

IMAP
INDONESIA MARKET ACCESS PROGRAM

Project Narrative

Executive Summary

Applicant:	NPES - The Association for Suppliers of Printing, Publishing and Converting Technologies Reston, VA www.npes.org
ITA/Others:	ITA/MAS, Transportation and Machinery Office (Padraic Sweeney, Forrest Nielsen) ITA/USFCS, U.S. Embassy, Jakarta (Julie Caducci, Pepsi Maryarini) ITA, MAC, Indonesia Desk Officer (Wallis Yu)
Federal Share/Match:	US \$298,746/655,709
Project Period:	January 1, 2016 - December 31, 2018
Exports:	Project Period: US \$27,922,829 Four Years – Beyond Project Period: US \$52,109,922 (Total Export Growth over 7 Yr. Period – 49%)
Foreign Market Targeted:	Indonesia
Size of Market (2014):	US \$298,300,000
Current U.S. Share:	US \$ 7,669,000 (2.6% market share)
U.S. Industry:	Printing, Publishing and Converting/Packaging Technologies
Project Description:	<ol style="list-style-type: none"> 1. Establish the NPES IMAP (Indonesia Market Access Program) office in Jakarta, Indonesia. 2. Develop bilateral business and technology matchmaking trade show and trade mission programs between Indonesia and the U.S. 3. Organize and produce technical education, skills/competencies and product training to: advance the Indonesian print market capacity; and, increase market engagement for export of U.S. products and technology.

IMAP **INDONESIA MARKET ACCESS PROGRAM**

IMAP – PROJECT NARRATIVE

NPES The Association for Suppliers of Printing, Publishing and Converting Technologies, founded in 1933, is a U.S. trade association of over 600 companies that manufacture and distribute equipment, systems, software, supplies used in printing, publishing, packaging and converting processes. Virtually all industry products and processes are represented by member companies, which range in size from under \$1 million in annual sales revenue to more than \$1 billion.

NPES seeks the ITA-MDCP 2015 award and ITA-team partnership, to launch the **NPES “Indonesia Market Access Program” (IMAP)** to develop and expand the export of U.S. manufactured products to Indonesia through proven NPES international export activities and initiatives. In addition to the export of NPES members’ products, the IMAP program will stimulate U.S. jobs and increase U.S. trade competitiveness in Indonesia and globally.

This MDCP program will:

- Establish the NPES IMAP (Indonesia Market Access Program) office in Jakarta, Indonesia.
- Develop bilateral business and technology matchmaking trade show and trade mission programs between Indonesia and the U.S.
- Organize and produce technical education, skills/competencies and product training to: advance the Indonesian print market capacity; and, increase market engagement for export of U.S. products and technology.

The proposed IMAP project will provide significant assistance, primarily for small and medium-sized NPES manufacturers, to gain access to a well-documented expanding market that would benefit considerably from U.S.-made products and technology.

BACKGROUND

In recent years, the U.S. print industry and NPES companies have, and continue to experience tremendous transition with new and emerging technologies inspiring—and creating—boundless opportunities for industry growth, new markets development, and global expansion.

What was a traditional print economy in decline, has transformed into a dynamic new industry environment fueled by multi-media platforms and print driven cross-media integration.

In most “developed” nations, particularly the U.S., breaking new technologies are repositioning the conventional print industry with exciting new pathways of opportunity driven by:

- digital applications in variable data printing (VDP);
- printed electronics and displays;
- 3D printing and biomedical printing, along with 2D barcodes and security printing; and,
- the expanding nanotechnology market.

Current examples of the quickly-evolving, print integration into non-traditional markets include:

- the estimated US \$1 trillion nanotechnology market (utilizing inkjet print technologies);
- the nearly US \$40 billion worldwide security printing business; or, more currently pervasive and widespread; and
- the prevalent use of QR code technology, integrating print to other communication platforms.

Ink on paper has evolved and become enhanced with numerous “value-added” printing specializations—fluorescent, iridescent, UV- and EB-curable inks, foil stamping, die cutting, embossing, metallic color systems, tactile & dimensional finishes, plastic sleeves, rigid plastics,

IMAP
INDONESIA MARKET ACCESS PROGRAM

specialty stocks and wide-formats for signage, displays and packaging—all serving new manufacturing and product industries, and consumer markets.

**MASS CUSTOMIZATION = Millions
printed, NO TWO alike!!!**



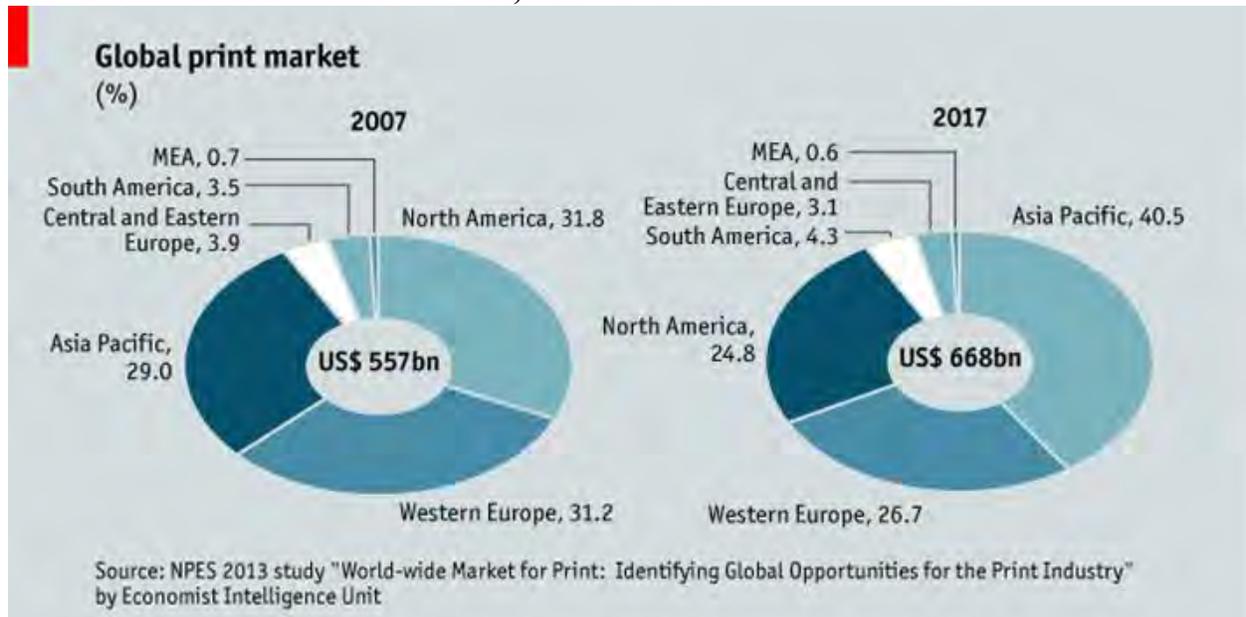
*Variable data printing (VDP) is a direct outgrowth of digital printing, which harnesses the power of computer databases and digital print devices with highly effective software to create high-quality, full color on-demand printing. In this process, elements including text, graphics and images may be changed from one printed piece to the next, without stopping or slowing down the printing process. Variable data printing enables the **mass customization** of products, documents, packaging via digital print technology.*

With a history of proactive adaptation to changes in the print industry, and in addition to its effective representation of U.S. printing equipment manufacturers and suppliers, NPES is recognized for its strong global presence. The Association offers an unparalleled track record of:

- successfully opening international offices;
- leveraging in-country staff expertise and utility; and
- launching programs and services to aid member companies’ export into fertile foreign markets.

The global print market continues to grow dramatically presenting significant opportunities beyond U.S. borders and developed nations (*see Exhibit 1*), and will accelerate this expansion most markedly in “emerging” and “developing” markets world-wide. The print market assessed at US\$557 billion in 2007 will reach nearly US\$700 billion by 2017, presenting significant new export opportunities for U.S. print manufacturers.

Exhibit 1: Global Print Market, 2007 and 2017



IMAP
INDONESIA MARKET ACCESS PROGRAM

Growth markets are predominantly found within developing economies with rising GDPs.

- The Asia Pacific region will dramatically lead global growth, accounting for 40% of the global print market in 2017 – an increase of 29% from 2007.
- Currently, China is the biggest player in the growing Asia Pacific, however, its rising labor and capital costs, and recent economic constriction, will heighten opportunities for other Asian economies to welcome U.S.-manufactured print industry products, most notably the case, in the Indonesian marketplace.

I. Significant Business Potential for U.S. Manufacturers in Indonesia

A huge window of opportunity exists for NPES to establish an Indonesia Market Access office to initiate and advance NPES companies’ export activity into one of the world's predominant major emerging economies.

As Southeast Asia's largest economy—often noted as the region’s most democratic nation—Indonesia is poised to harness its significant economic potential and demographic development. Indonesia is increasingly singled-out for recognition globally, among a new set of emerging economies noted for their promising markets with diverse economies, reasonably sophisticated financial systems and fast-growing populations which include: Colombia, Turkey, the Gulf States, Indonesia, Vietnam and several others that, combined, have GDPs projected to account for a large share of the global economy by 2020. Indonesia, a lead presence among these countries, is also distinguished as the world's fourth largest country, with a population of over 253 million (2014) and continuing demonstrable signs of advanced economic development (*see Exhibit 2*).

**Exhibit 2: Economic Structure, Income, and Market Size – Indonesia
2007-2017**

Category	2007	2012	2017
Population, Income, and Market Size			
Population (m)	234.7	248.2	260.6
Nominal GDP (US\$ bn)	432.2	878.0	1,528.0
GDP/head (US\$)	1,842	3,540	5,920
Private consumption (US\$ bn)	274.6	479.0	846.8
Private consumption/head (US\$)	1,170.2	1,930.0	3,249.4
GDP (US\$ bn at PPP)	840.3	1,216.1	1,789.4
GDP/head (US\$ at PPP)	3,580	4,900	6,870
Personal disposable income (US\$ bn)	137.2	152.1	198.9
Growth of real disposable income (%)	-1.0	0.7	5.7
Memorandum items			
Share of world population (%)	3.8	3.9	3.8
Share of world GDP (% at market exchange rates)	0.8	1.2	1.6
Share of world GDP (% at PPP)	1.3	1.5	1.6
Share of world goods exports (%)	0.8	1.1	1.2

Source: NPES 2013 study, “World-wide Market for Print: Identifying Global Opportunities for the Print Industry,” by Economist Intelligence Unit

IMAP
INDONESIA MARKET ACCESS PROGRAM

Geographic Advantage

- Strategically located, Indonesia borders on the South China Sea, one of the world’s busiest sea lanes transporting over US \$5 trillion in cargo annually¹, heightening further the attraction of, and investment potential for the country.
- Indonesia ranks among the top 1/3 of global economies on “ease of trading across borders,” and above the East Asia & Pacific regional average for cross-border business, and specifically ranking higher than China, India and the Philippines².

Economic Growth

- The U.S. Commercial Service Office in Jakarta currently ranks Indonesia fourth in the East Asian Pacific region for new-to-market export success of U.S. Small-Medium Enterprises (SMEs), and second in the Southeast Asia region specifically.
- The U.S. Department of State reports Indonesia is the tenth-largest economy in the world by purchasing power, and the largest economy in Southeast Asia.
- Indonesia has enjoyed steady economic expansion over the past decade, averaging 5%-6% growth, with moderate inflation, based on rising foreign direct investment and relatively low interest rates. Its economy and population continue to transition from low-income to middle-income while other economies, such as large regional neighbor China, have slowed in their rate of economic expansion. For Indonesia, the outlook for continued growth and productivity is bright (*see Exhibit 3*).

