



US-Polish Trade Council Newsletter

Issue No. 2

June 2011

In This Issue

[Poland Day During GTS 2011](#)

[Noteworthy News](#)

[Events](#)

[Membership](#)

[Member Resources](#)

[Annual Sponsorship](#)

Quick Links

[Our Website](#)

[Join Our Mailing List!](#)

US-Polish Trade Council
555 Bryant Street, Suite 296
Palo Alto, CA 94301
Phone: 415-762-0706

Dear USPTC Member,

Since our inaugural newsletter in the first quarter of 2011, the members of US-Polish Trade Council's ("USPTC") board of directors ("Board") traveled on numerous occasions to Poland to attend meetings with the representatives of government and to speak on energy, legal and economic topics at various venues throughout Poland, including Warsaw, Rzeszow, and Międzyzdroje. USPTC's management and Board members resident in Poland are frequently seen speaking at various events. At the end of March, USPTC organized a successful event ending the international forum in Silicon Valley described in detail in our report from the event. The most important event on Poland's and USPTC's calendars is the commencement of Polish presidency in the European Union that starts on July 1, 2011. It is a remarkable and historic event giving Poland a significant opportunity to affect matters in the European community with effects for years to come. We at USPTC look forward to Poland's leadership during the next six months. We will be able to share our observations in the third quarter of this year when we publish our next newsletter.

USPTC invited Prof. Henry Petroski to become its first Honorary Member. Piotr Moncarz presented Prof. Petroski with the USPTC pin at the Krakow Market Square. Prof. Petroski, with his roots in Poland, is one of the most distinguished U.S. writers on the subject of engineering and its impact on cultural and economic development of humanity. Prof. Petroski is a member of the National Academy of Engineers and American Academy of Arts and Science.

USPTC is particularly happy to welcome to its Corporate Membership two new companies: Taptera (www.taptera.com) and OSISOFT, LLC (www.osisoft.com).

As always, if USPTC is new to you, we encourage you to visit its website located at www.usptc.org and learn about USPTC's mission, history, officers, Board members and its activities. We also invite you to consider becoming a member of USPTC at <http://www.usptc.org/membership.htm>.

Sincerely,

USPTC Team

Poland Day During Global Technology Symposium 2011

On March 26, 2011, following the three-day event at the Rosewood Sand Hill hotel in Menlo Park, the Eighth Annual Global Technology Symposium concluded with the Poland Day at the Facebook facility in Palo Alto.

The program for Poland Day, organized by USPTC, attracted representatives of academia, local and internationally-focused businesses, government and various non-profit organizations from Poland, the United States, Asia and South America.

The USPTC's President, Jerzy Orkiszewski, moderated the opening session during the Poland Day followed by remarks from Zbigniew Kubacki, Minister in the Commercial Department at the Polish Embassy in Washington, Stephen Crawford, Director from the U.S. Department of Commerce, Marc Chandler, Director of the Mayor of San Francisco International Relations Office and Tad Taube, Honorary Consul of Poland. All panelists acknowledged the progress Poland has made post-1989 both politically and economically and encouraged increased academic, economic and cultural interaction between Poland and the San Francisco Bay Area.

Kenneth Fisher and Milena Fisher of Fisher Investment in an engaging dialogue discussed issues related to personal investment in Europe with plans of operations in Poland and the current regulatory scheme for the operation of the personal wealth investment funds in Poland. The second financial theme moderated by Francis Skrobiszewski discussed the topic of institutional stimulation of venture capital market in Poland. Piotr Gębala, President of the Poland's National Capital Fund, shared his observations on the current state of the venture capital in Poland and the rules for investment by National Capital Fund into small and medium size companies. The availability of grants from the European Union and Polish government creates great financing opportunities for new companies with innovative ideas.

Leszek Szalek moderated technology-related panels focused on (a) energy - smart grid, nuclear power, renewables and shale gas with Chaim Braun from Stanford University, and Jan Hupka from Gdansk University of Technology, (b) medical technologies with Jerzy Orkiszewski from CUTERA, and (c) software/communications with Patrick Kennedy from OSI Software. The panelists emphasized significant potential in their respective fields and noted that policy adjustments are essential

for the advancement of relevant technologies. Professor Braun also explained the then-current status of the failed nuclear installations in Japan and the failure's ramifications for future deployment of nuclear power in the world.

The last set of panel discussions moderated by Caroline Brownstone-Krawiec focused on technology transfer, protection of intellectual property and university systems in Poland and the United States. Representatives from Polish technology parks and research facilities located in Cracow, Gdansk and Katowice shared with the audience the work on innovative ideas conducted in each of the centers. Lynne Hollyer from UC Berkeley described how the UC Berkeley manages transfer of technologies to private enterprises and generates significant royalty revenue, exceeding \$100 million in 2010, therefrom. Burton Lee from Stanford's School of Engineering expressed criticism towards the current Polish university system and encouraged immediate changes to make it competitive, foster innovation and entrepreneurship.

