

MISSION STATEMENT
U.S. AEROSPACE & DEFENSE TRADE MISSION TO
ROMANIA AND POLAND
NOVEMBER 12 – NOVEMBER 17, 2023

I. MISSION DESCRIPTION

The United States Department of Commerce, International Trade Administration (ITA) is organizing a U.S. Aerospace & Defense Trade Mission to Romania and Poland, November 12-17, 2023.

The objective for this mission is to give U.S. companies an opportunity to provide aerospace and defense equipment, technology, and services to Romania and Poland, both impacted by the Russian invasion into Ukraine. Participating U.S. firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports and services in the aerospace and defense sectors.

The mission will introduce U.S. firms to aerospace and defense stakeholders in the region and assist U.S. companies in finding foreign business partners to export their products and services to Romania and Poland. The mission will include customized one-on-one business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners. It will also include meetings with government officials and industry leaders, as well as networking events. In Romania, companies will also have an opportunity to participate in site visits to Aerospace/Defense Production Facilities or an R&D Center. For companies new to the market, this will be an opportunity to make initial contacts and learn more about the large defense market in Central and Southeast Europe.

II. COMMERCIAL SETTING

BUCHAREST, ROMANIA

Starting in 2017, Romania has committed to spend at least 2.0% of GDP annually on defense through 2027. In 2022 the defense budget was increased to 2.5% of GDP, or an additional 1 billion USD to use especially for acquisition of military equipment. The increased spending level offers a clear opportunity for U.S. defense equipment and service providers. Romania is also looking to modernize its own defense industry through international partnerships.

At present, Romania's Ministry of Defense (MOD) is considering Foreign Military Sales (FMS) cases as the first option for acquisition. International firms may be asked to contribute to this goal on a volunteer basis under FMS cases or under the offset law for all commercial contracts over €2 million (\$2 million). In recent years, national security interest was invoked based upon security of supply, as a mandatory criterion for awarding contracts in these cases, with related industrial cooperation or offset obligations defined from the beginning. The Romanian Parliament must approve defense acquisitions in excess of €100 million (\$100 million).

Due to changes in government in February 2020, the new government is evaluating the needs of the military and is assessing military personnel and previously tendered procurement and projects.

Leading Sub-Sectors

- Tracked and wheeled-armored vehicles
- Infantry weapons and ammunition
- Artillery systems and ammunition
- Missiles systems and rockets
- Powders, explosives
- Equipment and subsystems
- Low and medium altitude radar systems
- Used U.S. fighter aircraft upgrades
- Replacement parts and service
- Defense training and consultation

Opportunities

The allocation of resources for transformation, modernization and endowment of the Romanian Armed Forces' capabilities/structures will take place in accordance with priorities set by the Program on the Transformation, Development, and Procurement of the Romanian Armed Forces until 2026 and Beyond. This program includes the build-up and refilling of stocks. Financial allowances for the modernization of military endowment by means of new acquisition programs, modernization and/or general overhaul of the existing equipment will target the following categories:

- track and wheeled combat vehicles - armored personnel carriers, Main Battle Tanks (MBTs), infantry fighting vehicles and their derivatives
- field artillery systems – Multiple Launch Rocket Systems (MLRS), self-propelled 155 mm and 105 mm howitzers, including ammunition
- C4ISR systems — integrated communication information systems, brigade and division C2, specific equipment for tactical air controllers' teams (JTAC), satellite communication system (SATCOM), network security systems, IT strategic equipment stocks, software, etc.
- individual and group armaments and equipment — individual and collective CBRN detection and protection systems, NATO-compatible individual weapons and specific equipment, including those for special forces, portable antitank missile systems, advanced individual combat systems
- engineering and counter IED equipment
- armored and non-armored all-terrain vehicles
- multifunctional transport platforms
- combat and transport aircraft, including specific communication and positioning systems

- medium and heavy helicopters
- ground-based air defense systems - SHORAD/V-SHORAD and Manpad; air target systems for GBAD training; deployable radio relay modules
- combat ships - Type 22-R frigates revamping, turbines, antisubmarine torpedoes, antipiracy capabilities, multifunctional corvettes, missile fast attack boats, mine hunters, riverine vessels, minelayer and minesweeper, assault boats and other naval platforms
- support ships - for special forces operations, harbor and maritime tug, riverine tug and logistic support ships
- static and mobile ISR and electronic countermeasures systems - optical and optoelectronic equipment, ISTAR equipment, radars, ground mobile electronic warfare systems for the Air Force, SCOMAR system (Black Sea Traffic Control, Surveillance, Observation Complex System), CBRN reconnaissance and data processing equipment, maritime situation surveillance equipment, hydro weather systems etc.
- UAS class 2 and 3 with capabilities for targeting ASuW and weaponization
- Infrastructure for air bases and military sites
- other goods for the structures' operating support, including integrated security systems for military units/objectives, ROLE-2 deployable medical facility and security containers.