Exhibit 3: Growth and Productivity – Indonesia 2007-2017

(All figures in %)

Category	2007	2012	2017
Labor productivity growth	1.6	5.1	4.8
Growth of real GDP	6.4	6.2	6.3
Growth of real GDP/head	5.1	5.1	5.3

Source: NPES 2013 study, “World-wide Market for Print: Identifying Global Opportunities for the Print Industry,” by Economist Intelligence Unit

II. Indonesia – New Market for Printing, Publishing and Converting Technologies

The “*World-wide Market for Print: Identifying Global Opportunities for the Print Industry*” study—conducted by the *Economist* magazine’s market research arm (EIU – Economist Intelligence Unit) and released in late 2013 by NPES & PRIMIR (the research arm of NPES) — examined the global print industry value chain and identified the top countries for growth. **This comprehensive report specifically identified Indonesia’s print products market, as a power player in the entire Asia-Pacific region and globally.**

Indonesia’s overall score in the Economist’s business environment rankings is projected to continue rising. In fact, every print products sub-category is projected to experience growth through 2017 (*see Exhibit 4*).

¹ Bureau of East Asia and Pacific Affairs, “U.S Relations with Indonesia”, Fact Sheet, <http://www.state.gov/r/pa/ei/bgn/2748.htm>.

² World Bank Group, “Doing Business 2015 – Indonesia Economy Profile”, Flagship Report.

IMAP
INDONESIA MARKET ACCESS PROGRAM

Growth drivers include:

- improving macroeconomic conditions;
- an increasing urbanization rate;
- rising education levels; and
- an expanding middle class with a higher propensity to spend on non-commodity goods.

Exhibit 4: Top Line Print Market Data – Indonesia 2007-2017

Category	2007	2012	2017	2007-2011	2012-2017
Total print product revenues	4,366.8	5,332.6	9,076.6	4.1%	11.2%
Total equipment sales	141.4	187.8	224.3	7.8%	3.6%
Total prepress consumable sales	64.7	93.5	102.0	9.9%	1.8%
Total ink sales	156.9	230.5	424.0	10.1%	13.0%
Total substrate sales	2,940.2	4,292.4	7,978.2	9.0%	13.2%

Source: NPES 2013 study "World-wide Market for Print: Identifying Global Opportunities for the Print Industry" by Economist Intelligence Unit

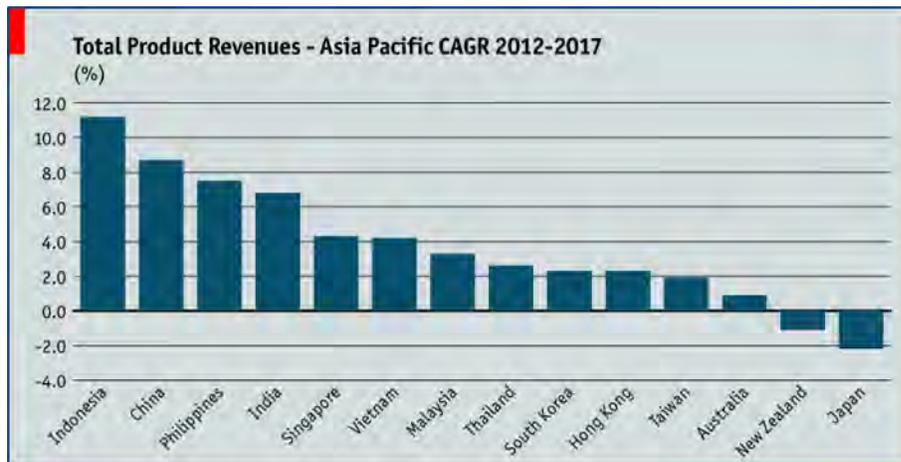
A. Print Market Summary

Indonesia’s print market is forecast to grow from US\$5.3 billion in 2012 to US\$9.1 billion in 2017. The Indonesian print market’s growth rate of 4.1% within the period 2007-2011, is expected to nearly triple between 2012 and 2017 to 11.2% to become the most rapidly growing print market in the Asia Pacific region, surpassing the market growth of even China (*see Exhibit 5*).

Indonesia’s primary drivers of growth are lower labor and transportation costs, which are serving to draw business away from China and give the country a competitive edge in the market. Additionally, the Indonesian government provides income tax incentives to the paper, paperboard, and packaging industries which help drive production in print and print-related industries³ – all positively compounding prospects for the nation’s print market.

Conversely, China’s expanding middle class has created an Asia-Pacific trade cycle that increases the demand for non-commodity exports to China.

Exhibit 5: Total Print Market Revenues – Asia Pacific 2012-2017



Source: NPES 2013, "World-wide Market for Print," by Economist Intelligence Unit

³ LexMundi, "Guide to Doing Business: Indonesia", Prepared by Ali Budiardjo, Nugroho, Reksodiputro.

IMAP
INDONESIA MARKET ACCESS PROGRAM

B. Publishing Market Summary

The publishing printing market will double in size from US\$1.7 billion in 2012 to US\$3.4 billion in 2017 to then represent 37% of total print product sales, up from 32% in 2012. This forecasted growth is partially driven by improving economic conditions, an increasing urbanization rate, and rising education levels in Indonesia that have increased the demand for publishing print products, such as books, newspapers, and magazines. The growing middle class in Indonesia has increased market demand for educational, professional, business, and technical books as well. Additionally, improving economic conditions have increased many Indonesians' demand for non-commodity goods and advertising.

C. Packaging/Converting Market Summary

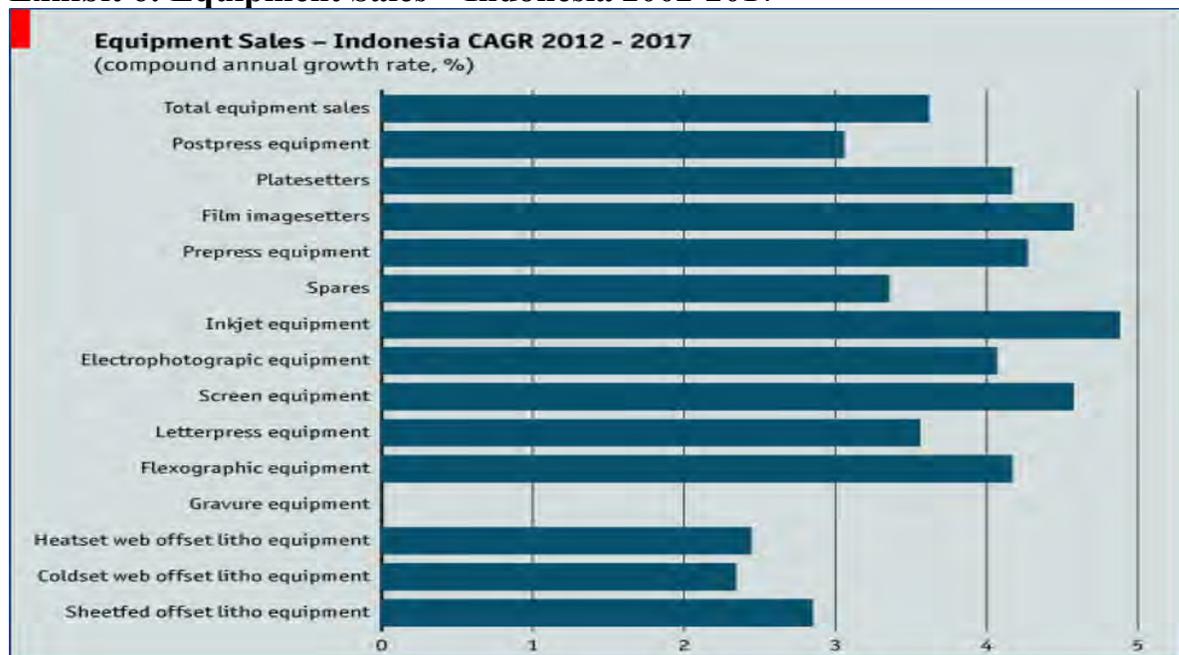
Packaging, which will grow at 13.2% between 2012 and 2017, will be the second-fastest growing print products sector with the second-largest market size at US\$2.7 billion, in 2017. The packaging sector growth will also be driven by improving economic conditions and urbanization, which will increase demand for packaged goods.

D. Equipment Sales Market Summary – All Equipment Types

All equipment product categories will experience growth between 2012 and 2017 with market growth from US\$188 million in 2012 to US\$224 million in 2017. Sheetfed offset lithographic equipment continues to be the largest category of equipment sales by volume in 2017, with a market size of US\$61 million in 2017, up from US\$53 million in 2012.

- Sales of sheetfed offset lithographic equipment will make up 27% of total print equipment sales in 2017.
- **Inkjet equipment sales, which are expected to grow at 4.9%, will experience the highest growth rate of all equipment sectors between 2012 and 2017.**
- Film imagesetters and screen equipment, both with a growth rate of 4.6%, will also experience above average growth for sales between 2012 and 2017 (*see Exhibit 6*).

Exhibit 6: Equipment Sales – Indonesia 2002-2017



Source: NPES 2013, "World-wide Market for Print," by Economist Intelligence Unit

IMAP
INDONESIA MARKET ACCESS PROGRAM

E. Political & Government Initiatives & Summary

Further underscoring a vibrant economic and business climate, newly elected in 2014, President Joko Widodo, has established goals for his first term to boost spending on public education and infrastructure. This democratically elected government has also committed to reform, and to promote a more encouraging investment climate. Notable examples include the goal to improve the country's transportation infrastructure serving the sprawling nation, resulting in lower transportation costs and greater attraction to establishment of foreign business entities. Another initiative to attract foreign direct investment has been the introduction of "One Stop Service" Centers (OSS), by the Indonesia Investment Coordination Board (BKPM) with the primary aim to reduce the time required to issue business licenses for numerous industry sectors. The BKPM has also launched international marketing campaigns to further promote business investment opportunities in Indonesia. The country's economic rise, and public education and infrastructure positioning, present very fertile prospects for U.S. manufactured print, publishing and converting/packaging equipment and supplies.

F. Background Conclusion

Indonesia's current markets, economy and demographics present an exceptional opportunity for NPES to leverage its substantive, globally-recognized assets, resources and talent to spark significant export levels of U.S. manufactured products and technology, to provide innumerable benefits, both domestically and abroad. In partnering with the US DOC and ITA, NPES will solidify the foundation of its Indonesia Market Access Program by engaging the following assets:

- **GRAPH EXPO & PRINT Trade Exhibitions:** globally recognized as the venues for the most progressive, comprehensive and innovative print, publishing and converting/packaging technologies, and educational conferences. Each year, it is here that the very latest technology and equipment are premiered by U.S. companies for introduction, purchase and competitive benefit to the international marketplace.
- **Graphic Arts Education and Research Foundation (GAERF):** managed by NPES, this organization is recognized by, and partners with Skills USA to advance the knowledge and education in the field of Graphic Communications to prepare the print industry workforce of the future. GAERF is a leader not only at the forefront of industry skills and competencies development, as determined essential standards by industry, but also in the standardized assessment of individuals entering, or currently employed within the print industry.
- **International Exports Development:** NPES offers a proven and unparalleled track record of achievement in targeted global markets—most recently: China and India—advancing the print industry U.S. manufacturers' success by:
 - a) creating international technology transfer offices;
 - b) featuring bi-lateral business matchmaking programs;
 - d) developing export-support services; and
 - d) producing highly effective trade show/trade mission programs.

