



Promoting BlueTech
and Blue Jobs

2016-TMA

Executive Summary

Applicant city/state	San Diego, CA www.themaritimealliance.org		
Industry			
Primary	Maritime Technology & Services		
Secondary	Water Technology		
Other			
Target focus	<u>Europe, Latin America</u>	<u>Size</u>	<u>U.S. share</u>
Primary	United Kingdom	\$30,488,910,000.00	\$3,500,000,000.00 11%
	France	\$75,951,750,000	\$6,900,000,000 9%
Secondary	Ireland	\$4,631,781,000	\$555,000,000 12%
	Europe - ALL		
Possible	Canada, Mexico & Latin Am.		
	Southeast Asia		
Project period start/end	2016 Nov 01	2019 Dec 31	
Exports to be generated:	<u>During project period</u>	<u>4-years after period</u>	
	\$44,100,000	\$69,750,000	
FedShare/match=total	\$296,705 /	\$948,570 =	\$1,245,274 24%
Key project elements	1 Underwrite costs of US firms' participation at foreign trade shows and missions 2 Underwrite costs of networking w/foreign buyers & B2B at new US trade show 3 4 5		
Collaborators	<u>Organization</u>	<u>Name</u>	<u>Name</u>
ITA	U.S. Commercial Service	Aron Davidson	Maryann Burke
	U.S. Dept of Commerce	Ann Ngo	Stephane Vrignaud
	U.K.-U.S. Embassy	PJ Menner	Richard Stanbridge
	France-U.S. Embassy	Myrline Mikal-Goide	Cara Boulesteix
	Ireland-U.S. Embassy	Finola Cunningham	Padraig O'Connor
	U.S. Comm. Serv. - Brussel	Karel Vantomme	
NOAA	U.S. IOOS Program	Zdenka Willis	Carl Gouldman
Other	UK S.Coast Marine Clstr	Ian McFadzen	Martin Attrill
	Pôle Mer Méditerranée (Fr)	Stephane Claisse	Eve Garry
	Oceans Advance-Canada	Barry Snow	Glenn Blackwood



The Maritime Alliance – a 501c6 Non-Profit Industry Association

Market Development Cooperator Program 2016 Proposal

U.S. Maritime Technology Export Initiative

Background

The Blue Economy is the portion of the U.S. economy related to the ocean. BlueTech relates to the innovative maritime technologies and services used across 16 different sectors of the Blue Economy. Up to 90% of the world's freight travels by ocean, nearly 80% of the world's population lives near the ocean and 70% of Earth's surface is ocean. This Blue Economy represents an incredible growth opportunity and is vital to the stability of the US Economy to support jobs, manufacturing, transportation and environmental sustainability. In February 2016, the National Oceanic and Atmospheric Administration (NOAA) published a first-ever economic report, co-authored by The Maritime Alliance, that studied the economic value of ocean observing systems and found more than 400 companies in 36 states with \$7 Billion in revenue and this is a fraction of the larger Blue Economy.

Founded in 2007, the mission of The Maritime Alliance (TMA) is to promote sustainable, science-based ocean and water industries. It brings together the fast growing BlueTech sectors of the Blue Economy under a 501(c)(6) non-profit industry association to promote economic development, business ecosystem development and international outreach. Most companies in the maritime BlueTech sector sell to end users across the ocean and water sectors internationally. This "U.S. Maritime Technology Export Initiative" proposal will focus primarily on ocean related technology and service companies and secondarily on water technology and service related companies (there is considerable overlap).

TMA already has a very active international outreach program including two signed MOUs with leading BlueTech clusters in Canada and France. It is currently leading an effort to create a global BlueTech Cluster Association. One of these leading BlueTech clusters, Pole Mer Mediterranee in Provence, France, has stationed a full-time employee as an intern in TMA's offices to promote B2B relationships and trade. A cooperative agreement with the International Trade Administration would lead to more export access for U.S. BlueTech companies into crucial markets for the maritime sector.

TMA hosts 20+ events per year. It's biggest event this year will be the 8th Annual BlueTech and Blue Economy Summit. It will be embedded in San Diego BlueTech Week, which involves the 2-day Summit, an international cluster convening, a day on Big Data/OceanGIS, a workforce development day and an Investor's Day.

The inaugural **Oceanology International North America (OINA)** trade show and conference will take place February 15-17, 2017 at the San Diego Convention Center, and will be held here every 2 years in the odd year. TMA has partnered with Reed Expositions – the world's largest trade show company and the owner of Oceanology International – to organize the event and has support from the City of San Diego, the County of San Diego and member companies. This is expected to be the largest maritime

technology trade show in the Western Hemisphere with 3,500+ attendees and more than 250 companies from 50 countries. Working with the ITA, TMA plans to bring 8 key foreign buyers from selected markets in Europe, Latin America and Southeast Asia. TMA members will already receive a 10% savings on their exhibitor's costs as a result of its agreement with Reed Exhibitions, and participating U.S. companies with the U.S Maritime Technology Export Initiative would receive an additional incentive with a subsidy on their exhibitor's fees and an invitation to a reception with foreign buyers. With funding and a partnership with the ITA, TMA will support 8 foreign buyers and 25 U.S companies in 2017, and 8 foreign buyers and 30 U.S companies in 2019. TMA will have a U.S. BlueTech Pavilion with prime visibility each year.

OINA is the extension of the **Oceanology International (OI)**, which has been held in the UK for the last 46 years every even numbered year. In 2014, OI attracted 8,500 attendees and over 500 exhibitors from 82 countries and is expected to have equal numbers in 2016. With funding and a partnership with the ITA, TMA will support 15 U.S. companies to attend OI in London in 2018.

Ocean Business is also held every 2 years, on the odd numbered year, in Southampton, UK. This trade show attracts nearly 4,600 attendees and 350 companies. With funding and a partnership with the ITA, TMA will support 10 companies to exhibit at **Ocean Business** in 2017 and 2019.

These are the 16 sectors of the Blue Economy that TMA focuses on:

Aquaculture & Fishing	Biomedicine
Boat & Shipbuilding	Cables & Connectors
Defense & Security	Desalination & Water Treatment
Marine Recreation	Ocean Energy & Minerals
Ocean Instrumentation	Ocean Science & Observation
Ports & Marine Transportation	Robotics & Submarines
Service Providers	Telecommunications
Very Large Floating Platforms	Weather & Climate Science

Products and Services

The products and services included in the U.S. Maritime Technology Export Initiative include all of the 16 sectors, with various applications in aquaculture, big data, communications, green shipping, hydrography & geotechnics, marine renewable energy, maritime security, offshore mining, oil & gas, ports and terminals, positioning and meteorology, and unmanned systems. .

Products

The products include: communications and navigation equipment, ocean instruments, surface & underwater robots, underwater cables and connectors, water measuring devices, and water treatment products.

The remotely operated vehicles, (ROVs) and autonomous underwater vehicles (AUVs) for example, are used around the world to conduct data measurements, monitor distant or dangerous locations, survey the ocean, predict weather patterns in places where humans cannot yet reach or are too dangerous. The technology in the maritime robotics industry has evolved rapidly and has become very efficient.

Autonomous vehicles are used by pipeline companies, scientists, security forces, telecommunications companies, and many others around the world.

The U.S. is a world leader in ocean and water technologies including reverse osmosis membranes. This provides an opportunity to promote these technologies internationally.

Water measuring devices are used in a variety of ways and can be large or handheld, measuring for a variety of elements, chemicals, pesticides, and more. The products can be used by many different organizations to measure seawater, ballast water in cargo-shipping boats, and fresh water.

Navigation devices are used throughout the world by large cargo ships, military vessels, Coast Guard vessels, commercial fishing boats, recreational mariners, small vessels, kayakers in rivers and stand-up paddle boarders. They can be used not only as a guide on the water but also for security, efficiency in fishing, and communications. This also includes devices used for emergencies in remote locations.

