DC; New Orleans, LA*

*Event expenses paid through FY 2019: \$270,543.40*

*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 USG employees whose event expenses were paid by USTDA: 1*

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

USTDA hosted Part II of the Refinery Modernization and Petroleum Ports Development RTM series, which brought public and private sector officials from Egypt's oil and gas sector to the U.S. to meet with leading U.S. companies that can support Egypt's development of its petroleum ports.

### **China Clean Energy Exchange Program Phase IV: Study Tour for Regional Urban Infrastructure Development**

*Dates: August 4-16, 2019*

*Locations: New York, NY; Chicago, IL; San Francisco, CA*

*Event expenses paid through FY 2019: \$235,327.41*

*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 USG employees whose event expenses were paid by USTDA: 1*

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

USTDA hosted the China Clean Energy Study Tour for Regional Urban Infrastructure Development, which brought public and private sector representatives to the United States to view advanced U.S. technology solutions in the areas of energy efficiency, environmental treatment, fire and safety equipment for metro design, construction and operations. The Study Tour was organized as part of the Clean Energy Exchange Program Phase IV, which aims to introduce Chinese energy sector officials and project sponsors to U.S. clean energy technologies.



## **China National Healthcare Security Administration Executive Training Program #1**

*Dates:* August 18-31, 2019

*Locations:* Washington, DC; Durham, NC

*Event expenses paid through FY 2019:* \$121,160.35

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

*Number of non-USTDA USG employees whose event expenses were paid by USTDA:* 1

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

USTDA hosted the China Healthcare Executive Leadership Training Program, which brought officials from the National Healthcare Security Administration to the United States for training. The Training Program sought to familiarize delegates with government regulations, systems and standards, management best practices, U.S. innovation and technologies, health insurance financing policies and other best practices to assist in developing China's healthcare policies.

## **Global Procurement Initiative: Kenya Procurement Orientation Visit**

*Dates:* September 14-21, 2019

*Locations:* Washington, DC; Richmond, VA

*Event expenses paid through FY 2019:* \$142,169.50

*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 USG employees whose event expenses were paid by USTDA:* 1

*Number of contractor personnel whose event expenses were paid by USTDA:* 5

In response to recommendations made by the President's Advisory Council on Doing Business in Africa, USTDA hosted 15 Kenyan procurement officials and one representative from the U.S. Embassy under the GPI: Understanding Best Value (GPI). The orientation visit introduced participants to value-based procurement mechanisms to be utilized in Kenya.

## **China Clean Energy Exchange Program Phase IV: Study Tour for National Urban Infrastructure Development**

*Dates:* September 15-27, 2019

*Locations:* New York, NY; Chicago, IL; San Francisco, CA

*Event expenses paid through FY 2019:* \$238,337.33

*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 USG employees whose event expenses were paid by USTDA:* 1

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

USTDA hosted an RTM that supported U.S. private sector participation in the development of rail safety, maintenance and efficiency infrastructure in Bangladesh. The RTM supported USTDA's goal

of developing freight rail infrastructure in emerging markets and the Government of Bangladesh's intent to improve and expand rail infrastructure. The RTM shared best practices for value-based rail infrastructure planning and supported opportunities for U.S. rail exports to Bangladesh.

### **South Africa Cybersecurity and Data Protection Solutions RTM**

*Dates:* September 28-October 10, 2019

*Locations:* Washington, DC; New York, NY; San Francisco, CA

*Event expenses paid through FY 2019:* \$186,836.10

*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 whose event expenses were paid by USTDA:* 4

This USTDA-funded RTM familiarized public and private sector representatives from South Africa with the latest U.S. technologies, services, and best practices in cybersecurity and data protection solutions. The RTM included meetings with U.S. industry representatives, associations, financial institutions, and U.S. government agencies.