



Smart Grid Export Seminar

November 2, 2009 2:30 p.m. - 5:00 p.m.

**Offices of Whiteford, Taylor & Preston, LLC
7 Saint Paul Street, 19th Floor, Baltimore, MD 21202**

The International Energy Agency estimates that worldwide energy infrastructure investment will total \$16 trillion from 2003 through 2030. As a result of international smart grid policies, programs, and stimulus funding measures, U.S. energy, electricity, and ICT companies have partnered with overseas entities and have successfully exported U.S.-manufactured technologies and products abroad. Great grid investment is needed in the emerging economies within Asia, Latin America, Africa, and CIS, where electricity demand will more than triple by 2030. Worldwide export opportunities abound for U.S. electricity and ICT firms.

As part of the Smart Grid RoadShow conference and in collaboration with Whiteford, Taylor & Preston and the Baltimore Chapter of Women in International Trade, the International Trade Administration has coordinated this session on 'Exporting U.S. Smart Grid Products and Technologies to Overseas Markets.' To register for the event or for additional information, please refer to: <http://www.buyusa.gov/baltimore/smartgrid.html>

- 2:30-2:50: International Smart Grid Overview:
- *Shannon Fraser*
International Trade Specialist – Energy
Office of Energy and Environmental Industries, U.S. Department of Commerce
- 2:50-3:10: Exporting Experiences of a U.S. Smart Grid Company:
- *Jennifer Sanford*
Senior Manager for International Trade and Energy/Environment Policy
Cisco Systems
- 3:10-3:20: Q&A
- 3:20-3:40: Financing Overseas Electricity and Energy Projects:
- *Jackie Tanenbaum*
Trade Officer – VP, Export Finance Division
M&T Bank
- 3:40-3:50: Q&A
- 3:50-4:10: Protecting Intellectual Property in Overseas Markets:
- *Alexander W. Koff*
Partner
Whiteford, Taylor & Preston, LLP
 - *Andrea Cornwell*
International Trade Specialist
Office of Intellectual Property Rights, U.S. Department of Commerce
- 4:10-4:20: Q&A
- 4:20-4:40: Breaking into International Markets – ITA Export Services for U.S. Firms:
- *Bill Burwell*
Director
U.S. Export Assistance Center, Baltimore, U.S. Department of Commerce
- 4:40-5:00: Q&A