Services

Services include marine environmental services and surveys, ocean mapping, maritime security, search and recovery, hull and pipeline inspection, marine measurements, environmental flow measurements, efficient water quality testing and much more. These services are in demand in the countries we are exporting to: United Kingdom, France, Ireland, other European nations, emerging markets in Latin America and Southeast Asia.

As environmental conditions change around the world, in regards to climate change and levels of pollution in our waters, measuring services are increasingly important. The public sector needs to ensure suitability for water usage in and around communities; that it is safe for consumption, bathing in homes and in beach water. For the private sector, companies are inclined to use environmental services to ensure that the water and ecology of the space being used is safe and right for their purpose. Environmental groups, scientists, and researchers use these services for baseline and ongoing studies to help the science evolve or to guide policy.

Search and recovery as well as inspection services are increasingly important in European waters, along with the area of cyber security in the maritime domain. The Maritime Alliance is working with member companies in this area to develop a Maritime Cyber Security Initiative with partners. In addition, there are new technologies being developed for tracking, hacking, securing and more. As the refugee crisis grows in Europe, security and tracking services will continue to be an urgent need.

ITA Priorities

TMA helped convince the U.S. Commercial Service to create a Marine Technology Team back in 2010 and has worked closely with the Team since that point. TMA is a Strategic Partner of ITA to support the Marine Tech Team. The proposed U.S. Maritime Technology Export Initiative meets ITA priorities by building exports in the maritime sectors, and creating and sustaining U.S. jobs. U.S. companies that are introduced to new trade shows will continue visiting foreign markets and exporting their products and services. In the four years following the project – participating companies are anticipated to sell \$111,600,000 in exports, and support 620 U.S. jobs. The fact that the Blue Economy is fast-growing and critical to our basic human needs means this is a market that is sustainable and lucrative in the long run. TMA has organized its first foreign trade mission in March 2016, in which 7 companies from the San

Diego region are participating without any federal funding support. With federal funding, we can work with companies from across the U.S. to expand into more markets, attend more major international trade shows, and develop other foreign outreach activities.

The industries that are related to ITA and of priority for ITA are:

- Defense products
- Environmental technologies
- Recreational transportation
- Travel and tourism

The Market

Because of the varied nature of the marine technologies, products and services and overlapping sectors, and the lack of NAICS codes that capture information across the Blue Economy, it is impossible to know how big this enormous market is. TMA has arranged unique research in collaboration with various research centers and public groups. TMA collaborated with the San Diego Regional Economic Development Corporation and the San Diego Workforce Partnership to prepare the San Diego Maritime Industry Report 2012 to study the Blue Economy in San Diego County for the first time ever. The study found 1,400 companies in San Diego's Blue Economy¹ with more 46,000 direct jobs and \$14Bn direct annual revenue. This report was the first of its kind in the U.S., and other regions have started modeling their reports after this one.

BlueTech companies are fast-growing with many TMA members reporting historical growth of 15-35% per annum. Most of the BlueTech manufacturing companies are exporting up over 50% of their sales. These are high-growth, high-value product sectors.

In Feb. 2016, the U.S. Integrated Ocean Observation System (IOOS), part of the National Oceanic and Atmospheric Administration (NOAA), and the Department of Commerce, released a first-ever U.S. study of the economic impact of ocean observing systems, which TMA co-authored. Based on the study, the U.S. Ocean Enterprise (classified as companies that contribute to ocean observations, measurements and forecasting) includes over 400 companies generating \$7Bn in annual revenue, and 54% of companies 5 years or older expect the Ocean Enterprise segment of their business to grow in the next year.² These numbers reflect companies from 36 states around the U.S. (including numerous inland states).

TMA President Michael Jones wrote in his foreword in the report: "As we extrapolate from this 'ocean observation' focused study we can begin to understand the current and future importance of the oceans for the U.S. and the need – and the opportunity – for the U.S. to be a leader in developing sustainable, science-based ocean industries globally."

¹ "San Diego Maritime Industry Report 2012", San Diego Workforce Partnership, San Diego Regional Economic Development Corporation, The Maritime Alliance, 2012

² "THE OCEAN ENTERPRISE: A study of US business activity in ocean measurement, observation and forecasting", National Oceanic & Atmospheric Administration, Integrated Ocean Observing, The Maritime Alliance, Eriss, February 2016

The World Wildlife Fund estimates that the ocean economy is worth \$24 trillion and that goods and services produced from coastal and marine environments amount to about \$2.5 trillion each year³.

Additional research from the United States Department of Transportation and Bureau of Transportation Statistics shows that, in 2010, water transportation added \$36Bn dollars and 64,000 jobs and that water is the main mode of transportation for both exports and imports.⁴ The same study analyzed the millions of dollars of exports that are sent out via our waterways. TMA will continue to collaborate with organizations nationally to perform additional research needed to determine the size and scope of other sectors in the Blue Economy.

United Kingdom Market

In the United Kingdom, the BlueTech and Blue Economy is developing as well, with public support. The Maritime Industries Leadership Council was developed in 2011 to guide and support the BlueTech and Blue Economy in the right direction. A published report, “A Strategy for Growth for the UK Marine Industries”, describes the maritime enterprise and lays out the direction of the industry. The size of the market at the time, in 2010, was listed as \$23.8Bn and was expected to grow to \$34.9 billion by 2020.⁵ The current estimated market size is \$30.5Bn.

French Market

In France, there are two well-defined French maritime clusters that have been funded by the Federal government to organize Blue Economy stakeholders. These include small, medium and large enterprises, universities, the French Navy and other economic stakeholders. The 2015 numbers released focus on 13 different maritime sectors/industries worth \$75.95Bn.⁶ TMA has a signed MOU with Pole Mer Mediterranee - the largest Blue Economy cluster in France – and multiple San Diego companies are already working with French companies and this is the destination of the March 2016 mission prepared by TMA.

Irish Market

Ireland is pursuing a well-defined national Blue Economy strategy. The government released new data in 2015 showing the increase in size of its maritime economy from \$4.6Bn US Dollars in 2012 to nearly \$5Bn US in 2014.⁷ TMA has built a strong collaboration with the leading cluster – the Irish Maritime and Energy Resource Cluster (IMERC), in Cork, Ireland.

Canadian Market

³ “Reviving the Ocean Economy: The Case for Action – 2015”, World Wildlife Fund, April 2015

⁴ U.S. Department of Commerce, USA Trade Online, *Port-level*, available at <http://www.usatradeonline.gov> as of May 2012.

⁵ “A Strategy for Growth for the UK Marine Industries”, Maritime Industries Leadership Council, UK Marine Alliance, 2011

⁶ Table “Contribution of the Maritime Sector to the French Economy”, Cluster Maritime Français website, 2016

⁷ “Ireland’s Ocean Economy: Reference Year 2012”, Socio-Economic Marine Research Unit (SEMURU), Amaya Vega, Stephen Hynes, Emma O’Toole, 2015

Canada also has a large focus on its maritime economy, where Canada Port Authorities alone generate \$18.1Bn (USD) and 269,000 jobs.⁸ There are four recognized clusters of ocean technology and one water tech cluster in the country that are supported by federal and provincial government agencies. TMA is working with all of them and has a signed MOU with St. John's, Newfoundland. In February, 2016 TMA signed a \$20,000 contract with DFAIT (Dept. of Foreign Affairs and Intl. Trade) to assist Canadian companies better understand the U.S. market including arranging B2B meetings with potential U.S. partners.

European Markets

In 2015, the World Wildlife Federation-France, French government, and various Mediterranean partners released a report called, "Blue Growth in the Mediterranean Sea: The Challenge of Good Environmental Status". This report shows the development trends of 10 maritime sectors, labeling the trend a "Blue Gold Rush" in the Mediterranean Sea. The factors listed that are estimated to produce 60% increases from 2010 to 2020 in offshore oil production and 112% increases from 2010-2030 in aquaculture are growth of foreign trade, the growing global middle class, increase in energy demand, and the EU Blue Growth Strategy.

