



Support for U.S. Exports to Energy Infrastructure Projects

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Latin America and the Caribbean

Building Biofuels Infrastructure Conference

Department of Commerce

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Mission

- ❖ To advance economic development and U.S. commercial interests in developing and middle-income countries.



USTDA Feasibility Study - Petron Corporation
isomerization unit in the Philippines



USTDA Programs

USTDA provides grants to the public and private sector in developing and middle-income countries to provide access to U.S. expertise for the planning and development of projects.

Trade Capacity Building & Sector Development

Support the development of infrastructure that facilitates trade. Assist with the establishment of standards, regulations, market liberalization and other policy reforms.

Investment Analysis

Involves technical assistance and feasibility studies related to large capital investments that contribute to development overseas.

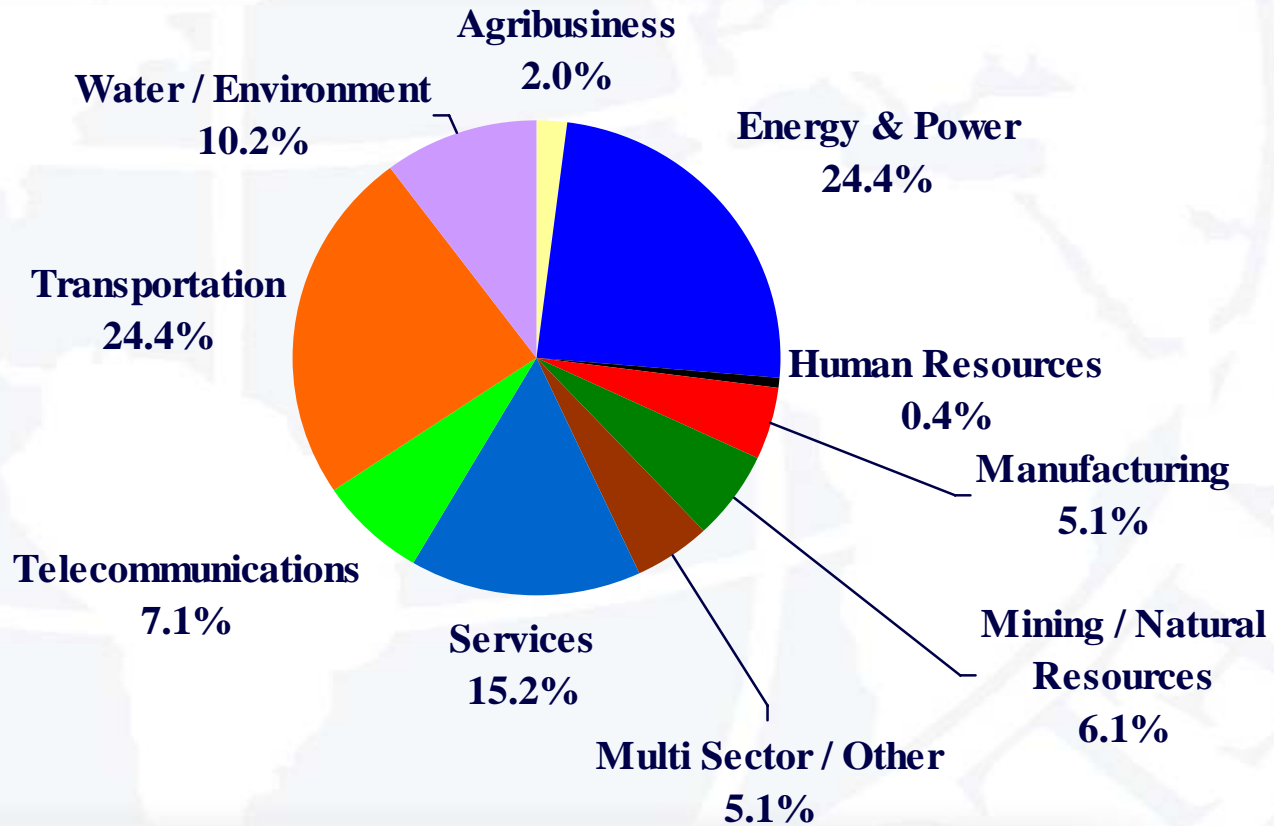


USTDA Regions



USTDA By Sector

(by value of obligations)



Trade Capacity Building

- ◆ USTDA activities support trade negotiations, enhance market access, and increase trade agreement compliance.
- ◆ Support for trade capacity building can include technical assistance and training in areas such as customs modernization, standards development, and intellectual property rights.

USTDA LAUNCHES CAFTA-DR TRADE INTEGRATION INITIATIVE



Sector Development

- ◆ Development of sector strategies, industry standards, and legal and regulatory regimes that are necessary for successful project implementation.
- ◆ Helps a country adopt market-opening policies and procedures that promote a favorable business and trade environment.



National Energy Policy Technical Assistance

US Contractor: KEMA Consulting



Investment Analysis

Feasibility Studies

- ◆ Evaluate the technical, financial, legal, environmental, and other critical aspects of infrastructure development projects.



India Biodiesel Project

Feasibility Study

Bhoruka Power Corporation

U.S. Contractor: Biodiesel Industries, Inc.

Evaluation Criteria

USTDA evaluates projects based on the following criteria:

- ◆ Development impact in host country
- ◆ Likelihood of receiving implementation financing
- ◆ U.S. export potential / U.S. commercial policy interest
- ◆ Environmental impact and impact on U.S. industry



USTDA Project Cycle



Orientation Visits

- ◆ USTDA brings foreign project sponsors to the United States to present their procurement plans to prospective U.S. suppliers and to observe the design, manufacture, demonstration and operation of U.S. products and services.



