



# U.S. Trade and Development Agency

## Eurasia

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.

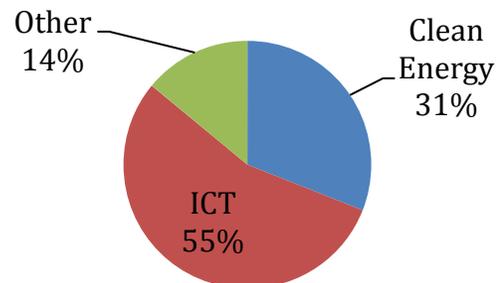
USTDA advances these objectives through its two key programs, the **International Business Partnership Program** and the **Project Development Program**.

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: Information and Communication Technology (ICT), Transportation, and Clean Energy.

**Eurasia FY2011 Investments by Sector**



### Transportation

As part of USTDA's efforts to improve the transportation infrastructure in Eurasia, USTDA funded a feasibility study for Kazaeronavigatsia, Kazakhstan's Civil Aviation Authority, to assess and recommend upgrades to Kazakhstan's air traffic control (ATC) system. When the study was conducted, the existing ATC infrastructure was deemed inadequate to handle the country's airports and large air space.

As a result of this study and other USTDA assistance, Kazaeronavigatsia has significantly updated its air traffic control systems, procuring equipment and consulting services valued at over \$76 million from several U.S. companies, including Lockheed Martin.



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



In Azerbaijan, USTDA's support for the aviation sector is enhancing the country's economic development and commercial goals. USTDA is working with the State Civil Aviation Administration (SCAA) to provide targeted assistance to SCAA to bring it into conformance with International Civil Aviation Organization guidelines and enable Azerbaijan to obtain Category One status under the Federal Aviation Administration's International Safety Assessment Program. As a result of the first part of the assistance, SCAA has implemented regulations bringing it closer to Category One status, and plans to continue with purchases of Boeing aircraft.



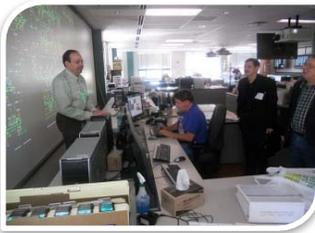
USTDA is assisting KazakhTemirZholy (KTZ), Kazakhstan's national railway company, in their efforts to re-vitalize the national rail system. As part of this cooperation, USTDA funded a delegation of seven KTZ officials, who visited Washington D.C.; Chicago, IL; and Pueblo, CO. During the trip, the delegates met with the U.S. Department of Transportation and other federal government officials, viewed the latest rail technology at a Class I railroad control center as well as an intermodal facility, and also visited the National Transportation Technology Center in Pueblo. The delegates met with U.S. suppliers of the latest rail technology.

### Energy



In Kazakhstan, USTDA has worked closely with the Kazakhstan Electric Grid Operating Company (KEGOC) on a series of projects designed to improve the efficiency of the country's electric grid. USTDA funded a feasibility study on monitoring and diagnostic systems, which will enhance KEGOC's ability to detect and resolve line loss issues. In addition, USTDA brought a delegation of KEGOC officials to the United States to visit and meet with U.S. producers of advanced transmission equipment used in the Smart Grid sector.

USTDA is partnering with the Georgian International Energy Corporation (GIEC) to fund a feasibility study on Coal Bed Methane and Coal Mine Methane production in the Tkibuli-Shaori and Vale coal basins. If successful, the study will increase mine safety and help develop an important source of natural gas for Georgia.



### Information and Communications Technology

USTDA helped improve Ukrainian emergency management by funding a Reverse Trade Mission to the United States by a delegation of Ukrainian emergency management officials to look at U.S. technology and best practices. During the visit, the delegation met with the Transportation Security Administration, the Department of Homeland Security and other U.S. government agencies. The delegates also visited local emergency management operations centers, airports and a stadium to observe advanced U.S. technology in use.

Contact us for more information!

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## USTDA: Eurasia by the Numbers

**\$2.07 million**

Amount obligated by USTDA in fiscal year 2011 for activities in Eurasia.

**\$700 million**

New exports of U.S.-manufactured goods and services identified in 2011 as a result of USTDA-funded activities in Eurasia.

**5**

Number of delegations from Eurasia that USTDA hosted in 2011 in support of the National Export Initiative.



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