Latin American Markets

With a 'turn to the west' and the recently signed Trans-Pacific-Partnership, TMA expects BlueTech companies to increase exports to markets in Latin America and Southeast Asia. TMA is an Associate Member of the Organization of American States, Inter-American Committee on Ports (OAS-CIP) and the OAS-CIP is an institutional member of The Maritime Alliance. CIP represents the 34 port authorities in Latin America and the Caribbean.

The Latin American market holds great promise for maritime industries with a growing economy region, an expanded Panama Canal and a newly-signed free trade agreement with the Pacific Rim.

Southeast Asian Markets

In February 2016, TMA hosted a visiting delegation of port security professionals from Burma, Cambodia, Indonesia, Philippines, Singapore and Thailand interested in U.S. maritime technology companies. TMA scheduled briefings for the group including with one member company and business opportunities were identified during the meeting. The White House is committed to building maritime capacity in Southeast Asia with \$250 million invested over two years in 2015-2016⁹. \$5.3 trillion of global trade transits through Southeast Asian waters each year, and of this amount, \$1.2 trillion represents trade with the United States.

Competitors

⁸ "7.1 Overview of Marine Transportation", Government of Canada, Transport Canada, CPCS Transcom Ltd. for the Association of Canadian Port Authorities (June 2011). *Canada Port Authority Infrastructure Study*.

⁹ "FACT SHEET: U.S. Building Maritime Capacity in Southeast Asia" The White House, November 17, 2015

Competition will come primarily from European companies in countries that are investing heavily in maritime technology. As examples, the United Kingdom released a strategy for growth in marine industries in 2011, with 6 defined strategies, one of which is export trade. The others refer to identification of maritime technologies and innovation, the development of a long-term skills roadmap required by the industry and more. And France is actively promoting its maritime clusters and has identified that its Blue Economy is bigger than either the Automobile or Aeronautical sectors.

China is also heavily focused on developing its BlueTech sector. Federal and regional agencies are spending heavily to develop BlueTech clusters. The government sees this as a global growth market and a critical sector to support the growing Chinese blue water navy.

However, U.S. companies are world leaders in maritime technology and quality production and have excellent growth opportunities in the worldwide ocean and water technology industries. The U.S. Maritime Technology Export Initiative will allow TMA to build on its successful efforts to assist companies in the San Diego region to help BlueTech companies across the U.S.

Trade Deficits

Table 1

Country	Exports	Imports	Balance
UK: 2015			
Total 2015	56,352.9	57,805.2	-1,452.3
France: 2015			
Total 2015	30,077.2	47,644.2	-17,567.0
Ireland: 2015			
Total 2015	8,945.7	39,355.3	-30,409.6
Mexico: 2015			
Total 2015	236,377.4	294,741.1	-58,363.7
Canada: 2015			
Total 2015	280,326.5	295,190.3	-14,863.8
China 2015			
Total 2015	116,186.3	481,880.8	-365,694.5
Colombia 2015			
Total 2015	16,503.1	14,056.9	2,446.2

Source: United States Census Bureau Data, 2015, <http://www.census.gov/foreign-trade/balance/index.html> downloaded 2/18/2016

Project Description

The U.S. Maritime Technology Export Initiative, in partnership with the International Trade Administration (ITA), the National Oceanic and Atmospheric Administration (NOAA) and the U.S. Commercial Service (USCS), will be a 3-year program to work with companies from across the U.S. to attend and exhibit at leading maritime technology trade shows and report on the sales and value of exports.

Oceanology International

Oceanology International is the world's largest maritime technology trade show and conference. It is owned by Reed Exhibitions – the world's largest trade show company – and has been running for 46 years in the U.K. It takes place every even-numbered year and typically draws more than 8,500 attendees and over 500 exhibitors. TMA has a strong relationship with Reed and with a growing network of international BlueTech clusters. TMA is in the process of helping set up an international BlueTech Cluster Alliance wherein organizers of member clusters will commit to helping each other's member companies. TMA will work with the ITA and the USCS to support up to 15 U.S. companies with subsidized travel costs and exhibitor fees at the 2018 trade show and up to 10 companies with Gold Key Services.

Oceanology International North America

TMA has an agreement with Reed Exhibitions to be the exclusive regional partner to help establish a new biennial show in the U.S. entitled Oceanology International North America (OINA). It will be launched February 14-16, 2017 in San Diego, CA and will alternate every other year with OI in London (i.e. even numbered years in the Spring in London and in the Spring every odd numbered year in San Diego). OINA is expected to be the largest maritime technology trade show and conference in the Western Hemisphere. More than 3,500 attendees and 300 exhibitors are expected to attend in the first year from more than 50 countries. TMA will work with the ITA and the USCS to strategically identify up to 8 foreign buyers and subsidize their costs to attend OINA where TMA, the ITA and the USCS will arrange B2B meetings and host a reception for international guests to mingle with U.S. companies. In addition, TMA will provide a subsidy on exhibitors' fees for up to 25 U.S. small to medium-sized enterprises (SMEs) in the 2017 show and up to 30 U.S. SMEs in the 2019 trade show, and support up to 10 companies per show with Gold Key Services.

Ocean Business

Ocean Business takes place every odd year in late Spring in Plymouth, U.K. This trade show attracts more than 4,500 attendees with more than 60% from within the UK. TMA will work with the ITA and the USCS to support up to 10 U.S. companies with subsidized travel costs and exhibitor fees at both the 2017 and 2019 trade shows, and provide Gold Key Services for up to 10 companies.

Table 2

Conference	Overall Participants	Project Participants	6 Month Sales*
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OINA 2017	3,500 people, 300 companies	25 U.S. companies + 8 foreign buyers	\$9,000,000
Ocean Business 2017	4,500 people, 350 companies	10 U.S. companies	\$3,600,000
OI-London 2018	8,500 people, 500 companies	15 U.S. companies	\$5,400,000
OINA 2019	4,000 people, 350 companies	30 U.S. companies, + 8 foreign buyers	\$10,800,000
Ocean Business 2019	4,500 people, 350 companies	10 U.S. companies	\$3,600,000

*Assuming \$150K/sale

Sustainability of Project

At the end of the project period in 2019, participating companies involved in this initiative will have produced \$44,100,000 in exports, which supports 245 U.S. jobs (\$180,000 of export sales= 1 US job). As TMA continues to develop international relationships as a result of the U.S. Maritime Technology Export Initiative, it will be in a better position to organize more trade missions to strategic destinations, and will have generated numerous success/case stories that will encourage U.S. companies to continue participating in trade missions after the project period ends. The relationships TMA is developing are already paying dividends for U.S. companies. The fact that TMA has already organized a trade mission to the South of France for 7 TMA member companies and coordinated B2B meetings without any federal funding is a testament to the capability of TMA and the eagerness for U.S. companies to develop international markets. Through a partnership with the International Trade Administration, this success can be leveraged to include BlueTech companies from across the U.S. to participate in more trade shows and trade missions.

And the fact that TMA is helping to launch OINA in San Diego will create great exposure and export promotion opportunities for U.S. companies at nominal cost. Currently, U.S. companies invest considerable amounts to participate in foreign trade shows particularly when they need to ship heavy, expensive equipment. TMA will bring foreign buyers to OINA at a fraction of the cost and provide U.S. companies with the same export opportunities.

Performance Measurement

U.S. maritime technology companies are eager to participate and are committed to reporting their sales and value of exports to the International Trade Administration. This application includes a sample Success Agreement that 9 companies have committed to signing and more than 50 others have expressed interest in participating.