The investment of ITA by partnering with NPES's IMAP program will produce four significant outcomes:

1. **Greater U.S. exports to Indonesia resulting in a 49% total export volume increase**, over current U.S. export rates, for the combined initial 3-year project period and 4-year post-project period: US\$80.0M (IMAP rate) vs. US\$53.7M (current rate);

IMAP
INDONESIA MARKET ACCESS PROGRAM

2. **The latest and most innovative U.S. digital, inkjet and developing/emerging technologies** introduced to significantly enhance the productivity and profitability of the Indonesian printing, publishing and converting/packaging industries;
3. **Exposure to globally endorsed, proven and in demand educational programming**, organized by NPES that will address color management, product standards, and workforce development/assessment strategies and tools to advance the Indonesian government's initiatives, address business human resource needs, and positively impact citizens' upward mobility and education; and
4. **Assurance of fair and legal transfer of U.S. intellectual property and knowledge**, through the established channel of the NPES IMAP program.

IMAP PROJECT DESCRIPTION

I. Work Plan

A. Introduction & Advance Activity

The NPES IMAP program will leverage “best practices” evolved from currently successful trade and technology export models, utilized in other NPES international markets. NPES is confident and proud of its established examples of MDCP success in both China and India (see Budget: Other Attachments – NPES Previous MDCP projects), where in-market expert staff and ongoing trade activities continue to benefit U.S. companies' export activities, subsequent to past conclusion of initial MDCP funding award activity nearly a decade ago. The Indonesia NPES IMAP office in Jakarta will sustain the: development of bi-lateral business & technology matchmaking; trade show and trade mission programs between Indonesia and U.S. companies; and, organization and conduct of technical education, skills/competencies and product training and transfer programs, to advance the Indonesian print market capacity and increase market engagement for export of U.S. products and technology. Besides, generating exports of U.S. manufactured products, the IMAP program will maintain and stimulate U.S. jobs, and increase U.S. trade competitiveness in Indonesia.

NPES has communicated with and intends to solidify partnerships with Indonesia's primary print media/graphics arts related organizations, as follows:

- Indonesia Print Media Association (PPGI), Jimmy Juneanto, Chairman - 4,600 members (Note: NPES has entered into a “Cooperation Agreement” with PPGI)
- Association of Graphic Engineering and Media Indonesia (ATGMI), Herman Pratomo, Chairman - 750 members

NPES intends to co-locate its representation office within the PPGI facility, or in close proximity, per project discussions with Mr. Juneanto, who expresses his and PPGI's support. This partnership and location would be strategic to leverage the PPGI membership, representing nearly 5,000 commercial printers and related companies – the primary customer base for NPES companies.

Though the NPES IMAP program is committed to officially commence in January 1, 2016, NPES has already begun organizing and qualifying a print industry delegation, with the assistance of the PPGI, to travel from Indonesia to attend the NPES-managed GRAPH EXPO show in Chicago, September 13-16, 2015. GRAPH EXPO is the largest and most inclusive graphic communications exhibition and conference for the Americas, featuring U.S. companies' and the industry's most current and innovative products, technologies and applications for the printing, publishing and

IMAP
INDONESIA MARKET ACCESS PROGRAM

converting/packaging industries. This trade mission activity, in advance of the IMAP program, will kick-start business relationships and partnering activities, a requisite for successful implementation of the NPES MDCP project. NPES will offer free housing and registration to all participating Indonesian delegates, pre-arrange business partner/prospect meetings, and organize a special seminar to present and discuss mutual business opportunities for exploration between U.S. manufacturers and the Indonesian market.

B. Year One - 2016

1. (1st quarter) Recruit NPES Indonesia Representative and Establish IMAP Office in Jakarta
Jakarta is Indonesia's capital and most populous city with approx. 10 million residents, and it serves as the center of commerce, government, transportation and culture for the country. The largest concentrations of printing companies, as well as, over a dozen daily newspapers, are located within the sprawling metropolis. The NPES Representative will be recruited and hired, and the Indonesian office established, strategically located directly in the Jakarta area. Access to NPES members will be provided "on demand," with programs and services ongoing, to broadly include:

- a. Personalized consulting with the NPES representative possessing in-country expertise and print industry market knowledge.
- b. Active directory and relationships with in-country dealers and distributors.
- c. Customer/market research, business matchmaking and support.
- d. Knowledge of regulatory and business trade environment.
- e. Marketing, promotion and facilitation of NPES trade missions, trade shows and educational conference activities.

2. (May) Inaugural Educational Summit and Kick-Off Business Introductory Session
Organized in Jakarta, this national Indonesian print industry summit, educational conference and social event will bring together all industry stakeholders, to participate in interactive exchanges and introductions with NPES companies. This inaugural education session will focus predominantly on how the Indonesian print market can benefit and leverage U.S. products, technologies and applications. The summit will facilitate networking and matchmaking of U.S. manufacturers with local printers, dealers and service providers. Indonesian summit participants will include leading commercial printers, newspaper publishers, pre-press, post-press, senior government officials, press managers, dealers, distributors and print buyers. Similar educational and networking programs have been very successfully conducted through our NPES India Market Access office and are proven to be very popular and effective. At the last educational conference in India in February 2015, approximately 300 print industry representatives participated. Importantly, NPES has already established contact with PPGI and ATGMI in Indonesia, and both have expressed commitment to partner in this activity.

Participating NPES companies will also visit printing plants, to enhance education and orientation of the market and specific opportunities. The trade missions will be coordinated together with the U.S. Commercial office.

Planning for this event will include:

- Coordinating travel and housing
- Recruiting speakers
- Marketing through various local channels: publications, print industry associations, U.S. Department of Commerce

IMAP
INDONESIA MARKET ACCESS PROGRAM

- Marketing to NPES companies
- Evaluation after the summit

3. (Sept.) Trade Mission to IndoPrint, September 7-10; and, NPES Educational Conference
NPES will organize a U.S. pavilion of member companies to showcase products at IndoPrint 2016 – the largest trade exhibition in Indonesia, staged every two years. Planning includes use of resources from the U.S. Commercial Service (e.g., Gold Key Service); in addition to, comprehensive recruitment of local printing association members for participation in the 2nd Educational Conference and summit (PPGI & ATGMI); and, organization of post-show meetings with pre-qualified Indonesian dealers and distributors through whom NPES companies could partner to sell products. Local plant visits will also be coordinated.

4. (Sept.) Inward Trade Mission to Graph Expo 2016, September 25-28 in Orlando, FL
Pre-qualified Indonesian equipment dealers will be invited to travel to Orlando to explore new equipment, technologies and applications by U.S. manufacturers. NPES will pay each dealer a travel stipend of \$1,000 to attend the show. NPES will also offer free housing and registration to all participating Indonesian delegates. Besides attending the co-located exhibitions, NPES will pre-arrange business partner/prospect meetings. Additionally, at Graph Expo 2016, a special breakfast seminar will be dedicated to Indonesia as a premier developing market and focus on the variety of business opportunities and relationships available to be established.

C. Year 2 and Year 3 (2017 & 2018)

During 2017 and 2018, the NPES IMAP program is structured in an almost identical format to the inaugural 2016 project year, maintaining the Indonesia office and staff services, trade missions conducted in both directions between countries, trade show services (note: IndoPrint is biennial, to occur in 2018, trade mission will still be conducted in 2017 to Indonesia), and educational conferences continuing twice annually in Indonesia.

1. (Permanent) NPES Indonesia Representative and Office in Jakarta

The NPES IMAP office continues to offer a diverse array of export and in-market services and support to NPES and U.S. companies.

2. (Two) NPES Educational Conferences per Year (in conjunction with outward trade missions)

These educational conferences will be similarly structured as the educational conferences conducted in 2016. Resources from the U.S. Commercial Service (e.g., Gold Key Service) will be needed, in addition to, the active involvement of PPGI and ATGMI to recruit interested participants/buyer companies/employees. Plant visits and pre-qualified dealer meetings with NPES companies will be coordinated in advance. Topics for these educational conferences will feature past successful international programming (e.g. NPES India Color Management Program drawing 300 participants) and from topics arising via survey of the PPGI and ATGMI's member companies, and workforce/national needs.

Special Note: NPES plans to develop a relationship with Indonesian government education and labor agencies, to address specific national educational needs and expressed executive branch/government proposals for educational reforms to increase skills based training. NPES will showcase and offer to expand U.S. Graphic Communications Skills Competencies, developed by

IMAP
INDONESIA MARKET ACCESS PROGRAM

the Graphic Arts Education and Research Foundation, managed by NPES. These U.S.- developed skills competencies can be translated, as an assessment/testing framework, for use by the Indonesian industry, print-industry associations, and the government. This current successful U.S. program can be utilized in one or more of the biannual IMAP educational conferences.

Planning and implementation of these educational conferences will include:

- Coordinating travel and housing
 - Recruiting speakers
 - Marketing through various local channels; publications, print industry associations, U.S. Department of Commerce
 - Marketing to NPES companies
 - Evaluation after the summit
3. Inward Trade Missions to PRINT 17, September 10-14, 2017, Chicago, IL and GRAPH EXPO 2018
- The PRINT show happens every four years and is considered one of the top international print shows in the world
 - NPES will pay a travel stipend of US\$1,000 per pre-qualified dealers
 - Free housing and free registration will be offered
 - Pre-arranged business partner meetings will be held

II. Performance Measurement

NPES will compile and report key performance measures of the Indonesia Market Access Program conforming with ITA-MDCP requirements; and, NPES-designed measures to gauge project success.

A. ITA Performance Measures (quarterly report part A)

NPES will survey participating companies, on a quarterly basis, to measure and report to the ITA, performance and success metrics for the Indonesia Market Access Program, related to export sales, contracts/agreements, losses/complaints, investments, jobs created and ITA's contributions to efforts and success. Additionally, each quarterly report will include estimates for the next four quarters.

B. NPES – IMAP Performance Measures (quarterly report part B)

NPES will report to the ITA, on a quarterly basis, internally-designed milestones and goals, as follow:

- Number of bi-lateral trade missions / trade shows for which NPES recruits a delegation over the three-year MDCP period: goal 6
- Number of Indonesian representatives participating in each inward trade mission: goal 10
- Number of U.S. firms participating in each trade mission to Indonesia: goal 5
- Number of educational programs conducted over three-year MDCP period: goal 6
- Number of attendees participating in each educational program: goal 100

C. Methodology for Estimation of Export Value – Project & Post-Project Periods

As noted earlier in the IMAP Project Narrative - Background Conclusion, the investment of both the ITA and NPES to fund the IMAP program, will result in significantly greater U.S. exports to

IMAP
INDONESIA MARKET ACCESS PROGRAM

Indonesia, resulting in a **49% total export volume increase** (over current U.S. export rates) for the combined 7-year project and post-project periods. Specifically, the IMAP will result in total exports of **US\$80.0M (IMAP rate projection) vs. US\$53.7M (current U.S. rate/market share projection)**, equaling a **US\$26.4M total increase in exports**. The current U.S. 2.6% export penetration (US\$7.669M) was sourced from NAICS (333293) data reported for Indonesia on the U.S. International Trade Commission website (dataweb.usitc.gov), in relation to total Indonesian product consumption (US\$298.3M), reported in the NPES “World-wide Market for Print” study, conducted by the Economist Intelligence Unit.

All IMAP activities will contribute to the increase of U.S. exports and serve to create or maintain U.S. jobs, as each activity area will: generate awareness and exposure to U.S. products and technology; provide forums for introduction of U.S. company principals to Indonesian dealers and customers; and offer services by ITA and NPES in-country and U.S. staff, to facilitate export expansion. The table below specifies the annual export volume growth projection which factors in 10% estimated growth annually existing 2014 U.S. market share of \$7,669,000 throughout the 7-year project period.