The Poland Day was adjourned following remarks from Piotr Moncarz, Chairman of USPTC and Professor at Stanford, who reiterated that the participation of so many individuals in the event has proved that the topics discussed were very relevant to the audience and the event itself provided a great platform for many attendees to build on the contacts established throughout this year's edition of the Global Technology Symposium and the Poland Day.

Another look at the event in Polish can be found on USPTC's main page at www.usptc.org.

NOTEWORTHY NEWS

On January 21, 2011, the Executive Board of the International Monetary Fund ("IMF") approved a new two-year arrangement for Poland under the IMF's Flexible Credit Line ("FCL") in an approximate amount of \$30 billion. The first FCL was approved in May 2009 with a successor arrangement approved by the IMF in July 2010.

In the press release announcing the news, Poland was praised by the IMF for its macroeconomic performance and economic policies. The IMF noted that strong policy frameworks allowed Poland, as the only European Union economy, to avoid recession in 2009. The current FCL facility is a successor to that approved in July 2010 and is intended to be treated by the authorities as a precautionary measure. More details can be found in the IMF's Press Release No. 11/15 from January 21, 2011.

On June 14, 2011, in Katowice, Poland, a U.S.-Polish Business Information Point was officially opened at the offices of the US-Polish Cooperation Council (www.uspcc.org) ("USPCC") with the representatives of the Consulate General of the U.S. in Cracow, City of Katowice and USPCC. You are welcome to take advantage

of the benefits offered by the U.S.-Polish Business Information Point by contacting USPCC at office@uspcc.org. USPCC is a sister organization of USPTC registered and operating in Poland.

EVENTS

How Raising Capital In 2011 Is Different For Entrepreneurs on June 20, 2011

On June 20, 2011, GABA, BayBrazil, TEC, IEFF, Silicon French and USPTC will present an interactive panel of experts discussing how raising capital in 2011 is different for entrepreneurs. The panel with Sebastian Blum, Daniel Robin, Lisa Dolev, Dave Gravano and Bjoern Herrmann will be moderated by Kelly Porter, Managing Director of Woodside Capital Partners. Please join us at SAP Labs in Palo Alto this coming Monday to learn from the experts about the financing avenues and opportunities that are available to entrepreneurs in 2011.

Please register for the event at <https://www.123signup.com/register?id=cfctv>.

The event description is available by clicking on "More Info" in the right side of the registration page. Please note that if you become a member of USPTC before registering for the event, you will immediately be able to take advantage of the discounted price for the event.

Other Events

During the remainder of this year, USPTC plans to organize events that will address issues in the following industries/sectors: (a) entrepreneurship, (b) cloud computing, (c) renewable energy, (d) biomedical, and (e) social media and networks. If you are interested an event focusing on any of the above categories or would like to participate in an event that relates to an industry that is not listed above, please e-mail both Clay Bullwinkel and cbullwinkel@siliconvalleyflow.com and Leszek Szalek at lszalek@gmail.com and let them know which particular category is of interest to you.

MEMBERSHIP

Please consider becoming a member and join USPTC today by visiting <http://www.usptc.org/membership.htm>.

USPTC offers several levels of membership such as student, individual, early stage company and regular corporate. Each membership level has specific benefits assigned to it such as event registration discounts, information flows including email announcements and listings in USPTC's online directory, sponsorship opportunities, and access to USPTC leadership, to name a few.

USPTC would like to acknowledge George Suwala, Cisco professional and long-time supporter of USPTC activities, who became the organization's first member. The list of USPTC's members is growing each month.

MEMBER RESOURCES

If you are an international business based outside the United States, are considering entering the U.S. market and would like to know more about doing business in the United States, please email Stan Lewandowski at stan.lewandowski@klgates.com to receive a free copy of the guidebook for foreign individuals and companies titled "Doing Business in the United States." You will learn about essential issues that need to be considered by any foreign person considering operations in the United States.

ANNUAL SPONSORSHIP

In the U.S. and Poland, USPTC's activities reach many industry professionals in product development, manufacturing, marketing, sales, finance, research, and operations. If you are associated with an enterprise which benefits from ties to industry professionals or has international business, we encourage you to inquire about our annual sponsorship program. Annual sponsors will be promoted at USPTC events, and receive special promotion in USPTC communications such as its web site, emails, newsletter, and social networking groups. Annual sponsors will also have priority access to USPTC officers and Board members.