

OUR MISSION

The U.S. Trade and Development Agency (USTDA) advances economic development and U.S. commercial interests in developing and middle-income countries. The agency funds various forms of technical assistance, early investment analysis, training, orientation visits and business workshops that support the development of a modern infrastructure and a fair and open trading environment.

USTDA's strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. Operating at the nexus of foreign policy and commerce, USTDA is uniquely positioned to work with U.S. firms and host countries in achieving the agency's trade and development goals. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.



USTDA Introduction

USTDA's unique mandate positions us well to succeed in today's rapidly changing world. As democracy and more open economies take root, the spread of technology has transformed the world into a global marketplace. Trade is the mechanism that allows American firms and workers to realize the economic benefits of our changing world, while giving our overseas partners access to U.S. technology and expertise in their development efforts. Our aim is a win-win scenario: promoting economic growth in developing and middle-income countries, while simultaneously helping American businesses export their products and services, thereby creating jobs.

USTDA has built a reputation with American companies, other U.S. Government agencies, foreign governments, and project sponsors for effectiveness, efficiency, and responsiveness. We also take pride in our record of assisting small businesses as they pursue business opportunities in today's dynamic international market place.

Since 1981, our agency has been associated with more than \$25 billion in exports—or approximately \$43 in exports for every dollar invested in our activities. We look forward to working with you to assist in your trade and development success.

ABOUT USTDA

Eligibility for USTDA Assistance

USTDA provides grants directly to overseas project sponsors who, in turn, select U.S. companies to perform USTDA-funded activities. An overseas project sponsor is the local entity with the decision-making authority and ability to implement a project. Because of its focused mission, USTDA considers development projects that have the potential to create significant commercial opportunities for U.S. firms. While USTDA projects span a wide variety of sectors, many focus on energy and power, transportation, health care, mining and minerals development, telecommunications, and environmental services.

USTDA evaluates projects primarily based on:

- Their priority to the project sponsors and the countries where they are located and their likelihood of receiving implementation financing;
- Whether they offer mutual economic benefit for the host country and the United States, including opportunities for commercial cooperation with U.S. firms; and
- Whether there is competition from foreign companies.

Eligible Countries

USTDA is open for business in more than one hundred nations around the world. In certain nations, statutory, resource and policy constraints limit the availability of USTDA programs. Contact us directly to determine the status of USTDA assistance in your area of interest.

USTDA RESOURCES

Trade Capacity Building and Sector Development

SECTOR DEVELOPMENT TECHNICAL ASSISTANCE

USTDA provides technical assistance to help with the development of sector strategies, industry standards, and legal and regulatory regimes. This assistance helps to create a favorable business and trade environment. Transportation safety and security are particularly important sectors for USTDA's technical assistance work.

TRADE AGREEMENT SUPPORT

USTDA trade capacity building technical assistance is normally associated with the negotiation of trade agreements, and compliance with important international market access issues. Areas of assistance may include customs processing and valuation, intellectual property rights, government procurement, technical barriers to trade, and trade in services.

TRAINING

USTDA provides training for foreign decision-makers in economic sectors where there are opportunities for the sale of U.S. equipment and services. The training is normally focused on technology or regulatory requirements and is designed to give project sponsors a better understanding of U.S. experience and capabilities. Training can be conducted in the United States and/or in the host country.

TRADE AND INDUSTRY ADVISORS

Foreign government entities may obtain USTDA grants for trade and industry advisors. These advisors are typically located in ministries or municipalities, where they can help with capacity building activities relevant to trade regulations, standards or the import of technology and additional expertise.

Project Definition and Investment Analysis

FEASIBILITY STUDIES

USTDA provides grants for overseas infrastructure project planning assistance, such as feasibility studies. These studies evaluate the technical, financial, environmental, legal, and other critical aspects of infrastructure development projects that are of interest to potential lenders and investors.

ORIENTATION VISITS

Orientation visits bring foreign project sponsors to the United States to observe the design, manufacture, demonstration and operation of U.S. products and services that can potentially help them to achieve their development goals.

WORKSHOPS AND CONFERENCES

USTDA organizes workshops, conferences and technical symposia worldwide. These events are sector or project oriented and connect overseas project sponsors with U.S. firms and entities that supply project finance, technology and industry expertise that may be useful in project implementation.

PROCUREMENT ASSISTANCE

To promote project transparency and integrity, USTDA provides grants to assist in the establishment and oversight of international project procurement activities. Support can take the form of developing appropriate bidding procedures, assisting in the evaluation of technical proposals, and identifying potential suppliers or bidders.

USTDA's Approval Process

Before projects are approved for grant assistance, USTDA requires that independent evaluations of the proposals be prepared. A definitional mission (DM) provides a detailed evaluation of a proposal and involves travel to the designated region. A desk study (DS) provides quick analysis of a proposal and is produced within the United States. Both DMs and DSs are carried out exclusively by small U.S. businesses. Because of the high demand for USTDA funding, not all proposals that meet USTDA's funding criteria can be supported.

USTDA INFORMATION RESOURCES

Please visit our website at www.ustda.gov for additional information on how USTDA can help you to participate in overseas development projects. You can also sign the USTDA Guestbook on-line to receive a bi-weekly e-mail with news and information on upcoming USTDA events.