The Romanian MOD advertises tender and contract opportunities valued over RON 1,000, or approximately \$200, on the Electronic System of Public Procurement (<http://e-licitatie.ro/pub>) (SEAP), the Electronic Tendering portal. Access and registration on SEAP are free of charge. For subcontracting opportunities, companies should engage directly with the defense contractor listed in the contract award. Some of the opportunities can also be seen on <https://ted.europa.eu/>.

Current defense procurement priorities: Tracked and Wheeled-Armored Vehicles; Artillery Systems; Missiles Systems and Rockets; Fighter Aircraft; Helicopters (medium and heavy); Unmanned Aerial Systems; C4ISTAR Systems; Satellite Communication and Surveillance Services, Infrastructure (air bases and military sites). **Note: While these are all priorities of the GOR, DOD's Defense Security Cooperation Agency determines for the United States the most appropriate items for export to foreign government partners and allies.**

Actors involved in the Defense Procurement Process:

1. Contracting authorities of the Romanian MOD (<https://english.mapn.ro/>):

- General Directorate for Armaments (<https://www.dpa.ro/>), MOD acquisitions department
- Romtehnica: (<http://www.romtehnica.com.ro/site/en/>), MOD Export-Import Company. Most defense-related procurement contracts and aspects related to transfer of technology, logistic support, technical assistance and personnel training are negotiated and signed on behalf of

MOD by Romtehnica. They perform all commercial and financial activities related to defense upgrading/modernization programs of the Romanian Armed Forces.

- METRA (<https://www.acttm.ro/en/>) R&D Agency of the Romanian army. METRA together with the military branches define technical specifications for tenders organized by Romtehnica.

2. Romanian state-owned defense companies:

The National Company Romarm (<https://romarm.ro/>) is the largest local industry player for military equipment, ammunition, and maintenance services. Romarm is under the authority of the Ministry of Economy and Commerce, Defense Industry Department (<http://www.economie.gov.ro/>) and is composed of 15 subsidiaries.

3. The Romanian Office for Offsetting Special Technique Procurements

The Offset Agency's (<http://www.acats.gov.ro/?lang=en>) major responsibilities include:

- Framing procurement policies
- Providing guidance to contracting authorities/entities and tenders
- Preparing legislation
- Monitoring the implementation of public procurement rules
- Publishing and information sharing
- Maintaining relations with their counterparts

4. The Controllers: ANAP and DNA

The National Agency for Public Procurement (ANAP) (<http://www.anap.gov.ro/>) duties:

- Policy and law making, guidance, helpdesk and operational support, ex-ante control, and monitoring and supervision of the public procurement system
- Ensuring a coherent and harmonized legal framework in the field of public procurement in line with the obligations derived from the application of the EU Directives
- Implementing a proper verification system to ensure the unitary application of the legal provisions and procedures by the contracting authorities
- Ensuring an efficient system of public procurement and supervising its functionality
- Ensuring a permanent communication channel with the structures within the European Commission, with the correspondent public institutions from the Member States, and with the national bodies of public interest.

5. The Referees:

The National Council for Solving Complaints (NCSC) (<http://www.cnsc.ro/en/>) Roles

- first administrative body with jurisdiction over public procurement
- aims to guarantee compliance of contracting authorities through legislation for the resolution of complaints submitted by any person.

The Administrative Litigation Section of the Court of Appeals

Romania's defense industry is set to mature considerably as a result of active support from the government to restructure and modernize some of its sectors, but it remains relatively small compared to its European counterparts.

Other relevant organizations:

National Agency for Controlling Exports of Strategic Products (ANCEX): <https://www.ancex.ro/>

Association of Romanian Defense Producers (PATROMIL): www.patromil.ro

WARSAW, POLAND

Poland leads the former East-bloc countries in departing from Soviet-era equipment and has long term plans to replace any remaining Soviet era equipment with modern NATO-compatible platforms. However, the Government's plans to strengthen and reorganize the armed forces and domestic defense industry competes with other reforms that are financed through the state budget.