ADDITIONAL EXPORT VOLUME GENERATED BY IMAP ACTIVITIES / EVENTS

Office & Activities / Events to Generate Exports	Educational Seminar 1 Series	IndoPrint Show/Trade Mission & Seminar 2 Series	GRAPH EXPO / PRINT - Inward Trade Missions	Total Export \$ Increase
2016	-0-	\$383,450	\$383,450	\$ 766,900.00
2017	\$536,830	\$536,830	\$536,830	\$ 1,610,490.00
2018	\$846,146	\$846,146	\$846,147	\$ 2,538,439.00
2019	\$1,186,394	\$1,186,394	\$1,186,394	\$ 3,559,182.00
2020	\$1,560,666	\$1,560,667	\$1,560,667	\$ 4,682,000.00
2021	\$1,972,366	\$1,972,367	\$1,972,367	\$ 5,917,100.00
2022	\$2,425,236	\$2,425,237	\$2,425,237	\$ 7,275,710.00
			Total Export Increase	\$26,349,821.00

D. Performance Measure Recording & Reporting System

NPES will contact participating firms 30-days in advance of each quarterly reporting period deadline, with a friendly reminder email and attached progress report spreadsheet for participant completion and submission to NPES. A follow-up reminder with the same information and spreadsheet will be emailed two-days prior to the deadline for firms not reporting; and, phone calls will be made to any firms not reporting by the deadline date.

III. Partnerships with ITA and other Entities

To ensure IMAP success, NPES will work very closely with representatives from:

- International Trade Administration (ITA);
- Office of Manufacturing and Services (MAS);
- Northern Virginia Export Assistance Center;
- Office of Market Access and Compliance (MAC);
- USFCS & U.S. Embassy in Jakarta; and
- Aforementioned, GRAPH EXPO & PRINT, International Color Consortium, Graphic Arts Education and Research Foundation

IMAP **INDONESIA MARKET ACCESS PROGRAM**

Numerous communications concerning this project have already occurred between NPES and ITA, the U.S. Commercial Service office in Jakarta, and the MAC. NPES has also conducted a significant phone conversation with the MAS office, at the outset of the MDCP project, to obtain guidance and feedback on initial planning.

To date, ITA's senior commercial officer in Jakarta, has helped significantly with the groundwork for this NPES project, as well as, in making connections with one of the printing associations in Jakarta.

Additionally, specific to the ITA and USFCS, NPES will:

- Utilize the Gold Key Services to develop targeted appointments, for NPES companies, with appropriate Indonesian print industry dealers and distributors; interpretation and transportation services; and, follow-up assistance, as required; and
- Utilize ITA market familiarity to identify relevant experts on various topics, as presenters for NPES educational programs and/or direct consultation, e.g. market access and compliance.

Trade finance is key for small and medium size companies to conclude export sales. NPES plans to invite representatives from both the EXIM bank and the Small Business Administration, to participate in the NPES-IMAP, when applicable.

In addition to the instrumental support of various branches of the U.S. Department of Commerce, NPES also firmly believes local, in-country experts as key partners, will provide valuable guidance on how best to: approach and understand the market; its most prospective partners and customers, as well as navigate the importation legal and regulatory channels.

NPES is solidifying a prospective, long term relationship with Mr. Jimmy Juneanto, Chairman of PPGI (Indonesia Print Media Association – 4,600 members). Mr. Jimmy Juneanto has been in the printing business since 1980, having graduated from study in the U.S. in 1978. Mr. Junanto returned to Indonesia and formed a family printing business named “Golden Web,” still in business and operated under his leadership today. In 1986, he became actively involved in the PPGI, first as an elected committee member, and then elected as secretary. From 2004-2009 he was elected as PPGI Chairman, and again for a second term, between 2010 and 2015.

Another local partner, with whom NPES has cultivated a relationship, is the ATGMI (Association of Graphic Engineering and Media Indonesia-ATGMI – 750 members). ATGMI hosted a TC130 standards meeting in 2012 in Indonesia. NPES has developed a good relationship with Mr. Herman Pratomo, ATGMI Chairman.

Through these two very important Indonesian print-related associations, and with the assistance of the local ITA staff, NPES will establish productive connections with the greater Indonesian print community, as well as government officials and agencies.

IV. Credentials

NPES - The Association for Suppliers of Printing, Publishing and Converting Technologies, is a trade association of 600 companies. The Association represents manufacturers, importers and distributors of equipment, supplies, systems and software used in every printing, publishing and converting/packaging process from design to distribution. Virtually all industry products and processes are represented by the member companies, which range in size from under \$1 million in

IMAP
INDONESIA MARKET ACCESS PROGRAM

annual sales revenue to more than \$1 billion. Approximately 90% of NPES companies are small and medium sized manufacturers.

As a U.S. non-profit trade association, NPES has an organizational structure of a volunteer Board of Directors and several committees, including the International Trade Advisory Task Force. This Task Force is instrumental in providing guidance, counsel and input on NPES international trade activities, programs and services to enable member companies to compete globally and export products and services. The association is administered by a full-time professional staff.

NPES represents 80% of the industry through its member companies, and virtually 100% through exhibitors in the association's GRAPH EXPO and PRINT trade shows. NPES serves as headquarters for the Graphic Arts Show Company (GASC), which organizes these large national and international shows of the graphic media communications industry. NPES offers, and continues to expand, a broad spectrum and of services and programs designed to assist companies to compete successfully within the U.S. and in expanding export markets.

NPES services to companies include international trade information, trade missions and exhibit pavilions at international shows, organization and hosting of international buyer delegations to the U.S. industry trade shows, international market representatives in major markets worldwide, American and international standards development by administering and convening ANSI and ISO committees, and market-opening initiatives and advocacy for open and equitable markets worldwide in partnership with the U.S. government and industry coalitions.

The last project that NPES undertook, in cooperation with the ITA Market Development Cooperator Program, was the India Market Access office in New Delhi, India in 2004. Our India office is tremendously successful in helping NPES companies gain access and develop new and continuing export activity to India. In the past few years, the NPES India office has focused on conducting educational and training seminars in collaboration with other organizations, in addition to ongoing trade missions and trade shows activity providing market access. The NPES seminars have attracted more than 300 attendees. Company sponsors and industry experts in India and the U.S. support and participate in these types of seminars. NPES was also successful in winning the MDCP awards for the implementation of the U.S. China Training and Demo Center in Shanghai in 1998, the E-Commerce Distribution Network Initiative in Shanghai in 2001, and the India Market Access office in New Delhi in 2004. All three programs were successful in establishing an NPES firm foothold in China and India and numerous member companies have benefited greatly from the market access initiatives.

A. Resumes of Key Personnel

The NPES team brings many years of experience in developing and directing international projects in the printing, publishing, and converting/packaging industry; organizing high technology conferences and seminars; and staging major U.S. trade missions and initiatives. NPES has had multiple previous successes with the MDCP program.

Ralph Nappi, President, NPES and Graphic Arts Show Company

Mr. Nappi, was named President of NPES and GASC in January 2006. He brings over 27 years of experience in association management, distribution and manufacturing to these roles. NPES is an association serving 600 companies that develop and manufacture equipment, software and supplies used in virtually every printing, publishing, and packaging process. GASC is a trade show

IMAP
INDONESIA MARKET ACCESS PROGRAM

management organization responsible for producing the largest printing industry trade shows in North America – including GRAPH EXPO and PRINT. Nappi also serves as the General Secretary to Global Print which is an international federation of printing equipment associations from the world's ten largest manufacturing countries. In October 2008, Nappi was inducted into NAPL's prestigious Walter E. Soderstrom Society which recognizes leaders in the graphics industry. He has served as an internationally recognized speaker at over two dozen industry events worldwide. Nappi currently serves on the boards of the Small Business Legislative Council and the National Association of Manufacturers' Associations Council and is a member of the U.S. Chamber of Commerce "Association Committee of 100," which is comprised of the country's leading trade association CEO's.

(10% - R. Nappi Time Allocation to IMAP)

Greg Safko, VP of Market Data and Research, NPES and PRIMIR

Mr. Safko oversees the association's market data, standards and international programs. He also serves as Managing Director for the Print Industries Market Information and Research Organization (PRIMIR), the market research association of the graphic communications industry. Safko has over 20 years of experience in the national association, non-profit sectors in positions of: president of a national cancer research, education and advocacy organization; president of a national medical certification and facility accreditation board; and, senior director for member resources and education of a national trade association representing the metalworking industry. He also was an executive branch government official, in a deputy secretary role, for the Maryland Department of Labor, Licensing and Regulation, and additionally has an extensive history of service on numerous professional and community boards.

(15% - G. Safko Time Allocation to IMAP)

Vinod Vittoba, Director, NPES India

Mr. Vittoba is a post graduate in Business Administration from Madras University. He is based in Delhi and is responsible for executing NPES India projects. He has 10 + years of experience in the printing industry with specific expertise in the Indian Print market and catalyzing joint ventures. Previously, he has been with IFRA, the world's leading association for media publishing. Mr. Vittoba has successfully organized and produced numerous annual conferences, provided consulting services, and handled important research projects, and trade missions, that have made a positive impact for NPES companies and the Indian printing industry. Mr. Vittoba will be utilized as a valuable NPES resource in setting up the NPES Indonesia office and in identification of educational conference/program topics, leveraging his extensive experience and success in leading the NPES India office.

(25% - V. Vittoba Time Allocation to IMAP)

Pernilla Jonsson, Assistant Director, International Trade

Ms. Jonsson supports NPES members with various activities to help companies promote their products and services worldwide. Ms. Jonsson has been an integral manager of the NPES international team since 2008. Jonsson directs a dynamic program of market information and trade promotion services effectively utilizing NPES international offices and representatives, to benefit export activity of U.S. companies. Her experience in project management, event planning, leadership of the NPES International Trade Advisory Task Force, trade mission coordination and experience in international business will be pivotal to the success of the NPES-IMAP project.

(40% - P. Jonsson Time Allocation to IMAP)

IMAP
INDONESIA MARKET ACCESS PROGRAM

B. Member Interest in the Project

To gauge the level of interest and support by NPES member companies in the NPES-IMAP project, dedicated outreach and surveys were conducted of specific small and medium sized companies. NPES directed communications to NPES members currently exporting internationally, or are companies that are represented on our Board of Directors, the NPES International Trade Advisory Task Force, and that have been participating in the previous MDCP projects in China and India. The companies listed below are very interested in the project in Indonesia and understand that due to the challenging market in the U.S., they need to direct their time and efforts toward better opportunities. These companies are fully cognizant of the expanding global opportunities supported in findings of the NPES “World-wide Market for Print” study by the *Economist* magazine’s Economist Intelligence Unit – landmark research and a recognized resource and roadmap for NPES member companies.

The following eleven “bolded” companies are firmly positive on the IMAP initiative; and, all others are generally supportive of NPES-export focused programs. All 33 companies are actively considered as supportive candidates for participation:

efi	PVC Spiral Supply
Global Graphics Software	Thompson Mfg. Co.
Harris & Bruno International	TUK Systems
RBP Chemical Technology	Xitron
Oxytech Systems, Inc.	QuadTech
Prime UV Systems Inc.	

NPES Export Markets Supportive

ACTEGA Kelstar Inc.	Flexo Concepts, Inc.	Rapid Blanket Restorer
Air Motion Systems, Inc.	Gateway Bookbinding Systems,	Rollem International
Aleyant Systems	Gluing Machinery & Systems	Southern Lithoplate Inc.
Beta Industries	Glunz & Jensen Inc.	Super Web Inc.
Brandtjen & Kluge, Inc.	Magnum Magnetics Corporation	Systems Technology Inc.
Burgess Industries, Inc.	Multifeeder	The Challenge Machinery
Burnishine Products	NELA	Thompson Mfg. Co.
C&P Microsystems	Nova Pressroom Products, LLC	Tower Products, Inc.
ECRM Imaging Systems	PMC/Printing Machinery	Vits International
Epic Products International	Press Solutions, LLC.	Western Printing Machinery
Corporation	PRI	.
Fiberweb	Quad/Graphics, Inc.	

