



USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

GENERATING EXPORTS

PENNSYLVANIA



www.ustda.gov/makinggloballocal

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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 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. Such visits 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 Pennsylvania

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 American jobs. During that same period, for every \$1 programmed by USTDA, the Agency identified over \$63 in exports of U.S.-manufactured goods and services.

In Pennsylvania, 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. goods and services, USTDA helped level the playing field from foreign competition that ultimately led to significant export sales. During fiscal year 2011 alone, USTDA's program generated more than \$670 Million in exports of U.S.-manufactured goods and services from Pennsylvania.



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



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Recent Success

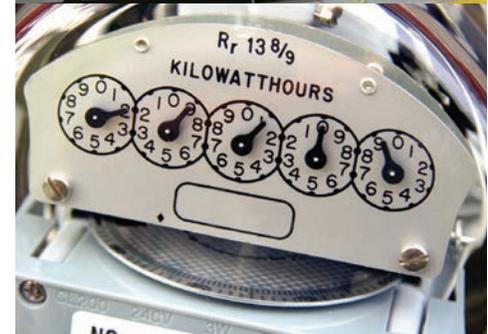
USTDA supported an effort by Shenzhen Metro to expand its metro system in Shenzhen, China to rural and coastal areas. The implementation of this project produced more than \$31 million in sales of U.S. goods and services, including \$17 million of train signaling equipment from Ansaldo STS USA, in Pittsburgh.

Supporting Botswana's efforts to generate new power, USTDA funded a feasibility study for the development of a coal bed methane project in eastern Botswana. The project — strongly endorsed by the president of Botswana — was intended to meet growing domestic and regional demand for a low-cost, clean, efficient fuel to be used for power plants and as feedstock for industrial processes. Implementation of this project resulted in the export of \$53 million of U.S. goods and services from 11 U.S. companies, including the sale of \$4.5 million in drilling rigs from Schramm in West Chester and \$188,000 compressor from Keystone Drill in Somerset.

USTDA hosted a reverse trade mission for a delegation of ten Brazilian rail officials who were deciding between U.S. and European locomotives for an upcoming tender. The visit to the United States highlighted U.S.-manufactured goods and services that were necessary for Brazilian railroad companies to upgrade their rolling stock, communications and signaling systems, track and other infrastructure. As a direct result of this visit, GE Locomotives of Erie, PA sold over \$400 million in locomotives and Catron Theimeg of Sharpville, PA sold an additional \$100,000 in equipment.

In response to China's need to meet increased demand for rail and locomotive equipment, USTDA sponsored a reverse trade mission for senior officials from the Chinese Ministry of Railways to Chicago, IL, Erie, PA, New York, NY and Washington, DC. The visit highlighted leading U.S. rail and locomotive products and services with an emphasis on energy efficient U.S. solutions that would be suitable for China's rapidly expanding rail system. To date, the visit has resulted in U.S. exports of energy efficient locomotive engines from GE Locomotive of Erie, PA, totaling over \$100 million.

To introduce U.S. companies to Colombian procurement officials, USTDA funded a reverse trade mission to the United States for representatives from Colombia's petroleum refining sector. The visit introduced the delegates to U.S. firms carrying out the latest operational, research, and manufacturing developments, and gave them the opportunity to meet with U.S. businesses to present their project needs. Two refinery projects were presented — the expansion and modernization of the Cartagena Refinery, and the construction of the new Sebastopol Refinery. As a result of this visit, Weir Hazleton in Hazleton, Pennsylvania, exported \$72,000 in goods and services — a portion of the more than \$700 million in sales made from U.S. companies as a result of this visit.



Contact us for more information

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