

U.S. Department of Commerce will review applications and make selection decisions on a rolling basis. Applications received after 1 July 2016, will be considered only if space and scheduling constraints permit.

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*Trade Missions Program.*

[FR Doc. 2016-15486 Filed 6-29-16; 8:45 am]

BILLING CODE 3510-DR-P

## DEPARTMENT OF COMMERCE

### International Trade Administration

#### Information and Communication Technologies and Services Trade Mission to Singapore and Vietnam March 6-10, 2017

**AGENCY:** International Trade Administration, Department of Commerce.

**ACTION:** Notice.

#### SUMMARY:

##### Mission Description

The United States Department of Commerce, International Trade Administration (ITA) is organizing an Informational and Technologies (ICT) Trade Mission to Singapore and Vietnam from March 6-10th, 2017. The purpose of the mission is to introduce U.S. firms to Singapore and Vietnam's rapidly expanding ICT sector, and to assist U.S. companies in pursuing export opportunities in this sector. The mission is designed for U.S. ICT companies. The mission also will help U.S. companies already doing business in Singapore and Vietnam increase their footprint and deepen their business interests. With the Administration's emphasis on enacting the Trans-Pacific Partnership, medium and long-term opportunities will continue for American companies that strategically position in these markets. The mission will not be an executive-led mission.

This trade mission focus on recruiting U.S. veteran-owned companies<sup>1 2</sup> and others who play a significant role in information communication and telecom infrastructure development, by helping U.S. companies get ahead of their global competitors in the ASEAN markets that present excellent market opportunities in these sectors.

Target sectors holding high potential for U.S. exporters include fixed and mobile telephone networks, Internet, satellites, broadcasting, Information Technology (IT) hardware and software, and in any sub-sector related to the telecommunications industry. Mission participants will benefit from country briefings, one-on-one appointments with prospective business contacts, and high-level meetings with government officials and business leaders.

The mission will help participating firms and associations/organizations gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. ICT exports. The mission will include market briefings, one-on-one business appointments with pre-screened potential buyers, agents, distributors, industry leaders, and joint venture partners; meetings with host governments; and networking events. Participating in an official U.S. industry delegation, rather than traveling on their own, will enhance the companies' ability to identify opportunities in Vietnam and Singapore.

#### Schedule

##### Arrive in Singapore March 4th and 5th

*Monday, March 6, 2017*

- Briefing by US Embassy Singapore officials
- Briefing by Singapore Government/ Industry officials
- One-on-one meetings with Singapore companies
- Networking Reception

##### Hanoi, Vietnam

*Wednesday, March 8, 2017*

- Briefing by U.S. Embassy officials
- Briefing by Vietnamese Government
- One-on-one meetings with Vietnamese companies
- Reception at Ambassador Residence

<sup>1</sup> Formed by veterans of the U.S. Armed Forces, Vets Go Global is a team of U.S. Commercial Service international trade specialists dedicated to helping other U.S. veterans connect to business opportunities around the world. The Vets Go Global team is the main organizer of this trade mission.

<sup>2</sup> Despite the veteran-owned business focus, all companies are encouraged to apply. Recruitment will not be limited to veteran-owned businesses, and non-veteran-owned status will not determine eligibility and denial for the mission.

*Thursday, March 9, 2017*

##### Ho Chi Minh City

*Friday, March 10, 2017*

- Briefing by U.S. Consulate officials
- Briefing by Vietnamese Government
- One-on-one meetings with Vietnamese companies

#### Web site

Please visit our official mission Web site for more information: [http://export.gov/trademissions/eg\\_main\\_023185.asp](http://export.gov/trademissions/eg_main_023185.asp).

#### 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 ten firms and a maximum of 12 firms, service providers and/or trade associations/organizations will be selected from the applicant pool to participate in the trade mission.

#### Fees and Expenses

After an applicant has been selected to participate in the mission, a payment to the Department of Commerce in the form of a participation fee is required. Upon notification of acceptance to participate, those selected have 5 business days to submit payment or the acceptance may be revoked.

The participation fee for the trade mission to Singapore and Vietnam alone is \$3,200.00 for small or medium-sized enterprises (SME)<sup>3</sup> and \$5,300.00 for large firms and trade associations/organizations. The fee for each additional representative (large firm or SME or trade association/organization) is \$750.00. The rate for additional/optional meetings in Ho Chi Minh City is not included, but would be the formal established GKS rates for one-day worth of scheduled meetings (\$700).

#### Application

All interested firms and associations may register via the following link: <https://emenuapps.ita.doc.gov/ePublic/TM/7RON>.

