



U.S. Trade and Development Agency

USTDA-Sponsored Events
and Conferences Report

Fiscal Year 2022

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MESSAGE FROM THE 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 2022.

A handwritten signature in blue ink, reading "Enoch T. Ebong", is positioned above a horizontal line. The signature is written in a cursive style.

Enoch T. Ebong

Director

U.S. Trade and Development Agency

USTDA-Sponsored Events and Conferences in Fiscal Year 2022

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 USTDA is pleased to provide this report on USTDA-sponsored conferences and events for Fiscal Year (FY) 2022.

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 (TA) 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 2022, USTDA supported ten reverse trade missions (RTMs), nine workshops, one conference, and one training with expenses in excess of \$100,000, disbursing a total of \$4,461,009.26 in event expenses. Detailed descriptions of these events may be found in this report. USTDA hosted no events with expenses surpassing \$500,000.

Key Details of FY 2022 Events & Conferences

U.S.-Africa Clean Energy Standards Program – Southern Africa Energy Storage Standards Workshop

Dates: October 20 – 21, 2021

Location: Virtual

Event expenses paid through FY 2022: \$176,148.71

Number of participants whose event expenses were self-funded: 121

The Southern Africa Energy Storage Standards Workshop was the tenth workshop in the workshop series, which took place virtually in October 2021. The workshop featured presentations by experts on standards-related issues such as safe and efficient energy storage technologies from the United States that can benefit countries in Southern Africa. Discussions also featured an overview of energy storage standards, policies to support an enabling environment, and lithium-ion batteries and other types of battery storage.

2021 Indo-Pacific Business Forum (IPBF)

Dates: October 28 – 29, 2021

Location: Virtual

Event expenses paid through FY 2022: \$237,188.42

Number of participants whose event expenses were self-funded: 2,394

The 4th Indo-Pacific Business Forum (IPBF) was a joint effort among the U.S. Government, U.S. Chamber of Commerce, U.S. – ASEAN Business Council, U.S. – India Business Council, American Chamber of Commerce in India and the U.S. – India Strategic Partnership Business Forum. The 4th IPBF took place in October 2021 ahead of the East Asia Summit in November as a virtual program in partnership with U.S. companies, associations, and the Government of India. Recent IPBFs have provided a prominent platform to roll out U.S. Indo-Pacific Strategy achievements and programs, U.S. business-to-government engagement, bilateral and regional deal signings, and engagement with likeminded countries.

Vietnam Airport Management Training Program

Dates: November 2 - 11, 2021

Location: Virtual

Event expenses paid through FY 2022: \$151,853.43

Number of delegates whose event expenses were self-funded: 23

This RTM provided technical, managerial, and operational training for Vietnamese airport managers and aviation officials through two training sessions. The Vietnam Airport Management Training Program supported both the U.S.-Indo-Pacific Vision's Infrastructure Transaction Assistance Network (ITAN) and the Southeast Asia Aviation Cooperation Program

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(ACP). ITAN is a whole-of-U.S. Government initiative focused on supporting the development of sustainable infrastructure in the Indo-Pacific, including transportation infrastructure, and this training program supports the development of new and expansion of existing Vietnamese airports. The Southeast Asia ACP was launched by USTDA, the U.S. Departments of Transportation and Commerce, the Federal Aviation Administration (FAA), the Transportation Security Administration (TSA), and 30 U.S. industry partners in November 2019 with the goal of promoting technical, policy and commercial coordination through grant activities, events and training programs. This training program provided ACP member companies with a platform to engage with key aviation stakeholders, highlight U.S. solutions and best practices, and learn about plans for new airport projects in Vietnam.

Renewal Procurement Assistance Program for the Government of Colombia

Dates: November 5, 2021 – March 4, 2022

Location: Virtual

Event expenses paid through FY 2022: \$115,465.85

Number of participants whose event expenses were self-funded: 35

This Global Procurement Initiative (GPI): Procurement Assistance Program for Colombia is a national-level Program that funded a virtual training series including eight total sessions for procurement officials and other ministries of the Government of Colombia. The components were carried out in collaboration with the Government of Colombia, the George Washington University Law School's Government Procurement Law Program, and USTDA's GPI technical specialists. The training series curriculum included foundational principles of public procurement – international best practices, best value determination, and contract negotiation – as well as more complex modules focused on how to conduct life-cycle cost analysis (LCCA). Several sessions focused on specific topics of interest such as sustainability, innovation, and how to increase the participation of small and medium sized enterprises in public procurement.

