Senate Commerce Committee Nominee Questionnaire, 116th Congress

Instructions for the nominees: The Senate Committee on Commerce, Science, and Transportation asks you to provide typed answers to each of the following questions. It is requested that the nominee type the question in full before each response. Do not leave any questions blank. Type "None" or "Not Applicable" if a question does not apply to the nominee. Return printed answers to Committee. Begin each section (i.e., "A", "B", etc.) on a new sheet of paper.

A. BIOGRAPHICAL INFORMATION AND QUALIFICATIONS

1. Name (Include any former names or nicknames used): *Ian Paul Steff*

2. Position to which nominated: *Assistant Secretary of Commerce and Director General of the United States and Foreign Commercial Service*

3. Date of Nomination: *February 1, 2019*

4. Address (List current place of residence and office addresses):
[redacted]
Office Address: 1401 Constitution Ave. NW, Washington, DC 20230

5. Date and Place of Birth: *July 9, 1982; Buffalo, New York*

6. Provide the name, position, and place of employment for your spouse (if married) and the names and ages of your children (including stepchildren and children by a previous marriage). *A) Wife: Brittany Paige Grayson Steff, Freelance Science Writer, Self-Employed B) Children:* [redacted]

7. List all college and graduate degrees. Provide year and school attended.
   A) American University – 2000-2003 – B.A. International Studies
   B) National Defense University – 2004-2006 – 18 Credits of Graduate Work in National Security Studies
   C) George Washington University – 2007-2011 – M.A. International Science and Technology Policy

8. List all post-undergraduate employment, and highlight all management-level jobs held and any non-managerial jobs that relate to the position for which you are nominated.
   A) *Deputy Assistant Secretary of Commerce for Manufacturing, U.S. Department of Commerce; International Trade Administration – June 2017-present; Performing the Non-exclusive Duties and Functions of the Assistant Secretary of Commerce for Global Markets and Director General of the United States and Foreign Commercial Service – May 2018 – present; Washington, D.C.*
   B) *Chief Innovation Officer – State of Indiana; Executive Vice President and Senior Advisor; Indiana Economic Development Corporation – July 2016 - May 2017; Indianapolis, IN*
   C) *Senior Advisor for Science, Technology, and Advanced Manufacturing; Indiana Economic Development Corporation – May 2015-July 2016; Indianapolis, IN*
   D) *Vice President for Global Policy and Technology Partnerships; Semiconductor Industry Association – 2008-2014; Washington, D.C.*
   E) *International Trade and Semiconductor Policy Specialist; Dewey Ballantine LLP – 2005-2008; Washington, D.C.*
   F) *Senior Staff Assistant to the Staff Director; House Ways and Means Trade Subcommittee – 2004-2005; Washington, D.C.*

9. Attach a copy of your resume. *See Attached*

10. List any advisory, consultative, honorary, or other part-time service or positions with Federal, State, or local governments, other than those listed above, within the last ten years. *Indiana advisory role listed above.*

11. List all positions held as an officer, director, trustee, partner, proprietor, agent, representative, or consultant of any corporation, company, firm, partnership, or other business, enterprise, educational, or other institution within the last ten years.
    A) *Founding Principal, IPS Global Consulting LLC, Indianapolis, IN (April 2014-May 2016); Three former clients as follows:*
        a. *Client: State of Indiana/Indiana Economic Development Corporation; Advisor; Indianapolis, IN*
        b. *Client: Central Indiana Corporate Partnership Foundation; Advisor; Indianapolis, IN*
        c. *Client: FlexTech Alliance; Advisor; San Jose, CA*

B) President; IPS Global RE I LLC; Indianapolis, IN; (Real Estate Holding Company) – July 2016 – Present. (This LLC is associated with residential rental/investment property I solely own in Silver Spring, Maryland. If confirmed, I will resign from my position as President of IPS Global RE I LLC, in accordance with my Ethics Agreement.)

C) President; IPS Global RE II LLC; Indianapolis, IN; (Real Estate Holding Company) – July 2016 – July 2018. (This LLC was associated with residential rental/investment property in Indianapolis, Indiana that was sold and subsequently dissolved.)

