



# USTDA

United States Trade and Development Agency

# GENERATING EXPORTS

## ILLINOIS



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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.

### Supporting Jobs in Illinois

Over the last 10 years, USTDA identified \$19.7 billion in U.S. exports to emerging markets that were directly attributable to its programs, supporting an estimated 100,000 U.S. jobs. During that same period, for every \$1 programmed by USTDA, the Agency generated over \$63 in exports of U.S.-manufactured goods and services.

In Illinois, USTDA's program has been a catalyst for opening new markets for companies, large and small, looking to expand sales overseas. By introducing foreign buyers to U.S. solutions, USTDA helped level the playing field from foreign competition that ultimately led to more than \$940 million in sales of U.S.- manufactured products and services from Illinois.



USTDA helped level the playing field from foreign competition that ultimately led to significant export sales for Illinois companies.



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

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## Success Stories

Roeslein & Associates, a small company based in Redbud, wanted to expand their business in Nigeria, but they were not able to fund a full-scale feasibility study to assess the viability of building the only can manufacturing facility in Sub-Saharan Africa. The company brought the project to USTDA, which agreed to share the costs of the study with them. Based upon the study's results, financing was secured and Roeslein & Associates was awarded a \$30 million contract to build the two-piece can manufacturing equipment. Construction of this world class facility was able to keep 200 workers employed in Illinois, while also creating an estimated 125 jobs in Nigeria.

To support the development of a coal mine methane power facility in Shanxi, China, USTDA funded the design and engineering studies, which provided the Asian Development Bank with the documentation required to finance the project. Caterpillar sold more than \$40 million in U.S.-manufactured gas turbines, equipment, and services to support this project. Subsequently, Caterpillar was selected to provide an additional 31 gas-powered generator sets to produce an additional 54MW of power.

To level the playing field for U.S. companies against European competitors, USTDA funded a feasibility study on the establishment of a Greenfield methanol/ammonia plant for the Egyptian Petrochemical Holding Company (Echem). As a result of this study and the subsequent implementation of the project, UOP sold \$63 million in licensing, advisory services, and equipment to Echem. Additionally, construction of the facility led to thousands of jobs in both the United States and Egypt.

Supporting Jordan's efforts to liberalize its wireless sector was the goal of a USTDA-funded grant to the Jordanian Ministry of Information and Communications Technology (MoICT). Jordan wanted to deploy advanced wireless technology throughout the country as it was on the verge of accession to the World Trade Organization. In response, USTDA provided technical assistance that resulted in MoICT signing a contract with Motorola for an integrated digital enhanced network, totally over \$49 million in U.S. exports.



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## Contact us for more information:

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