



USAID
FROM THE AMERICAN PEOPLE



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USTR

4.2 Breakout Session
**21st Century Trade
and Investment
Agreements**



Opening Markets, Generating Exports

U.S. Trade and Development Agency

Nathan Younge

Regional Director for Latin America and the Caribbean

July 12, 2013

www.ustda.gov

Mission Statement

USTDA helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies.

USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.



Priority Sectors/Teams

- **Energy**

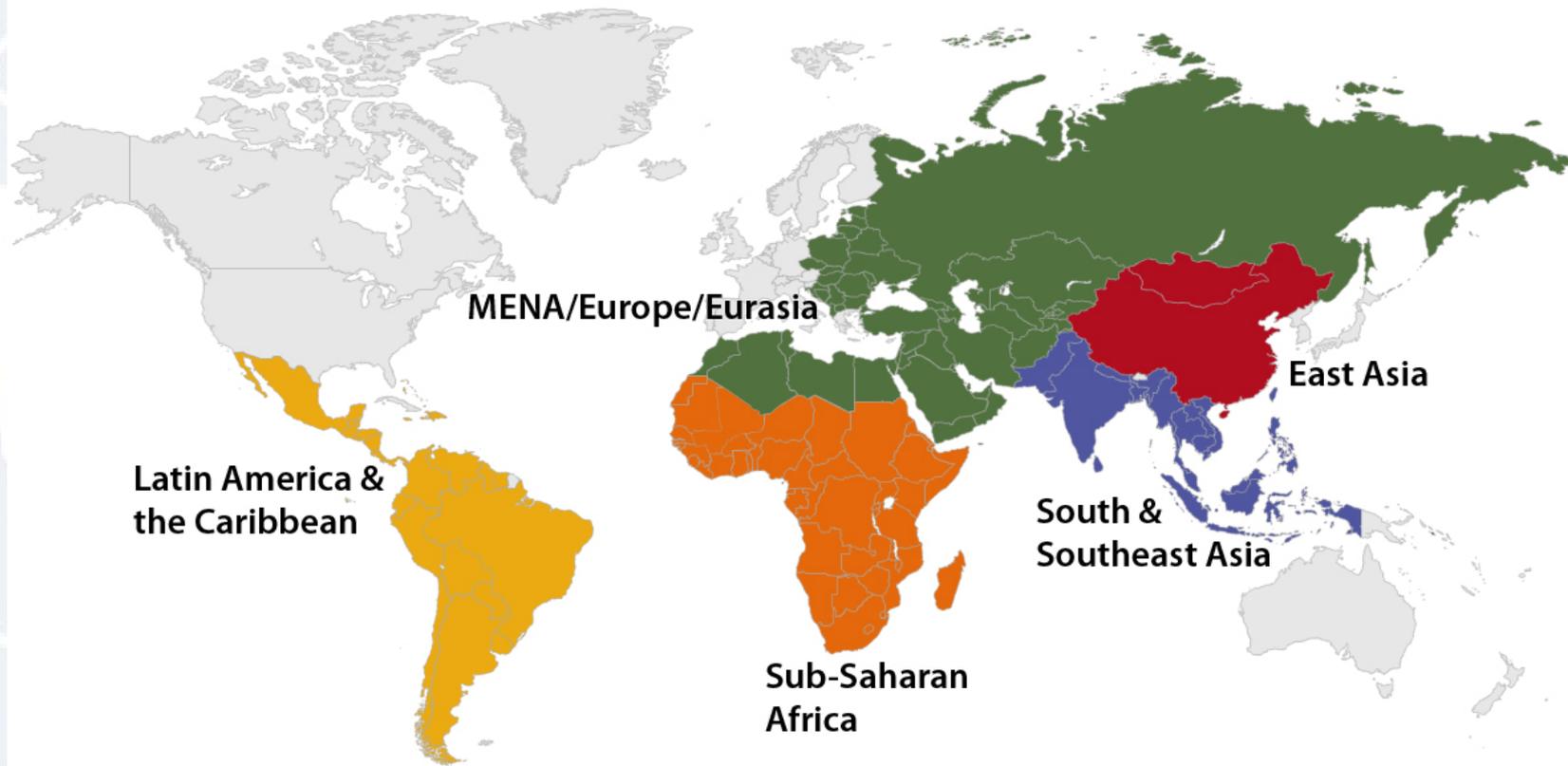
- Traditional Energy and Power
- Transmission and Distribution
- Renewable

- **Transportation**

- **Telecom Infrastructure**



USTDA Regions



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
- Pilot Projects
- Technical Assistance
- Tied Training Grants

International Business Partnership Program

Reverse Trade Missions:

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



International Business Partnership Program

Conferences/Workshops:

USTDA organizes these sector or region-specific events to connect U.S. firms with foreign buyers. They are designed to highlight upcoming projects overseas, as well as to showcase U.S. goods and services.