D) Member, Board of Directors, Battery Innovation Center, Newberry, Indiana; December 2014- June 4, 2017

E) Member, Board of Directors, Collaborative Composites Solutions Corporation; January 1, 2015- June 4, 2017

F) Chairman of the Executive Committee and Member of the Board of Directors – United States Information Technology Office in Beijing, China and Washington, D.C. (www.usito.org); 2013-2014

12. Please list each membership you have had during the past ten years or currently hold with any civic, social, charitable, educational, political, professional, fraternal, benevolent or religiously affiliated organization, private club, or other membership organization. (For this question, you do not have to list your religious affiliation or membership in a religious house of worship or institution.). Include dates of membership and any positions you have held with any organization. Please note whether any such club or organization restricts membership on the basis of sex, race, color, religion, national origin, age, or disability.

A) Former Member; Executive Committee, Int'l Technology Roadmap on Semiconductors (2010-2014)

B) Member, Donor, Chairman's Circle & Nausbaum Society of the Indianapolis Zoo (2014-2016)

C) Member, Dean of Engineering's Advisory Council, Purdue University (2015-May of 2017)

D) Member, Vice Chancellor for Research's Advisory Board, IUPUI (2016-May of 2017)

E) Member, Advisory Board, Rochester Inst. of Technology (2010 –2014)

F) Member, Friends of the National Zoo (2018-present)

G) Member; Delta Tau Delta International Fraternity (2002-present) (Note: Membership currently limited to males)

H) Member, Collins Conservation Club (1996-present)

13. Have you ever been a candidate for and/or held a public office (elected, non-elected, or appointed)? If so, indicate whether any campaign has any outstanding debt, the amount, and whether you are personally liable for that debt. *No.*

14. List all memberships and offices held with and services rendered to, whether compensated or not, any political party or election committee within the past ten years. If you have held a paid position or served in a formal or official advisory position (whether compensated or not) in a political campaign within the past ten years, identify the particulars of the campaign, including the candidate, year of the campaign, and your title and responsibilities. *Not applicable.*

15. Itemize all political contributions to any individual, campaign organization, political party, political action committee, or similar entity of $500 or more for the past ten years.

    - *March 2016- Contribution to Friends of Todd Young, Inc. - $500.00*

16. List all scholarships, fellowships, honorary degrees, honorary society memberships, military medals, and any other special recognition for outstanding service or achievements.
    - *Graduated Magna Cum Laude from American University – 2003*
    - *Member of Phi Beta Kappa – 2003*
    - *Member of Golden Key International Honour Society – 2003*
    - *Commissioned a "Kentucky Colonel" – honor bestowed by the Governor of Kentucky – 2005*
    - *Distinguished Service Award from the Semiconductor Industry Association - 2014*

17. Please list each book, article, column, Internet blog posting, or other publication you have authored, individually or with others. Include a link to each publication when possible. Also list any speeches that you have given on topics relevant to the position for which you have been nominated. Do not attach copies of these publications unless otherwise instructed.
    A) December 2013 - Forbes Op-ed, co-authored with Ambassador Alan Wm. Wolff – "China Will Make or Break a Once-In-A-Generation Trade Deal" – Link:

https://www.forbes.com/sites/realspin/2013/12/02/china-will-make-or-break-a-once-in-a-generation-trade-deal/

B) *March 2018 – Remarks at the Taiwan Smart Cities Summit in Taipei, Taiwan in capacity as Deputy Assistant Secretary of Commerce for Manufacturing: https://www.ait.org.tw/remarks-ian-steff-smart-city-summit/*

C) *September 2018 – Remarks at the 3SI Heads of State Summit in Bucharest, Romania in capacity as Deputy Assistant Secretary of Commerce for Manufacturing - https://www.youtube.com/watch?v=SclMeo2bujY*

D) *April 2019 – Remarks at the Hannover Messe in Hannover, Germany in capacity as Deputy Assistant Secretary of Commerce for Manufacturing (No link available.)*

18. List digital platforms (including social media and other digital content sites) on which you currently or have formerly operated an account, regardless of whether or not the account was held in your name or an alias. Include the name of an "alias" or "handle" you have used on each of the named platforms. Indicate whether the account is active, deleted, or dormant. Include a link to each account if possible.
A) Facebook: Active, www.facebook.com/ian.steff

19. Please identify each instance in which you have testified orally or in writing before Congress in a governmental or non-governmental capacity and specify the date and subject matter of each testimony.
Not applicable.

20. Given the current mission, major programs, and major operational objectives of the department/agency to which you have been nominated, what in your background or employment experience do you believe affirmatively qualifies you for appointment to the position for which you have been nominated, and why do you wish to serve in that position?