Possible questions to be asked of the participating companies:

1. How many international contacts did you make?
2. How many qualified leads did you generate?
3. How many meetings did you hold with potential buyers before, during and after the conference?

4. Of the personal meetings, how many would you consider 'Gold Key Matching'?
5. How many agreements were signed as a result of the conference either from new business or old business?
6. How many sales were generated at this particular conference? What is the USD value of the sales?
7. On a scale of 1-10, how confident were you before the trade show that you could export your products/services internationally?
8. On a scale of 1-10, how confident are you now after the trade show that you can export your products/services internationally?
9. How likely are you to initiate your own business development meetings in foreign countries after participating in the export initiative?
10. How likely are you to refer a U.S. company to participate in programs with the International Trade Administration?
11. How many additional international contacts do you expect to be referred to as a result of contacts you made at the trade show?

In addition, companies will be asked to report on the number of sales and the value of the sales from past conferences every quarter. Companies will be encouraged to use Google Drive, Dropbox, mailbigfile.com, and other sharing programs that will enhance the potential for accurate and timely reporting. This kind of collaboration is already taking place with TMA member companies, including the 2015 BlueTech Summit when companies assisted in the creation and upload of videos for the Workforce Development Day and uploads for the program book.

Expectations for export values are listed in the Budget Narrative, 'PN-Performance', showing values for each quarter after every trade show. To help facilitate exports, TMA will encourage each company to have completed at least one, documented agreement with a foreign buyer at each trade show, with expectations for more agreements that lead to measureable exports.

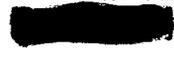
Company Interest

TMA is a membership dues based non-profit industry association with more than 50 corporate members and a goal to reach 100 members within 12 months. Most TMA member companies have expressed interest to participate as have several non-members. Following is a table showing those that have expressed their commitment to participate in this Initiative and those that have expressed interest as more details are available.

Table 3

Company	Sector	Size	Level of Interest
[REDACTED]	Cargo systems	Large	Committed
[REDACTED]	Ballast Water	Small	Committed
[REDACTED] [REDACTED]	Offshore Technical Support and Ops	Small	Committed

[REDACTED]	Geographic Information Systems	Large	Committed
[REDACTED]	Ocean Mapping	Medium	Committed
[REDACTED]	IT Systems and Security	Small-Medium	Committed
[REDACTED]	Water Membranes	Medium	Committed
[REDACTED]	Maritime Robotics	Small	Committed
[REDACTED]	Marine Recreation and Security	Small	Committed
[REDACTED]	Underwater Surveys	Small	Committed
[REDACTED]	Maritime Robotics	Small	Committed
[REDACTED]	Monitoring, sensors, and surveys	Large	Committed
[REDACTED]	Cargo freight	Large	Interested
[REDACTED]	Synthetic waves and surf parks	Small	Interested
[REDACTED]	Oil & Gas	Medium	Interested
[REDACTED]	Deep ocean batteries	Small	Interested
[REDACTED]	Large floating platforms	Small	Interested
[REDACTED]	Algae	Small	Interested
[REDACTED]	Engineering Svcs	Small	Interested
[REDACTED]	Telecommunications	Medium	Interested
[REDACTED]	Maritime Robotics	Small	Interested
[REDACTED]	Water Treatment	Small	Interested
[REDACTED]	Unmanned Systems	Small	Interested
[REDACTED]	Manufacturing	Small	Interested
[REDACTED]	Technical services	Small	Interested

	Energy	Small	Interested

There are approximately 200 BlueTech companies in the San Diego region and there are estimated thousands more across the U.S. that can be invited to participate.

Partnerships

TMA is very collaborative. It has worked with over 100 organizations across San Diego county on its business development and Blue Economy workforce development efforts. TMA works with members of the U.S. Commercial Service, NOAA and other federal agencies, as well as multiple representatives of BlueTech clusters around the United States and globally. TMA will work very closely with the ITA, NOAA, the USCS and other partners to make the U.S. Maritime Technology Export Initiative a success.

U.S Federal partners include:

Aron Davison, San Diego, U.S. Commercial Service representative
Maryann Burke, Boston, Global Marine Technology Team Leader, U.S. Commercial Service
Ann Ngo, Washington D.C., U.S. Department of Commerce
Stephane Vrignaud, NOAA representative to European Union, U.S Department of Commerce (Brussels)
PJ Menner, UK-US Embassy
Richard Stanbridge, UK-US Embassy
Myrline Mikal-Goide, France-US Embassy
Cara Boulesteix, France-US Embassy
Karel Vantomme, Brussels, U.S. Commercial Service
Padraig O'Conner, Ireland-US Embassy
Rick Spinrad, Chief Scientist, NOAA
Zdenka Willis, Director, U.S. Integrated Ocean Observing Systems, NOAA
Carl Goldman, Deputy Director, U.S. Integrated Ocean Observing Systems, NOAA

Other Partners

Stephane Claisse, Deputy Director, Pôle MÉR Méditerranée – the leading BlueTech cluster in France
Martin Attrill, Director, Marine Institute at Plymouth University
Barry Snow, President, Oceans Advance –a leading BlueTech cluster in Canada
Andy Hall, Vice President, San Diego Workforce Partnership
Matt Sanford, Director, San Diego Regional Economic Development Corporation
Jorge Duran, Chief of the Secretariat, Committee for Inter-American Ports, Organization of American States

TMA has also worked with higher education institutions, nonprofits, private sector maritime education groups, environmental conservation groups and more. We have received 14 letters of support from companies, elected officials, economic development officials and NOAA.

Credentials

Key Personnel

Michael Jones founded TMA in 2007 and continues to serve as the pro bono President. The vision set out by Mr. Jones is that the U.S. should be a global leader in developing sustainable, science-based ocean and water industries. In 2013, TMA Foundation was created to develop the workforce needed for this growing, but largely invisible sector of the economy. Michael has been strategic in building partnerships for TMA that engage other maritime clusters around the world, build public support for the organization and bring in additional members. He has a background in Finance and is fluent in 5 languages.

Greg Murphy is TMA Executive Director hired in November 2015 after 2 years of engagement as a TMAF board member. Previously Mr. Murphy served 6 years as the Senior Policy Advisor to San Diego County Supervisor Greg Cox. He was the principal author of the BlueTech vision for San Diego adopted in Spring 2015 by the City, County and Port of San Diego. With a background in Political Science, policy, and a belief in the work of TMA, Greg has a perfect blend of what TMA needs for long-term success.

Kellyn Baker is part-time Program Manager for TMA. She handles event planning, communications, membership database, general administration and more. She splits her time between TMA and a TMA company member, where she works as an Environmental Scientist. Kellyn has a bachelor's degree in marine science and is a passionate supporter of sustainable ocean technologies. She will join full time when funding is available.

Marilou Suc is a full-time graduate student employee of Pôle Mer Méditerranée (PMM) – the leading BlueTech cluster in France. She continues to be a full-time employee of PMM but has been seconded to TMA for one year as an “intern” to promote bilateral collaboration. Marilou has a background of marketing and business in the maritime sectors and in her first two months has already been effective to develop partnerships.

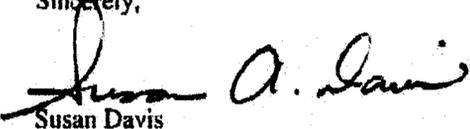
Eric Westreich is a part-time Media Consultant helping develop the TMA media presence. Eric comes from a maritime security background – he retired as a Commander in the U.S. Navy and worked for a number of years as a defense industry specialist for Esri (the world's leading GIS software company...and a member of TMA) before going into business for himself. Eric recently developed a BlueTech YouTube page for TMA to show workforce opportunities in the marine technology world and has been strategic in building a partnership with KSDY, a local news station with a binational reach in Mexico.