Poland's 2022 defense budget increased defense spending to about \$15.1 billion (PLN 57.8 billion). It is PLN 5.9 billion more than in 2021 and an 11.5% increase over 2021 expenditures. It is set at the level of 2.2% of 2021 GDP.

In May 2022, Poland's Minister of Defense signed an agreement with the President of BGK Bank (Bank Gospodarstwa Krajowego) on servicing the Armed Forces Support Fund. The Act on the "Defense of the Homeland," which entered into force on April 23, 2022, regulates and defines the general matters related to national defense. In addition, it presents new solutions and regulations in the area of financing the Polish Armed Forces. One of the new solutions in this area is the Armed Forces

Support Fund established at BGK Bank. The purpose of creating this new fund is to significantly increase the expenditure on modernizing the Armed Forces. In addition to this fund, Poland indicated defense spending would grow to 3.0% in 2023.

The Polish Armed Forces modernization plan is based on three principles: 1) assessment of Polish military needs; 2) timeframe for delivery of equipment; and 3) Polish industry participation. The implementation of the program has placed an emphasis on using Polish defense industry capabilities, especially Polish Armament Group (PGZ) companies. U.S. companies are encouraged to team with Polish defense companies seeking cooperative agreements or joint venture opportunities that, combined with the relatively lower cost of production in Poland, will be attractive to potential customers.

Major recent FMS agreements include the Abrams M1A2 SEPv3 main battle tank, the Integrated Battle Command System (IBCS), PATRIOT air and missile defense system, F-35 Lightning II fighter aircraft, High Mobility Artillery Rocket System (HIMARS), and Joint Air-to-Surface Standoff Missiles-Extended Range (JASSM-ER).

Poland is a recipient of new Foreign Military Financing (FMF). In response to Russian invasion of Ukraine in 2022, the Congress of the United States approved \$288 million in Foreign Military Financing (FMF) for Poland to build defensive capabilities to deter and defend against an increased Russian threat and support military capabilities Poland has or will provide to Ukraine.

Leading Sub-Sectors

Opportunities for American defense firms exist mainly in investment, and co-production work. Polish defense companies routinely seek cooperative agreements or joint venture opportunities with foreign defense companies.

Receptivity to American products is high due to an excellent reputation for high quality products, reliability, and technical assistance. However, technological advantage is not the only factor determining success in the Polish market. American companies should focus on educating end-users in the defense sector. To achieve success in this market, a U.S. exporter is expected to support its agent/representative at trade shows, seminars, and conferences.

Polish officials maintain that the most important factor in awarding a contract is price (which is particularly critical for big-ticket purchases), after which other variables, such as quality, availability of

services and training, technical assistance, and start-up operation of the equipment become vitally important. Therefore, superior performance offered from U.S. companies will not always win the deal.

The Polish government is required by law to hold public tenders for major procurements, though there is a national security exemption. Financial value, project complexity, international cooperation, and political sensitivity determine the project category.

American companies are free to submit tender bids to the contracting authority directly. However, direct purchases from foreign suppliers are very rare and we encourage U.S. firms to identify local agents/representatives who can provide necessary assistance. Selecting an appropriate representative is very important. The agent should have very close contacts in the military/defense market. A reputable agent with good contacts can provide important and timely information, which is often not readily available through public sources. Exporters should also be mindful of Poland's complicated tender procedures and import regulations. American companies exporting to Poland should be familiar with the country's Public Procurement Law, Polonization, and Offset Act. Polonization is part of Poland's long-term plan to become more self-sufficient and to increase and promote local industrial production. The bottom line is that it is nearly impossible to effectively sell defense products without a competent local agent.

The U.S. Commercial Service identifies the defense industry as one of its sectors with sizeable American sales potential in Poland. It offers several commercial export promotion programs and advice on regulation compliance, the market potential for a product or service, agent/representative vetting, as well as advocacy support.

Foreign investors and joint venture partners with local firms can take advantage of government incentives. Many U.S. businesses in Poland take the form of joint ventures with Polish companies and are specifically set up to handle sales in the market. Joint ventures are an excellent way to facilitate export sales to the Polish market. U.S. companies competing for Polish defense contracts are encouraged to look for joint ventures, co-production, and other cooperative opportunities with Polish companies to make their bid offers more attractive. The relatively lower cost of production in Poland has led many foreign defense companies to seek cooperation agreements or joint venture opportunities with Polish defense companies that can produce equipment, which will be attractive to potential customers. Examples of such products include tanks, armored vehicles, artillery, ships, aircraft, and helicopters.