It is the highlight of my professional career to have been nominated to lead Global Markets and the U.S. and Foreign Commercial Service in the International Trade Administration. I am humbled to have an opportunity to work aside a world-class team that a) provides export counseling to small and medium sized business, while identifying new foreign markets for their products and services; b) advocates on behalf of U.S. companies competing for foreign government procurements; c)

attracts foreign direct investment through SelectUSA initiatives, while working to grow the U.S. manufacturing base; and d) reduces, removes, and prevents foreign trade barriers that impede market access for U.S. goods in a free, fair, and reciprocal fashion.

In my current and former professional capacities, I have come to know the ITA and Global Markets team as: A Team that Works, A Team That Chooses to Compete, and a Team that Delivers. This team delivers "one deal at a time" and has a tremendous impact measured at over $136 billion in FY 2018 in the areas outlined above.

As the Deputy Assistant Secretary of Commerce since June 2017, I've seen firsthand the difference this team has made for U.S manufacturers and service providers. From my current seat, I have encouraged all units in ITA to focus our collective resources toward delivering on behalf of our clients via trade promotion. Our vast network of trade specialists in the U.S. Field, combined with the Foreign Commercial Service's presence in over 70 foreign markets deliver on a daily basis. We have met or exceeded all internal export, advocacy and investment targets, and also delivered on our Agency Priority Goal related to trade barrier removal, valued at over $5.6 billion. At the same time, I feel that I have earned the team's trust and respect.

In my former professional capacities, I have demonstrated experience and capabilities in economic development, executive leadership, and trade policy that will be put to good use, if confirmed. In my past economic development roles, I worked regularly to maintain and attract foreign direct investment. SelectUSA, which would be under my purview, if confirmed, continues to be a valued partner to states across the nation and I look forward to working with the team to reach our full potential and convey that the U.S. is "open for business".

Likewise, during my time in the semiconductor industry, I witnessed firsthand the contributions of the Commerce Department in ensuring a leading U.S. export industry maintained and grew its worldwide market share. I regularly engaged with the Commerce team in that capacity for over a decade, while managing the leading industry association's international engagements, offices, and technology programs. I came to know the challenges posed by unfair foreign trade measures and massive

market distorting practices that have crippled companies looking to compete internationally.

Earlier in my professional career, I had the good fortune to work on the Trade Subcommittee staff of the House Ways and Means Committee. In addition to gaining valuable experience in trade policy, I also saw its impact on the clients the Department and the GM team serve. I have an utmost appreciation for the vital role of Congress when it comes to ensuring the competitiveness of U.S. industry on a global scale.

Lastly, my educational background in international studies and international science and technology policy will be highly leveraged on a regular basis in this capacity, if confirmed. The role is completely aligned with every aspiration I have ever held as a student and practitioner of international relations.

I) What do you believe are your responsibilities, if confirmed, to ensure that the department/agency has proper management and accounting controls, and what experience do you have in managing a large organization?

If confirmed, I believe a core responsibility of the Assistant Secretary of Commerce and Director General of the U.S. and Foreign Commercial service is to ensure good stewardship of public funds, while maximizing resources to attract inbound investment, remove foreign trade barriers, and promote U.S. exports.

I will ensure robust accounting, management, and budget controls are in place to foster such stewardship. I will work closely with the Department's budget professionals, including the ITA Global Markets Budget Office, to ensure that financial obligations incumbent upon the organization are met, while at the same time guiding and prioritizing allocation of available resources to achieve our collective mission. I will also scrutinize the fix cost drivers posing challenges for the organization.

In performing these fiduciary functions, if confirmed, I will draw upon substantial prior personal experience in both the private and public sectors. This includes managing multi-million dollar budgets and performing oversight of professionals whose direct job it was to implement financial management and accounting controls.

In the private sector, I had management responsibilities that included directing personnel and significant resources in offices spanning the globe. In the public sector, I worked with and advised state budget authorities to allocate millions of dollars in public funds using a rigorous process that incorporated competition, transparency, and accountability.

I continue to draw on these experiences in my current capacity in ITA, while managing and motivating a team of hundreds of international trade professionals that continue to exceed agency goals.

J) What do you believe to be the top three challenges facing the department/agency, and why?