IMAP
INDONESIA MARKET ACCESS PROGRAM

C. Example of Proposed Use of ITA Emblem

ITA's emblem will be used on all correspondence for the project, i.e., presentation materials, websites, speaker invitations, sponsor invitations, attendee invitations and other promotional materials. Below is a marketing piece announcing the opening of the NPES IMAP office in Jakarta and the trade mission to the IndoPrint show.

When PROFIT Opportunity Knocks...

Explore Indonesia and Discover How To...

- ✓ **Expand into the International Marketplace**
- ✓ **Meet Potential Business Partners**
- ✓ **Create Brand Awareness**
- ✓ **Reach NEW Customers**
- ✓ **Increase Sales**

Join us! INDONESIA
September 7-10, 2016
Indoprint and NPES Trade Mission
Kemayoran, Indonesia

NPES opens the Door with a New Office to Explore the Indonesian Market!

NPES

D. NPES “IMAP” – Participation Success Agreement

The U.S. Dept. of Commerce - International Trade Administration has awarded NPES funding through the Market Development Cooperator Program (MDCP), to establish an NPES Technology Transfer Gateway representative office in Indonesia that enables companies to leverage market access, services and programs, to facilitate export opportunities.

1. Specific Benefits

a) Access to a NPES Representation Office in Jakarta, Indonesia

Member use of the direct NPES staff presence in Indonesia, to provide access to market intelligence, qualified dealer and printer contacts, and export support services in the most densely concentrated print market in Southeast Asia.

b) Bi-lateral Business & Technology “Matchmaking” Trade Show & Trade Mission Programs
Member participation in NPES-organized pavilions at major Indonesian trade shows to showcase company products; organization of post-show meetings with pre-qualified Indonesian dealers and printers; and, coordination of local plant visits.

c) Indonesian Educational Conferences & Summits

Organized, national Indonesian print industry education, skills/competencies and product training and transfer programs, conducted twice annually, to bring together all Indonesian industry stakeholders, to participate in technical and educational sessions, interactive exchanges and introductions with NPES companies.

IMAP
INDONESIA MARKET ACCESS PROGRAM

d) Access to ITA Specialists

Through NPES participation in the MDCP program, a participating company has access to ITA industry specialists, market access professionals and local U.S. Commercial Service offices in both the U.S. and in Indonesia. Participating companies receive priority attention and service.

e) Gold Key Service from ITA's Commercial Service Offices in Indonesia

NPES will use the Gold Key Service in order to engage pre-screened buyers, sales representatives, and business partners for companies. This service includes up to five targeted appointments, an interpreter, transportation, and follow-up assistance from the ITA.

f) Translation of Product Material and Other Business Material

NPES will identify and recommend cost effective translation services for company literature, websites and business documents.

g) Access to Targeted Trade Information and 1-on-1 Counseling with ITA

All participants will have access to updated, global export and trade information directly with ITA staff representatives.

h) Website Development and Hosting

NPES will develop and host the IMAP program details on the NPES website – within which, all participating companies will be featured and direct links provided to company websites.

2. Reporting Process

a) Each quarter participants are required to share the following information with NPES/ITA:

- (1) The dollar value and number of export sales to Indonesia (shipments and contracts for goods and services). Please share as much information as possible. This enables the ITA to know how firms are succeeding at export and where ITA can assist.
- (2) Export related agreements – reporting of signed/contracted agents or distributors.
- (3) Value of any loss avoided, as a result of working with NPES and ITA.
- (4) Value of any trade complaint resolved, as a result of help from NPES or ITA.
- (5) Value of export related investments made in Indonesia.
- (6) Number of U.S. jobs created, resulting from participation in NPES-MDCP program.
- (7) Names of ITA staff who aided in success.

b) Confidentiality with ITA

Your “success” information is submitted confidentially to the ITA, unless express permission is given for further release. ITA professionals, with access to NPES member success information, have security clearances and experience in handling classified documents that contain sensitive information.

c) Public Highlight & Promotion of Your Success

If the ITA wants to publicize any of your successes, it will secure your express approval, in writing.

IMAP
INDONESIA MARKET ACCESS PROGRAM

3. U.S. Product or Service

I certify that I am, that my company is, or that I or my company represents: (a) a United States citizen; (b) a corporation, partnership or other association created under the laws of the United States or of any State; or (c) a foreign corporation, partnership, or other association, more than 95 percent of which is owned by persons described in (a) and (b) above; AND I am, my company is, or the entity I or my company represents is, exporting, or seeks to export goods or services produced in the United States, or goods or services that contain at least 51 percent U.S. content. I understand that this certification is a requirement to participate in the MDCP project activity described above and that an intentionally false certification may result in termination of participation in such activity. Information provided to the International Trade Administration (ITA) is intended solely for internal use. ITA will protect business confidential information to the full extent permitted by law and Administration policy. U.S. law prohibits U.S. government employees from disclosing trade secrets.

I agree to the terms of the participation agreement with NPES as set forth above.

Company Name: _____

Email/Phone: _____

Address: _____

Name: _____

Title: _____

Signature: _____

Date: _____

IMAP
INDONESIA MARKET ACCESS PROGRAM

IMAP – BUDGET NARRATIVE & WORKSHEETS

NPES seeks the ITA-MDCP 2015 award and ITA-team partnership, to launch the **NPES “Indonesia Market Access Program” (IMAP)** to develop and expand the export of U.S. manufactured products to Indonesia through proven NPES international export activities and initiatives. In addition to the export of NPES members’ products, the IMAP program will stimulate U.S. jobs and increase U.S. trade competitiveness in Indonesia and globally.

The following budget narrative and worksheets detail specifically how the IMAP program will successfully accomplish stated performance goals. Part 3 of the IMAP application, contains this detailed budget for the entire project award, specifically for the initial project period of: Year 1, Year 2 and Year 3. This information supports the data provided in the required worksheets, as well as, the SF-424A worksheet.

Financial Systems

The estimated three-year project budget is \$954,455.00 NPES seeks \$298,746.00 in Federal funds for the three year award period. NPES will match the Federal portion with \$655,709.00 in non-Federal monies through NPES budgeted program funds and direct staff time allocated to the project. NPES financial statements of current operating budgets and reserves provide the IMAP sufficient and dedicated funding throughout the award 3-year period, 4-year post-period and into the future.

IMAP
INDONESIA MARKET ACCESS PROGRAM

Year 1 – Budget Overview

NPES Office Expenses	AMOUNT	
Rent (\$20/sqm2) 75sqm	\$18,000	CONTRACT
Office furniture, computer (only year 1)	\$3,000	EQUIPMENT
Utilities	<u>\$1,200</u>	CONTRACT
Expenses for NPES Office:		\$22,200

1. Educational Seminar #1 and Kick-Off with Reception

Expenses		
Staff travel (3 @ \$1,600)	\$4,800	INT'L TRAVEL
U.S speakers travel (2 @ \$1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (5 ppl @ \$362x5 nights)	\$9,050	INT'L TRAVEL
Hotel room/food (5 NPES members @362x5) (per diem rates for hotel/food/night, U.S Dept. of State)	<u>\$9,050</u>	INT'L TRAVEL

\$26,100

Hotel fees		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Reception (one)	\$10,000	CONTRACT
Conference Room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT

\$24,100

Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER

\$6,000

Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES

\$8,000

Expenses for Seminar **\$64,200**

IMAP
INDONESIA MARKET ACCESS PROGRAM

2. IndoPrint Show and Educational Seminar #2

NPES member booth (complimentary)	\$0	
Booth Furniture	<u>\$5,000</u>	CONTRACT
		\$5,000
Staff travel (2 x1,600)	\$3,200	INT'L TRAVEL
US Speakers travel (2 x 1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (4 ppl @ \$362 x 5 days)	\$7,240	INT'L TRAVEL
Hotel room/food (5 NPES members @362 x 5 days)	<u>\$9,050</u>	INT'L TRAVEL
(Per diem rates for hotel/food/night, U.S Dept. of State)		
		\$22,690
Educational Seminar during show		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Seminar room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT
		14,100
Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER
		\$6,000
Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES
		\$8,000
Expenses for IndoPrint Show and Seminar:		\$55,790

IMAP
INDONESIA MARKET ACCESS PROGRAM

3. GRAPH EXPO, September 25-28, Orlando

Travel stipend to 10 companies from Indonesia (10 x \$1,000)	\$10,000	INT'L TRAVEL
Transportation	\$5,000	OTHER
Hotel rooms (complimentary)	\$0	
Dealer/customer event (F&B)	<u>\$5,000</u>	CONTRACT
Expenses for U.S. show:		\$20,000

Year 1 Program Expenses (office expenses, trade missions, seminars): **\$162,190**

Year 1 Personnel Expenses

Indonesia:

Salary, Mid-level manager (\$2,800 x12)	\$33,600	PERSONNEL
Salary, Admin Assistant (\$1,400 x 12)	\$16,800	PERSONNEL
<u>Direct NPES Staff:</u>	<u>\$89,245</u>	PERSONNEL

(Aggregated % of salaries of: Mr. Nappi, Mr. Safko, Mr. Vittoba, Ms. Jonsson)

Year 1 Personnel Expenses: **\$139,645**

Year 1 Total Direct Expenses: **\$301,835**

Year 1 Indirect Expense (rate: 10%) **\$30,184**

Year 1 Total Expenses: **\$332,019**

IMAP
INDONESIA MARKET ACCESS PROGRAM

Year 2 - Budget Overview

NPES Office Expenses	AMOUNT	
Rent (\$20/sqm2) 75sqm	\$18,000	CONTRACT
Utilities	<u>\$1,200</u>	CONTRACT
Expenses for NPES Office:		\$19,200
1. Educational Seminar #1		
Expenses		
Staff travel (2 @ \$1,600)	\$3,200	INT'L TRAVEL
U.S speakers travel (2 @ \$1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (4 ppl @ \$362x5 nights)	\$7,240	INT'L TRAVEL
Hotel room/food (5 NPES members @362x5) (per diem rates for hotel/food/night, U.S Dept. of State)	<u>\$9,050</u>	INT'L TRAVEL
		\$22,690
Hotel fees		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Conference Room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT
		\$14,100
Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER
		\$6,000
Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES
		\$8,000
Expenses for Seminar:		\$50,790

IMAP
INDONESIA MARKET ACCESS PROGRAM

2. Educational Seminar #2

Staff travel (2 x1,600)	\$3,200	INT'L TRAVEL
US Speakers travel (2 x 1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (4 ppl @ \$362 x 5 days)	\$7,240	INT'L TRAVEL
Hotel room/food (5 NPES members @362 x 5 days) (per diem rates for hotel/food/night, U.S Dept. of State)	<u>\$9,050</u>	INT'L TRAVEL
		\$22,690
Educational Seminar during show		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Conference room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT
		\$14,100
Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER
		\$6,000
Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES
		\$8,000
Expenses for Seminar:		\$50,790

IMAP
INDONESIA MARKET ACCESS PROGRAM

3. PRINT 2017 , September 10-14, Chicago

Travel stipend to 10 companies from Indonesia (10 x \$1,000)	\$10,000	INT'L TRAVEL
Shuttle Service	\$5,000	OTHER
Hotel rooms (complimentary)	\$0	
Dealer/customer/ International Reception event (F&B)	<u>\$5,000</u>	OTHER
Expenses for U.S show:		\$20,000

Year 2 Program Expenses (office expenses, trade missions, seminars): **\$140,780**

Year 2 Personnel Expenses

Indonesia:

Salary, Mid-level manager (\$2,800 x12)	\$33,600	PERSONNEL
Salary, Admin Assistant (\$1,400 x 12)	\$16,800	PERSONNEL
<u>Direct NPES Staff:</u>	<u>\$89,245</u>	PERSONNEL

(Aggregated % of salaries of: Mr. Nappi, Mr. Safko, Mr. Vittoba, Ms. Jonsson)

