

Renewable Energy Integration Trade Mission to Canada, October 30-November 2, 2017

AGENCY:

International Trade Administration, Department of Commerce

ACTION:

Notice

SUPPLEMENTARY INFORMATION:

The United States Department of Commerce, International Trade Administration (ITA) is announcing eight upcoming trade missions that will be recruited, organized and implemented by ITA. These missions are:

- Executive-Led Wastewater Treatment Business Development Mission to China, June 11-17, 2017
- Paint & Coatings Materials Suppliers Trade Mission to Mexico City, June 18-20, 2017
- U.S. Healthcare Trade Mission to Africa, October 22-27, 2017
- Cyber Security Trade Mission to Canada, September 11-14, 2017
- Smart Cities Trade Mission to Poland and The Czech Republic, September 10-15, 2017
- Sustainable Building and Construction Trade Mission to Mexico City (Optional Stop in Guadalajara), October 9-13, 2017
- Trade Mission to Romania, Bulgaria, Croatia, Serbia and Greece in Conjunction with Trade Winds—Southeastern Europe Business Forum, October 16-24, 2017
- **Renewable Energy Integration Trade Mission to Canada, October 30-November 2, 2017**

A summary of each mission is found below. Application information and more detailed mission information, including the commercial setting and sector information, can be found at the trade mission Web site: <http://export.gov/trademissions>.

For each mission, recruitment will be conducted in an open and public manner, including publication in the Federal Register, posting on the Commerce Department trade mission calendar (<http://export.gov/trademissions>) and other Internet Web sites, press releases to general and trade media, direct mail, broadcast fax, notices by industry

trade associations and other multiplier groups, and publicity at industry meetings, symposia, conferences, and trade shows.

The following Conditions for Participation will be used for each mission: Applicants must submit a completed and signed mission application and supplemental application materials, including adequate information on their products and/or services, primary market objectives, and goals for participation. If the Department of Commerce receives an incomplete application, the Department may either: Reject the application, request additional information/clarification, or take the lack of information into account when evaluating the application. If the requisite minimum number of participants are not selected for a particular mission by the recruitment deadline, the mission may be cancelled.

Each applicant must also certify that the products and services it seeks to export through the mission are either produced in the United States, or, if not, are marketed under the name of a U.S. firm and have at least fifty-one percent U.S. content by value. In the case of a trade association or organization, the applicant must certify that, for each firm or service provider to be represented by the association/organization, the products and/or services the Start Printed Page 11896represented firm or service provider seeks to export are either produced in the United States or, if not, marketed under the name of a U.S. firm and have at least 51% U.S. content.

A trade association/organization applicant must certify to the above for all of the companies it seeks to represent on the mission.

In addition, each applicant must:

- Certify that the products and services that it wishes to market through the mission would be in compliance with U.S. export controls and regulations;
- Certify that it has identified any matter pending before any bureau or office in the Department of Commerce;
- Certify that it has identified any pending litigation (including any administrative proceedings) to which it is a party that involves the Department of Commerce; and
- Sign and submit an agreement that it and its affiliates (1) have not and will not engage in the bribery of foreign officials in connection with a company's/participant's involvement in this mission, and (2) maintain and enforce a policy that prohibits the bribery of foreign officials.

In the case of a trade association/organization, the applicant must certify that each firm or service provider to be represented by the association/organization can make the above certifications.

The following Selection Criteria will be used for each mission: Targeted mission participants are U.S. firms, services providers and trade associations/organizations providing or promoting U.S. products and services that have an interest in entering or

expanding their business in the mission's destination country. The following criteria will be evaluated in selecting participants:

- Suitability of the applicant's (or in the case of a trade association/organization, represented firm or service provider's) products or services to these markets;
- The applicant's (or in the case of a trade association/organization, represented firm or service provider's) past, present, and prospective business activity in relation to the Mission's target market(s) and sector(s);
- The applicant's (or in the case of a trade association/organization, represented firm or service provider's) potential for business in the markets, including likelihood of exports resulting from the mission; and
- Consistency of the applicant's (or in the case of a trade association/organization, represented firm or service provider's) goals and objectives with the stated scope of the mission.

Referrals from a political party or partisan political group or any information, including on the application, containing references to political contributions or other partisan political activities will be excluded from the application and will not be considered during the selection process. The sender will be notified of these exclusions.

Trade Mission Participation Fees: If and when an applicant is selected to participate on a particular mission, a payment to the Department of Commerce in the amount of the designated participation fee below is required. Upon notification of acceptance to participate, those selected have 5 business days to submit payment or the acceptance may be revoked.

Participants selected for a trade mission will be expected to pay for the cost of personal expenses, including, but not limited to, international travel, lodging, meals, transportation, communication, and incidentals, unless otherwise noted. Participants will, however, be able to take advantage of U.S. Government rates for hotel rooms. In the event that a mission is cancelled, no personal expenses paid in anticipation of a mission will be reimbursed. However, participation fees for a cancelled mission will be reimbursed to the extent they have not already been expended in anticipation of the mission.

If a visa is required to travel on a particular mission, applying for and obtaining such visas will be the responsibility of the mission participant. Government fees and processing expenses to obtain such visas are not included in the participation fee. However, the Department of Commerce will provide instructions to each participant on the procedures required to obtain business visas.

Trade Mission members participate in trade missions and undertake mission-related travel at their own risk. The nature of the security situation in a given foreign market at a given time cannot be guaranteed. The U.S. Government does not make any representations or guarantees as to the safety or security of participants. The U.S.