First, rising fixed costs as a percentage of Global Markets' overall appropriations/budget, remains a persistent challenge. While GM's return on investment is well-documented, as are the results of its client-driven professionals spanning the globe, the organization is constrained by these growing fixed costs associated with our offices in over 70 foreign markets and 100 U.S. cities. Equipping the team with the tools, training, technology, and resources they need to effectively compete on behalf of our nation's current and future exporters will be among my top priorities, if confirmed.

To that end, a second key challenge is remaining competitive in a rapidly evolving global landscape. We see a trend of foreign governments of large economies tilting the playing field in their favor using a vast array of unfair and discriminatory trade practices. In many cases, these same countries compete in markets where the U.S. Commercial Service has a limited presence, none at all, or where we are unable to provide comprehensive support to clients. In markets where we choose to compete, and are equipped to do so, the results and data demonstrate tremendous impact, one deal at a time. However, our competitors are gaining footholds in markets that may negatively affect us for generations to come.

A third, and perhaps more obvious challenge, is the overwhelming amount of barriers to entry in foreign markets that prevent free, fair and reciprocal trade. Reducing, removing, and preventing these barriers, so

that our export promotion capabilities yield increased exports and chip away at our trade deficits is key.

Economic security is national security. GM's ability to help businesses of all sizes export, grow their investments in the U.S., identify and penetrate new markets, and assist in removing barriers to trade is unrivaled. There is limitless potential and millions of companies in line to reap the economic rewards associated with enhanced market access. According to ITA, less than one percent of America's 30 million companies export – a percentage that is significantly lower than all other developed countries. And of U.S. companies that do export, 58 percent export to only one country. This represents a challenge and an opportunity at the same time.

B. POTENTIAL CONFLICTS OF INTEREST

1. Describe all financial arrangements, deferred compensation agreements, and other continuing dealings with business associates, clients, or customers. Please include information related to retirement accounts. *None.*

2. Do you have any commitments or agreements, formal or informal, to maintain employment, affiliation, or practice with any business, association or other organization during your appointment? If so, please explain. *No.*

3. Indicate any investments, obligations, liabilities, or other relationships which could involve potential conflicts of interest in the position to which you have been nominated. Explain how you will resolve each potential conflict of interest.

   In connection with the nomination process, I have consulted with the Office of Government Ethics and Department of Commerce agency ethics officials to identify any potential conflicts of interest. Any potential conflicts of interest will be resolved in accordance with the terms of my ethics agreement. I understand that my ethics agreement has been provided to the Committee. I am not aware of any potential conflict of interest other than those that are the subject of my ethics agreement.

4. Describe any business relationship, dealing, or financial transaction which you have had during the last ten years, whether for yourself, on behalf of a client, or acting as an agent, that could in any way constitute or result in a possible conflict of interest in the position to which you have been nominated. Explain how you will resolve each potential conflict of interest.

   I am not aware of any potential conflict of interest other than those that are the subject of my ethics agreement. Any potential conflicts of interest will be resolved in accordance with the terms of my ethics agreement. I understand that my ethics agreement has been provided to the Committee.

5. Identify any other potential conflicts of interest, and explain how you will resolve each potential conflict of interest.

   I am not aware of any potential conflict of interest other than those that are the subject of my ethics agreement. Any potential conflicts of interest will be resolved in accordance with the terms of my ethics agreement. I understand that my ethics agreement has been provided to the Committee.

6. Describe any activity during the past ten years, including the names of clients represented, in which you have been engaged for the purpose of directly or indirectly influencing the passage, defeat, or modification of any legislation or affecting the administration and execution of law or public policy.

   a) *During my tenure with the Semiconductor Industry Association (2008-2014), I conveyed industry views on a number of public policy matters, legislation, and Administration actions. The Association had involvement or expressed views on the following during my tenure:*
      - *Support for authorization legislation and increased appropriations for basic research at DARPA, NIST, and NSF, including the passage of the America COMPETES Act.*
      - *Support for immigration legislation and actions to allow foreign students graduating with STEM degrees to stay in the U.S. following graduation.*
      - *Support for STEM education and workforce initiatives.*
      - *Support for the R&D Tax Credit, a simplified corporate tax system, and a competitive investment climate.*
      - *Support for Administration and Congressional action to enhance intellectual property protection for semiconductors.*
      - *Support for anti-counterfeiting semiconductor initiatives.*
      - *Support for expansion of the Information Technology Agreement and trade agreements effecting the semiconductor industry and global market access.*
      - *Support for efforts to deal with unfair trade practices related to China effecting the semiconductor industry.*