Elizabeth Kocek is a part-time grant writer for TMA, sourcing, developing, and writing city, county, foundation and national grants and contracts. Elizabeth comes from the education sector, having worked in higher education admissions domestically and abroad before orchestrating a career change and working in the nonprofit sector.

Financial Statements

The Maritime Alliance reviews financial statements with its board of directors at each bi-monthly board meeting, and chooses to not spend limited resources on audited financial statements. The 2015 financial statements are attached.

Samples of more than 15 Letters of Support Received:

<p>SUSAN A. DAVIS 53RD DISTRICT, CALIFORNIA</p> <p>WASHINGTON OFFICE 1214 LONGWORTH HOUSE OFFICE BUILDING WASHINGTON, DC 20515 (202) 225-2040</p> <p>SAN DIEGO OFFICE 7700 ARDEN AVENUE, SUITE 102 SAN DIEGO, CA 92118 (619) 260-2353</p>	<p>Congress of the United States House of Representatives Washington, DC 20515-0553</p>	<p>COMMITTEES ARMED SERVICES SUBCOMMITTEES MILITARY PERSONNEL, RESERVE MEMBER READINESS</p> <p>EDUCATION AND THE WORKFORCE SUBCOMMITTEES EARLY CHILDHOOD, ELEMENTARY AND SECONDARY EDUCATION HIGHER EDUCATION AND WORKFORCE TRAINING</p>
<p>March 4, 2016</p>		
<p>Mr. Brad Hess, Manager Market Development Cooperator Program Trade Development, International Trade Administration U.S. Department of Commerce 14th and Constitution Ave. NE, Room 3215 Washington, D.C. 20230</p>		
<p>Dear Mr. Hess,</p>		
<p>Thank you for the opportunity express my support for the application submitted by The Maritime Alliance (TMA) to develop the U.S. Maritime Technology Export Initiative with the U.S. International Trade Administration (ITA).</p>		
<p>As Congresswoman for California's 53rd Congressional District, I understand that the maritime technology (BlueTech) industry represents an important and growing economic sector in the United States that not only contributes to growing our exports and supports U.S. jobs, but is vital to better understanding our ocean systems and creating a balance between environmental sustainability and economic development.</p>		
<p>The Maritime Alliance represents the largest BlueTech cluster in the United States and focuses on supporting sustainable, science-based ocean and water industry. In February 2016, TMA co-authored a study on behalf of the National Oceanic and Atmospheric Administration (NOAA) that looked at the economic value of U.S. ocean observing systems. The report found more than 400 companies across 36 states that generate more than \$7 Billion annual revenue, and that represents a small fraction of the BlueTech sector.</p>		
<p>The U.S. Maritime Technology Export Initiative would provide this important economic sector with the support and resources to grow U.S. exports through trade shows like the BlueTech and Blue Economy Summit, Oceanology International, Oceanology International North America, and Ocean Business.</p>		
<p>The Blue Economy is a growth industry as more governments and organizations turn their attention to the ocean for natural resources, recreation, sustenance and survival. The United States has an incredible opportunity to create and sustain good-paying BlueTech jobs and I am proud to support the U.S. Maritime Technology Export Initiative.</p>		
<p>We hope you will give this request full and fair consideration on the merits, in compliance with all applicable laws and regulations. Thank you for considering this application by The Maritime Alliance.</p>		
<p>Sincerely,</p>  <p>Susan Davis Member of Congress</p>		
<p><small>PHOTO ON REQUEST PATCH</small></p>		

Assure Controls, Inc.
 @Technology Careers Institute, Mira Costa College
 2075 Las Palmas Drive
 Carlsbad, CA 92011 U.S.A.

March 4, 2016

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

SUBJECT: Support for the U.S. Maritime Technology Export Initiative Application by The Maritime Alliance to the U.S. International Trade Administration's Market Development Cooperator Program

Dear Mr. Hess,

This letter is in support of an application submitted by **The Maritime Alliance (TMA)** to the U.S. International Trade Administration (ITA) to develop the U.S. Maritime Technology Export Initiative as part of the Market Development Cooperator Program to create and/or sustain U.S. jobs through exports.

The maritime technology (BlueTech) industry represents an important and growing economic sector in the United States. **The Maritime Alliance** represents the largest BlueTech cluster in the United States and focuses on supporting sustainable, science-based ocean and water industry. In February 2016, TMA co-authored a study on behalf of the National Oceanic and Atmospheric Administration (NOAA) that looked at the economic value of U.S. ocean observing systems. The report found more than 400 companies across 36 states that generate more than \$7 Billion annual revenue, and that represents a significant national value. As an enterprise among federal, regional, and institutional observing programs, IOOS links ocean sensing information to protect lives, property, and the environment. IOOS provides a foundation from which expanded partnerships can continue to generate valuable private, public, and national opportunities.

As Director of the U.S. Integrated Ocean Observing System (IOOS[®]), I lead an investment of \$1.4 Billion in annual revenue and \$1.4 Billion in exports. This first of its kind study represents information about a small fraction of the important BlueTech sector in the U.S. The U.S. Maritime Technology Export Initiative would provide this important sector of our economy with the support and resources to grow exports through trade shows like the BlueTech and Blue Economy Summit, Oceanology International, Oceanology International with America, and Ocean Business. I strongly support **The Maritime Alliance** and the U.S. International Trade Administration in this initiative.

The Blue Economy is a growth industry as more governments and organizations turn their attention to the ocean for natural resources, recreation, sustenance and survival. The United States has an incredible opportunity to create and sustain good-paying BlueTech jobs and we are proud to be part of the effort to export U.S. maritime technologies around the world. Thank you for considering this application by **The Maritime Alliance**, and please contact us if you have any questions.

Sincerely,
 Zdenka S. Willis
 Director, U.S. IOOS

IOOS
 Integrated Ocean Observing System

1315 East West Highway, Rm. 2020,
 Silver Spring, Maryland 20910
 Phone: (301) 713-3200 Fax: (301) 713-3281
 www.ioos.noaa.gov

March 10, 2016

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

SUBJECT: Support for the U.S. Maritime Technology Export Initiative Application by The Maritime Alliance to the U.S. International Trade Administration's Market Development Cooperator Program

Dear Mr. Hess,

I am writing in support of the **The Maritime Alliance's (TMA)** application to the U.S. International Trade Administration's (ITA) U.S. Maritime Technology Export Initiative, which is focused on creating and sustaining U.S. jobs through exports.

The maritime technology (BlueTech) industry is an important and growing economic sector in the United States. **The Maritime Alliance** represents the largest BlueTech cluster in the United States and focuses on supporting sustainable, science-based ocean and water industry. In February 2016, TMA co-authored a study on behalf of the National Oceanic and Atmospheric Administration (NOAA) that looked at the economic value of U.S. Ocean Enterprise. The report found that more than 400 companies across 36 states generate more than \$7 Billion in annual revenue and \$1.4 Billion in exports. This first of its kind study represents information about a small fraction of the important BlueTech sector in the U.S.

As Director of the U.S. Integrated Ocean Observing System (IOOS[®]), I lead an investment of significant national value. As an enterprise among federal, regional, and institutional observing programs, IOOS links ocean sensing information to protect lives, property, and the environment. IOOS provides a foundation from which expanded partnerships can continue to generate valuable private, public, and national opportunities.

The U.S. Maritime Technology Export Initiative would provide this important sector of our economy with the support and resources to grow exports through trade shows like the BlueTech and Blue Economy Summit, Oceanology International, Oceanology International with America, and Ocean Business. I strongly support **The Maritime Alliance** and the U.S. International Trade Administration in this initiative.

The Blue Economy is a growth industry as more governments and organizations turn their attention to the ocean for natural resources, recreation, sustenance and survival. The United States has an incredible opportunity to create and sustain good-paying BlueTech jobs and we are proud to be part of the effort to export U.S. maritime technologies around the world. Thank you for considering this application by **The Maritime Alliance**, and please contact us if you have any questions.

