

U.S. Trade and Development Agency



Latin America and the Caribbean

The U.S. Trade and Development Agency (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.

USTDA Programs

USTDA promotes economic growth in emerging economies by facilitating the participation of U.S. businesses in the planning and execution of priority development projects in host countries. The Agency's objectives are to help build the infrastructure for trade, match U.S. technological expertise with overseas development needs, and help create lasting business partnerships between the United States and emerging market economies.

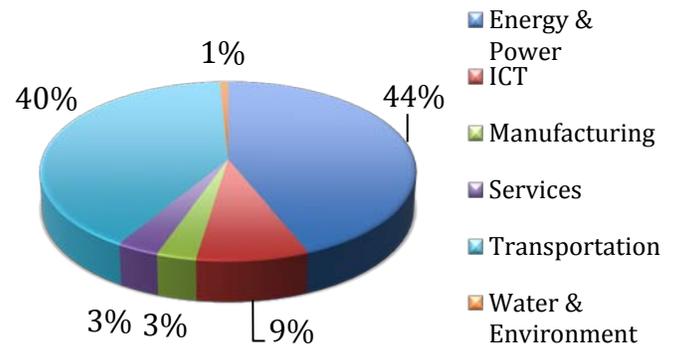
USTDA advances these objectives through its two key programs, the *International Business Partnership Program* and the *Project Development Program*.

USTDA's reverse trade missions (RTM) are the mainstay of its *International Business Partnership Program (IBPP)*. Created in 2010 in response to President Obama's National Export Initiative, the *IBPP* is USTDA's signature program for linking the U.S. private sector to foreign buyers. These visits are carefully planned to enable foreign decision-makers to meet with U.S. businesses and to observe the manufacture, and demonstration of U.S. goods and services that can help them achieve their development goals. These RTMs also include meetings with financial institutions to observe financing options and technical and regulatory bodies that can assist with strengthening the project sponsor's technical capacity.

Through feasibility studies, technical assistance and pilot projects, USTDA's *Project Development Program* helps overseas project sponsors identify technological solutions and various sources of financing for priority infrastructure projects.

Through these programs, USTDA focuses its activities in three primary sectors: Transportation, Clean Energy, and Information and Communication Technology (ICT).

LAC FY2011 Investments by Sector



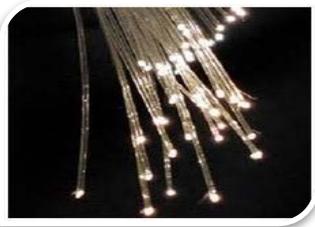
Transportation

\$80 million of U.S. exports is the direct result of USTDA's support to the Jamaican Ministry of Finance and Public Service for the planned divestment of Air Jamaica. The USTDA-funded technical assistance developed a number of strategic options for the airline and provided recommendations on an appropriate legal framework for the divestment.

Helping the Port of Cartagena receive a Container Security Initiative designation in 2007 was the goal of a USTDA-funded chain of custody security technical assistance grant. Building upon this success, USTDA funded a feasibility study for the Sociedad Portuaria Regional de Cartagena to provide guidance on integrating the customs and security facilities of the Cartagena and Contecar ports in Colombia.



USTDA supports NEI's mission as a member of the President's Export Promotion Cabinet.



USTDA sponsored a reverse trade mission to the United States for eleven representatives from the Brazilian Railway Concessionaires Association and National Ground Transportation Agency to familiarize them with the latest U.S. rail technologies. This railway integration and locomotive refurbishment technologies visit featured meetings with private sector companies, U.S. Government railroad regulatory agencies and financial institutions in Washington, D.C. Within one year of the visit, \$102 million in U.S. exports have been recorded.

Clean Energy



As part of the Obama Administration's Energy and Climate Change Partnership of the Americas, USTDA hosted a series of reverse trade missions to the United States for delegations of senior public and private sector officials from Latin America and the Caribbean throughout 2010 and 2011. This Clean Energy Exchange Program of the Americas focused on various aspects of renewable energy including solar, wind, waste to energy, geothermal, and mini-hydropower technologies. Each visit included project site visits and meetings with U.S. industry, financial institutions, and U.S. government agencies to exchange information with regard to the commercial, technological, regulatory, and financial aspects associated with clean energy project development.



USTDA is providing a feasibility study grant to the State Government of Baja California in Mexico to enable the supply of 100 MW of wind power to state government office buildings and facilities. The project supports the Energy and Climate Partnership of the Americas and the U.S.-Mexico Bilateral Framework on Clean Energy and Climate Change.

USTDA sponsored a smart grid technologies reverse trade mission in order to familiarize Chilean legislators, regulatory and power utility company representatives with the most recent regulatory advancements in the U.S. smart grid arena and expose them to related U.S. technology solutions to assure effective smart grid implementation.

Information and Communication Technology



In order to assist the Government of Costa Rica in developing a roadmap for the implementation of a government-wide backbone network and a shared data center, USTDA is providing a technical assistance grant to the Costa Rican Secretaría Técnica de Gobierno Digital (STGD). This technical assistance will include a secure broadband voice/data network, a shared data storage facility, and user access points such as call centers, web portals, e-mail, and interactive sessions.

Contact us for more information!

(703) 875-4357

lac@ustda.gov

www.ustda.gov

Nathan Younge, Regional Director

Keith Eischeid, Country Manager for Mexico and Central America

Gabrielle Mandel, Country Manager for Brazil, Peru and the Southern Cone

Jacob Flewelling, Country Manager for Colombia and the Caribbean

Rodrigo Mota, Country Representative in Brazil

Isabel Sepulveda, Project Analyst, Contractor

USTDA: LAC by the Numbers

\$8.26 million

Amount obligated by USTDA in fiscal year 2011 for activities in Latin America and the Caribbean.

33.2%

33.2% of USTDA-funded activities in 2011 that have catalyzed successful business partnerships by linking the U.S. private sector to foreign buyers in Latin America and the Caribbean.

14

Number of delegations from Latin America and the Caribbean that USTDA hosted in 2011 in support of the National Export Initiative.



USTDA supports NEI's mission as a member of the President's Export Promotion Cabinet.