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U.S. Industry Delegation to the 59th IAEA General Conference

September 13-16, 2015 in Vienna, Austria

Know before you go webinar
September 1, 2015

Call in: **1-203-607-0666** or **877-951-7311**

Participant Passcode: **8301875**

U.S. Industry Program at the 58th IAEA GC

Thank you to our marketing partners for making this event possible!



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U.S. Industry Program at the 59th IAEA GC



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- Introduction to the IAEA
- Where this program fits into the GC
- Venues overview
- Program highlights
- Online program
- Your main contact points in Vienna
- Leading USG officials expected to attend
- About the Advocacy Center
- About the Office for Industry and Analysis
- About the U.S. Commercial Service
- Your questions

What you should know about the IAEA



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- Mandates
 - Focus on international cooperation
 - Focus on technology transfer
 - Focus on safety standards development
 - Focus on treaty compliance verification
- Size
 - 162 Member States
 - 2,300 staff from 100 countries
- Why is this meeting important for U.S. Industry?
 - Projecting a more cohesive U.S. offering
 - Access to key foreign government decision-makers
 - Exchange with U.S. Policymakers

A Three-Ring Circus



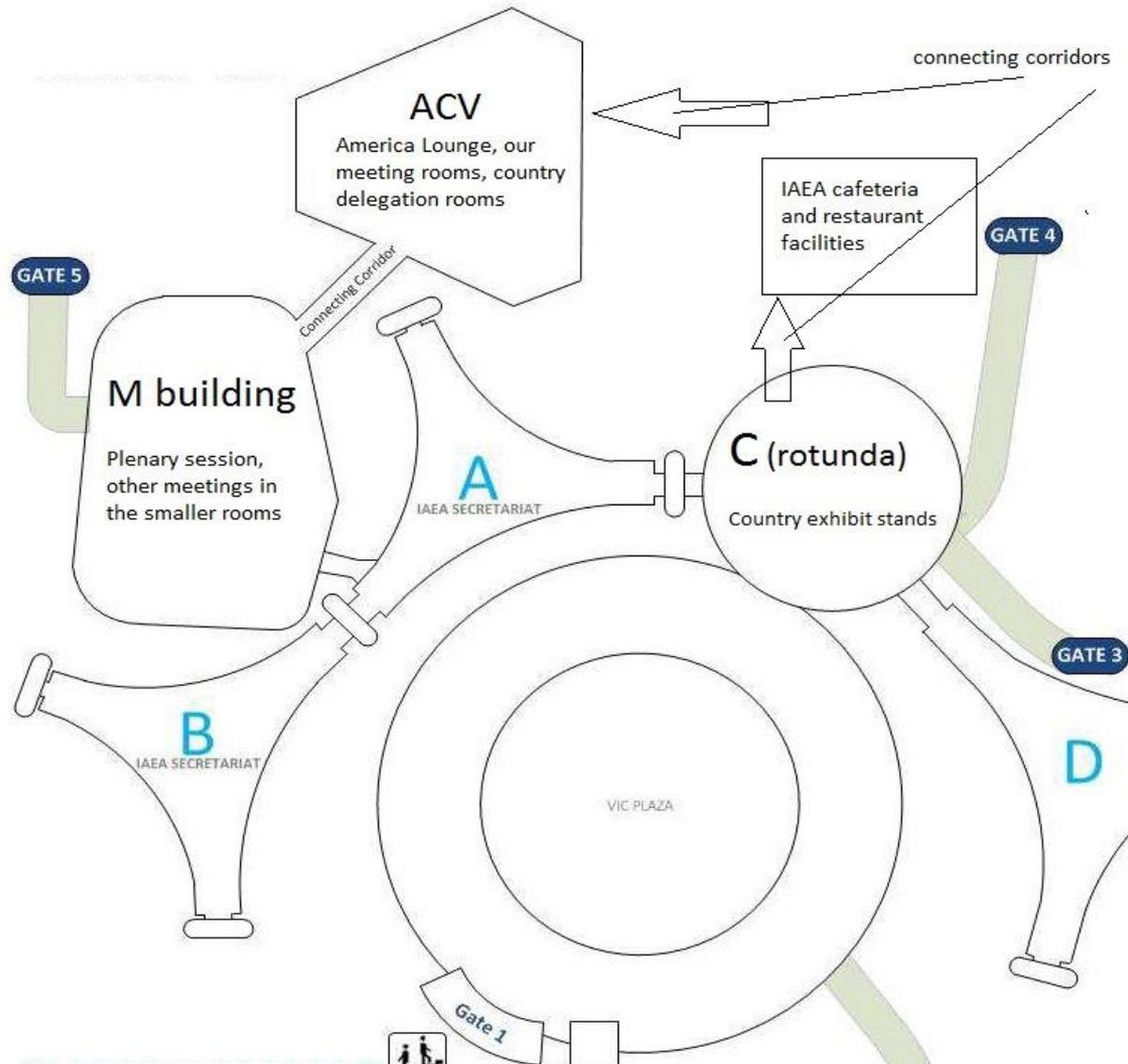
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- The IAEA General Conference
 - It's all about "Member States" – access is limited
 - Plenary sessions, meetings and side events
 - Bilateral meetings and networking events
 - Exhibit hall
- The U.S. Industry Program
 - Meetings with foreign government representatives
 - Networking events
 - Meetings with USG trade staff and nuclear policy makers
 - Exhibit space
- The Scientific Forum
 - Separate event, requires additional registration
 - This year's topic is "Radioactive Waste"

Venues: two interconnected sites



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Monday-Friday, September 14th-18th U.S. Exhibit



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Our Program Highlights



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Sunday, September 13

- 2:30-4:00 PM: Walking tour of Vienna hosted by Sanford Owens
- 6:00-8:00 PM: Welcome briefing

Monday-Wednesday, September 14-16

8:00AM-6:00PM: America Lounge

Monday-Friday, September 14-18

9:00AM-6:00PM: U.S. Exhibit

Monday, September 14

- Policymaker Breakfast and Roundtable
- Breakout Dialogue with USG Policy Makers
- One on one meetings (speed dating) with USG trade facilitators
- Meetings with foreign delegates
- U.S. Reception, hosted by U.S. Secretary of Energy, NRC Chairman, U.S. Ambassador to the IAEA

Program Highlights (cont.)



