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**LETTER OF REFERENCE**

In cooperation with JMC Communications GmbH, EnTri Consulting GmbH has prepared, organized and accompanied a visit of an Austrian **delegation of experts** under the title **“Green Tech Bridge Mission to the USA”**, held from **October 16<sup>th</sup> – 22<sup>th</sup>, 2013**

Amongst the 27 Austrian participants of this (without usage of any promotional schemes, individually initiated) trip were representatives from Green Tech companies, universities and other organizations active in the areas of environment, waste management, renewable energy and sustainability. Private and public sector were represented likewise.

Target of the mission was to connect with decision makers in Massachusetts, to evaluate market chances and initiate cooperation. In addition the linkage of science/research and economy as well as gaining information about new trends in the Green Tech sector a main focus of the trip. Between Oct. 16 and 18, 2013 visits and meetings took place in the area of Boston, i.a. with the following organizations, companies and institutions:

Ambri Inc., Cambridge	Massachusetts Executive Office of Energy and Environmental Affairs
Associated Industries of Massachusetts	Massachusetts Export Council
Cambridge Innovation Center	Massachusetts Institute of Technology (M.I.T.)
Charlestown Wind Technology Testing Center	MassGlobalPartners
City of Taunton (Bürgermeister, Unternehmer)	New England Clean Energy Council
EnerNOC	New England District Export Council
Environmental Business Council of New Eng.	Next Step Living
Fraunhofer Institute USA	State House of Massachusetts (inkl.persönl. Empfang bei Senatspräsidentin Murray)
Harvest Power	Southeastern Massachusetts Regional Planning and Economic Development Agency
Harvard University	University of Massachusetts Boston
MassDevelopment	University of Massachusetts Dartmouth
Massachusetts Clean Energy Council	U.S. Rep. Joseph Kennedy III (persönl Empfang)
Massachusetts Executive Office of Housing and Economic Development	U.S. Green Building Council

For the part of the participants that continued the US-trip an additional program was organized, held between Oct.19 and 22, 2013 in New York City. It comprised i.a. meetings with various departments of the United Nations (climate change, procurement, PR, etc.), the Austrian Trade Commission and a round table about "sustainability and society" in the premises of the Austrian Consulate Generale.

The organizational-logistic part of the mission was taken over by JMC übernommen. The **Scope of Services of EnTri Consulting GmbH** comprised specifically the following activities:

- a) Idea and conception of the trip
- b) Thematical/contentwise design
- c) Identification and acquisition of participants (in cooperation with JMC)
- d) Direction/moderation of events on-site
- e) Presentation and participation at round table discussion and similar events



(Dr. J. Mantl, Geschäftsführer)