Regional Europe and Eurasia Small Modular Reactor (SMR) and Civil Nuclear Energy Regulations and Standards Workshop III: Ukraine

Dates: December 14 – 15, 2021

Location: Virtual

Event expenses paid through FY 2022: \$106,741.64

Number of participants whose event expenses were self-funded: 99

USTDA approved funding a series of up to six Small Modular Reactor (SMR) and Nuclear Energy Regulations and Standards workshops to be held in Europe. The workshops were conducted within the framework of the U.S. SMR Public Private Program and provided assistance to industry and government in developing effective regulatory frameworks, addressing challenges in the deployment of SMR technologies and assisting U.S. companies to engage with opportunities in USTDA-eligible countries in Europe and Eurasia. The Workshop facilitated

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discussions on the recent initiatives undertaken by the U.S. and Ukrainian governments and international counterparts to promote the advancement of SMR technologies. The slate of speakers covered the cooperative regulatory approach underway between the U.S. and the European Union and highlighted the accompanying commercial and financial support available to achieve these objectives.

U.S.-Africa Clean Energy Standards Program – Rural Electrification and Smart Metering Standards Workshop

Dates: January 18 – 19, 2022

Location: Virtual

Event expenses paid through FY 2022: \$176,148.71

Number of participants whose event expenses were self-funded: 120

U.S.-Africa Rural Electrification and Smart Metering Standards Workshop was the eleventh workshop in the series, which took place virtually in January 2022. The two-day workshop included presentations by experts on standards-related issues such as safe, stable, and efficient interconnection solutions with best practices from the U.S. and across Africa. Discussions also featured an overview of smart metering installation and operation best practices, policies for critical communication and cyber security, quality assurance frameworks, and more.

Electricity Generating Authority of Thailand (EGAT) Executive Leadership Training Program (ELTP)– Part 1: Clean Power Generation Solutions

Dates: May 15 – 28, 2022

Location: Washington, D.C.

Event expenses paid through FY 2022: \$260,412.73

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

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

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

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

The Executive Leadership Training Program aimed to prepare current and future leaders for energy sector modernization in Thailand through training on new technologies and management practices to approach today's energy landscape. Program participants traveled to Washington, D.C. to meet with regulatory stakeholders, industry organizations and U.S. government representatives. The program agenda was designed to introduce the delegation to U.S. companies and organizations offering innovative clean power generation technologies, services, and projects. The delegation met with U.S. government agencies, regulators, industry associations, and power utilities. The program included tours of several project sites and

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demonstration facilities. Additionally, the delegation participated in a procurement training session and a briefing to present EGAT's upcoming initiatives and procurement opportunities to attending U.S. companies.

GPI: Procurement Assistance Program for Jamaica

Dates: May 23 – 26, 2022

Location: Kingston, Jamaica

Event expenses paid through FY 2022: \$115,346.01

Number of participants whose event expenses were paid by USTDA: 64

Number of participants and speakers whose event expenses were paid by USTDA: 67

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

Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 2

This GPI Procurement Assistance Program for Jamaica: Phases I and II, Training Webinars and Virtual Roundtable, is a national-level Program that funded multiple Program components including a three-day GPI Workshop in Kingston, Jamaica for 64 government procurement in May 2022. The components were carried out in collaboration with Government of Jamaica's Office of Public Procurement (OPP), the George Washington University Law School's Government Procurement Law Program (GW), and USTDA's GPI technical specialists. The program explored advanced value- and quality-based procurement mechanisms used to achieve optimal results from public procurements. The aim of the workshop was to gain an understanding of how public officials in the Government of Jamaica can obtain best value through public procurement. Over the course of the three days, the participants discussed how to use tools such as LCCA and how to achieve greater savings over time in higher-value public procurements.

Regional Europe and Eurasia Small Modular Reactor and Civil Nuclear Energy Regulations and Standards Workshop IV: Romania

Dates: May 24 – 25, 2022

Location: Bucharest, Romania

Event expenses paid through FY 2022: \$134,137.97

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

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

Number of participants whose event expenses were self-funded: 161

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

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

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

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USTDA approved funding for a series of up to six (6) Small Modular Reactor (SMR) and Nuclear Energy Regulations and Standards workshops to be held in Europe. The workshops were conducted within the framework of the U.S. SMR Public Private Program and provided assistance to industry and government in developing effective regulatory frameworks, addressing challenges in the deployment of SMR technologies, and assisting U.S. companies to engage with opportunities in USTDA-eligible countries in Europe and Eurasia. This in-person workshop facilitated discussions on the recent initiatives undertaken by U.S. government and international counterparts to promote the advancement of SMR technologies. The workshop included many key participants from around Europe, Romanian officials, U.S. Government officials, and industry, which made this workshop an excellent opportunity to meet others focused on furthering SMR deployment. The slate of speakers covered Romania's SMR roadmap, energy security and climate change, industrial applications for SMRs, and highlighted recent policy developments.