The *USTDA Pipeline*, a bi-weekly publication, is your best source to learn about USTDA activities. The latest issue of the *Pipeline* is posted to the website every other Friday. A link to the *Pipeline* is also included in the bi-weekly e-mail that you receive when you sign the Guestbook on our website.

USTDA STAFF

DIRECTORThelma J. Askey
DEPUTY DIRECTORLeocadia I. Zak
GENERAL COUNSELJames A. Wilderrotter
DIRECTOR FOR POLICY AND PROGRAMGeoffrey Jackson
CHIEF OF STAFFThomas R. Hardy
RESOURCE ADVISORMichael Hillier
ASSISTANT DIRECTOR FOR POLICY AND PROGRAMPaul Marin

ASIA

REGIONAL DIRECTORHenry Steingass
COUNTRY MANAGERSteven Winkates
COUNTRY MANAGERStacey Chow
COUNTRY MANAGERDiana Rossiter
PROJECT ANALYST*Jarrett Creasy
ASIA BUSINESS DEVELOPMENT MANAGER*Greg Walters

EUROPE AND EURASIA

REGIONAL DIRECTORDaniel D. Stein
COUNTRY MANAGERAndrea Lupo
COUNTRY MANAGERScott Greenip
PROJECT ANALYST*Dan Dondero

LATIN AMERICA AND THE CARIBBEAN

REGIONAL DIRECTORAlbert W. Angulo
COUNTRY MANAGERAnne McKinney
COUNTRY MANAGERKeith M. Eischeid
COUNTRY MANAGERKate Maloney
PROJECT ANALYST*Jorge Esteban

MIDDLE EAST, NORTH AFRICA AND SOUTH ASIA

REGIONAL DIRECTORCarl B. Kress
COUNTRY MANAGERLeila Aridi Afas
COUNTRY MANAGERMarian Bassett
COUNTRY MANAGERJason Nagy
PROJECT ANALYST*Tareq Bremer
ASIA BUSINESS DEVELOPMENT MANAGER*Greg Walters

SUB-SAHARAN AFRICA

REGIONAL DIRECTORNed Cabor
COUNTRY MANAGERPierce Davis
COUNTRY MANAGERUrsula Iszler
PROJECT ANALYSTMelissa Schweinberg
AFRICA BUSINESS DEVELOPMENT MANAGER*Doug Shuster

OFFICE OF THE GENERAL COUNSEL

ATTORNEY ADVISORDavid Hester
ATTORNEY ADVISOREnoh Ebong
ATTORNEY ADVISORKendra Link
GRANTS ADMINISTRATORPat Daughetee
GRANTS ASSISTANTMegan Rouse

OFFICE OF EXTERNAL RELATIONS

COMMUNICATIONS POLICY ADVISORDonna Thiessen
CONGRESSIONAL RELATIONS ADVISORAmy Lorenzini
SPECIAL PROJECTS OFFICER*Brenda Heggs
WEBMASTER/EXTERNAL RELATIONS*Brandon Moore

OFFICE OF EVALUATIONS

EVALUATIONS OFFICER/ECONOMISTDavid Denny
EVALUATIONS ANALYSTJamie Merriman

OFFICE OF FINANCE

FINANCIAL MANAGERNoreen St. Louis
FINANCIAL MANAGEMENT ANALYSTMichele Bivins
FINANCIAL MANAGEMENT ANALYSTRosa Jackson
FINANCE SPECIALISTEvelyn Gudger
FINANCE ASSISTANT*David Whittle

OFFICE OF CONTRACTS

CONTRACTING OFFICERDella Glenn
CONTRACTING OFFICERRichard Sallee
CONTRACTING OFFICERShirley Martin
CONTRACTS SPECIALISTLynda Kindrick
PROCUREMENT IT*Sonia Barnhill

OFFICE OF ADMINISTRATION

ADMINISTRATIVE OFFICERCarolyn Hum
MANAGEMENT AND PROGRAM COORDINATORAmy Mellin
ADMINISTRATIVE ASSISTANTEatrice James
ADMINISTRATIVE ASSISTANTTyrone Johnson
ADMINISTRATIVE ASSISTANTSilvia Ortiz
ADMINISTRATIVE ASSISTANTPaul Cecchini

OFFICE OF INFORMATION TECHNOLOGY

INFORMATION TECHNOLOGY PROJECT MANAGER*Ronny Robinson
LAN ADMINISTRATOR*Francisco Xavier

INFORMATION RESOURCE CENTER

INFORMATION RESOURCE CENTER MANAGER*Angeleen Godbey
PROCUREMENT DATA MANAGER*Evangela Kunenc
PROJECT INFORMATION SPECIALIST II*Chris Sheldon
INFORMATION RESOURCE SPECIALIST II*Gwendolyn Harper
INFORMATION RESOURCE ASSISTANT*Don Gibson
FRONT DESK ASSOCIATE*Jacquelyn Rushing

*Contractor working for USTDA



U.S. Trade and Development Agency
1000 Wilson Boulevard, Suite 1600
Arlington, Virginia 22209

Phone: 703.875.4357 • Fax: 703.875.4009
Email: info@ustda.gov • Website: www.ustda.gov

U.S. TRADE AND DEVELOPMENT AGENCY

"The work of development is much broader than development aid. The vast majority of financing for development comes not from aid, but from trade and domestic capital and foreign investment... So, to be serious about fighting poverty, we must be serious about expanding trade."

— PRESIDENT GEORGE W. BUSH

