



U.S. TRADE AND DEVELOPMENT AGENCY



**MAKING
GLOBAL
LOCAL**

**Partnering with USTDA to
Help U.S. Businesses
Grow Globally**

October 12, 2022

2021 Small Business Results

82%

Total value of
USTDA
contracts to
small
businesses

42%

Socially &
economically
disadvantaged
or minority-
owned
businesses

24%

total value of
USTDA
contracts to
women-owned
businesses

23%

Compared to
government-wide
goal

5%

Compared to
government-wide
goal

5%

Compared to
government-wide
goal

About USTDA

About

USTDA is the U.S. government's project preparation agency.

Mission

USTDA works alongside and in support of **U.S. industry** to further the development of **priority infrastructure projects** in emerging markets.

Approach

USTDA leverages project preparation and partnership building tools to structure bankable infrastructure deals that can be financed, implemented, and sustained.

Results

\$136
U.S. exports
generated for
each \$1
invested*

4,000 +
Infrastructure
activities
supported
worldwide**

143
Emerging
markets
supported**

\$115 B
Total U.S. exports
generated
including small
businesses in
370+
communities
**



*Results from September 2022 fiscal year-end.

**Figures tracked since USTDA's founding in 1992.

Priority Regions

**Indo-
Pacific**

**Latin
America &
the
Caribbean**

**Middle
East, North
Africa,
Europe &
Eurasia**

**Sub-
Saharan
Africa**

Priority Sectors



Climate



Clean Energy



ICT



Healthcare Infrastructure



Transport



Agri

USTDA is able to support projects both in the private and public sectors overseas.

Tools

OBJECTIVE

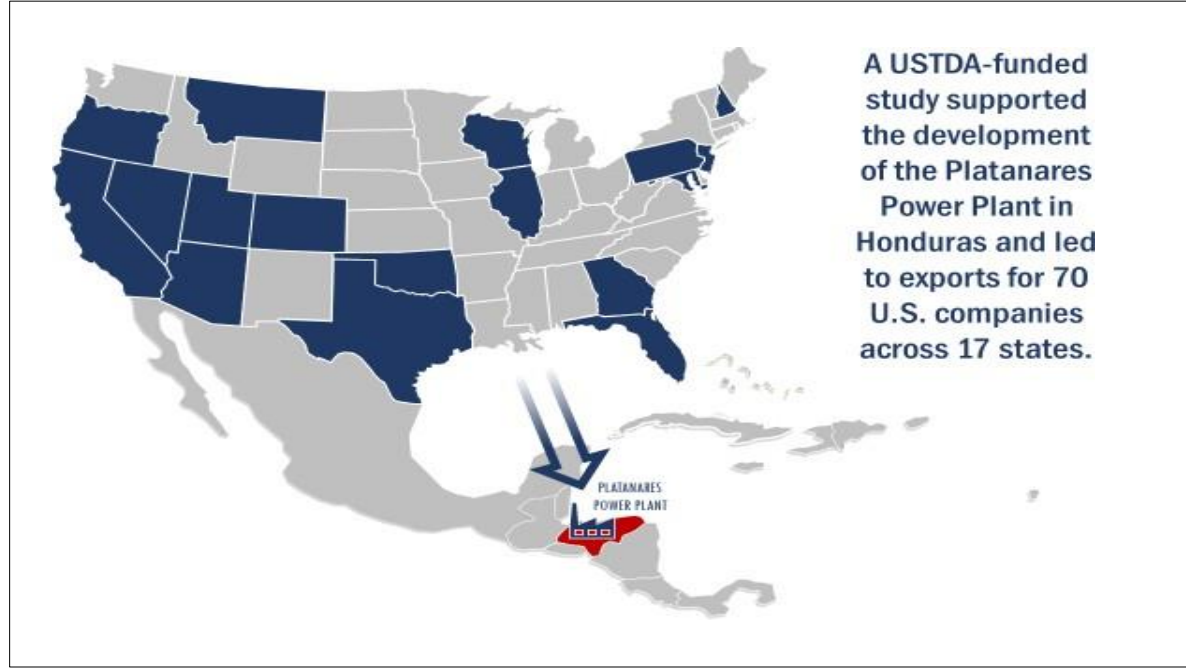
Connect
U.S.
Businesses

Project Preparation Funding

- Feasibility Studies
- Technical Assistance
- Pilot Projects
- Front-End Engineering and Design

Partnership Building

- Reverse Trade Missions
- Conferences
- Workshops



A USTDA-funded study supported the development of the Platanares Power Plant in Honduras and led to exports for 70 U.S. companies across 17 states.

FEASIBILITY STUDY: HONDURAS

- 2018 Collaboration: USTDA, Inter-American Development Bank (IDB), [U.S. Overseas Private Investment Corporation \(now the U.S. International Development Finance Corporation\)](#), [The Government of Honduras](#)

SENEGAL



- USTDA awarded a grant to Senegal's national utility – Société Nationale d'Electricité (Senelec) – for training program supplied by Illinois-based Weldy Lamont Associates.
- Senelec's investment in power grid technology helps bring power to 440,000 people in rural communities.
- [Project financed by the Export-Import Bank of the United States](#)
- Supports approximately 500 U.S. jobs across 10 States.
- Project supports the U.S. government's **Power Africa and Prosper Africa Initiatives.**

CONTRACT OPPORTUNITIES **for Small Businesses**



- Desk Studies
- Definitional Missions

Contract Range:

\$100,00 -- \$500,000

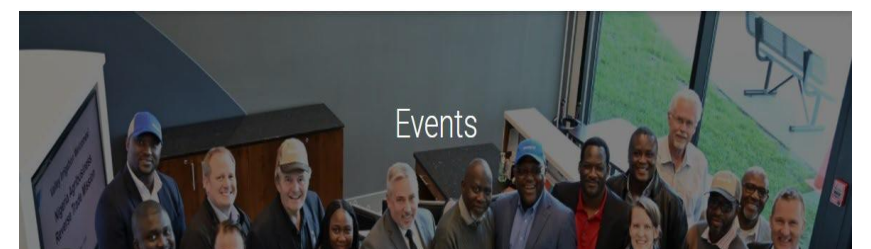
Opportunities posted on [USTDA's website](#) and [sam.gov](#).





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BUSINESS OPPORTUNITIES for Small Businesses



LINKS:

- [Bid on an Overseas Project: Feasibility studies; Technical assistance](#)
- [Propose a Project: Project preparation activity](#)
- [Contracts with USTDA: Technical due diligence efforts](#)
- [Events: Matchmaking events with project sponsors](#)
- [Follow A Trade Lead](#)
- [SAM.gov: USTDA Administrative and business operations support services](#)





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