

U.S. Trade and Development Agency

AAPA Executive Management  
Conference

Miami, Florida  
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# USTDA Mission

- **Advance economic development and U.S. commercial interests in developing and middle-income countries.**
- **Support the development of a modern infrastructure and a fair and open trading environment.**

# USTDA Mission

**Essentially, we provide grants to assist developing and middle-income countries have access to U.S. expertise for the planning and development of projects.**

# USTDA Facts

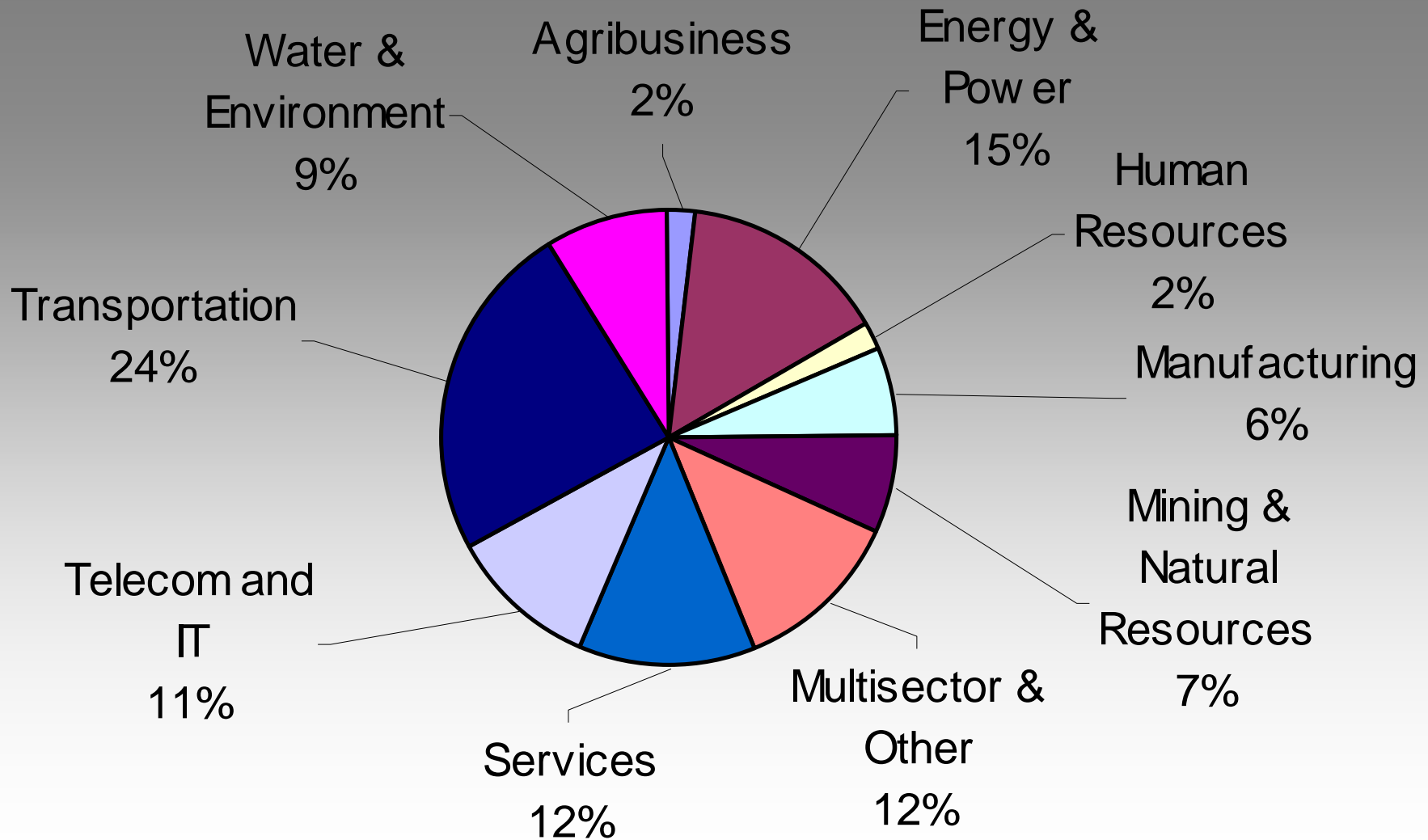
- USTDA aids host country economic development through infrastructure projects, market-oriented reform, job creation, training and the transfer of advanced technology.
- USTDA has facilitated \$22 billion in U.S. exports.

