U.S. DEPT OF STATE (Mr. Rick Sullivan, Director of Mechanical Engineering, Bureau of Overseas Building Operations)

- Q – Given recent political attention on security at our overseas embassies, are there new focus areas or expanded programs being developed in the A/E/C areas for OBO?
  - A – Security has been the base of our building program since the 1999 enactment of the Secure Embassy Construction and Counterterrorism Act. Since that enactment, we have completed 129 more secure facilities and we continue to add to that number each year.

- Q – What are the expectations for the use of Small Business in OBO contracts?
  - A – We support small business with both direct contract awards and by including small business subcontracting goals in contracts awarded to large businesses. Additionally, we set aside many individual project acquisitions as well as Indefinite Delivery Indefinite Quantity (IDIQ) contracts for exclusive competition amongst small business firms.

- Q – What are the most important take-away(s) for contractors interested in supporting OBO?
  - A – We are interested in working with a diverse group of contractors. We encourage interested companies to apply for our projects.

- Q – What is the anticipated date for the release of RFPs for Asuncion, Paraguay and Dhahran, Saudi Arabia?
  - A – FY 16

U.S. DEPT OF COMMERCE (Mr. Bill Lawton, Senior Trade Specialist, US Export Assistance Center, International Trade Administration)

- Q – Can you share trends that you are seeing in the global markets, such as areas of increased interest for developing trade relationships, specifically A/E/C partnerships?
  - A – Strong regions for A/E/C are Latin America and Africa although this is by no means exclusive of other developing areas

- Q – Regarding the Global Trade Shows and Trade Missions you mentioned at the end of your presentation for making international connections, where would interested companies find a list of these events? Can you recommend a website or additional points of contact to obtain this type of information?
  - A – The best website is export.gov. Go to the lower left hand portion of the website and click on Opportunities by Industry – afterwards click on Construction Building and Heavy Equipment. This will take you to the construction team website where you will find: market research, trade leads, trade missions, upcoming conferences and webinars, as well as an area where you can click to receive-mail updates from the team.
• Q – What advice would you give an established state-side business performing architecture, engineering and/or construction services that wanted to extend their business overseas?
  o A – Go to the Construction team website as described in Question two. Download the Best Markets Report, read it and then contact your nearest USEAC (Export Assistance Center – from the Export.gov website) and we will take it from there.