Year 2 Personnel Expenses: **\$139,645**

Year 2 Total Direct Expenses: **\$280,425**

Year 2 Indirect Expense (rate: 10%) **\$28,043**

Year 2 Total Expenses: **\$308,468**

IMAP
INDONESIA MARKET ACCESS PROGRAM

Year 3 – Budget Overview

NPES Office Expenses	AMOUNT	
Rent (\$20/sqm2) 75sqm	\$18,000	CONTRACT
Utilities	<u>\$1,200</u>	CONTRACT
Expenses for NPES Office:		\$19,200

1. Educational Seminar #1

Expenses		
Staff travel (2 @ \$1,600)	\$3,200	INT'L TRAVEL
U.S speakers travel (2 @ \$1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (4 ppl @ \$362x5 nights)	\$7,240	INT'L TRAVEL
Hotel room/food (5 NPES members @362x5) (per diem rates for hotel/food/night, U.S Dept. of State)	<u>\$9,050</u>	INT'L TRAVEL
	\$22,690	
Hotel fees		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Conference Room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT
	\$14,100	
Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER
	\$6,000	
Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES
	\$8,000	
Expenses for Seminar:		\$50,790

IMAP
INDONESIA MARKET ACCESS PROGRAM

2. IndoPrint Show and Educational Seminar #2

NPES member booth (complimentary)	\$0	
Booth Furniture	<u>\$5,000</u>	CONTRACT
		\$5,000
Staff travel (2 x1,600)	\$3,200	INT'L TRAVEL
US Speakers travel (2 x 1,600)	\$3,200	INT'L TRAVEL
Hotel room/food (4 ppl @ \$362 x 5 days)	\$7,240	INT'L TRAVEL
Hotel room/food (5 NPES members @362 x 5 days)	<u>\$9,050</u>	INT'L TRAVEL
(per diem rates for hotel/food/night, U.S Dept. of State)		
		\$22,690
Educational Seminar during show		
Breaks (2 X 100 @ \$9.50)	\$1,900	CONTRACT
Breakfast (100 @ \$24)	\$2,400	CONTRACT
Luncheon (100 @ \$38)	\$3,800	CONTRACT
Conference room rental	\$3,000	CONTRACT
A/V Rental	<u>\$3,000</u>	CONTRACT
		14,100
Seminar Operations		
Handout materials/binder or booklet	\$2,000	SUPPLIES
Signs/banners	\$2,000	SUPPLIES
Transportation	<u>\$2,000</u>	OTHER
		\$6,000
Seminar Promotion		
Brochure	\$3,000	CONTRACT
Website/Email blasts	\$3,000	CONTRACT
Postage/mailing	<u>\$2,000</u>	SUPPLIES
		\$8,000
Expenses for IndoPrint Show and Seminar:		\$55,790

IMAP
INDONESIA MARKET ACCESS PROGRAM

3. GRAPH EXPO 2018 show. Dates/Location TBD

Travel stipend to 10 companies from Indonesia (10 x \$1,000)	\$10,000	INT'L TRAVEL
Shuttle Service	\$5,000	OTHER
Hotel rooms (complimentary)	\$0	
Dealer/customer event (F&B)	<u>\$5,000</u>	CONTRACT
Total Expenses for U.S. show:		\$20,000

Year 3 Program Expenses (office expenses, trade missions, seminars): **\$145,780**

Year 3 Personnel Expenses

Indonesia:

Salary, Mid-level manager (\$2,800 x12)	\$33,600	PERSONNEL
Salary, Admin Assistant (\$1,400 x 12)	\$16,800	PERSONNEL
<u>Direct NPES Staff:</u>	<u>\$89,245</u>	PERSONNEL

(Aggregated % of salaries of: Mr. Nappi, Mr. Safko, Mr. Vittoba, Ms. Jonsson)

Year 3 Personnel Expenses: **\$139,645**

Year 3 Total Direct Expenses: **\$285,425**

Year 3 Indirect Expense (rate: 10%) **\$28,543**

Year 3 Total Expenses: **\$313,968**

IMAP
INDONESIA MARKET ACCESS PROGRAM

#	Explanation & Calculation	1st Year					2nd Year					3rd Year					
		Fed Share	Non-Fed Share			In-Kind	Fed Share	Non-Fed Share			In-Kind	Fed Share	Non-Fed Share			In-Kind	
			Pgm Inc	Cash	Other			Pgm Inc	Cash	Other			Pgm Inc	Cash	Other		
8 U.S. Shows 1 per year. Total of 3	Travel stipend to 10 Indonesian companies	1,000	10	10,000		10,000				10,000				10,000			
TOTAL		40,095	0	18,695	0	40,427	0	14,953	0	39,707	0	15,673	0				
Equipment																	
NPES Indonesia Office	Furniture and computer (one time expense)	3,000		2,046		954		2,046		0		0		0		0	
TOTAL		2,046		954		2,046		954		0		0		0		0	
Supplies																	
For all 6 seminars during 3 years	Handouts, signs, postage	Fee		8,184		3,816		8,760		3,240		8,604		3,396			
TOTAL		8,184		3,816		8,760		3,240		8,604		3,396					
Contractual																	
For all 6 seminars during 3 years	Seminar fees: F&B, room rental, brochure, website design	See year by year budgets (reception year 1 increases the expenses)		50,200		40,200		40,200		40,200							
NPES Indonesia Office	rent	18,000/year		18,000		612		17,388		18,000							
NPES Indonesia Office	Utilities	1,200/year		1,200		1,200		1,200		1,200							
INDOPRINT SHOW	Booth furniture	5,000 for 2 shows in year 1 and 3		3,951		1,049		4,560		440							
DEALER EVENT IN U.S.	F&B	5,000/per show		5,000		5,000		5,000		5,000							
TOTAL		54,151	0	25,249	0	47,012	0	17,388	0	49,760	0	19,640	0				

IMAP
INDONESIA MARKET ACCESS PROGRAM

#	Explanation & Calculation	1st Year					2nd Year					3rd Year															
		Fed Share	Non-Fed Share			In-Kind	Fed Share	Non-Fed Share			In-Kind	Fed Share	Non-Fed Share			In-Kind											
			Pgm Inc	Cash	Other			Pgm Inc	Cash	Other			Pgm Inc	Cash	Other												
Other																											
For all 6 seminars during 3 years. In Indonesia	Transportation			4,000				4,000					4,000						4,000								
U.S. shows x3, guests from Indonesia	Transportation			5,000				5,000					5,000						5,000								
	TOTAL	0		9,000		0		9,000		0		0		9,000		0		9,000	0								
Travel (int'l) Equipment Supplies Contractual Other		40,095	0	18,695	0	40,427	0	14,953	0	39,707	0	15,673	0	2,046	0	954	0	8,184	0	3,816	0	54,151	0	25,249	0	9,000	0
	TOTAL	104,476	0	57,714	0	96,199	0	44,581	0	98,071	0	47,709	0														

IMAP
INDONESIA MARKET ACCESS PROGRAM

Budget - Personnel

#	Explanation & Calculation	Salary calculation - AGGREGATE SALARY											
		1st Year				2nd Year				3rd Year			
		Non-Fed Share			In-Kind	Non-Fed Share			In-Kind	Non-Fed Share			In-Kind
Fed Share	Pgm Inc	Cash Other	Fed Share	Pgm Inc		Cash Other	Fed Share	Pgm Inc		Cash Other			
		% of time	TOTAL AGGREGATE										
Personnel domestic													
1	President Strategic planning, general oversight, personnel decisions, member relations, trade missions.	10%											
2	Vice President, Market Data & Research	15%											
3	Assistant Director, Intl. Trade	40%											
5	NPES India Director Assist with office development, programs/seminars	25%											
			Total Domestic: # 1-3		89,245				89,245				
Personnel International													
6	NPES Indonesia Manager Primary in-country office manager for NPES	100%	33,600										
7	NPES Indonesia Assistant Assist with in-country activities	100%	16,800										
			Total Intl: #6-7		50,400				50,400				
Domestic													0
International													0
Total													0

IMAP
INDONESIA MARKET ACCESS PROGRAM

Budget for Project Award Period
With Breakdown of Projected Funding Sources

Categories	Total Expenses for All Years				1st Year				2nd Year				3rd Year			
	Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share		
		Pgm Income	Other	In-Kind												
DIRECT EXPENSES	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
PERSONNEL																
1 Domestic	0	0	267,735	0	0	0	89,245	0	0	0	89,245	0	0	0	89,245	0
2 International	0	0	151,200	0	0	0	50,400	0	0	0	50,400	0	0	0	50,400	0
3 TOTAL	0	0	418,935	0	0	0	139,645	0	0	0	139,645	0	0	0	139,645	0
FRINGE BENEFITS																
5 Int'l. Rate = 0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6 TOTAL *excluded from MDGP request	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAVEL																
7 Domestic	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8 International	120,229	0	49,321	0	40,095	0	18,695	0	40,427	0	14,953	0	39,707	0	15,673	0
9 TOTAL	120,229	0	49,321	0	40,095	0	18,695	0	40,427	0	14,953	0	39,707	0	15,673	0
10 EQUIPMENT	2,046	0	954	0	2,046	0	954	0	0	0	0	0	0	0	0	0
11 SUPPLIES	25,548	0	10,452	0	8,184	0	3,816	0	8,760	0	3,240	0	8,604	0	3,396	0
12 CONTRACTUAL	150,923	0	62,277	0	54,151	0	25,249	0	47,012	0	17,388	0	49,760	0	19,640	0
13 OTHER	0	0	27,000	0	0	0	9,000	0	0	0	9,000	0	0	0	9,000	0
TOTAL DIRECT																
14 Sum from above	298,746	0	568,939	0	104,476	0	197,359	0	96,199	0	184,226	0	98,071	0	187,354	0
15 Sum all direct columns	Sum line 15 columns a, b, c, d			867,685	Sum line 15 columns e, f, g, h			301,835	Sum line 15 columns i, j, k, l			280,425	Sum line 15 columns m, n, o, p			285,425
INDIRECT EXPENSES																
16 Indirect Rate: 10.0%	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
17 % of Total (line 20)			86,770	9.1%			30,184	9.1%			28,043	9.1%			28,543	9.1%
TOTAL	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
18 Dir.+Indir.	298,746	0	655,709	0	104,476	0	227,543	0	96,199	0	212,269	0	98,071	0	215,897	0
19 % of Total (line 20)	31.3%	0.0%	68.7%	0.0%												
All Expense Columns	Sum line 18 columns a, b, c, d			954,455	Sum line 18 columns e, f, g, h			332,019	Sum line 18 columns i, j, k, l			308,468	Sum line 18 columns m, n, o, p			313,968
20 Total																

IMAP
INDONESIA MARKET ACCESS PROGRAM

Below you will see a list summarizing NPES previous three MDCP projects; two in China, one in India and our current MDCP application for Indonesia.