Electricity Generating Authority of Thailand (EGAT) Executive Leadership Training Program – Part 2: Power Transmission and Renewable Energy Integration Solutions

Dates: June 6 – 18, 2022

Location: Washington, D.C.; San Francisco, CA; Pullman, WA

Event expenses paid through FY 2022: \$260,412.73

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

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

Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

A USTDA-funded Executive Leadership Training Program (RTM) for officials from the Electricity Generating Authority of Thailand (EGAT) prepared current and future leaders for energy sector modernization in Thailand through training on new technologies and management practices to approach today's energy landscape. Program participants traveled to Washington, D.C. to meet with regulatory stakeholders, industry organizations, and U.S. government representatives. The program highlighted state-of-the-art U.S. technologies, best practices, financing mechanisms, and regulatory frameworks to support power transmission and renewable energy innovation. The program agenda was designed to introduce the delegation to U.S. companies and organizations offering innovative power transmission and renewable energy integration technologies. The delegation met with U.S. government agencies, regulators, industry associations, and power transmission utilities. The program included tours of several project sites and demonstration facilities. The delegation participated in a procurement training

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session and a briefing to present EGAT's initiatives and procurement opportunities to attending U.S. companies.

Turkey Space Technologies RTM

Dates: June 18 – 25, 2022

Location: Orlando, FL; Los Angeles, CA

Event expenses paid through FY 2022: \$273,367.28

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 (excluding interpreters) whose event expenses were paid by USTDA: 4

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

This USTDA-funded RTM familiarized 14 public and private sector representatives from space-related institutions in Turkey with the latest U.S. technologies, services, and best practices in satellite technologies, telecommunications, and space program development. This RTM was completed in June 2022.

Thailand Railway Modernization RTM

Dates: June 20 - July 1, 2022

Location: Washington, D.C.; New York, NY; Indianapolis, IN; Chicago, IL

Event expenses paid through FY 2022: \$342,985.65

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 (excluding interpreters) whose event expenses were paid by USTDA: 3

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

This USTDA-funded RTM familiarized Thai rail officials with U.S. technologies, services, and best practices for modernizing and expanding rail systems. The RTM addressed topics including locomotive, engine and rail car equipment, track flaw detection, maintenance equipment and services, signaling and control systems, and digital solutions for the rail sector. The RTM included site visits and meetings with U.S. industry and rail experts in the United States. The RTM also promoted procurement best practices from USTDA's GPI that can help to level the playing field for U.S. suppliers disadvantaged by low-cost procurement practices and improve infrastructure investment outcomes for the rail sector where procurement practices often fail to incorporate LCCA and value for money assessments.

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Cote d'Ivoire Ports Logistics RTM

Dates: June 22 – July 1, 2022

Location: Washington, D.C.; Norfolk, VA; New York, NY

Event expenses paid through FY 2022: \$280,286.36

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

Number of delegates whose event expenses were self-funded: 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 contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

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

USTDA hosted private and public sector delegates from Cote d'Ivoire to highlight state-of-the-art U.S. technologies in truck parking logistics, fleet management, and engineering expertise, as well as policies and regulations that can support the implementation of more efficient port operations in Cote d'Ivoire.

Nigeria: Smart Grid Solutions Initiative

Dates: July 18 – 22, 2022

Location: Chicago, IL; San Francisco/Sacramento, CA; Atlanta, GA

Event expenses paid through FY 2022: \$187,874.27

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 contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

USTDA funded a five-day reverse trade mission to the United States in July 2022. The initiative aimed to expose Nigerian transmission and distribution (T&D) sector decision-makers to U.S. technologies and grid policies and make U.S. firms aware of opportunities. The activities also featured insight into policies, regulations, and financing mechanisms that could help smart power grid projects in Nigeria.

GPI Procurement Assistance Program for Jamaica – Study Tour to the U.S.

Dates: August 8 – 19, 2022

Location: Washington, D.C.; Denver, CO; Minneapolis, MN

Event expenses paid through FY 2022: \$106,355.10

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Number of delegates whose event expenses were paid by USTDA: 21

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

Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

This GPI Procurement Assistance Program for Jamaica included a study tour to the United States for 21 Jamaican procurement professionals. This was an 11-day study tour in August 2022, which focused on a range of issues, including international best practices in public procurement, an introduction to LCCA, acquisition planning, anticorruption, and increasing international competition.

U.S.-India Aviation Cooperation Program, Executive Development Training Program (EDTP) – Observation Visit

Dates: August 15 – 19, 2022

Location: Washington, D.C.

