



Federal Tools for County-Driven International Economic Development



Mr. William (Bill) Fanjoy is the Director of multiple Commercial Service offices of the U.S. Department of Commerce and Executive Secretariat of the Virginia and Washington, D.C. District Export Council (DEC). His office promotes U.S. trade by finding and vetting overseas buyers for U.S. companies, structuring firm trade deals and building long-term trade models to enter multiple international markets. He and his staff have day-to-day contact between U.S. exporting businesses and partners, including overseas buyers, export financiers, U.S. and Foreign Embassies and The Export Import Bank. Previously, Mr. Fanjoy worked with several Africa-focused firms and overseas agencies.

Mr. Patrick Kirwan is the Director of the Trade Promotion Coordinating Committee Secretariat for the U.S. Department of Commerce's International Trade Administration. He coordinates a network of 20 government agencies to develop and implement the National Export Strategy. He has focused specifically on improving the competitiveness of agency trade promotion programs, developing commercial strategies for key markets and improving government cooperation on export promotion. Over the last three years, Mr. Kirwan has also held two senior level positions: Acting Deputy Assistant Secretary for Domestic Operations within the U.S. and Foreign Commercial Service, and Acting Director of Trade Promotion Programs. Previously, Mr. Kirwan spent two years in the White House at the Domestic Policy Council.



Mr. Steve Miller is a Senior Investment Specialist at SelectUSA. Housed within the U.S. Department of Commerce, SelectUSA is the government's investment promotion agency, supporting U.S. economic development organizations (EDOs) and foreign investors with information, counselling, advocacy and providing a promotional platform for FDI into the U.S. At SelectUSA, Mr. Miller works primarily with investors from the Middle East, Africa and Europe, along with domestic EDOs. Prior to joining SelectUSA, Mr. Miller worked as an industry analyst at the Commerce Department, and in the private sector as a strategy consultant to government and industry clients. He has an MA in international relations and economics from Johns Hopkins SAIS and a BA from Vassar College.

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Ms. Elizabeth Thomas is the Director of Sales & Marketing at the Export-Import Bank of the United States (EXIM Bank). Throughout her career she has worked in the U.S., Europe and Asia as an experienced international business executive. Prior to joining EXIM Bank, Ms. Thomas held a number of sales, marketing and health-policy leadership positions working with Hewlett-Packard Company, InTouch Health and other high-tech companies in the areas of wearable smart fabrics, robotic telemedicine and medication lifecycle tracking for hospitals. Ms. Thomas received her MBA at the Emory University Goizueta Business School.

Mr. Scott Ticknor is the Acting Special Representative for Commercial and Business Affairs (CBA) in the Bureau of Economic and Business Affairs (EB). In this role, he advocates on behalf of U.S. business interests abroad, promotes entrepreneurship and innovation and protects intellectual property rights. Previously, Mr. Ticknor served as a Foreign Policy Advisor in Djibouti, as Deputy Director of the Office of Economic and Regional Affairs in the Africa Bureau and as Deputy Chief of Mission in Timor-Leste. He has also served in India, Cameroon, Ghana, Bangladesh, Nicaragua and Spain. Mr. Ticknor is the recipient of multiple Superior Honor awards and speaks French, Spanish and Portuguese. He received his MA degree from the University of Michigan and BA degree from the College of William and Mary.



Mr. Mark Troppe is the Senior Vice President at CREC. He leads key projects; collaborates with other senior team members to develop and implement a research, technical assistance and training strategy; provides senior leadership to association clients; and helps develop new business. Over the past 30 years, Mr. Troppe has held a variety of economic and workforce development positions in the public, private and nonprofit sectors, including 15 years at the U.S. Department of Commerce's NIST MEP. Mr. Troppe has also worked at the National Center on Education and the Economy (NCEE) as director of economic and workforce development, and he spent ten years with the U.S. Department of Labor's Employment and Training Administration.