

CALIFORNIA GLOBAL CONNECT

GROWTH OPPORTUNITIES IN
AEROSPACE, DEFENSE & CIVIL AVIATION
Connecting California to Global Markets

BAHRAIN VIRTUAL TRADE MISSION
DECEMBER 7-10, 2020



Calling California Exporters!

The California Governor's Office of Business and Economic Development (GO-Biz) has teamed up with Kallman Worldwide and the U.S. Commercial Service to offer California businesses a series of virtual trade missions designed to link California suppliers directly with international buyers, potential partners and buying authorities.

OPPORTUNITY TO BECOME PART OF BAHRAIN'S DEFENSE & CIVIL AVIATION MODERNIZATION PROGRAM

Bahrain is a compact country that "punches above its weight" on the global stage. Strategically located in the Middle East, it has unique defense challenges for which it has historically chosen US equipment to overcome. In addition, it has always served as a key regional trading hub and plans to continue in this role through a massive expansion of its air transit and air cargo capabilities.

Invited Guests:

- Ministry of Defense and Bahraini Royal Air Force
- Kingdom of Bahrain Ministry of Transportation & Telecommunications
- Bahrain International Airport
- Gulf Air

California aerospace and defense companies - large and small - who are looking to extend their reach in Bahrain are invited to apply to join the mission.

See next page for details about the aerospace and defense sectors!

Event Details

California delegates will first meet in a virtual group setting with key players who will explain their organizations' plans, priorities and procurement processes. After the group presentations, California delegates will meet one-on-one with relevant authorities to present their products/services and receive immediate feedback on next steps forward.

This program is free of charge to qualified California small businesses, per SBA's small business guidelines. A fee of \$1,950 will be charged to qualified medium and large sized businesses to take part in this program.

California Companies Can Register [HERE](#) by December 4th. Be sure to select "California Global Connect – Bahrain Aerospace and Defense Opportunities" from the drop-down list of activities.

This opportunity is funded in part through a grant with the U.S. Small Business Administration.

DATE:

December 7-10, 2020

(two half-day presentations on sales opportunities + one half day of one-on-one meetings)

LOCATION:

Online

COST:

FREE for [California STEP Eligible Small Businesses](#):

DEADLINE:

December 4, 2020 - Space is limited to 20 CA companies

PROGRAM QUESTIONS:

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Bahrain Aerospace Sector

- U.S. companies exported **\$1.4 billion** worth of goods to Bahrain in 2019; the top category was "Aircraft and Spare Parts", totaling **\$503 million**.
- The first phase of the **Bahrain International Airport modernization project's** new **\$1.1 billion** terminal project is scheduled to be completed by the end of 2020 and along with it, a new MRO hangar. This colossal development project is expected to handle **14 million** passengers per year, a **47% increase** from the 2019 total of **9.5 million**.
- The airport saw a **5% increase** in total passengers from 2018-2019, after a **7% increase** the year before. Increased baggage handling equipment to meet this volume is a priority requirement, with a goal of increasing from **3,000 to 15,000 bags per hour**.
- This expansion will also benefit cargo providers. Bahrain's new terminal is central to Bahrain's strong transportation infrastructure which is linked to neighboring countries by far-reaching road links. The airport's new cargo area is equipped with cutting-edge e-commerce and customs clearance systems that are purpose-built for the logistics industry. In 2019, the airport handled **291,017 metric tons of cargo**.
- **Air traffic control** has also been listed as a focus point for the Ministry of Transportation and Telecommunications. Focuses for growth to 2025 include international air traffic flow patterns, satisfying civil and military requirements, balancing ATM workload, establishing an advanced airspace structure concept to support safe air traffic using flexible, efficient and demand-oriented air navigation services.
- **Additional Airport Expansion:** When growth and development targets are achieved by the year 2030, the current airport will reach its limitations. **A potential new airport** is a high priority for Bahrain's Ministry of Transportation and Telecommunications. The projected construction schedule would see ground **broken in 2030**, and the new airport completed **by 2034**.

Bahrain Defense Sector

- Bahrain allocates approximately **4% of its overall GDP for defense**.
- **Bahrain's main defense supplier is the U.S.A.** Among the major agreements between the U.S. and Bahrain are Lockheed Martin's **\$1.12 billion** contract from the U.S. government to produce 16 new **F-16** Block 70 aircraft for the Royal Bahraini Air Force, and Raytheon's deal worth up to an estimated **\$2.5 billion** to supply a **Patriot system** with 96 missiles, two radar systems, two control stations with nine launchers, and all associated equipment and services.

ELIGIBILITY QUESTIONS:

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