Event expenses paid through FY 2022: \$177,105.70

Number of delegates whose event expenses were paid by USTDA: 24

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: 2

Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

USTDA funded the India Executive Development Training Program (EDTP), which provided training to Indian aviation representatives on technical, operational, and managerial topics for aviation managers. The EDTP was designed to provide training to Indian aviation executives on aviation industry best practices and new aviation technologies, and to enhance collaboration among ACP member companies, Indian aviation sector stakeholders, and U.S. government agencies. This one-week U.S. observation visit included meetings and site visits with USTDA, the FAA, TSA, U.S. companies, and airports in the Washington, D.C. area. TSA provided an aviation security training during the U.S. visit.

U.S.-India Aviation Cooperation Program, Executive Development Training Program (EDTP) – In-Country Training

Dates: August 18 – 23, 2022

Location: New Delhi, India

Event expenses paid through FY 2022: \$339,410.30

Number of participants whose event expenses were paid by USTDA: 53

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Number of participants and speakers whose event expenses were paid by USTDA: 53

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

Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 3

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

USTDA funded the India Executive Development Training Program (EDTP), which provided training to Indian aviation representatives on technical, operational, and managerial topics for aviation managers. The EDTP was designed to provide training to Indian aviation executives on aviation industry best practices and new aviation technologies, and to enhance collaboration among ACP member companies, Indian aviation sector stakeholders, and U.S. government agencies. This six-day, in-depth training program covered the following topic areas: general management; airport planning; sustainable aviation; advances in communications, navigation and surveillance (CNS) systems; and air traffic flow management (ATFM).

Regional Sub-Saharan Africa Healthcare Innovation RTM Series – Part 1: Nigeria and Senegal

Dates: August 21 – 27, 2022

Location: Chicago, IL; Milwaukee, WI; Madison, WI; Minneapolis, MN

Event expenses paid through FY 2022: \$227,447.38

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 (excluding interpreters) whose event expenses were paid by USTDA: 3

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

USTDA hosted healthcare sector representatives from West Africa to showcase U.S. technologies and services in the healthcare infrastructure sector. The RTM connected Nigerian and Senegalese decision makers and U.S. companies seeking to provide equipment and services to the sub-Saharan Africa market, with a focus on health IT, hospital infrastructure, and medical devices.

Malaysia Health Information Technology RTM

Dates: August 21 – September 9, 2022

Location: San Francisco, CA; Washington, D.C.; Baltimore, MD

Event expenses paid through FY 2022: \$214,205.31

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

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

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Number of contractor personnel (excluding interpreters) whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 2

A USTDA-funded RTM brought together delegates from Malaysia's Ministry of Health, Ministry of Finance, and Ministry of Higher Education with U.S. healthcare industry, government officials, and experts to discuss Malaysia's healthcare digitalization goals. The RTM looked at a range of healthcare information and communication technology (ICT) solutions, including pandemic related applications for telemedicine, data analytics, artificial intelligence (AI) cybersecurity, and electronic medical records.

GPI Regional Energy Orientation Visit for the Caribbean

Dates: September 7 – 15, 2022

Location: Washington, D.C.; Sacramento, CA; Houston, TX

Event expenses paid through FY 2022: \$143,928.12

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 (excluding interpreters) whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 2

This Orientation Visit (OV) was part of the Procurement Assistance Program (Program) under USTDA's GPI, as part of the interagency Caribbean 2020 Initiative: A Multi-Year Strategy to Increase the Security, Prosperity, and Well-Being of the People of the United States and the Caribbean (Caribbean 2020). The OV brought public procurement officials from seven Caribbean nations to the United States to learn about best practices in public procurement and to see examples of energy procurements from U.S. organizations, localities, and utilities. The OV was designed to demonstrate how to achieve optimal results in public procurement using advanced value and quality-based procurement methods. Topics covered during the OV included best practices in energy procurement, risk management, climate resilience, and project financing. In addition to receiving training from the GPI's energy technical experts in Washington, DC, the delegation traveled to Sacramento, California and Houston, Texas to meet with procurement officials at the state and local levels. These site visits provided an opportunity for delegates to learn about the use of value-based procurement criteria and how to assess alternative factors, such as long-term value, evolving innovative technologies, and sustainability.

Southeast Asia Climate-Smart Transportation RTM

Dates: September 19 – 30, 2022

Location: Los Angeles, CA; San Jose, CA; Seattle, WA

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Event expenses paid through FY 2022: \$434,187.60

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

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 (excluding interpreters) whose event expenses were paid by USTDA: 3

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

This USTDA-funded RTM brought a delegation from Southeast Asia to the United States to familiarize them with state-of-the-art U.S. technologies, services, and best practices to improve the safety, efficiency, and sustainability of transportation infrastructure. The RTM focused on innovations that can support the decarbonization of the transportation sector, particularly at the city level, in Southeast Asia. The delegation attended the Intelligent Transport Systems (ITS) World Congress in Los Angeles from September 18-22, 2022, and participated in a business briefing, meetings with U.S. public and private sector representatives, and site visits.