Sincerely,
 Zdenka S. Willis
 Director, U.S. IOOS


GREG COX
 SUPERVISOR, FIRST DISTRICT
 San Diego County Board of Supervisors

March 9, 2016

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

SUBJECT: Support for the U.S. Maritime Technology Export Initiative Application by The Maritime Alliance to the U.S. International Trade Administration's Market Development Cooperator Program

Dear Mr. Hess,

Letter of Support for the U.S. Maritime Technology Export Initiative

Thank you for your letter of support for the U.S. Maritime Technology Export Initiative. As a member of the U.S. Maritime Technology Export Initiative, I am pleased to support the U.S. International Trade Administration's (ITA) Market Development Cooperator Program. The U.S. Maritime Technology Export Initiative is a vital part of the U.S. economy and will create and sustain U.S. jobs through exports.

March 4, 2016

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

 **OCEAN AERO**

International North America, and Ocean Business. We see tremendous value in collaborating with **The Maritime Alliance** and the U.S. International Trade Administration in this initiative, and we recognize that this collaboration requires our company to shoulder a percentage of the costs of attending trade shows and provide support for the outcomes of our participation.

The Blue Economy is a growth industry as more governments and organizations turn their attention to the ocean for natural resources, recreation, sustenance and survival. The United States has an incredible opportunity to create and sustain good-paying BlueTech jobs and we are proud to be part of the effort to export U.S. maritime technologies around the world. Thank you for considering this application by **The Maritime Alliance**, and please contact us if you have any questions.

 **cleantech**
 SAN DIEGO

2159 INDIA STREET
 SUITE 200
 SAN DIEGO, CA 92101
 858-568-7777
 cleantechsandiego.org

March 9, 2016

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

RE: Support for the U.S. Maritime Technology Export Initiative Application by The Maritime Alliance to the U.S. International Trade Administration's Market Development Cooperator Program

Dear Mr. Hess,

On behalf of **The Maritime Alliance (TMA)** to the U.S. International Trade Administration (ITA) to develop the U.S. Maritime Technology Export Initiative as part of the Market Development Cooperator Program to create and/or sustain U.S. jobs through exports.

 **Gnostech Inc.**

650 Louis Drive, Suite 190, Warminster, PA 18974 (215) 443-8660

10 March 2013

Mr. Brad Hess, Manager
 Market Development Cooperator Program
 Trade Development, International Trade Administration
 U.S. Department of Commerce
 14th and Constitution Ave. NE, Room 3215
 Washington, D.C. 20230

SUBJECT: Support for the U.S. Maritime Technology Export Initiative Application by The Maritime Alliance to the U.S. International Trade Administration's Market Development Cooperator Program

Dear Mr. Hess,

This letter is in support of an application submitted by **The Maritime Alliance (TMA)** to the U.S. International Trade Administration (ITA) to develop the U.S. Maritime Technology Export Initiative as part of the Market Development Cooperator Program to create and/or sustain U.S. jobs through exports.

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Sample use of ITA emblem

The Maritime Alliance

OI-London Mediterranean Trade Mission

March 2018

Company Exposure

9th BlueTech Summit

Invite Only- Mission Overview

As a private sector company member of The Maritime Alliance and a supporter of the Market

Development Cooperator Program with the International Trade Administration, we would like to provide you a first glance of what kind of visits are planned for the upcoming Oceanology International - London Trade Show and the following Mediterranean company site visits.



INTERNATIONAL
TRADE
ADMINISTRATION

OI- London

As a cash-matching member of TMA's MDCP program, you will receive Gold Key Matchmaking services before, during and after OI - London. There will also be an executive-level VIP meeting.

Pôle Mer Méditerranée

Our partnership the largest Mediterranean BlueTech cluster, allows us access to the developed markets in Europe. We will be visiting 4 local companies and aim to sign 4 distribution agreements.

Sample Success Agreement



INTERNATIONAL
TRADE
ADMINISTRATION

The Maritime Alliance Maritime Export Initiative- Success Agreement

The Maritime Alliance has partnered with the U.S. Department of Commerce to organize and partially fund export support through trade missions to Oceanology International, Oceanology International North American and Ocean Business. The Market Development Cooperator Program (MDCP) is organized through the Department of Commerce's International Trade Administration (ITA) and our focus regions will be in Europe, with secondary markets in Latin America and Southeast Asia

Benefits and responsibilities of participating as an exporting member company are listed below. The events and conferences included are time-sensitive and contingent on when you sign up as a participant.

Benefits

- Pre-mission webinars/seminars on market and industry briefings
- Local travel and hotel arrangements at Oceanology International conferences, BlueTech Summit
- Gold Key Matchmaking Services organized by the U.S. Commercial Service to include customized, pre-screened one-on-one meetings with prospective trade partners
- Translation of product brochure/materials (up to two pages)
- Translators on-site to facilitate discussions with buyers
- Site visits to local facilities

Participant's Responsibilities - Reporting Your Success

- Submit a confidential quarterly report to discuss your export results based on your participation in OI-London, OINA, or Ocean Business, including dollar value and number of sales, types of goods sold, contracts formed, and any other examples of your success in developing the European and/or Latin American market.
- If ITA or The Maritime Alliance would like to publicize any of your success, we will ask for your approval in writing.

U.S. Product

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 me 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 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 success agreement with The Maritime Alliance as set forth above.