Description		Previously founded MDCP projects			Current Application Summary
Year		1995	2002	2004	2015
Industry (s)		Printing/Graphics/Converting Technology			
Market (s)		China	China	India	Indonesia
Activity	Open Demo/Training center	\$1,185,000			
	Open representation / market access office		300,000	300,000	329,968
	Lead inbound & outbound trade missions and matchmaking pgms.			100,000	312,243
	Launch website			30,000	
	Organize technical educ ., skills & product training conferences /seminars			100,000	312,244
	Identify agents/distributors		20,000		
	Product translation		20,000		
	Online training/demo		100,000		
	Online service/tech support		100,000		
	Exhibit U.S tech abroad			10,000	

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

FINANCIAL STATEMENTS

DECEMBER 31, 2013 AND 2012

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

FINANCIAL STATEMENTS WITH ADDITIONAL INFORMATION

DECEMBER 31, 2013

CONTENTS

	PAGE
Report of Independent Auditors	1-2
Statements of Financial Position	3
Statements of Activities	4
Statements of Cash Flows	5
Notes to Financial Statements	6

REPORT OF INDEPENDENT AUDITORS

Board of Directors

NPES - The Association for Suppliers of Printing,
Publishing and Converting Technologies

We have audited the accompanying financial statements of NPES - The Association for Suppliers of Printing, Publishing and Converting Technologies (the Association or NPES), which comprise the statements of financial position as of December 31, 2013 and 2012, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of December 31, 2013 and 2012, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Calibre CPA Group, PLLC

Bethesda, MD
June 18, 2014

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2013 AND 2012

	2013	2012
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 2,583,591	\$ 2,876,478
Investments, at fair value	16,133,830	13,958,744
Interest receivable	-	6,359
Accounts receivable	3,168	18,987
Distribution receivable from GASC	735,000	305,000
Due from affiliates	89,165	187,928
Prepaid expenses	149,519	142,941
Total current assets	19,694,273	17,496,437
PROPERTY AND EQUIPMENT		
Furniture, equipment and vehicles	675,727	675,727
Building and improvements	3,562,434	3,562,434
Land	914,535	914,535
	5,152,696	5,152,696
Less: accumulated depreciation and amortization	(2,863,226)	(2,693,280)
Net property and equipment	2,289,470	2,459,416
OTHER ASSETS		
Investments in affiliate	100	100
Total assets	\$ 21,983,843	\$ 19,955,953
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 243,591	\$ 360,304
Due to International Color Consortium	132,535	151,859
Deferred dues and membership deposits	337,146	351,214
Total current liabilities	713,272	863,377
LONG-TERM LIABILITIES		
Post retirement and supplemental benefits	183,137	117,577
Total liabilities	896,409	980,954
UNRESTRICTED NET ASSETS		
Total liabilities and net assets	21,087,434	18,974,999
	\$ 21,983,843	\$ 19,955,953

See accompanying notes to financial statements.

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2013 AND 2012

	2013	2012
REVENUE		
Dues	\$ 370,435	\$ 363,338
Conference, Seminars, Summit, & Workshops	8,122	50,586
Other income	69,276	73,142
International trade	36,764	2,300
Marketing and Communications	710	-
Rental income	439,836	408,099
Graphic Arts Show Company distribution	1,535,000	1,055,000
PRIMIR revenue	353,537	426,625
Standards and product safety	9,412	12,920
Market data	1,974	27,945
Investment income	621,701	419,061
Total revenue	3,446,767	2,839,016
EXPENSES		
Program expenses		
Conference, Seminars, Summit, & Workshops	69,951	158,634
Government affairs	128,078	149,741
International trade	229,205	283,098
Market data and research	455,643	599,059
Marketing and communication	271,296	261,053
Membership	85,993	118,821
PRIMIR expenses	616,985	623,048
Standards and product safety	140,271	149,148
Total program expenses	1,997,422	2,342,602
General and administrative expenses	877,331	913,363
Total expenses	2,874,753	3,255,965
CHANGE IN UNRESTRICTED NET ASSETS FROM RECURRING OPERATIONS	572,014	(416,949)
CHANGE IN FAIR VALUE OF INVESTMENTS	1,540,421	947,998
CHANGE IN NET ASSETS	2,112,435	531,049
UNRESTRICTED NET ASSETS		
Beginning of year	18,974,999	18,443,950
End of year	\$ 21,087,434	\$ 18,974,999

See accompanying notes to financial statements.

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2013 AND 2012

	2013	2012
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,112,435	\$ 531,049
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation and amortization	169,946	176,233
Change in fair value of investments	(1,540,421)	(947,998)
Changes in operating assets and liabilities		
Accounts receivable	15,819	(9,366)
Interest receivable	6,359	1,286
Distribution receivable from GASC	(430,000)	425,000
Due from affiliates	98,763	50,278
Prepaid expenses	(6,578)	34,543
Accounts payable and accrued expenses	(116,713)	151,928
Deferred dues and membership deposits	(14,068)	(7,077)
Due to International Color Consortium	(19,324)	3,699
Accrued postretirement obligations	65,560	32,470
Net cash provided by operating activities	341,778	442,045
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of fixed assets	-	(129,982)
Purchase of investments	(3,345,787)	(1,608,838)
Proceeds from sale of investments	2,711,122	1,217,358
Net cash used for investing activities	(634,665)	(521,462)
NET CHANGE IN CASH AND CASH EQUIVALENTS	(292,887)	(79,417)
CASH AND CASH EQUIVALENTS		
Beginning of year	2,876,478	2,955,895
End of year	\$ 2,583,591	\$ 2,876,478

See accompanying notes to financial statements.

**NPES - THE ASSOCIATION FOR SUPPLIERS OF PRINTING,
PUBLISHING AND CONVERTING TECHNOLOGIES**

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2013 AND 2012

NOTE 1. ORGANIZATION

NPES - The Association for Suppliers of Printing, Publishing and Converting Technologies (the Association or NPES) is a nonprofit, tax-exempt industry trade organization under Section 501(c) (6) of the Internal Revenue Code. The Association's purpose is to foster trade and commerce in the printing industry and to disseminate information concerning equipment, systems, software and supplies for the printing, publishing and converting industries.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting - The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (US-GAAP). Under US-GAAP for Not-for-Profit Organizations, NPES is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. There were no permanently or temporarily restricted net assets at December 31, 2013 and 2012.

Use of Estimates - The preparation of the financial statements in conformity with US-GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents - Cash and cash equivalents consist of highly liquid investments with maturities of three months or less when purchased. These investments are stated at fair value.

Investments - The Association reports investments at fair value.

Property and Equipment - Property and equipment are carried at cost and depreciated using the straight-line method over the estimated useful life, ranging from four to forty years.

NOTE 3. INVESTMENT IN AFFILIATE

The Association has a 33⅓% interest in Graphic Arts Show Company, Inc. (GASC). The investment is accounted for using the cost method. Distributions from GASC were \$1,535,000 and \$1,055,000, respectively, for the years ended December 31, 2013 and 2012. Total unrestricted net assets of GASC were approximately \$14,000 and \$16,000 at December 31, 2013 and 2012, respectively.

NOTE 4. RELATED PARTY TRANSACTIONS

The Association provides substantially all administrative services to Graphic Arts Education and Research Foundation (GAERF) and GASC, affiliated organizations, including office space rent, equipment usage, copier and postage reimbursement, and related vendor payments for outsourced services, advertising, fulfillment, board and staff travel expenses, and similar charges, for which NPES is reimbursed. For the years ended December 31, 2013 and 2012, the Association received \$265,814 and \$304,961, respectively from GAERF. Net amounts due based on relevant timing from the Association for the year ended December 31, 2013 and 2012 were \$7,586 and \$21,903, respectively.

GASC reimbursed the Association a total of \$2,291,821 and \$1,998,630, respectively, during 2013 and 2012. Net amounts due from GASC based on relevant timing for the year ended December 31, 2013 and 2012 were \$81,579 and \$166,025, respectively.

NPES members that participate in the GASC trade shows, receive a savings on their following year's NPES dues. GASC allocates a portion of the NPES members' space rental fees directly to the "due to NPES" account that is classified as deferred dues liability and represents dues collected in advance.

NOTE 5. LEASES

Total rental income during 2013 and 2012 was \$439,836 and \$408,099, respectively, of which \$321,821 and \$312,418, respectively was received from GASC and \$21,814 and \$21,178, respectively from GAERF. The Association also rents part of its building to two other tenants under non-cancelable operating leases with the terms ending in 2016 and 2017. The following schedule details the future minimum rental income under the unrelated party lease for the years ending December 31,

2014	\$ 73,423
2015	76,274
2016	39,458
2017	<u>2,034</u>
	<u>\$191,189</u>

NOTE 6. INVESTMENTS

The investments of the Association are securities whose fair value are determined by quoted market prices and include funds administered by third-party investment managers.

The following table summarizes the value of marketable securities held by the Association at December 31:

	<u>2013</u>	<u>2012</u>
Mutual funds	\$ 14,229,683	\$ 12,621,625
Exchange traded funds	<u>1,904,147</u>	<u>1,337,119</u>
Total investments	<u>\$ 16,133,830</u>	<u>\$ 13,958,744</u>

The Association reports fair value using a hierarchy that prioritizes the inputs to valuation techniques giving the highest priority to readily available unadjusted quoted prices in active markets for identical assets (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs) when market prices are not readily available or reliable. The three levels of hierarchy are described below:

Level 1 – Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities.

Level 2 – Quoted prices for similar assets or liabilities, or inputs that are observable, either directly or indirectly, for substantially the full term through corroboration with observable market data. Level 2 includes investments valued at quoted prices adjusted for legal or contractual restrictions specific to the security.

Level 3 – Pricing inputs are unobservable for the asset or liability, that is, inputs that reflect the reporting entity’s own assumptions about the assumptions market participants would use in pricing the asset or liability. Level 3 includes private portfolio investments that are supported by little or no market activity.

NOTE 6. INVESTMENTS (CONTINUED)

At December 31, 2013 and 2012, the Association's investments are summarized as follows:

	Total Investments at 12/31/2013	Quoted Prices Markets for Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
MONEY MARKET MUTUAL FUNDS	\$ 1,130,018	\$ 1,130,018	\$ -	\$ -
STOCK MUTUAL FUNDS				
Equity - Large Cap	3,880,313	3,880,313	-	-
Equity - Mid Cap	659,270	659,270	-	-
Equity - Small Cap	1,181,376	1,181,376	-	-
Equity - International	1,899,115	1,899,115	-	-
Equity - Emerging Markets	374,270	374,270	-	-
Total stock mutual funds	<u>7,994,344</u>	<u>7,994,344</u>	<u>-</u>	<u>-</u>
BOND MUTUAL FUNDS				
Floating rate	349,543	349,543	-	-
Global tactical asset allocation	727,269	727,269	-	-
Taxable fixed income Intermediate term	2,349,583	2,349,583	-	-
Taxable fixed income - short term	390,653	390,653	-	-
Total bond mutual funds	<u>3,817,048</u>	<u>3,817,048</u>	<u>-</u>	<u>-</u>
OTHER MUTUAL FUNDS				
Alternative - hedge funds	634,609	634,609	-	-
Alternative - real estate	653,664	653,664	-	-
Total other mutual funds	<u>1,288,273</u>	<u>1,288,273</u>	<u>-</u>	<u>-</u>
EXCHANGE TRADED FUNDS				
Equity - Large Cap	1,200,823	1,200,823	-	-
Equity - Mid Cap	174,565	174,565	-	-
Equity - Small Cap	186,779	186,779	-	-
Equity - International	341,980	341,980	-	-
Total exchange traded funds	<u>1,904,147</u>	<u>1,904,147</u>	<u>-</u>	<u>-</u>
Total investments	<u>\$ 16,133,830</u>	<u>\$ 16,133,830</u>	<u>\$ -</u>	<u>\$ -</u>

NOTE 6. INVESTMENTS (CONTINUED)

	Total Investments at 12/31/2012	Quoted Prices Markets for Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
MONEY MARKET MUTUAL FUNDS	\$ 534,194	\$ 534,194	\$ -	\$ -
STOCK MUTUAL FUNDS				
Equity - Large Cap	3,133,487	3,133,487	-	-
Equity - Mid Cap	499,458	499,458	-	-
Equity - Small Cap	888,640	888,640	-	-
Equity - International	959,334	959,334	-	-
Equity - Emerging Markets	377,273	377,273	-	-
Total stock mutual funds	5,858,192	5,858,192	-	-
BOND MUTUAL FUNDS				
Global tactical asset allocation	669,830	669,830	-	-
Taxable fixed income Intermediate term	2,937,544	2,937,544	-	-
Taxable fixed income - short term	529,715	529,715	-	-
Total bond mutual funds	4,137,089	4,137,089	-	-
OTHER MUTUAL FUNDS				
Alternative - hedge funds	1,462,314	1,462,314	-	-
Alternative - real estate	629,836	629,836	-	-
Total other mutual funds	2,092,150	2,092,150	-	-
EXCHANGE TRADED FUNDS				
Equity - Large Cap	813,441	813,441	-	-
Equity - Mid Cap	131,171	131,171	-	-
Equity - Small Cap	136,022	136,022	-	-
Equity - International	156,657	156,657	-	-
Fixed Income - Intermed term bond	99,828	99,828	-	-
Total exchange traded funds	1,337,119	1,337,119	-	-
Total investments	\$ 13,958,744	\$ 13,958,744	\$ -	\$ -

NOTE 7. DUE TO INTERNATIONAL COLOR CONSORTIUM

The Association collects funds for an independent committee that is housed within NPES. The Association collects the revenue and pays the expenses for this entity in exchange for an administrative fee which for the years ended December 31, 2013 and 2012 was \$29,000 and \$32,000, respectively.

