

How to Work with USTDA *Opportunities in the Energy Sector*

Live Webinar

January 24, 2012

www.ustda.gov



Our Mission



- ❖ Helping companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies
- ❖ Supporting sustainable infrastructure and economic growth in partner countries



National Export Initiative

Doubling of U.S. exports over the next five years.

- ❖ Increasing Trade Advocacy
- ❖ Launched International Business Partnership Program



President Obama Announces Export Promotion Cabinet as part of National Export Initiative



USTDA Program Activities

Matching U.S. Commercial Interests with Development Opportunities

International Business Partnership Program

- ❖ Reverse Trade Missions
- ❖ Conferences/Workshops

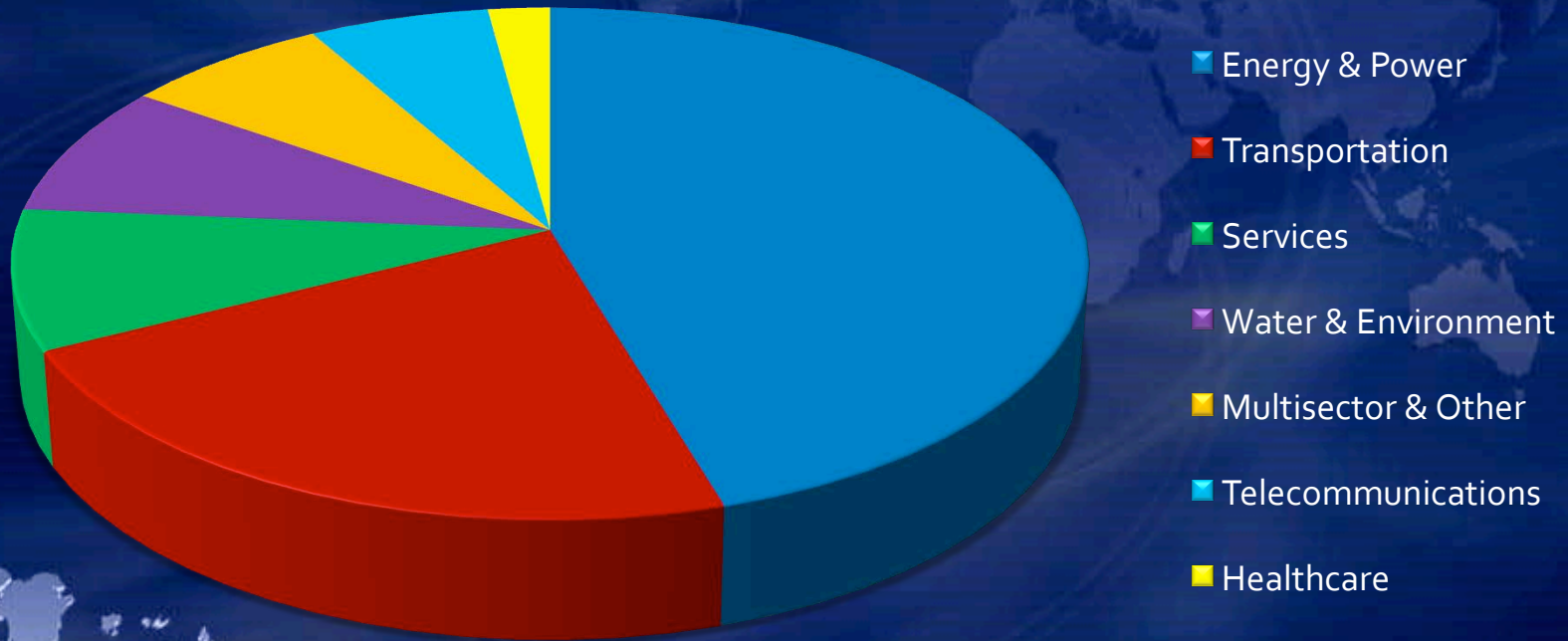
Project Development Program

- ❖ Feasibility Studies
- ❖ Technical Assistance
- ❖ Pilot Projects



USTDA By Sector

(As a Percentage of USTDA's FY 2010 Program Budget)



Energy Sector Teams

USTDA's sector leads match industry interests
across the sector

- ➔ **Traditional Power Generation**
Carl B. Kress (ckress@ustda.gov)
- ➔ **Electricity Transmission and Distribution**
Geoff Jackson (gjackson@ustda.gov)
- ➔ **Renewable Power Generation**
Andrea Lupo (alupo@ustda.gov)



Traditional Power Generation

- Types of projects:
 - Oil & Gas Exploration & Development
 - Storage & Pipelines
 - Coal & Lignite; CBM/ CMM
 - Refinery & Petrochemicals

\$2.26 million

Amount obligated by USTDA in fiscal year 2010 for traditional energy and power activities.

\$47.3

Each dollar that USTDA invests in the traditional energy and power sector generates \$47.3 in U.S. exports.

Generating Energy in Colombia

- Feasibility Study for the **Cusiana Gas Treatment Plant** to unlock Colombia's clean natural gas reserves
- Close to \$50 million in U.S. exports resulted from the Study
- New technologies were installed to monitor and control the dew point level in the hydrocarbons emitted by the plant, making the emissions more environmentally-friendly.



Iraq Oil & Gas Reverse Trade Mission



- Delegation of senior officials from the Ministry of Oil and State Company for Oil Projects
- Designed to support Iraq's ambitious plans to modernize their energy infrastructure
- Highlighted upcoming procurements for several major refineries
- Included specialized training on inspection standards

USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- ❖ Developmental priority in the host country.
- ❖ Strong likelihood of receiving implementation financing.
- ❖ Mutual benefits for the United States and partner country, including commercial opportunities for U.S. firms.



Small Businesses

Foundation of the American Economy

- ❖ Over 90 percent of all contracts with USTDA are signed with SMEs
- ❖ 44 percent of grants awarded by USTDA won by SMEs



Getting Involved

← → ↻ www.ustda.gov



USTDA

UNITED STATES TRADE AND DEVELOPMENT AGENCY

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Director Zak Kicks Off U.S.-South Africa Smart Grid Workshop

Joining Director Zak in Opening the Event is U.S. Ambassador to South Africa Donald Gips

ARE YOU INTERESTED IN:

**CONTRACT OPPORTUNITIES
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Upcoming Reverse Trade Missions

East African Financial Integration

January 21-February 1, 2012

Intelligent Transportation Systems Initiative - Colombia

January 22-31, 2012

Turkey Intelligent Transportation Systems

January 29-February 4, 2012

South Africa Smart Grid

February 21-March 1, 2012

Intelligent Transportation Systems Initiative – Mexico

March 12-21, 2012



Current Contracting Opportunities

South Africa: Training for the Transnet Management and Operations Development Program -- \$500,000

South Africa: Feasibility Study for the Airside Capacity Enhancements Project -- \$758,000

Turkey: Coal Bed Methane Recovery and Utilization Feasibility Study -- \$449,960

Colombia: Cartagena Wastewater Treatment System Start-Up -- \$513,000

Nigeria: Southwestern Nigeria Gas Pipeline Project Feasibility Study -- \$446,000



Contact USTDA



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