C. LEGAL MATTERS

1. Have you ever been disciplined or cited for a breach of ethics, professional misconduct, or retaliation by, or been the subject of a complaint to, any court, administrative agency, the Office of Special Counsel, professional association, disciplinary committee, or other professional group? *No.*
   If yes:
   a. Provide the name of agency, association, committee, or group;
   b. Provide the date the citation, disciplinary action, complaint, or personnel action was issued or initiated;
   c. Describe the citation, disciplinary action, complaint, or personnel action;
   d. Provide the results of the citation, disciplinary action, complaint, or personnel action.

2. Have you ever been investigated, arrested, charged, or held by any Federal, State, or other law enforcement authority of any Federal, State, county, or municipal entity, other than for a minor traffic offense? If so, please explain. *No.*

3. Have you or any business or nonprofit of which you are or were an officer ever been involved as a party in an administrative agency proceeding, criminal proceeding, or civil litigation? If so, please explain. *No.*

4. Have you ever been convicted (including pleas of guilty or *nolo contendere*) of any criminal violation other than a minor traffic offense? If so, please explain. *No.*

5. Have you ever been accused, formally or informally, of sexual harassment or discrimination on the basis of sex, race, religion, or any other basis? If so, please explain. *No.*

6. Please advise the Committee of any additional information, favorable or unfavorable, which you feel should be disclosed in connection with your nomination. *I have no additional information other than that which has been provided in connection with my nomination.*

D. RELATIONSHIP WITH COMMITTEE

1. Will you ensure that your department/agency complies with deadlines for information set by congressional committees, and that your department/agency endeavors to timely comply with requests for information from individual Members of Congress, including requests from members in the minority? *Yes.*

2. Will you ensure that your department/agency does whatever it can to protect congressional witnesses and whistle blowers from reprisal for their testimony and disclosures? *Yes.*

3. Will you cooperate in providing the Committee with requested witnesses, including technical experts and career employees, with firsthand knowledge of matters of interest to the Committee? *Yes.*

4. Are you willing to appear and testify before any duly constituted committee of the Congress on such occasions as you may be reasonably requested to do so? *Yes.*

(Nominee is to include this signed affidavit along with answers to the above questions.)

F. AFFIDAVIT

Jan Paul Steff being duly sworn, hereby states that he/she has read and signed the foregoing Statement on Biographical and Financial Information and that the information provided therein is, to the best of his/her knowledge, current, accurate, and complete.

KIM N. TAYLOR NOTARY PUBLIC EXP. 1-14-20 DISTRICT OF COLUMBIA

Signature of Nominee

Subscribed and sworn before me this 4th day of June, 2019.

Kim N. Taylor

Notary Public

KIM N. TAYLOR
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires January 14, 2020

IAN PAUL STEFF

SPECIALIZATIONS

International trade negotiations
Trade association management
Global and export market analysis
Semiconductor manufacturing issues
Research consortia board governance
Intellectual property protection systems
Economic development
International affairs
Advanced manufacturing issues
Science, technology, and research policy

PROFESSIONAL EXPERIENCE

Deputy Assistant Secretary of Commerce for Manufacturing — June 2017-present

Performing the non-exclusive duties and functions of the Assistant Secretary for Global Markets and Director General of the U.S. and Foreign Commercial Service — May 2018-present

U.S. Department of Commerce – International Trade Administration

LEAD TRADE PROMOTION EFFORTS AND MANUFACTURING INTITIATIVES
• Manage Commerce sector experts, investment analysts, international trade professionals, while executing the Trump administration's plans to eliminate foreign trade barriers, boost U.S. exports of manufactured goods, open foreign markets, enforce and modernize international trade agreements, and work with the private sector to increase American manufacturing jobs and investments.
• From aerospace and semiconductors to automotive, pharmaceuticals, medical devices, and energy-related products, the Office of Manufacturing's initiatives span more than a dozen strategic industry sectors and regularly engages the private sector to inform strategies related to advanced manufacturing, the Internet of Things, and other emerging fields.