# Interagency Cooperation

USTDA works closely with a wide variety of federal agencies to advance U.S. policy objectives:

- U.S. Departments of Commerce, Transportation, Homeland Security and Treasury.
- U.S. Trade Representative
- Export-Import Bank of the United States
- Overseas Private Investment Corporation

# USTDA Top Sector Investments



# USTDA Targeted Sectors and Activities for Latin America and the Caribbean

- Transportation Security
- Trade Capacity Building Assistance
- Information Communication Technology
- Free Trade Agreement Support

# USTDA in Latin America and the Caribbean

- In 2004, the LAC region funded 66 projects in 16 countries.
- 23% of projects funded in 2004 were port-related.
- LAC port projects have generated over \$18.5 million in U.S. exports.

# USTDA Funded Port Projects

- Honduras: Port of Cortés, Technical Assistance
- Brazil: Port Security Orientation Visit
- Peru: Port of Callao Container Terminal Feasibility Study
- Regional Port and Vessel Security Technical Symposium held in Jacksonville, FL.

# USTDA's Relationship with Multilateral Development Banks

- The LAC works closely with MDBs to ensure a potential funding source for projects has been identified.
- USTDA maintains trust funds at:
  - ✓ International Finance Corporation
  - ✓ Inter-American Development Bank
  - ✓ Inter-American Investment Corporation

# USTDA Program

- **Project Definition and Investment Analysis-**  
Involves technical assistance and feasibility studies that support large capital investments.
- **Trade Capacity Building and Sector Development-**  
Supports the establishment of industry standards, rules and regulations, trade agreements, market liberalization and other policy reforms.

# Project Definition

## Definitional Missions (DM) and Desk Studies (DS):

- USTDA contracts with U.S. small businesses to supply preliminary assessments of the economic viability of proposed projects.
- A DM provides a detailed evaluation involving travel to a designated region.
- A DS provides a quick analysis and is produced within the United States.

# Investment & Analysis

## Technical Assistance (TA):

- USTDA provides TA in the development of sector strategies, industry standards, and legal and regulatory regimes that are necessary for successful project implementation.
- This assistance can help a country adopt market-opening policies and procedures that promote a favorable business and trade environment.

# Investment and Analysis

## Feasibility Studies:

- These studies evaluate the technical, financial, legal, environmental, and other critical aspects of infrastructure development projects that are of interest to potential lenders and investors.

# Investment & Analysis

## Workshops and Conferences:

- USTDA organizes conferences and workshops to highlight projects ready for implementation.
- These events are sector or project-oriented and connect overseas project sponsors with U.S. firms and entities that supply project finance, technology and expertise that may be useful in implementing a development project.

# Investment & Analysis

## Orientation Visits:

- USTDA brings foreign project sponsors interested in purchasing goods to the U.S. to observe the design, manufacture, demonstration and operation of U.S. products and services.

# Investment & Analysis

## Procurement Assistance:

- USTDA provides grants to assist in the establishment and oversight of international project procurement activities.
- Support can include developing appropriate bidding procedures, assisting in the evaluation of technical proposals, and identifying potential suppliers and bidders.
- Funding promotes project integrity and transparency.

# Trade Capacity Building & Sector Development

- This assistance is normally associated with the negotiation of FTAs and compliance with obligations under multilateral trade agreements.
- Areas of assistance may include technical assistance, trade agreement support, training and trade and industry advisors.

# How to Work with USTDA

If you are involved in the development of an overseas project:

- Contact USTDA to discuss the project.
- Submit a 2-3 page project profile that addresses USTDA funding criteria.
- Submit a formal proposal to USTDA. A model proposal format is available at [www.ustda.gov](http://www.ustda.gov).

# USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- Priority to the project sponsor and host country.
- Foreign competition and opportunities for commercial cooperation with U.S. firms.
- Likelihood the project will receive implementation financing.

# Opportunities for U.S. Companies

USTDA assists U.S. exporters by:

- Informing project sponsors about U.S. products.
- Informing U.S. companies about overseas procurement opportunities.
- Providing U.S. company representatives and project sponsors opportunities to meet through orientation visits and conferences.

# Opportunities for U.S. Companies

- U.S. exporters should read the USTDA Pipeline to learn of upcoming USTDA events and opportunities to meet and work with foreign project sponsors.
- To receive a free e-mail subscription of the USTDA Pipeline please sign the Guestbook at [www.ustda.gov](http://www.ustda.gov)

# Opportunities for U.S. Companies

To be considered for a USTDA contract:

- Register with USTDA's on-line consultant database at [www.ustda.gov](http://www.ustda.gov) and on the Central Contractor Registration (CCR) database at [www.ccr.gov](http://www.ccr.gov)
- Bidding opportunities for USTDA contracts are posted to the Federal Business Opportunities website at [www.fedbizopps.gov](http://www.fedbizopps.gov)

# USTDA Contact Information

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