



U.S. Trade and Development Agency

PROMOTING U.S. EXPORTS AND ECONOMIC GROWTH

Supporting U.S. jobs through the exports of U.S. goods and services for infrastructure development projects in emerging economies.

The U.S. Trade and Development Agency is an independent agency that connects the U.S. private sector to priority infrastructure projects in developing and middle-income countries.

\$4.6B

New U.S. exports identified in FY 2017

USTDA's funding brings in U.S. industry experts to perform **feasibility studies**, launch **pilot projects** or provide a diverse array of **technical assistance**. The Agency also connects project sponsors with U.S. businesses through its **reverse trade missions**, which bring overseas decision-makers to the United States to introduce them to the design, manufacture, and operation of U.S. goods and services.

26,000

Estimated U.S. jobs supported by exports identified in FY 2017

The Agency's programming provides "**win-win**" results: U.S. companies gain access to high-level decision-makers, while overseas partners gain insight into the latest, most appropriate U.S. solutions to meet their infrastructure goals.

\$61B

Total U.S. exports generated by USTDA's program

Investing Strategically for Impact

USTDA invests strategically in industry sectors where U.S. businesses are most competitive — energy, transportation, and ICT — and has prioritized its funding in 22 of the fastest-growing emerging economies, where U.S. goods and services are most in demand.

\$95

U.S. exports generated for each \$1 invested

The results speak for themselves: the Agency currently generates **\$95 in U.S. exports for every \$1** programmed.

Preparing Bankable Projects

USTDA is unique among federal agencies in that it is mandated to engage the U.S. private sector in infrastructure projects at the critical early stages when the projects' technology options and requirements are being defined.

TECHNICAL ASSISTANCE

Filling the Gaps

USTDA-funded technical assistance offers assessments, recommendations and technical support to meet industry requirements and to seek implementation financing.

- Execution details
- Technical design packages
- Tender documents

FEASIBILITY STUDIES

Getting It Right from the Start

The Agency's feasibility studies, which are performed by U.S. firms, provide comprehensive analysis at the critical early stages when a project's technology options and requirements are being defined.

- Technical
- Financial
- Legal
- Environmental
- Life-cycle cost analysis

PILOT PROJECTS

Showcasing U.S. Capabilities

The Agency pilots U.S. equipment or technology in an overseas setting to:

- Highlight the effectiveness of U.S. solutions
- Provide the analysis and empirical data required to move a project forward
- Identify opportunities for scalability and replicability throughout a market

Supporting U.S. Gas Sector Jobs



USTDA and U.S. industry launched the **U.S. Gas Infrastructure Exports Initiative** to connect American companies to export opportunities across the gas value chain in emerging economies. The Initiative aims to advance gas infrastructure in partner countries by connecting project sponsors to cutting-edge U.S. technologies, equipment, and solutions.

Leveling the Playing Field



USTDA's **Global Procurement Initiative: Understanding Best Value (GPI)** helps public procurement officials evaluate the total cost of ownership of the goods and services they acquire for their infrastructure investments. The GPI is advancing value-based procurement policies that integrate tools like life-cycle cost analysis in a fair, transparent manner that levels the playing field for international competition, thereby opening up markets for U.S. exports.

Reaching U.S. Industry



USTDA's **Making Global Local** program is connecting businesses in communities across America with the Agency's export-promotion programs. USTDA has established partnerships with over 80 export promotion organizations in over 30 states and the District of Columbia under the **Making Global Local** banner.

“USTDA provides much-needed assistance for private sector-led development in emerging markets and directly supports U.S. exports to those markets, promoting sustainable economic growth here and abroad.”

— Dominic Barton

GLOBAL MANAGING DIRECTOR,
MCKINSEY & COMPANY



Powering Africa

USTDA grantee Amahoro Energy recently completed construction of the Musarara hydropower project on the Gaseke River in rural Rwanda. By supporting a feasibility study, USTDA helped Amahoro Energy achieve their development objectives at Musarara. Estimates suggest more than 100,000 Rwandans achieved access to reliable electricity in this remote corner of the country as a result of the project. A regional hospital that had previously generated its own electricity with expensive and polluting diesel generators was also electrified as a result of the project. “Power Africa, besides connecting us with funding for a feasibility study, also helped us speed up our timeline to break ground on the project,” said Amahoro Energy CEO Dr. Caleb King. With USTDA support, Dr. King and the Amahoro Energy team are now beginning construction on the Nyundo hydropower project on the Mukungwa River.



Advancing Smart Cities

USTDA has strongly backed Prime Minister Modi's call for 100 smart cities in India. Leading the U.S. government effort to position U.S. companies and technologies at the forefront of this Initiative, USTDA's program introduced Tata Power Delhi Distribution Ltd. to Honeywell Building Solutions (Golden Valley, MN) automated demand response system technologies. By partnering with Tata Power-DDL, USTDA assistance positioned U.S. companies to help modernize its electrical grid by introducing U.S. technologies that provide modern, scalable solutions to reduce outages, curb losses, and help utilities better engage with their customers. As a result, Tata Power-DDL has nearly doubled its grid connections and emerged as one of India's leading electricity distribution utilities.



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