Company Name

Address

Phone Email

Contact Name Title

Signature Date

Quarter end	OINA '17		Ocean Business '17		OI-London '18		OINA '19		Ocean Business '19		Total		OI-London 2020		OINA 2021		Ocean Business '21		OI-London 2022		OINA 2023		Grand Total		
	25 Exhibitors	Value	10 Exhibitors	Value	15 Exhibitors	Value	30 Exhibitors	Value	10 Exhibitors	Value	90 Exhib booths	Value	20 Exhibitors	Value	35 Exhibitors	Value	20 Exhibitors	Value	25 Exhibitors	Value	40 Exhibitors	Value	230 Exhib booths	Value	
	Sales		Sales		Sales		Sales	Sales		Sales		Sales	Sales		Sales		Sales		Sales		Sales		Sales		
2016 Dec 31	25	\$3,750,000	10	\$1,500,000	15	\$2,250,000	30	\$4,500,000	10	\$1,500,000	0	\$0	20	\$3,000,000	35	\$5,250,000	20	\$3,000,000	25	\$3,750,000	40	\$6,000,000	0	\$0	
2017 Apr 01	35	\$5,250,000	14	\$2,100,000	21	\$3,150,000	42	\$6,300,000	14	\$2,100,000	25	\$3,750,000	28	\$4,200,000	49	\$7,350,000	28	\$4,200,000	35	\$5,250,000	45	\$6,750,000	25	\$3,750,000	
2017 Jul 02	15	\$2,250,000	6	\$900,000	9	\$1,350,000	18	\$2,700,000	6	\$900,000	29	\$4,350,000	12	\$1,800,000	21	\$3,150,000	28	\$4,200,000	15	\$2,250,000	29	\$4,350,000	12	\$1,800,000	
2017 Oct 02	8	\$1,125,000	3	\$450,000	5	\$675,000	9	\$1,350,000	6	\$900,000	14	\$2,100,000	6	\$900,000	11	\$1,650,000	12	\$1,800,000	8	\$1,125,000	14	\$2,100,000	6	\$900,000	
2017 Dec 31										18	\$2,700,000	21	\$3,150,000	35	\$5,250,000	20	\$3,000,000	25	\$3,750,000	18	\$2,700,000	21	\$3,150,000	25	\$3,750,000
2018 Apr 01										21	\$3,150,000	30	\$4,500,000	49	\$7,350,000	20	\$3,000,000	35	\$5,250,000	21	\$3,150,000	25	\$3,750,000	30	\$4,500,000
2018 Jul 02										9	\$1,350,000	42	\$6,300,000	21	\$3,150,000	35	\$5,250,000	20	\$3,000,000	21	\$3,150,000	30	\$4,500,000	25	\$3,750,000
2018 Oct 02										5	\$675,000	18	\$2,700,000	11	\$1,650,000	28	\$4,200,000	25	\$3,750,000	9	\$1,350,000	18	\$2,700,000	21	\$3,150,000
2018 Dec 31										30	\$4,500,000	42	\$6,300,000	49	\$7,350,000	28	\$4,200,000	35	\$5,250,000	30	\$4,500,000	35	\$5,250,000	30	\$4,500,000
2019 Apr 02										52	\$7,800,000	18	\$2,700,000	21	\$3,150,000	35	\$5,250,000	20	\$3,000,000	35	\$5,250,000	45	\$6,750,000	35	\$5,250,000
2019 Jul 03										32	\$4,800,000	9	\$1,350,000	11	\$1,650,000	28	\$4,200,000	25	\$3,750,000	15	\$2,250,000	29	\$4,350,000	15	\$2,250,000
2019 Oct 03										15	\$2,250,000	18	\$2,700,000	11	\$1,650,000	12	\$1,800,000	12	\$1,800,000	8	\$1,125,000	14	\$2,100,000	8	\$1,125,000
2020 Jan 01	83	\$12,375,000	33	\$4,950,000	50	\$7,425,000	99	\$14,850,000	30	\$4,950,000	294	\$44,100,000	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	294	\$41,850,000	
2020 Apr 01										3	\$450,000	3	\$450,000	20	\$3,000,000	35	\$5,250,000	20	\$3,000,000	25	\$3,750,000	40	\$6,000,000	23	\$3,450,000
2020 Jul 02										0	\$0	0	\$0	28	\$4,200,000	49	\$7,350,000	28	\$4,200,000	35	\$5,250,000	40	\$6,000,000	28	\$4,200,000
2020 Oct 02										0	\$0	0	\$0	12	\$1,800,000	21	\$3,150,000	28	\$4,200,000	15	\$2,250,000	56	\$8,400,000	12	\$1,800,000
2020 Dec 31										0	\$0	0	\$0	6	\$900,000	11	\$1,650,000	12	\$1,800,000	8	\$1,125,000	6	\$900,000	6	\$900,000
2021 Apr 01										0	\$0	0	\$0	0	\$0	35	\$5,250,000	20	\$3,000,000	25	\$3,750,000	35	\$5,250,000	35	\$5,250,000
2021 Jul 02										0	\$0	0	\$0	0	\$0	21	\$3,150,000	28	\$4,200,000	15	\$2,250,000	40	\$6,000,000	35	\$5,250,000
2021 Oct 02										0	\$0	0	\$0	0	\$0	11	\$1,650,000	12	\$1,800,000	8	\$1,125,000	40	\$6,000,000	49	\$7,350,000
2021 Dec 31										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	25	\$3,750,000	40	\$6,000,000	23	\$3,450,000
2022 Apr 01										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	35	\$5,250,000	40	\$6,000,000	31	\$4,650,000
2022 Jul 02										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	15	\$2,250,000	56	\$8,400,000	35	\$5,250,000
2022 Oct 02										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	8	\$1,125,000	56	\$8,400,000	15	\$2,250,000
2022 Dec 31										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	8	\$1,125,000	40	\$6,000,000	23	\$3,450,000
2023 Apr 01										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	15	\$2,250,000	40	\$6,000,000	31	\$4,650,000
2023 Jul 02										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	8	\$1,125,000	56	\$8,400,000	35	\$5,250,000
2023 Oct 02										0	\$0	0	\$0	0	\$0	0	\$0	6	\$900,000	8	\$1,125,000	24	\$3,600,000	49	\$7,350,000
2024 Jan 02	0	\$0	0	\$0	0	\$0	0	\$0	3	\$450,000	3	\$450,000	66	\$9,900,000	116	\$17,325,000	66	\$9,900,000	83	\$12,375,000	152	\$19,800,000	465	\$69,750,000	
	0	\$0	0	\$0	0	\$0	0	\$0	3	\$450,000	3	\$450,000	66	\$9,900,000	116	\$17,325,000	66	\$9,900,000	83	\$12,375,000	152	\$19,800,000	465	\$69,750,000	
										759	\$111,600,000												759	\$111,600,000	

Personnel Expenses

#	Explanation & Calculation (modify to suit your particular budget)	1st Year				2nd Year				3rd Year																							
		Non-Fed Share		Fed Share	In-Kind	Non-Fed Share		Fed Share	In-Kind	Non-Fed Share		Fed Share	In-Kind																				
		Cash	Pgm Inc			Cash	Pgm Inc			Cash	Pgm Inc			Other																			
	<div style="text-align: center;"> <table border="1" style="margin: auto;"> <tr> <th colspan="2">Salary calculation</th> <th colspan="2">Ann. Increase</th> </tr> <tr> <td>a</td> <td>b</td> <td>c=ab</td> <td>d</td> <td>e=cd</td> </tr> <tr> <td colspan="2">% of time</td> <td colspan="2">Allocated Salary</td> <td>Amount</td> </tr> <tr> <td colspan="2"></td> <td colspan="2">pct</td> <td></td> </tr> </table> </div>	Salary calculation		Ann. Increase		a	b	c=ab	d	e=cd	% of time		Allocated Salary		Amount			pct															
Salary calculation		Ann. Increase																															
a	b	c=ab	d	e=cd																													
% of time		Allocated Salary		Amount																													
		pct																															
Personnel domestic																																	
1	TMA Strategic planning, Executive general oversight, Director operations, member relations, trade missions	*[20,000					21,218																			
2	TMA Networking, Strategic Visioning	*[62,400					64,272	66,200																			
3	TMA Primary project coordinator. Includes planning, event preparation, etc.	*[45,000					46,350	47,741																			
	French Exchange Intern Bookkeeper	*[849																			
	Media Consultant	*[1,200																									
Domestic								1,200	0	67,000	63,720	0	0	67,774	64,272	0	0	69,807	66,200														
International								0	0	0	0	0	0	0	0	0	0	0	0														
Total								1,200	0	67,000	63,720	0	0	67,774	64,272	0	0	69,807	66,200														
Portion of the total contributed by local government		0																															
Portion of the total contributed by state government		0																															

* This page contains proprietary information, identified between brackets [], the release of which would cause competitive harm to TMA.

TMA Income Statement 2016

		<u>2016</u>
Expenses		
	Conference expenses	62,767
	Salaries	[REDACTED]
	Fringe benefits	[REDACTED]
	Meals & Entertainment	1,800
	Operating Costs	1,653
	Travel	16,000
	Contracted services	52,560
	Printing & Copying	2,579
	Rent, utilities, etc.	5,616
	Insurance	2,793
		[REDACTED]
Total		_____

Fringe Benefits Rate Calculation

Domestic	Fringe benefits	[REDACTED]	
	Salaries	[REDACTED]	
		=	18.60%
International (not relevant for this example)			0.00%
Indirect Cost Rate	Flat rate allowed for all MDCP projects.	=	10.00%

