

The Aerospace & Defense Forum

Santa Clarita Chapter Meeting:
"USTDA 101:
USG tools to support U.S. exporters"
 October 21, 2021

- Please ensure your mike is muted and your video is off.
- Questions will be welcomed via the Chat function.
- The event will start at 8:00AM Pacific Time.

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The Aerospace & Defense Forum

Who We Are...



- An 11-year-old global aerospace and defense leadership community of over 2,400 professionals that facilitates communication, collaboration, and commerce relative to the business of A&D
- Nine chapters – Los Angeles, San Fernando Valley, Santa Clarita Valley, South Bay, Orange County, San Diego, Arizona, Dallas-Ft. Worth, and Ventura County.
- Conduct monthly meetings with presentations, panels and tours with industry leaders focused on some aspect of the business of A&D



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The Aerospace & Defense Forum

Webinar Guidelines

		
• Turn off camera video	Alt+V	⌘+Shift+V
• Mute audio	Alt+A	⌘+Shift+A
• Active Speaker View	Alt+F1	⌘+Shift+W
• Questions in Chat addressed to Everyone.		


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WHY SCV?
 Innovation Loves Company

SANTA CLARITA VALLEY
 ECONOMIC DEVELOPMENT CORPORATION

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GREAT LOCATION
 Premier SoCal Location Situated for Success.



SCV boasts an educated population of close to 300,000 and 5.3 million people within a 30-minute commute. 30 miles north of downtown Los Angeles, the Santa Clarita Valley enjoys access to 23 interstate and local highways and easy access to LAX, Burbank Hollywood Airport, and Ports of Los Angeles and Long Beach. SCV is within 40 minutes of 15 colleges and universities, further extending workforce recruitment and partnerships with academia.

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AWARD WINNING
 Welcome to the award-winning Santa Clarita Valley!

Best City to Live

Safest & Healthiest City

Most Business-Friendly City

3rd
 Largest City in Los Angeles County

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TOP EMPLOYERS

SANTA CLARITA VALLEY
Economic Development Corporation

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The Aerospace & Defense Forum

“USTDA 101: USG tools to support U.S. exporters”

Presenters:

Jillian Foerster
Country Manager, West Africa
U.S. Trade and Development Agency

Brent Harrison
Country Manager, Indo-Pacific
U.S. Trade and Development Agency

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Jillian Foerster
Country Manager, West Africa

Brent Harrison
Country Manager, Indo-Pacific Region

USTDA 101: USG tools to support U.S. exporters
October 21, 2021

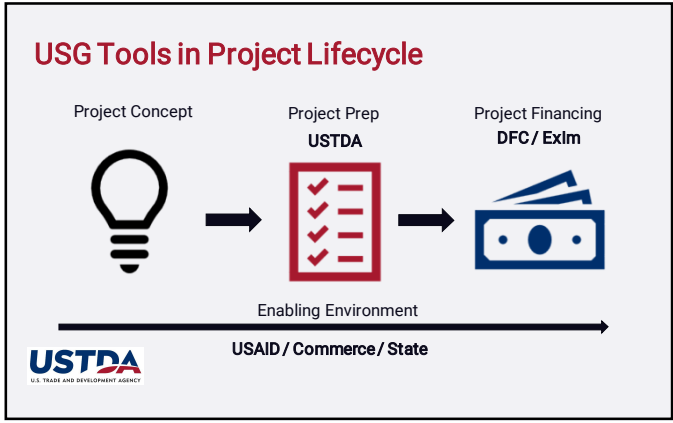
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Mission

- Jobs through exports
- Sustainable infrastructure in emerging economies
- Partnership building activities

USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

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USTDA's Tools

- Project Preparation**
 - Feasibility Studies
 - Technical Assistance
 - Pilot Projects
 - Front-End Engineering and Design
- Partnership Building**
 - Reverse Trade Missions
 - Conferences
 - Workshops

USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

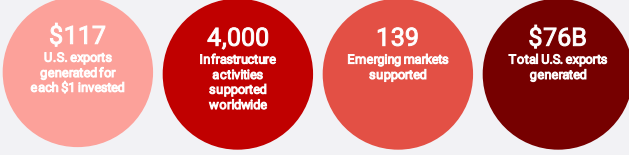

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Priority Sectors


 Energy
  Information and Communication
  Transportation
  Technology
  Healthcare
 

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Results

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Global Procurement Initiative The GPI trains overseas public officials on how to incorporate **best value and life-cycle cost analysis** into



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How to Work with USTDA


- Identify and share project proposals
- Bid on contracts, RFPs for grants
- Participate in upcoming workshops and RTMs
- Sign up for our newsletter for updates on events, opportunities




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Grant Eligibility Requirements

- **Grant Amount:** fixed-price grants ranging \$500,000-\$1.5 million USD
- **Who Can Apply:**
 - Grantees are overseas entities (public, private, or parastatal) in lower to middle income countries as classified by the World Bank Group
 - A U.S. firm must conduct the USTDA-funded feasibility study
- **What Can We Fund:** Grants typically cover labor involved in project preparation activities. USTDA typically only works with commercially deployed technology. USTDA does not fund equipment.
- **U.S. Exports:** USTDA is generally seeking to support larger infrastructure activities that could potentially lead to upwards of \$10 million USD in U.S. exports



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How We Evaluate Proposals



- Strength of partners
- Type of project: Government priority and development impact
- Access to financing
- U.S. exports
- Stage of project (land access, PPAs, regulatory environment, etc.)
- Scale of project



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Azerbaijan: Satellites

- **Feasibility Study:** Azerspace-2 Satellite Feasibility Study
- **Results:** Launch of Azerspace-2 Satellite, realized development benefits in infrastructure, technology transfer/productivity improvements, and human capacity building.



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Satellite Activities

- **Nigeria:** Nigeria Satellite Technologies Reverse Trade Mission
- **Regional Latin America and Caribbean:** Digital Connectivity Workshop Training Series: Satellite & Wireless Communication Technologies



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Training Grants

- **ICT Training Grant:** Cisco 5G Training Grant with PLDT in Philippines
- **Transmission and Distribution:** Weldy Lamont Training Grant with Senelec in Senegal



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Connect with USTDA



www.ustda.gov | +1 703-

**1101 Wilson Blvd. Suite 1100
Arlington, VA 22209**

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Q&A

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- October 28: **“The A&D Industry from the Middle Market Viewpoint”**, Alex Krutz – Managing Director, Patriot Industrial Partners | [National Online Forum](#)
- November 11: **“Spaceport America: Fits and Starts”**, Scott A. McLaughlin – Executive Director, New Mexico Spaceport Authority | [Los Angeles Chapter](#)

For more info:
<https://aerospacedefenseforum.org/>

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The Aerospace & Defense Forum

- Individual Membership is \$350/year and provides free attendance at all A&D Forum meetings and webinars. Membership is free for those not located near one of the nine operating chapters.
- Recordings of over 250 chapter and webinar presentations are available for download by A&D Forum members.
- You can join the mailing list of any chapter for free, which will also provide you the monthly A&D Forum Newsletter.
- Opportunities to sponsor chapters or webinars are available.

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Thank You

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