Military Force Structure

Poland's military is traditionally land force heavy and currently totals 120,200 military personnel: 61,200 troops in the Land Forces; 16,500 in the Air Force; 7,000 in the Navy; 32,000 in the Territorial Defense Forces (TDF), and 3,500 in Special Forces (SOF).

Poland's military structure is also unique in NATO with three principal commands fulfilling functional roles under the General Staff. The General Command (GENCOM) is Poland's force provider responsible to manning and equipping subordinate air, land, naval and SOF inspectorates. The Operational Command (OPSCOM) is the force employer who receives forces and equipment from GENCOM to employ during crisis and war. Finally, Poland's Support Inspectorate is the logistics arm ensuring both GENCOM and OPSCOM have cross-country mobility and sustainment for forces.

In light of Russia's February 2022 renewed invasion of Ukraine, in March 2022 the Polish government implemented a new law that facilitates the strengthening of Poland's armed forces. Poland will increase the defense budget up to 3% GDP in 2023 on and roughly double the size of its armed forces to 300,000 personnel (including 50,000 in the TDF).

Defense Modernization Plan

In October 2019, the Polish Ministry of National Defense announced a 15-year "Technical Modernization Plan 2020-2035," which outlined several procurement programs:

HARPIA Program: Acquisition of 32 new generation multi-task F-35 aircraft. On January 31, 2020, Poland's Minister of National Defense signed a contract for the purchase of 32 F-35 multi-role aircraft for the Polish Air Force. The contract, valued at over \$4 billion, includes delivery of 32 F-35A aircraft along with a training and logistics package. The modernization plan also includes a requirement for additional F-16 aircraft.

HARPI SZPON Program: Acquisition of stealthy unmanned aerial vehicle aircraft to enhance the combat capabilities of F-35 aircraft.

NAREW program: Modernization of Poland's short-range air and missile defense capability. Polish defense industry is leading this effort.

KRUK Program: Acquisition of modern attack helicopters.

OBSERWATOR Program: Acquisition of satellites, microsatellites, and reconnaissance aircraft.

CYBER.MIL Program: Acquisition of cyber defense tools and software, with heavy involvement by Polish industry.

WISŁA Program: Modernization of Poland's medium air and missile defense capability. With an FMS program for Patriot missiles and first deliveries planned for 2023, Poland has requested additional Patriot quantities, along with the cutting-edge Integrated Battle Command System (IBCS).

GRYF Program: Acquisition of tactical medium- range unmanned aerial vehicles.

WAŻKA Program: Acquisition of unmanned aerial vehicles intended for use mainly in urbanized areas, equipped with an optoelectronic head that allows observation during both day and night.

PŁOMYKÓWKA Program: Acquisition of reconnaissance aircraft.

MIECZNIK Program: Acquisition of two coastal defense vessels. In July 2021, an agreement was signed between the Armament Inspectorate (now Armament Agency) and the PGZ-Miecznik Consortium (Polish industry) for the delivery of three frigates for the Polish Navy under the "Miecznik" program. This contract is the largest ever ordered from the domestic defense industry.

REGINA Program: Acquisition of 155 mm fire division modules to enhance the fire support capability at the tactical level. The major contractor is Huta Stalowa Wola (HSW).

Continuation of HIMARS Program: A recent request for the acquisition of additional HIMARS missiles and rocket launchers, capable of striking targets in the 70-300 km range.

PUSTELNIK Program: Acquisition of light anti-tank guided missile launcher.

BORSUK Program: Introduction of a new combat vehicle based on a universal modular tracked chassis, developed, and manufactured by the Polish defense industry. It will replace the Soviet era BWP-1 vehicle.

WILK Program: Acquisition of new generation main battle tanks. In April 2022, the Polish government signed an agreement to purchase 250 M1A2 SEP v.3 Abrams. The order provides supporting equipment, including M88A2 HERCULES recovery vehicles and the M1074 Joint Assault Bridge, as well as a training and logistics package and ammunition. The contract value is approximately \$4.75 billion.

BALSA Program: Acquisition of indigenously produced advanced engineering robots for bomb disposal units.

OTTOKAR BRZOZA Program: Acquisition of tank destroyers for the anti-tank regiment.

GROSZEK Program: Acquisition of pods for combat aircraft.

GLADIUS Program: Acquisition of unmanned search-strike systems (“loitering munitions”).