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Tuesday, September 15

- Meetings with foreign delegates (all day)
- 10:30AM–12:00PM: CSC event
- 6:00-8:00PM: U.S. Industry Reception

Wednesday, September 16

- Meetings with foreign delegates (all day)

Confirmed meetings as of September 1, 2015:

U.A.E., U.K., Canada, Mexico, Poland, Czech Republic, India, Jordan, Malaysia, Ukraine

Meetings pending:

China, Japan, Saudi Arabia, S. Korea, Vietnam, Brazil, Turkey, Kazakhstan, Indonesia, South Africa

Social Media



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- Twitter: Please follow us at @CS_Austria
- Linked In: Please join our networking group (invitation only)
- Video
- Conference app: available for download one week before the event
- IAEA GC conference app: we will provide the link for download

Your team in Vienna



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Office of Industry and Analysis

Jonathan Chesebro

Senior Nuclear Trade Specialist
Washington, DC

Trade Advocacy Center

James Yi

International Trade Specialist
Washington, DC

U.S. Commercial Service

Sanford Owens

Senior Commercial Officer
Vienna, Austria

U.S. Commercial Service, continued

Marta Haustein

Senior Commercial Specialist
Vienna, Austria

Ryan Russell

Senior International Trade Specialist
Pittsburgh, Pennsylvania

Jason Sproule

Senior International Trade Specialist
Los Angeles, California

Anna Janczewska

Senior Commercial Specialist
Warsaw, Poland

Leading U.S. Government Officials expected to attend



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U.S. Department of Commerce

Chandra Brown - Deputy Assistant Secretary (DAS) for Manufacturing

U.S. Department of Energy

Ernest Moniz - Secretary of Energy

Frank Klotz - Under Secretary for NNSA

Under Secretary for Nuclear Security & NNSA Administrator

John Kotek – Assistant Secretary for Nuclear Energy (Acting)

Ed McGinnis - DAS for International Nuclear Energy Policy & Cooperation

Nuclear Regulatory Commission

Stephen Burns - Chairman

Mark Satorius - Executive Director

U.S. Department of State

Thomas Countryman - Assistant Secretary for International Security and Nonproliferation

Richard Stratford - Director of the Office of Nuclear Energy, Safety and Security

Al Burkart – Deputy Director of the Office of Nuclear Energy, Safety and Security

White House

Mike Wautlet – Director for Nuclear Energy Policy

Office of Industry & Analysis



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Mission: Strengthen the global competitiveness of U.S. industry by shaping civil nuclear trade policy and increasing the commercial benefits from nuclear cooperation with other countries.

Industry Input

- Formally: consensus advice from industry via 33member Civil Nuclear Trade Advisory Committee (CINTAC)
- Informally: outreach to and discussions with industry reps

USG Coordination

- Lead on civil nuclear commercial issues through interagency working groups
- Coordinate broader U.S. government activities through the White House Director for Nuclear Energy Policy
- Conduct annual Top Market Report to drive priorities
- Support industry participation in International nuclear energy forums (IAEA, IFNEC and GIF)

Trade Policy and Promotion Activities

- Civil Nuclear Trade Policy and Advocacy Missions
- Bilateral Declarations regarding civilian nuclear commercial cooperation
- Nuclear Standards Workshop
- U.S. Industry Program at the IAEA
- CSC nuclear liability promotion
- Financing workshops

Stakeholder Resources

- Civil Nuclear Trade Newsletter
- Specialized industry Reports (i.e. Top Market Report, SMR Report)
- Industry Briefings
- Promotional Materials
- Export Data
- Webinars
- Market Intelligence Briefs

Trade Advocacy Center



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Our mission is to coordinate U.S. Government resources and authority in order to *level the playing field* on behalf of U.S. business interests as they compete against foreign firms for specific international public contracts and other U.S. export opportunities.

In Vienna, you can learn how the Advocacy Center can help your firm win overseas sales campaigns and learn more about :

- The Advocacy Questionnaire
- The Anti-Bribery Agreement
- Due Diligence and National Interest Determination
- Crafting an Appropriate Advocacy Strategy
- Coordinating the Message and Medium of Advocacy

www.export.gov/advocacy



U.S. Commercial Service



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Around the world, over 1,400 Commercial Service staff located in U.S. embassies, consulates, domestic offices, and commercial centers promote U.S. business interests abroad.

- Offices in over 100 U.S. cities and 115 U.S. embassies & consulates worldwide.
- Connects U.S. companies with overseas buyers.
- Programs and services include:
 - *B2B matchmaking,*
 - *Background checks on potential partners,*
 - *Export counseling,*
 - *Market intelligence,*
 - *Product launch events,*
 - *Trade Missions and Trade Events.*
- www.export.gov



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Q & A

Thank you for your attention.