<sup>3</sup> An SME is defined as a firm with 500 or fewer employees or that otherwise qualifies as a small business under SBA regulations (see <http://www.sba.gov/services/contractingopportunities/sizestandardstoc/index.html>). Parent companies, affiliates, and subsidiaries will be considered when determining business size. The dual pricing reflects the Commercial Service's user fee schedule that became effective May 1, 2008 (see <http://www.export.gov/newsletter/march2008/initiatives.html> for additional information).

### Exclusions

The mission fee does not include any personal travel expenses such as lodging, most meals, local ground transportation (except for transportation to and from meetings, and airport transfers during the mission), and air transportation. Participants will, however, be able to take advantage of U.S. Government rates for hotel rooms. Business or entry visas may be required to participate on the mission. Applying for and obtaining such visas will be the responsibility of the mission participant. Government fees and processing expenses to obtain such visas are not included in the participation fee. However, the Department of Commerce will provide instructions to each participant on the procedures required to obtain necessary business visas.

### Timeframe for Recruitment and Application

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://www.export.gov/trademissions/>) and other Internet Web sites, press releases to general and trade media, direct mail, broadcast fax, notices by industry trade associations and other multiplier groups, and publicity at industry meetings, symposia, conferences, and trade shows.

Recruitment for this mission will begin immediately and conclude no later than January 8, 2017. The U.S. Department of Commerce will review applications and make selection decisions on rolling basis. Applications received after January 8, 2017 will be considered only if space and scheduling constraints permit.

### Contact Information

#### U.S. Contact

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#### Singapore

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### Vietnam

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[FR Doc. 2016-15484 Filed 6-29-16; 8:45 am]

**BILLING CODE 3510-DR-P**

## DEPARTMENT OF COMMERCE

### International Trade Administration

#### Trade Mission to Central America in Conjunction With the Trade Americas—Business Opportunities in Central America Conference, March 26–31, 2017

**AGENCY:** International Trade Administration, Department of Commerce.

**ACTION:** Notice.

**SUMMARY:** The United States Department of Commerce, International Trade Administration is organizing a trade mission to Central America that will include the Trade Americas—Business Opportunities in Central America Conference in San Jose, Costa Rica on March 26–28, 2017.

U.S. trade mission participants will arrive in Costa Rica on or before March 26 to attend the opening reception for the Trade Americas—Business Opportunities in Central America Conference, which is also open to U.S. companies not participating in the trade mission. Trade mission participants will attend the Conference on March 27. Following the morning session of the conference, trade mission participants will participate in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Department of State Economic/Commercial Officers from the following U.S. Embassies in the region: Costa Rica, El Salvador, Honduras, Guatemala, Belize, Nicaragua, and Panama. The following day, March 28, trade mission participants will engage in business-to-business appointments with companies in Costa Rica. A limited number of trade mission participants will then have the option to travel to: El Salvador, Honduras, Guatemala, Belize, Nicaragua or Panama (choosing only one market) for optional additional business-to-business appointments based on recommendations from the US&FCS in those markets. Each business to business appointment will be with a

pre-screened potential buyer, agent, distributor or joint-venture partner.

The Department of Commerce's Trade Americas—Business Opportunities in Central America Conference will focus on regional-specific sessions, market entry strategies, legal, logistics, and trade financing resources as well as pre-arranged one-on-one consultations with US&FCS Commercial Officers and/or Department of State Economic/Commercial Officers with expertise in commercial markets throughout the region.

This trade mission is open to U.S. companies from a cross section of industries with growing potential in Central America, but is focused on U.S. companies representing best prospects sectors such as construction equipment/road building machinery, renewable energy, automotive parts and accessories, and safety and security equipment.

The combination of the Trade Americas—Business Opportunities in Central America Conference and this trade mission, including its business-to-business matchmaking opportunities in Costa Rica and one other optional Central American country, will provide participants with access to substantive information on strategies for entering or expanding their business across the Central America region.

### Schedule

March 26 Travel Day/Arrival to Costa Rica

Registration, Market Briefings, and Networking Reception

March 27 Costa Rica

Morning: Registration and Trade Americas—Business Opportunities in Central America Conference

Afternoon: U.S. Embassy Officer Consultations

Evening: Ambassador's Networking Reception

March 28 Costa Rica

Business-to-Business Meetings

March 29 Travel Day

### Optional

March 30 Business-to-Business

Meetings in (Choice of one market):

Option (A) Honduras

Option (B) Guatemala

Option (C) El Salvador

Option (D) Belize

Option (E) Nicaragua

Option (F) Panama

March 31 Return to the U.S.

*Web site:* Please visit our official mission Web site for more information: [http://export.gov/trademissions/eg\\_main\\_023185.asp](http://export.gov/trademissions/eg_main_023185.asp).