

MDCP quarterly report Part B: 2011 CALSTART

Report results only for the current quarter. DO NOT CUMULATE RESULTS FROM PREVIOUS QUARTERS. Part B below is for reporting performance on measures designed by CALSTART specific to its 2011 MDCP project. Note that performance on ITA's primary metric, exports, is NOT reported in Part B. Report separately each quarter in Part A: field 6-export transactions (goal for 2011.08.01-2014.07.31 is \$28,500,000), and field 10-export-related developments value \$600,000. Enter ONLY NUMBERS in fields 20-27 below. NOTES regarding numbers entered in fields 20-27 can be entered in field 40-Comments.

* Required

01-Reporter *

Email address of person making report.

03-Qtr ended *

For three months or any portion thereof ended on date you select.

2011.09.30

20-US firms partic Tianjin 2012

Number of U.S. firms to sponsor or attend 2012 Conference. Goal: 20.

21-US firms partic Shanghai 2013

Number of firms to sponsor or attend 2013 Conference. Goal: 30.

22-US n China firms at Tianjin 2012

Number of U.S. and China attendees at 2012 Conference. Goal: 200.

23-US n China firms at Shanghai 2013

Number of U.S. and China attendees at 2013 Conference. Goal: 300.

24-US partic Clean Truck web

Number of U.S. participants in CALSTART training webinars. Goal: 60.

25-Guides distributed

"Guide to Doing Business in China for US Truck and Bus Technology Companies": number of copies distributed at conference, online, and via trade shows and partnerships. Goal: 500.

26-Media mentions

Number of mentions in China media of US China Clean Truck and Bus Conference. Goal: 30.

27-Media views

"Eyeball" views on project-related content on external (non-CALSTART) news and industry information sources. Goal: 4,000,000.

40-Comments

If you need to explain any of the numbers reported in fields 20-27 enter text here preceded by the field number, e.g. "23-Includes 27 attendees from one govt-owned truck company, Good Luck Trucks."

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