Small MUSTANG Program: Acquisition of high-mobility Ford Ranger trucks to replace Honkers via Direct Commercial Sale is in process.

Source: Ministry of National Defense (MoND)

Other Products and Services

The foregoing analysis of the Aerospace and Defense opportunities in Romania and Poland is not intended to be exhaustive, but illustrative of the many opportunities available to U.S. businesses. Applications from companies selling products or services within the scope of this mission, but not specifically identified, will be considered and evaluated by the U.S. Department of Commerce. Companies whose products or services do not fit the scope of the mission may contact their local U.S. Export Assistance Center (USEAC) to learn about other business development missions and services that may provide more targeted export opportunities. Companies may go to <https://www.trade.gov/export-solutions> to obtain such information.

III. MISSION GOALS

The goal of the trade mission is to create opportunities for U.S. companies to showcase their defense and aerospace equipment to Romania and Poland’s defense, security, and law enforcement authorities, to introduce U.S. firms to aerospace and defense stakeholders in the region, to assist U.S. companies in finding foreign business partners to export their products and services to Romania and Poland, and to develop stronger industry relationships. Participants in this mission will have an opportunity to connect with senior-level Romanian and Polish officials in a setting that facilitates progress on business development projects. For companies new to the market, this will be an opportunity to make initial contacts, learn more about defense opportunities in Southeastern Europe, and gain perspective from ITA on specific challenges for U.S. businesses operating in Romania and Poland. By participating in an official U.S. industry delegation, rather than traveling to the region individually, U.S. industry representatives will enhance their ability to secure meetings and gain greater exposure to the region, as well as leverage the networks of prescreened industry buyers, distributors, and industry stakeholders developed by commercial specialists.

IV. MISSION SCENARIO

The mission will be stop in Bucharest, Romania and Warsaw, Poland, beginning with the arrival of companies to Romania on Sunday, November 12, 2023. In each of the two mission stops, participants will meet with pre-screened potential agents, distributors, joint venture partners, and representatives, as well as other business partners and government officials. U.S. Commercial Service staff will be on-site and available to provide market information and offer logistical assistance to mission participants. An evening reception will be organized at each location.

PROPOSED TIMETABLE:

***Note:** The final schedule and potential site visits will depend on the availability of host government and business officials, specific goals of mission participants, and ground transportation.

Sunday, November 12, 2023	<ul style="list-style-type: none">▪ Arrive in Bucharest▪ Welcome No-Host Dinner
Monday, November 13, 2023	<ul style="list-style-type: none">▪ U.S. Embassy Briefing▪ Morning Conference-“Romanian Defense Strategy and Business Opportunities” with Romanian Government Presentations▪ Networking Lunch▪ Trade Mission Meetings-Business to Government (B2G) Meetings▪ Evening Reception
Tuesday November 14, 2023	<ul style="list-style-type: none">▪ AM-Site Visits to Aerospace/Defense Production Facilities or R&D Center and B2B Meetings▪ Networking Lunch▪ PM-Trade Mission Meetings-B2B▪ Closing Reception
Wednesday November 15, 2023	<ul style="list-style-type: none">▪ AM- Travel to Warsaw, Poland▪ U.S. Embassy Briefing▪ Evening Reception
Thursday November 16, 2023	<ul style="list-style-type: none">▪ Full Day Matchmaking Meetings in Poland
Friday November 17, 2023	<ul style="list-style-type: none">▪ Half Day Matchmaking Meetings in Poland▪ Program Concludes
Saturday November 18, 2023	<ul style="list-style-type: none">▪ Return to U.S.

VI. PARTICIPATION REQUIREMENTS

All parties interested in participating in the trade mission must complete and submit an application package for consideration by the U.S. Department of Commerce. All applicants will be evaluated on their ability to meet certain conditions and best satisfy the selection criteria as outlined below. A minimum of 10 and a maximum of 15 firms and/or trade associations/organizations will be selected to participate in the mission from the applicant pool.

FEES AND EXPENSES

After a firm or trade association/organization has been selected to participate on the mission, a payment to the Department of Commerce in the form of a participation fee is required. The participation fee for the U.S. Aerospace & Defense Trade Mission to Romania and Poland will be \$4,530 for small or medium-sized enterprises (SMEs)¹; and \$6,260 for large firms or trade associations/organizations. The fee for each additional firm representative (large firm or SME/trade organization) is \$1,000.

