



**USTDA**  
U.S. TRADE AND DEVELOPMENT AGENCY

# Traditional Energy and Power Sector

Linking U.S. Businesses to Overseas Infrastructure Opportunities

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The U.S. Trade and Development Agency 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 preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

## USTDA Programs

USTDA connects U.S. businesses to infrastructure projects in emerging markets, while supporting our overseas' partners development goals. 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 markets.

In the energy sector, USTDA advances these objectives through:

- Feasibility Studies and Technical Assistance Grants: USTDA provides grants to fund feasibility studies, technical assistance, and other project preparation activities that provide the comprehensive analysis required for energy infrastructure investments to move from the concept stage to the financing and implementation stages.
- Pilot Project Grants: USTDA funds pilot projects in order to demonstrate the effectiveness of U.S. technological solutions and provide the analysis, evaluation and empirical data that projects need to attract implementation funding.
- Reverse Trade Missions: USTDA-sponsored reverse trade missions (RTMs) bring key decision-makers and project developers from overseas to the United States to learn more about U.S. technology and service providers, financiers, policy and regulatory frameworks, and other resources that can support the deployment of new power infrastructure overseas.

## Recent Activities

### Indonesia Pertamina Refinery Modernization

USTDA supported Indonesia's state-owned energy company, PT Pertamina's efforts to modernize the country's petroleum refining industry. USTDA's grant, combined with financial contributions from PT Pertamina and Illinois-based Honeywell UOP, supported a Refinery Revamp Feasibility Study. This study recommended upgrades to increase the efficiency and economic viability of PT Pertamina's refineries, which will lead to cleaner fuel production to ultimately curb its emissions in Indonesia.

USTDA's assistance helped generate over \$94 million in U.S. exports of engineering services and gulftronic electrostatic separators. The Agency connected the U.S. companies, Bechtel (San Francisco, CA) and General Atomics (San Diego, CA) to opportunities with this project.



General Atomics gulftronic electrostatic separator technology



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### Algeria Natural Gas Combined Cycle Power Plant Training Grant

USTDA provided a training grant to Sonelgaz, Algeria's national electricity and gas company, to fund executive and senior management-level training. The project opened the door for Boston-based General Electric (GE) to provide power generation and services for six new combined-cycle power plants, including turbines from their plants in South Carolina and New York. GE's work, along with the training grant will electrify 8 million Algerian households, increasing the country's electric power generation by nearly 70 percent. Sonelgaz leaders travelled to the U.S. to attend the GE Global Customer Training Program. The grant also included training for 25 senior managers in Algeria through GE-led management courses in support of a multi-billion dollar deal.

### Botswana Coalbed Methane Productivity and Power Generation Project

In order to help Botswana meet growing demand for affordable, clean and efficient fuel, USTDA awarded a grant to the Botswana Development Corporation (BDC). The grant funded a feasibility study conducted by Virginia-based Advanced Resources International, Inc. (ARI) to determine the viability of a coal bed methane project in Eastern Botswana. The project will generate electric power and produce industrial fuel and water. The project was successfully implemented and USTDA's study helped generate over \$52 million in U.S. exports for power generation units, drilling equipment, compressors, and hydraulic fracturing equipment.

### Colombia Barrancabermeja Refinery Modernization

USTDA approved provided a feasibility study that developed a master plan for the modernization of the Barrancabermeja oil refinery to refine increasingly heavier crude oil that is used to produce diesel. Increasing the capacity of the refinery will enable it to increase its production of diesel. Along with U.S. exports of engineering services, licensing and software, this project also contributed to the sales of U.S. reactors from Texas and New Jersey, Coke ovens and coking units from Texas, and Sulfur recovery and tail gas treatment units from Texas.

### China Coal Mine Methane Gas Power Generation

USTDA supported a coal mine methane gas power generation feasibility study for the China United Coal Bed Methane Corporation. The study introduced new technologies from Caterpillar (Illinois) for creating electricity from low-methane content mines. The activity involved an initial study, subsequent training, and marketing following recommendations from the study. So far, over \$134 million in U.S. exports can be attributed to this activity. Additionally, Caterpillar's technologies are directly reducing 17.5 billion metric tons of carbon dioxide pollution produced in coal mining.



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