The purpose of the International Color Consortium (ICC) is to create, promote, and encourage the standardization and evolution of an open vendor-neutral, cross-platform color management system architecture and components. Results of the work of the ICC shall be made available to the public and shall be submitted to appropriate international standards organizations.

NOTE 8. BENEFIT PLANS

The Association also sponsors a 401(k) plan covering all full-time employees meeting certain eligibility requirements. The Association matches 100% of employee contributions subject to certain limitations. The Association contributed \$170,833 and \$151,940 to the 401(k) Plan for 2013 and 2012 respectively. Of these amounts \$60,355 and \$63,116, respectively, was allocated to NPES as of December 31, 2013 and 2012.

Effective November 25, 2008, the Association established a non-qualified deferred compensation option plan intended to provide benefits to certain eligible highly compensated employees of NPES. At December 31, 2013 and 2012 the assets of the Plan amounted to \$183,137 and \$117,577, respectively, and are held as an asset and liability of NPES. There were contributions of \$17,500 and \$17,000 from the Association for the years ended December 31, 2013 and 2012, respectively.

NOTE 9. UNINSURED CASH BALANCES

The Association maintains its cash in various deposit accounts. The cash balances held at U.S. banks are insured by the FDIC up to \$250,000 per bank. Cash balances on deposit with U.S. banks in excess of FDIC limits total approximately \$2.4 million at December 31, 2013.

NOTE 10. TAX STATUS

The Association is exempt from Federal income taxes under Section 501(c)(6) of the Internal Revenue Code. The Association is, however, subject to income taxes on net profits generated by activities defined as unrelated business activities under applicable tax law. There was no unrelated business income tax expense for 2013 or 2012.

NOTE 10. TAX STATUS (CONTINUED)

The Association adopted the authoritative guidance to accounting for uncertainty in income taxes included in ASC Topic *Income Taxes* which provides consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribes a threshold of "more likely than not" for recognition and de-recognition of tax positions taken or expected to be taken in a tax return. The Association performed an evaluation of uncertain tax positions for the period ended December 31, 2013, and determined that there were no matters that would require recognition in the financial statements. As of December 31, 2013, the statute of limitations for tax years 2010 through 2012 remains open with the U.S. Federal Jurisdiction and states in which the Association files a return.

NOTE 11. SUBSEQUENT EVENTS

Subsequent events have been evaluated through June 18, 2014, which is the date the financial statements were available to be issued. This review and evaluation revealed no new material event or transaction which would require an additional adjustment to or disclosure in the accompanying financial statements.

Application for Federal Assistance SF-424

* 1. Type of Submission: <input type="checkbox"/> Preapplication <input checked="" type="checkbox"/> Application <input type="checkbox"/> Changed/Corrected Application	* 2. Type of Application: <input checked="" type="checkbox"/> New <input type="checkbox"/> Continuation <input type="checkbox"/> Revision	* If Revision, select appropriate letter(s): <input type="text"/> * Other (Specify): <input type="text"/>
--	--	--

* 3. Date Received: <input type="text" value="04/27/2015"/>	4. Applicant Identifier: <input type="text"/>
--	--

5a. Federal Entity Identifier: <input type="text"/>	5b. Federal Award Identifier: <input type="text"/>
--	---

State Use Only:

6. Date Received by State: <input type="text"/>	7. State Application Identifier: <input type="text"/>
---	---

8. APPLICANT INFORMATION:

* a. Legal Name:

* b. Employer/Taxpayer Identification Number (EIN/TIN): <input type="text" value="13-5267700"/>	* c. Organizational DUNS: <input type="text" value="0876964230000"/>
--	---

d. Address:

* Street1:
Street2:
* City:
County/Parish:
* State:
Province:
* Country:
* Zip / Postal Code:

e. Organizational Unit:

Department Name: <input type="text"/>	Division Name: <input type="text"/>
--	--

f. Name and contact information of person to be contacted on matters involving this application:

Prefix: * First Name:
Middle Name:
* Last Name:
Suffix:

Title:

Organizational Affiliation:

* Telephone Number: <input type="text" value="7032647200"/>	Fax Number: <input type="text"/>
---	----------------------------------

* Email:

Application for Federal Assistance SF-424

*** 9. Type of Applicant 1: Select Applicant Type:**

M: Nonprofit with 501C3 IRS Status (Other than Institution of Higher Education)

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

* Other (specify):

*** 10. Name of Federal Agency:**

Department of Commerce

11. Catalog of Federal Domestic Assistance Number:

11.112

CFDA Title:

Market Development Cooperator Program

*** 12. Funding Opportunity Number:**

ITA-INA-OPCM-2015-2004375

* Title:

Market Development Cooperator Program 2015

13. Competition Identification Number:

2515595

Title:

14. Areas Affected by Project (Cities, Counties, States, etc.):

Add Attachment

Delete Attachment

View Attachment

*** 15. Descriptive Title of Applicant's Project:**

Establish the NPES representation office, develop bilateral trade mission programs/trade show activity, organize and produce educational programs to advance the Indonesian print market.

Attach supporting documents as specified in agency instructions.

Add Attachments

Delete Attachments

View Attachments

Application for Federal Assistance SF-424**16. Congressional Districts Of:*** a. Applicant * b. Program/Project

Attach an additional list of Program/Project Congressional Districts if needed.

17. Proposed Project:* a. Start Date: * b. End Date: **18. Estimated Funding (\$):**

* a. Federal	<input type="text" value="298,746.00"/>
* b. Applicant	<input type="text" value="655,709.00"/>
* c. State	<input type="text" value="0.00"/>
* d. Local	<input type="text" value="0.00"/>
* e. Other	<input type="text" value="0.00"/>
* f. Program Income	<input type="text" value="0.00"/>
* g. TOTAL	<input type="text" value="954,455.00"/>

*** 19. Is Application Subject to Review By State Under Executive Order 12372 Process?** a. This application was made available to the State under the Executive Order 12372 Process for review on b. Program is subject to E.O. 12372 but has not been selected by the State for review. c. Program is not covered by E.O. 12372.*** 20. Is the Applicant Delinquent On Any Federal Debt? (If "Yes," provide explanation in attachment.)** Yes No

If "Yes", provide explanation and attach

21. *By signing this application, I certify (1) to the statements contained in the list of certifications and (2) that the statements herein are true, complete and accurate to the best of my knowledge. I also provide the required assurances** and agree to comply with any resulting terms if I accept an award. I am aware that any false, fictitious, or fraudulent statements or claims may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 218, Section 1001)**

 ** I AGREE

** The list of certifications and assurances, or an internet site where you may obtain this list, is contained in the announcement or agency specific instructions.

Authorized Representative:Prefix: * First Name: Middle Name: * Last Name: Suffix: * Title: * Telephone Number: Fax Number: * Email: * Signature of Authorized Representative: * Date Signed:

BUDGET INFORMATION - Non-Construction Programs

OMB Number: 4040-0006
Expiration Date: 06/30/2014

SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. MDCP	11.112	\$	\$	\$ 298,746.00	\$ 655,709.00	\$ 954,455.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 298,746.00	\$ 655,709.00	\$ 954,455.00

SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1)	(2)	(3)	(4)	
	MDCP	N/A			
a. Personnel	\$	\$ 418,935.00	\$	\$	\$ 418,935.00
b. Fringe Benefits					
c. Travel	120,229.00	49,321.00			169,550.00
d. Equipment	2,046.00	954.00			3,000.00
e. Supplies	25,548.00	10,452.00			36,000.00
f. Contractual	150,923.00	62,277.00			213,200.00
g. Construction					
h. Other		27,000.00			27,000.00
i. Total Direct Charges (sum of 6a-6h)	298,746.00	568,939.00			\$ 867,685.00
j. Indirect Charges		86,770.00			\$ 86,770.00
k. TOTALS (sum of 6i and 6j)	\$ 298,746.00	\$ 655,709.00	\$	\$	\$ 954,455.00
7. Program Income	\$	\$	\$	\$	\$

Authorized for Local Reproduction

Standard Form 424A (Rev. 7- 97)
Prescribed by OMB (Circular A -102) Page 1A

SECTION C - NON-FEDERAL RESOURCES

(a) Grant Program		(b) Applicant	(c) State	(d) Other Sources	(e)TOTALS
8.	MDCP	\$ 655,709.00	\$	\$	\$ 655,709.00
9.					
10.					
11.					
12. TOTAL (sum of lines 8-11)		\$ 655,709.00	\$	\$	\$ 655,709.00

SECTION D - FORECASTED CASH NEEDS

	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$	\$	\$	\$	\$
14. Non-Federal	\$				
15. TOTAL (sum of lines 13 and 14)	\$	\$	\$	\$	\$

SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT

(a) Grant Program	FUTURE FUNDING PERIODS (YEARS)			
	(b)First	(c) Second	(d) Third	(e) Fourth
16.	\$	\$	\$	\$
17.				
18.				
19.				
20. TOTAL (sum of lines 16 - 19)	\$	\$	\$	\$

SECTION F - OTHER BUDGET INFORMATION

21. Direct Charges:		22. Indirect Charges:	applied to total direct charges 10%
23. Remarks:			

ASSURANCES - NON-CONSTRUCTION PROGRAMS

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0040), Washington, DC 20503.

PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the awarding agency. Further, certain Federal awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project cost) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681-1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee- 3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply, as applicable, with provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.

9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333), regarding labor standards for federally-assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. §§2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-133, "Audits of States, Local Governments, and Non-Profit Organizations."
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.
19. Will comply with the requirements of Section 106(g) of the Trafficking Victims Protection Act (TVPA) of 2000, as amended (22 U.S.C. 7104) which prohibits grant award recipients or a sub-recipient from (1) Engaging in severe forms of trafficking in persons during the period of time that the award is in effect (2) Procuring a commercial sex act during the period of time that the award is in effect or (3) Using forced labor in the performance of the award or subawards under the award.

<p>SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL</p> <p>Pernilla Jonsson</p>	<p>TITLE</p> <p>Vice President, Market Data and Research</p>
<p>APPLICANT ORGANIZATION</p> <p>NPES</p>	<p>DATE SUBMITTED</p> <p>04/27/2015</p>

Standard Form 424B (Rev. 7-97) Back

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, 'New Restrictions on Lobbying.' The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.

*** NAME OF APPLICANT**

NPES

*** AWARD NUMBER**

ITA-INA-OPCM-2015-2004375

*** PROJECT NAME**

IMAP - Indonesia Market Access Program

Prefix:

* First Name:

Greg

Middle Name:

* Last Name:

Safko

Suffix:

* Title: Vice President, Market Data and Research

* SIGNATURE:

Pernilla Jonsson

* DATE:

04/27/2015