A firm or trade association/organization has the option to apply to participate in only one market. The participation fee for the Romania portion of the Trade Mission will be \$2,910 for small or medium-sized enterprises (SMEs); and \$3,730 for large firms or trade associations/organizations. The fee for each additional firm representative (large firm or SME/trade organization) is \$1,000. The participation fee for the Poland portion of the Trade Mission will be \$1,620 for small or medium-sized enterprises (SMEs); and \$2,530 for large firms or trade associations/organizations. The fee for each additional firm representative (large firm or SME/trade organization) is \$1,000.

Expenses for travel, lodging, meals, and incidentals will be the responsibility of each mission participant. Interpreter and driver services can be arranged for additional cost. Delegation members will be able to take advantage of U.S. Embassy rates for hotel rooms.

Upon notification of acceptance to participate, those selected have 5 business days to submit payment or the acceptance may be revoked.

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

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

Trade Mission members participate in trade missions and undertake mission-related travel at their own risk. The nature of the security situation in a given foreign market at a given time cannot be guaranteed. The U.S. Government does not make any representations or guarantees as to the safety or security of participants. The U.S. Department of State issues U.S. Government international travel alerts and warnings for U.S. citizens available at <https://travel.state.gov/content/passports/en/alertswarnings.html>. Any question regarding insurance coverage must be resolved by the participant and its insurer of choice.

CONDITIONS FOR PARTICIPATION

Applicants must submit a completed and signed mission application and supplemental application materials, including adequate information on their products and/or services, primary market objectives,

¹ For purposes of assessing participation fees, an applicant is a small or medium-sized enterprise (SME) if it qualifies under the Small Business Administration's (SBA) size standards (<https://www.sba.gov/document/support-table-size-standards>), which vary by North American Industry Classification System (NAICS) Code. The SBA Size Standards Tool [<https://www.sba.gov/size-standards/>] can help you determine the qualifications that apply to your company.

and goals for participation that is adequate to allow the Department of Commerce to evaluate their application. If the Department of Commerce receives an incomplete application, the Department may either: reject the application, request additional information/clarification, or take the lack of information into account when evaluating the application. If the requisite minimum number of participants is not selected for a particular mission by the recruitment deadline, the mission may be cancelled.

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

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

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

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

SELECTION CRITERIA

Targeted mission participants are U.S. firms, services providers and trade associations/organizations providing or promoting U.S. products and services that have an interest in entering or expanding their business in the mission's destination countries. The following criteria will be evaluated in selecting participants:

- Suitability of the applicant's (or in the case of a trade association/organization, represented firm's or service provider's) products or services to these markets;
- The applicant's (or in the case of a trade association/organization, represented firm's or service provider's) potential for business in the markets, including likelihood of exports resulting from the mission; and

Consistency of the applicant's (or in the case of a trade association/organization, represented firm's or service provider's) goals and objectives with the stated scope of the mission. Balance of company size and location may also be considered during the review process. U.S. entities with ownership from foreign state-owned or subsidized parent organizations will be considered for participation on a case-by-case basis.

Balance of applicant's size and location may also be considered during the review process. Referrals from a political party or partisan political group or any information, including on the application, containing references to political contributions or other partisan political activities will be

excluded from the application and will not be considered during the selection process. The sender will be notified of these exclusions.

IMPORTANT NOTE ABOUT THE COVID-19 PANDEMIC

Travel and in-person activities are contingent upon the safety and health conditions in the United States and the mission countries. Should safety or health conditions not be appropriate for travel and/or in-person activities, the Department will consider postponing the event or offering a virtual program in lieu of an in-person agenda. In the event of a postponement, the Department will notify the public and applicants previously selected to participate in this mission will need to confirm their availability but need not reapply. Should the decision be made to organize a virtual program, the Department will adjust fees, accordingly, prepare an agenda for virtual activities, and notify the previous selected applicants with the option to opt-in to the new virtual program.

TIMELINE FOR RECRUITMENT AND APPLICATIONS

Mission recruitment will be conducted in an open and public manner, including publication in the Federal Register, posting on the Commerce Department trade mission calendar (<http://export.gov/trademissions>) and other Internet websites, press releases to general and trade media, direct mail, notices by industry trade associations/organizations and other multiplier groups, and publicity at industry meetings, symposia, conferences, and trade shows. Recruitment for the mission will begin immediately and conclude no later than **September 29, 2023**. The U.S. Department of Commerce will review applications and inform applicants of selection decisions on a rolling basis. Applications received after **September 29, 2023** will be considered only if space and scheduling constraints permit.

CONTACTS:

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