Chief Innovation Officer and Executive Vice President — July 2016-May 2017
State of Indiana / Indiana Economic Development Corporation

COORDINATED STATE's INNOVATION AND ENTREPRENEURSHIP INITIATIVES

- Served as the State of Indiana's first Chief Innovation Officer, coordinating the development, implementation and execution of the $1B Innovation & Entrepreneurship Initiative under then-Governor Pence and Governor Holcomb
- Advised state leadership on science, technology, and advanced manufacturing economic matters, served as a Senior Advisor to the Secretary of Commerce
- Led preparations and participated in state economic trade missions to Israel, India, China, and Europe; Hosted international businesses considering FDI
- Engaged on export related issues for Indiana-based companies
- Coordinated and directed IEDC's small business and entrepreneurship programs and resources consisting of personnel and advisors statewide including:
  -Indiana Small Business Development Centers (ISBDC)
  -Procurement Technical Assistance Centers (PTAC)/SBIR Programs
  -Coordination with Elevate Ventures and oversight over 21Fund
  -IEDC's investment and assurance programs and strategic sector initiatives

- Led efforts to create and expand public-private partnerships in the information technology, life sciences, and advanced manufacturing across the state
- Board member, Battery Innovation Center (BIC) outside of NSWC Crane
- Board member, Institute for Advanced Composites Manufacturing Innovation (IACMI) that includes Purdue-led Modeling & Simulation Center housed at the Indiana Manufacturing Institute
- Member, Dean of Engineering's Advisory Council, Purdue University
- Member, Council of Advisors to the Vice Chancellor for Research, IUPUI

Senior Advisor for Science, Technology, and Advanced Manufacturing May 2014
State of Indiana / Indiana Economic Development Corporation July 2016

LED IEDC's PLANS TO GROW STRATEGIC SECTORS

- Oversaw statewide efforts to develop the life sciences, energy storage, cybersecurity, semiconductor, nanotech, & advanced materials verticals.
- Engaged with businesses, universities, and government partners to create economic development leads for the State in advanced manufacturing sectors and boost Indiana's manufacturing exports.
- Coordinated IEDC's technology oriented economic development missions including domestic and international trips.

EXPANDING PUBLIC-PRIVATE PARTNERSHIPS AND GLOBAL ENGAGEMENT

- Shaped IEDC's strategy on initiatives involving cooperation between industry, the State, and universities that will enable Indiana's global competitiveness in emerging fields related to advanced manufacturing and design.
- Implemented best practices from model domestic and international public-private partnerships in current industrial consortia in Indiana.
- Successfully led effort on behalf of the IEDC to secure matching funds of $15M for the newly formed composites initiative at Purdue University via the Institute for Advanced Composites Manufacturing Innovation.
- Participated in state and national efforts to ensure a robust workforce and world-class research infrastructure, including:
- Member, Lieutenant Governor Ellspermann's Career Pathways Taskforce
- Member, Executive Committee, International Nanotechnology Cooperation and Communication (INC).

Senior Executive, Semiconductor Industry Association (SIA) 2008-2014
Vice President, Global Policy and Technology Partnerships; Board Elected Officer; Chairman of the Board, U.S. Information Technology Office in Beijing (USITO)

ASSOCIATION MANAGEMENT

- Served as an elected officer of the lead U.S. semiconductor association; Board of Directors consisting of 18 CEOs representing the $150 billion U.S. semiconductor industry.
- Responsible for oversight of multi-million dollar international and technology budget, managed three departments, and coordinated outside counsel and consultants.
- Developed agenda, budget updates, and materials for three Board meetings per year.
- Elected Executive Chairman of the USITO Board of Directors; Executive committee consisting of four trade associations and Board consisting of 30 U.S. technology executives with China operations (www.usito.org).

TECHNOLOGY PARTNERSHIPS & UNIVERSITY RESEARCH CONSORTIA

- Staffed the SIA's CTO Committee comprised of 18 technology executives of major U.S. semiconductor companies and served as the Board's liaison to its research consortium, the Semiconductor Research Corporation (SRC).
- Led efforts to secure over $160M in matching funds to complement over $250M industry dollars for SIA/SRC technology public-private research with U.S. universities.
- Served as the association's lead representative on partnerships with NIST, NSF, and DoD

LED WORLDWIDE GOVERNMENT RELATIONS AND INDUSTRY TRADE ADVISOR

- Primary advocate and spokesperson on global policy and public-private partnerships.
- Oversaw international trade advocacy, export and sales statistics program, customs and trade facilitation, and industry engagement on manufacturing policy.
- Communicated member companies' market access issues to foreign governments.
- Industry stakeholder in the WTO's Information Technology Agreement, served as a lead industry expert and liaised with over 12 governments; final ITA expansion agreement saved U.S. semiconductor manufacturers several billion dollars.
- Served as the chief U.S. secretariat at the World Semiconductor Council, consisting of governments and industry from China, Europe, Japan, Korea, Taiwan, and U.S.

