# U.S. – India Coal Working Group Meeting Hotel Washington, Washington D.C.

June 5, 2007

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Country Manager, India
USTDA

# **Our Mission**



- ❖ To advance host country economic development and U.S. commercial interests in developing and middle-income countries.
- Support the development of modern infrastructure and a fair and open trading environment.

# **USTDA Facts**

- USTDA is an independent agency.
- USTDA has facilitated over \$27 billion in U.S. exports to emerging markets.
- USTDA generates \$40 in U.S. exports for every dollar it spends.



USTDA assistance led to this groundbreaking for a solid waste treatment complex in Vietnam.

# **Public-Private Partnerships**



Tsunami Response: Delivering potable water to 100,000 Sri Lankan citizens.

## PPPs create lasting relationships

- USTDA opens export markets in developing countries.
- USTDA promotes shared ownership or management between U.S. companies and overseas project sponsors.



# **USTDA Regions**



# **USTDA** Program Activities

USTDA's foreign assistance offers commercial solutions to development challenges through funding for:

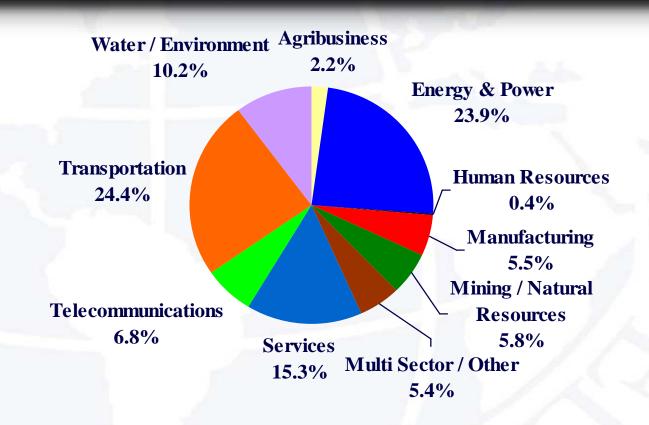
- Trade Capacity Building
- **Sector Development**

- **❖** Investment Analysis
- **Project Definition**



# **USTDA By Sector**

(by value of obligations)





## **USTDA** in India

- Since 1981, USTDA has invested more than \$23,000,000 in India across all sectors
- Public sector activities are coordinated through the Indian Ministry of Finance, Department of Economic Affairs.
   USTDA also works directly with the Indian private sector
- USTDA's program reflects the strong commercial and strategic ties between India and the U.S. in such vital areas as energy, aviation and agricultural biotechnology



# **Inter-Agency Cooperation**



USTDA Director Askey speaks to inter-agency participants at the inaugural meeting of the Inter-Agency Committee on International Aviation Safety and Security.

USTDA often coordinates with other agencies to carry out its program.

- **Trade Agencies:** USTR, DOC
- Technical Agencies:
  DOT, FAA, DOE, NTIS
- Finance Agencies:
  EXIM, OPIC
- Foreign Aid Agencies MCC, USAID



# Sector Development

## Technical Assistance:

- Development of sector strategies, industry standards, and legal and regulatory regimes.
- Adoption of market-opening policies and procedures that promote a favorable business and trade environment.



USTDA Has Applied Successful Technical Assistance Programs in Aviation Safety

# Sector Development

## Training:

USTDA supports project-specific training that yields legislative, policy, regulatory, and/or commercial outcomes.



China Agricultural Biotechnology
Training



# **Sector Development**

# Workshops and Conferences:

- USTDA organizes sector or project specific business conferences and workshops.
- Events connect overseas project sponsors with U.S. firms and entities.



South Asia Communications Infrastructure Conference



# **Investment Analysis**



USTDA funded investment analysis associated with this isomerization project in the Philippines.

## Feasibility Studies:

- Evaluation of Infrastructure Development Projects
  - Technical
  - Financial
  - Legal
  - Environmental



# **Investment Analysis**

## **Orientation Visits:**

❖ USTDA brings foreign project sponsors to the United States to observe the design, manufacture, and operation of U.S. products and services.

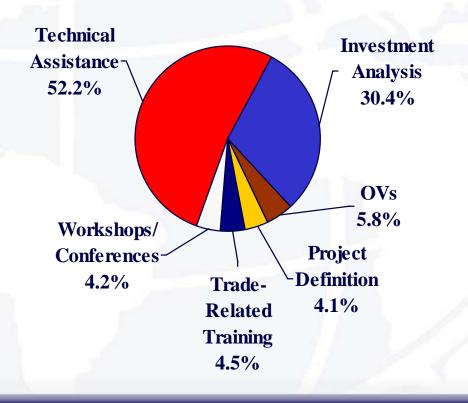


South Africa energy and power Orientation Visit



# **USTDA** Activities

(by value of obligations)





# **USTDA Funding Criteria**

# USTDA evaluates projects based on the following criteria:

- Developmental priority of the project.
- Likelihood of receiving implementation financing.
- Ability to generate measurable outcomes.
- Mutual benefits for the United States and host country.