Budget for Project Award Period
With Breakdown of Projected Funding Sources

Categories	Total Expenses for All Years						1st Year			2nd Year			3rd Year			
	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			Fed Share	Non-Fed Share			
	Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind		Pgm Income	Other	In-Kind	
a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
DIRECT EXPENSES																
PERSONNEL																
1 Domestic	1,200	0	204,581	194,192	1,200	0	67,000	63,720	0	0	67,774	64,272	0	0	69,807	66,200
2 International	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3 TOTAL	1,200	0	204,581	194,192	1,200	0	67,000	63,720	0	0	67,774	64,272	0	0	69,807	66,200
FRINGE BENEFITS																
4 Dom. Rate = 18.6%	223	0	38,052	36,120	223	0	12,462	11,852	0	0	12,606	11,955	0	0	12,984	12,313
5 Int'l. Rate = 0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6 TOTAL	223	0	38,052	36,120	223	0	12,462	11,852	0	0	12,606	11,955	0	0	12,984	12,313
TRAVEL																
7 Domestic	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8 International	107,282	69,418	0	0	37,820	19,260	0	0	30,898	30,898	0	0	38,564	19,260	0	0
9 TOTAL	107,282	69,418	0	0	37,820	19,260	0	0	30,898	30,898	0	0	38,564	19,260	0	0
EQUIPMENT																
10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUPPLIES																
11	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CONTRACTUAL																
12	188,000	293,000	0	0	67,000	114,750	0	0	50,000	47,500	0	0	71,000	130,750	0	0
13 OTHER	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL DIRECT	296,705	362,418	242,633	230,312	106,243	134,010	79,462	75,572	80,898	78,398	80,380	76,227	109,564	150,010	82,791	78,513
14 Sum from above	Sum line 16 columns a, b, c, d															
15 Sum all direct columns	Sum line 16 columns e, f, g, h															
INDIRECT EXPENSES	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
16 Indirect Rate 10.0%			113,207			39,529				31,590					42,088	
17 % of Total (line 20)			9.1%			9.1%				11.6%					9.1%	
TOTAL	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
18 Dir.+Indir.	296,705	362,418	355,840	230,312	106,243	134,010	118,991	75,572	80,898	78,398	111,970	76,227	109,564	150,010	124,879	78,513
19 % of Total (line 20)	23.8%	29.1%	28.6%	18.5%												
All Expense Columns	Sum line 16 columns a, b, c, d															
20 Total	Sum line 16 columns m, n, o, p															

Note: Explain calculation of each category in separate worksheets and narratives as appropriate.

The Maritime Alliance
Profit & Loss
 January through December 2015

	Jan - Dec 15
Ordinary Income/Expense	
Income	
Contributed support	
Grants	
Memberships	
Contributed support - Other	
Total Contributed support	
Earned revenues	
Event Attendance & Exhibition	
Event Sponsorships	
Miscellaneous revenue	
Earned revenues - Other	
Total Earned revenues	
Total Income	
Cost of Goods Sold	
merchant fees	
Total COGS	
Gross Profit	
Expense	
Conference Expense	
AV Expense	
Catering	
Equipment Rentals	
Marketing	
Miscellaneous	
Printing	
Supplies	
Travel	
Venue	
Conference Expense - Other	
Total Conference Expense	
Occupancy & Operating Costs	
Automobile Expense	
Bank Fees	
Dues	
Insurance	
General Liability	
Total Insurance	
Meals & Entertainment	
Misc. Operating Costs	
Donation	
Misc. Operating Costs - Other	
Total Misc. Operating Costs	
Postage, shipping, delivery	
Printing & copying	
Supplies	
Taxes and Licenses	
Utilities	
Website Development	
Total Occupancy & Operating Costs	
Outside Services	
Accounting	

The Maritime Alliance
Profit & Loss
January through December 2015

	Jan - Dec 15
Consulting	[REDACTED]
Legal	[REDACTED]
Misc. Services	[REDACTED]
Total Outside Services	[REDACTED]
Payroll Expenses	
Payroll Processing	[REDACTED]
Salaries & Wages	[REDACTED]
Taxes	[REDACTED]
Total Payroll Expenses	[REDACTED]
Reconciliation Discrepancies	[REDACTED]
Reimbursements	[REDACTED]
suspense	[REDACTED]
Travel & meetings expenses	
Lodging	[REDACTED]
Meals	[REDACTED]
T&E - Misc.	[REDACTED]
Travel	[REDACTED]
Travel & meetings expenses - Other	[REDACTED]
Total Travel & meetings expenses	[REDACTED]
Total Expense	[REDACTED]
Net Ordinary Income	[REDACTED]
Net Income	[REDACTED]

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: 03/14/2016	4. Applicant Identifier: The Maritime Alliance	
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: The Maritime Alliance		
* b. Employer/Taxpayer Identification Number (EIN/TIN): 46-3107708	* c. Organizational DUNS: 0795836810000	
d. Address:		
* Street1: 2877 Historic Decatur Rd.	Street2: Suite 300	
* City: San Diego	County/Parish: <input type="text"/>	
* State: CA: California	Province: <input type="text"/>	
* Country: USA: UNITED STATES	* Zip / Postal Code: 92106-6015	
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: Mr.	* First Name: Greg	
Middle Name: <input type="text"/>	* Last Name: Murphy	
Suffix: <input type="text"/>	Title: Executive Director	
Organizational Affiliation: The Maritime Alliance		
* Telephone Number: 619-450-4600	Fax Number: 619-450-4504	
* Email: GRMurphy@themaritimealliance.org		

Application for Federal Assistance SF-424

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

X: Other (specify)

Type of Applicant 2: Select Applicant Type:

Type of Applicant 3: Select Applicant Type:

*** Other (specify):**

501c6 non-prof, Industry Assoc

*** 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-2016-2004724

*** Title:**

Market Development Cooperator Program 2016

13. Competition Identification Number:

2563054

Title:

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

Add Attachment

Delete Attachment

View Attachment

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

U.S. Maritime Technology Export Initiative.

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="296,705.00"/>
* b. Applicant	<input type="text" value="948,570.00"/>
* 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="1,245,275.00"/>

*** 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

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	\$	\$	\$ 296,705.00	\$ 948,570.00	\$ 1,245,275.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 296,705.00	\$ 948,570.00	\$ 1,245,275.00

SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1)	(2)	(3)	(4)	
	MD/CP	N/A			
a. Personnel	\$ 1,200.00	\$ 398,773.00	\$	\$	\$ 399,973.00
b. Fringe Benefits	223.00	74,172.00			74,395.00
c. Travel	107,282.00	69,418.00			176,700.00
d. Equipment	0.00	0.00			
e. Supplies	0.00	0.00			
f. Contractual	188,000.00	293,000.00			481,000.00
g. Construction					
h. Other					
i. Total Direct Charges (sum of 6a-6h)	296,705.00	835,363.00			\$ 1,132,068.00
j. Indirect Charges		113,207.00			\$ 113,207.00
k. TOTALS (sum of 6i and 6j)	\$ 296,705.00	\$ 948,570.00	\$	\$	\$ 1,245,275.00
7. Program Income	\$	\$	\$	\$	\$

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SECTION C - NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
8. MD/CP	\$ 948,570.00	\$	\$	\$ 948,570.00	
9.					
10.					
11.					
12. TOTAL (sum of lines 8-11)	\$ 948,570.00	\$	\$	\$ 948,570.00	

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. MD/CP	\$	\$	\$	\$
17.				
18.				
19.				
20. TOTAL (sum of lines 16 - 19)	\$	\$	\$	\$

SECTION F - OTHER BUDGET INFORMATION	
21. Direct Charges:	Domestic fringe benefits: 18.6%
22. Indirect Charges:	Applied to total direct charges: 10%
23. Remarks:	For fringe benefits: 0%

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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.

SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL	TITLE
Greg Murphy	Executive Director
APPLICANT ORGANIZATION	DATE SUBMITTED
The Maritime Alliance	03/14/2016

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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.

Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any 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 commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, 'Disclosure Form to Report Lobbying,' in accordance with its instructions.

Submission of this statement 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 statement 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.

*** NAME OF APPLICANT**

The Maritime Alliance

*** AWARD NUMBER**

n/a

*** PROJECT NAME**

U.S. Maritime Technology Export Initiative

Prefix:

*** First Name:**

Middle Name:

Greg

*** Last Name:**

Suffix:

Murphy

*** Title:** Executive Director

*** SIGNATURE:**

*** DATE:**

Greg Murphy

03/14/2016