Project Development Program

Feasibility Studies:

USTDA-funded and U.S.-led feasibility studies link foreign project sponsors with U.S. businesses at the critical early stage of project development.

Analysis includes:

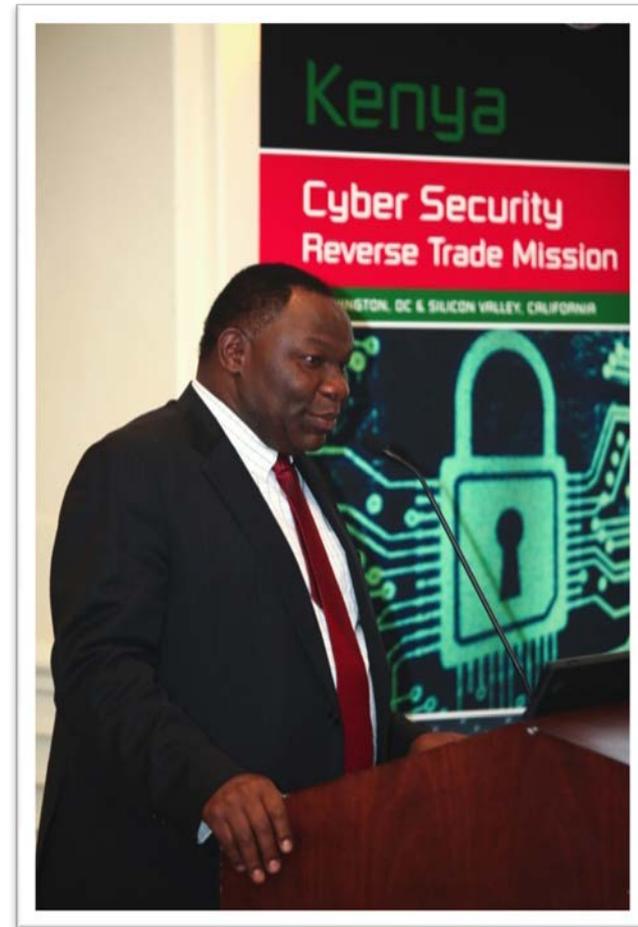
- Technical
- Financial
- Legal
- Environmental
- Lifecycle costing



Project Development Program

USTDA advances economic development in partner countries by funding technical assistance that:

- Supports legal and regulatory reform related to commercial activities and infrastructure development;
- Establishes key industry standards; and
- Opens other market activities.



Project Development Program

Training Grants:

- Flexible assistance that is tied to a procurement contract.
- A US company bidding on a contract that can show substantial competitive support from another government.
- Amount/content of training depends upon size of underlying contract and needs.
- Coordinate with DOC Advocacy Center.
- “Flag Wrapping.”

U.S.-Africa Clean Energy Development Finance Center (CEDFC)

- A coordinated U.S. government approach to clean energy project development in sub-Saharan Africa
- Assists sub-Saharan African energy developers in implementing clean energy projects while promoting U.S. private sector participation in sub-Saharan Africa's economic development.



U.S. - Africa Clean Energy
Development and Finance Center

U.S.-Africa Clean Energy Finance Initiative (US-ACEF)

- Aligns USTDA's project planning expertise and OPIC's financing and risk mitigation tools
- Supports private sector investment and increases support for U.S. businesses and exports in sub-Saharan Africa's clean energy sector

USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- Developmental priority in the host country
- Likelihood of success receiving implementation financing
- Mutual benefits for the United States and partner country, including commercial opportunities for U.S. firms
- No Harm to U.S. Industry

Getting Involved



USTDA

UNITED STATES TRADE AND DEVELOPMENT AGENCY

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July 27, 2012

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**FEATURED IN JULY:
EAST ASIA &
EURASIA**

USTDA Features East Asia and Eurasia In July
Highlights Include Regional Export Opportunities, News and a Webinar

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