# Recent USTDA Activities in the Energy Sector

- India CBM/CMM Orientation Visits to US 2001 & 2003
- Alternate Mining Technology Study, 2005: \$360,000 grant to NLC to evaluate feasibility of using AMT for Mine-III expansion (Norwest Corporation)
- National Gas Grid Project, 2006: \$700,000 grant to the PPAC (MoPNG) to partially fund technical assistance for the National Gas Grid project in India (Contractor selection pending)
- Essar Refinery Expansion Project, 2006: \$700,000 grant to partially cover the costs of a study on EOL's expansion program, which would upgrade capacity as well as product quality at its Vadinar refinery (Jacobs Consultancy)
- Sohagpur CBM Project, 2006: \$506,000 grant to partially fund technical assistance to RIL to develop the Sohagpur block in AP (Advanced Resources International)

## Sohagpur Coal Bed Methane Project

**Project Sponsor:** Reliance Industries Limited (RIL)

**USTDA Grant:** \$700,000

RIL Contribution: \$272,246

**Project:** USTDA's grant partially covers the costs of technical

assistance to RIL in assessing the market and gas

infrastructure requirements for the commercial

development its concession blocks at Sohagpur in

central India

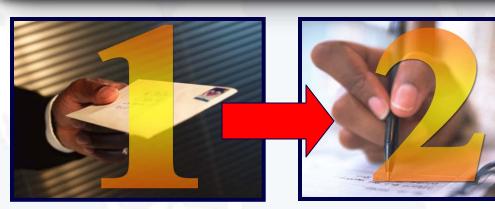
U.S. Contractor: Advanced Resources International (ARI)



## Current and Prospective Energy Sector Activities in India

- Oil & Gas Definitional Mission, June 2007 (Mark Stern of MT Energy Associates)
- Definitional Mission to explore projects in the coal/power sector – August 2007
- USTDA support for CBM/CMM Clearinghouse (USEPA)
- Technical assistance to the newly formed regulatory board
- LNG standards workshop

# **Grant Process Flow Chart**



Submit a Proposal



**Approve Grant** 



Select a U.S. firm

# **ENTER INTO A** CONTRACT





# Requesting USTDA Funding

- ❖ No formal application procedure. Model Proposal Format can be found at <a href="www.ustda.gov">www.ustda.gov</a>.
- \* Requests can be made year-round.
- Requests may come from a foreign entity or project sponsor, or from a U.S. firm interested in the project.
- ❖ Public and private overseas entities are eligible for assistance.



U.S. Trade and Development Agency Proposal and Budget Model Format 1009 Whom Research Assessment 14 22234 Phone (201) 301-4019 \* Description (2010) \* Section (

#### Introduction

The US. Trade and Development Agency (USTDA) is a foreign assistance agency that advances economic development and US. (USTDA) is a foreign and middle-income countries. The agency accomplishes it mostion by providing grant finding to overseas mostion by providing grant finding to overseas technical assistance, feasibility studies, and training. USTDA wards grant directly to overseas project sponsors who, in turn, select US. companies to perform agency-funded activities. The sponsor may be a government of the control of the co

USTDA activities are designed to facilitate U.S. private sector participation in overseas development projects that have the potential to generate significant exports of U.S. goods and services. The agency also promotes overseas development by providing project sponsors with access to U.S. private sector solutions to their development needs.

USITIA-funded activities fall into two categories: (I) trude capacity building and sector development, and (2) project definition and investment analysis. Trade capacity building and sector development assistance supports the establishment of industry standards, rules and regulations, trade agreements, market behavilization and other policy reform. Project definition and investment analysis generally involves studies that support large capital investments that contribute to overseas infrastructure development.

Under USTDA guidelines, overseas projec sponsors are able to either competitively select U.S. company to perform the grant activity wor or request that a specific U.S. company perforn the produce and the company perforn competed work, the agency usually fully finding the activity; he competition to conduct the USIDA-funded work, which is usually monumed on the Federal Business Opportunities website (work officiarysays year). The competence of the competition of the between USIDA and the overseas project sponser has been signed. Under the sole-norme centurity, USIDA normally requires that the U.S. company conducting the work to contribute resources toward the completion of the grant-funded activity, and enter into a cond-itang agreement with ISITDA. SISTOA also greeness with ISITDA. SISTOA in the conduction of the grant activity.

If you are interested in submitting a sole-source proposal to USIDA, you should first familiari yourself with the agency's mission and finish representations of the submitted with the agency's mission and finish as a significant amount of information that we assist interested companies. The next step is a significant amount of information that was interested companies. The next step is a significant amount of information that we have been country of interest to informally disaster to informally disaster to informally disaster interest, you should provide the USIDA contains that review of the ordine, USIDA and the review of the ordine, USIDA and the review of the ordine, USIDA and detailed proposal using the Model Form provided below.

#### General Proposal Guidelin

Since all requests for USTDA assistance ultimately must be made by an overseas project sponsor residing in a developing or middle-income country, you should complete a proposal only if you are able to obtain a letter of support from the covicie consort of support

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## **USTDA** Contact Information



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## **Regional Offices:**

Bangkok, Johannesburg, U.S. Embassy New Delhi