Thailand Biodiesel Technology OV



Conferences

- ◆ USTDA organizes sector or project specific business conferences, workshops, and technical symposia worldwide.
- ◆ Events 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.



Upcoming Biofuels Activities

- Indonesia Biofuels Sector Orientation Visit
July 30 – August 10, 2007
 - U.S.-Brazil Biofuels Partnership - Definitional Mission to
El Salvador, Haiti, and Dominican Republic
-

Supporting U.S. Industry

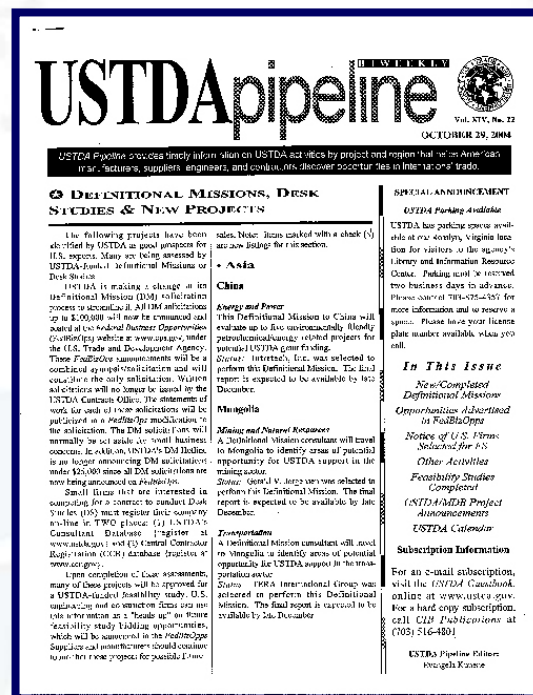
- ◆ Strengthen the enabling environment for trade and investment in emerging markets.
- ◆ Involve U.S. expertise in the planning stage of major projects.
- ◆ Inform overseas project sponsors about U.S. products and U.S. companies about overseas procurement opportunities.
- ◆ Facilitate direct contact between U.S. companies and overseas project sponsors through orientation visits and conferences.
- ◆ Since 1981, USTDA has helped generate over \$27 billion in U.S. exports to emerging markets.



Using USTDA Resources

❖ Check postings on the Federal Business Opportunities at www.fbo.gov.

❖ Track projects on USTDA website at www.ustda.gov.



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USTDA Pipeline provides timely information on USTDA activities by project and region that helps American firms, financiers, suppliers, engineers, and contractors discover opportunities in international trade.

DEFINITIONAL MISSIONS, DESK STUDIES & NEW PROJECTS

The following projects have been identified by USTDA as good prospects for U.S. exports. Many are being awarded by USTDA-funded Definitive Missions or Desk Studies.

CHINA USTDA is making a change in its Definitive Mission (DM) solicitation process to accelerate all DM applications up to \$2,000,000 will now be reviewed and issued at the National Business Opportunities Center (NBOC) website at www.usda.gov, under the U.S. Trade and Development Agency. These *FastTrack* announcements will be a condensed application/information and will expedite the only solicitation. Within all criteria will no longer be issued by the USTDA Contract Office. The statements of work for each of these solicitations will be published in a *FastTrack* modification to the solicitation. The DM solicitation will normally be set aside for small business concerns. In addition, USTDA's DM Office is no longer issuing DM solicitations under \$25,000 since all DM solicitations are now being announced on *FastTrack*.

Small Business firms are interested in contacting for a contract to conduct DM studies in the region that supports the country in the following TWO phases: (1) USTDA's Consultant Database register at www.usda.gov and (2) USTDA's Definitive Mission (DM) database register at www.usda.gov.

Upon completion of DM statements, many of these projects will be approved for a USTDA-funded feasibility study. U.S. engineering and construction firms are invited to participate as a "lead" or "prime" feasibility study leading opportunities, which will be announced in the *USTDA Pipeline* and announcements should contact us for more project possibilities.

ASIA

China

Energy and Power This Definitive Mission to China will evaluate up to five internationally owned petrochemical/chemical related projects for potential USTDA grant funding.

Notes: Interests, Inc. was selected to perform this Definitive Mission. The final report is expected to be available by late December.

Mongolia

Mining and Natural Resources A Definitive Mission consultant will travel to Mongolia to identify areas of potential opportunity for USTDA support in the mining sector.

Notes: United Energy Services was selected to perform this Definitive Mission. The final report is expected to be available by late December.

Investment

A Definitive Mission consultant will travel to Mongolia to identify areas of potential opportunity for USTDA support in the investment sector.

Notes: PRA International Group was selected to perform this Definitive Mission. The final report is expected to be available by late December.

SPECIAL ANNOUNCEMENT

USTDA Funding Available

USTDA has funding opportunities available at various locations, Virginia location for visitors to the agency's library and information Resource Center. Funding will be received from business days to advance. Please call at (703) 516-4300 for more information and to reserve a space. Please have your business card number available when you call.

In This Issue

- New/Completed Definitive Missions Opportunities Advertised in *FastTrack*
- Notes of U.S. Firms Solicited for US
- Other Activities
- Feasibility Studies Completed
- USTDA/ANDB Project Announcements
- USTDA Calendar
- Subscription Information

For an e-mail subscription, visit the *USTDA Calendar* online at www.ustda.gov. For a hard copy subscription, call [703 516 4300](tel:7035164300) or [703 516 4300](tel:7035164300).

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