Department of State issues U.S. Government international travel alerts and warnings for U.S. citizens available at <https://travel.state.gov/content/passports/en/alertswarnings.html> Any question regarding insurance coverage must be resolved by the participant and its insurer of choice.

Definition of Small and Medium Sized Enterprise: For purposes of assessing participation fees, the Department of Commerce defines Small and Medium Sized Enterprises (SME) as a firm with 500 or fewer employees or that otherwise qualifies as a small business under SBA regulations (see <http://www.sba.gov/services/contractingopportunities/sizestandardtopics/index.html>). Parent companies, affiliates, and subsidiaries will be considered when determining business size. The dual pricing reflects the Commercial Service's user fee schedule that became effective May 1, 2008 (see <http://www.export.gov/newsletter/march2008/initiatives.html> for additional information)

Mission List: (additional information about each mission can be found at <http://2016.export.gov/trademissions/>).

Renewable Energy Integration Trade Mission to Canada, October 30-November 2, 2017

Description

The United States Department of Commerce International Trade Administration (ITA) is proposing a Renewable Energy Integration Trade Mission to Toronto and Calgary October 30-November 2, 2017.

The purpose of the mission is to introduce U.S. firms to Canada's rapidly expanding interest and projects-base towards the effective application of renewable energy and smart grid solutions into the electrical grid, and to assist U.S. companies in pursuing export opportunities while making the most appropriate and impactful contacts within this sector.

The mission is designed for U.S. industry with a focus on utility-scale and distributed energy resources (DER) renewable energy power generators and services providers. This mission will further support U.S. companies who are active in the Canadian market with a focus on increasing footprints and deepening business interests, especially for those companies of all sizes who are part of the industry's global supply chain. The mission is open to all U.S. firms

and organizations in the renewable energy sector focused on solar, wind, and hydropower as well as the smart grid (transmission, distribution, and storage) technologies that will enable effective grid integration.

The mission will help participants gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. product and services exports. The mission will include market briefings, one-on-one business appointments with pre-screened potential buyers, agents, distributors, industry leaders, and joint venture partners; meetings with state and local government officials; and networking events. Participating in an official U.S. industry delegation, rather than traveling on their own, will enhance the companies' ability to identify opportunities and act on available opportunities in Canada.

Schedule

Sunday—October 29, Toronto, Ontario	<ul style="list-style-type: none">• Participants arrive in Toronto by 4:00 p.m. • Welcome social event at venue hotel.
Monday—October 30, Toronto	<ul style="list-style-type: none">• Welcome and overview of Mission from U.S. Consulate staff. • Country briefing by consulate officials on Canada's renewable energy sector and business opportunities.• Market briefings from Foreign Commercial Service, renewable energy stakeholders, and government officials.• Business to business meetings with potential partners at central venue.• Evening reception hosted by U.S. Consulate including mission sponsors, with key stakeholders, government officials, and prospective business partners.
Tuesday—October 31, Toronto	<ul style="list-style-type: none">• Meetings with federal, provincial and/or local government officials at central venue. • Site visit and Lunch with host company/sponsor and leading industry trade associations.• Afternoon travel to Calgary.
Wednesday— November 1, Calgary, Alberta	<ul style="list-style-type: none">• Welcome and overview of Mission from U.S. Consulate staff. • Briefing on Prairie Provinces renewable energy sector by consulate officials and business opportunities.• Market briefings from Foreign Commercial Service, renewable

Sunday—October 29, Toronto, Ontario	<ul style="list-style-type: none"> • Participants arrive in Toronto by 4:00 p.m. • Welcome social event at venue hotel. energy stakeholders, and government officials. • Business to business meetings with potential partners at central venue. • Evening event hosted by U.S. Consulate including mission sponsors, with key stakeholders, chamber and trade associations, government officials, and prospective business partners.
Thursday—November 2, Calgary	<ul style="list-style-type: none"> • Meetings with federal, provincial and regional government officials at central venue. • Site visit and Lunch with host company/sponsor and leading industry trade associations. • Afternoon wrap-up; mission ends.

Participation Requirements

A minimum of 10 and maximum of 20 firms, service providers and/or trade associations/organizations will be selected from the applicant pool to participate in the trade mission.

Fees and Expenses

The participation fee for the trade mission to Canada, including 2 stops (Toronto and Calgary) will be \$3,500 for small or medium-sized enterprises (SME) and \$6,000 for large firms and trade associations/organizations. The fee for each additional company representative (large firm or SME or trade association/organization) is \$1,000. A maximum of 2 representatives per company will be able to participate in the Mission.

Timeframe for Recruitment and Application

Recruitment for this mission will begin immediately and conclude no later than July 28, 2017. The Department of Commerce will evaluate applications and inform applicants of selection decisions on a rolling basis until the maximum of 20 applicants are selected. Applications received after July 28, 2017, will be considered only if space and scheduling constraints permit.

Apply Now, Space is limited

<http://go.usa.gov/x9SCq>

Contacts

Tom Hanson, Principal Commercial Officer, Western Canada, U.S. Consulate General Calgary, Tel: +1 (403) 265-2116, Email: Thomas.Hanson@trade.gov

Ethel M. Azueta Glen, International Trade Specialist, International Trade Administration—Trade Promotion Programs, Tel: +1 (202) 482-5388, Email: Ethel.Glen@trade.gov

Stefan Popescu, Senior Advisor—Sector, Lead Renewable Energy, U.S. Consulate General Toronto, Tel: +1 (416) 595-5412 x 223, Email: Stefan.Popescu@trade.gov

Frank Spector,

Senior Advisor for Trade Missions