CREATED STRATEGIC COMMUNICATIONS and PROGRAMS

- Developed statements, interacted with media, published op-eds and web content.
- Collaborated with SIA's committees and forged consensus on major projects.
- Frequently quoted in media including Forbes, NYT, Bloomberg, and regional outlets.
- Secured sponsorships and organized industry seminars, conferences and other events.

Dewey Ballantine LLP 2005 – 2008

Trade Specialist/SIA Washington Representative, Manager, Governmental Affairs

- Managed SIA's government relations, trade, and research funding engagements.
- Participated in Multi-Chip Package (MCP) Duty-Free Trade Agreement negotiations.
- Helped build support for President Bush's American Competitiveness Initiative.
- Staffed meetings of the World Semiconductor Council.

U.S. House of Representatives - Ways and Means Committee 2004 – 2005

Senior Staff Assistant to the Majority Staff Director of the Trade Subcommittee

- Staff Director's principal liaison to USTR, Commerce, State, and business community.
- Served Chairman Thomas (R-CA) & Subcommittee Chairmen Crane (R-IL)/Shaw (R-FL)
- Prepared for hearings on FTAs, Miscellaneous Tariff Bill, Customs Reauthorization, FSC-ETI repeal/American Jobs Creation Act.
- Oversaw publication of Committee's Trade Statutes Blue Book, 2005 edition.

U.S. House of Representatives and Communications Internships 2002 – 2003

- House Committee on Small Business, Chairman Donald Manzullo (R-IL)
- Office of Media Relations at the Peace Corps Headquarters
- Personal Office of Congressman Bill Thomas (R-CA)

PROFESSIONAL MEMBERSHIPS AND CIVIC ENGAGEMENT

- Fr. President and Founding Principal of IPS Global Consulting LLC (Firm advised the State of Indiana, Central Indiana Corporate Partnership, and the FlexTech Alliance)
- Fr. Representative; Task Force on the Future of American Innovation, Washington, D.C.
- Fr. Member; Executive Committee, Int'l Technology Roadmap on Semiconductors
- Member, Donor; Chairman's Circle and Nausbaum Society of the Indianapolis Zoo
- Member, Friends of the National Zoo, Washington D.C.

EDUCATION

George Washington University – *Elliott School of Int'l Affairs* 2007 - 2011
Master of Arts: International Science and Technology Policy *GPA*: 3.88 of 4.0

- R&D budgets, economics of technological change, energy policy, technology creation and diffusion, international trade, U.S. space policy, globalization challenges
- Capstone: *Future of Broadband-Computing: Technological, Economic Considerations*

National Defense University – *Ft. McNair* 2004 - 2006
Post-Graduate: National Security Studies

- School for National Security Executive Education
- Concentration: 18 graduate credits related to defense, security, and foreign policy

American University – *School of Int'l Service* 2000 - 2003
Bachelor of Arts: International Studies *GPA*: 3.7 of 4.0

- Graduated magna cum laude and Phi Beta Kappa;
- US Foreign Policy, International Economics and Trade Policy; Intermediate Spanish

REFERENCES (contact available upon request)

- The Honorable Mike Pence, Vice President of the United States
- The Honorable Governor Eric Holcomb of the State of Indiana
- The Honorable Gilbert Kaplan, Under Secretary of Int'l Trade, Department of Commerce
- The Honorable Ted McKinney, Under Secretary of Int'l Trade, Department of Agriculture
- Stephen Akard, President's Nominee for Director of the Office of Foreign Missions (rank of Ambassador), Department of State
- John Neuffer: President and CEO, Semiconductor Industry Association (SIA)
- George M. Scalise: Former COO of Apple Computer and President emeritus, SIA; Board member, Intermolecular; Purdue University distinguished engineering alumnus
- Wim Roellandts: Former Chairman of the Board, Applied Materials & Board Member, IMEC (Belgium Research Consortia)
- Ed Simcox, President emeritus, Indiana Energy Association
- Ambassador Alan Wm. Wolff: Deputy Director General, World Trade Organization