



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 is Preparing Bankable Projects

Feasibility Studies: Getting It Right from the Start

USTDA’s feasibility studies, which are performed by U.S. firms, provide comprehensive analysis at the critical early stages of a project when the technology options and requirements are being defined. These studies cover several areas of analysis, including technical, financial, legal, environmental, and life-cycle cost analysis.

Technical Assistance: Filling the Gaps

USTDA-funded technical assistance offers assessments, recommendations, and technical support to meet industry requirements and to attract implementation financing. This type of support covers several areas including execution details, tender documents, and technical design packages.

Pilot Projects: Showcasing Technologies

By piloting innovative U.S. equipment and technologies in an overseas setting, USTDA helps highlight the effectiveness of U.S. solutions, provide the analysis and empirical data required to move a project forward, and identify opportunities for scalability and replicability throughout a market.

Sharing Best Practices, Making Connections

Reverse trade missions bring overseas decision-makers to the United States to introduce them to the design, manufacture, and operation of U.S. goods and services. Delegations travel across the country for site visits and meetings with U.S. industry in advance of major procurements. The visits introduce the delegates to industry best practices, as well as cutting-edge solutions that can advance their infrastructure development goals.

USTDA’s Impact on the Aviation Sector

Secure the Skies

In 2013, USTDA hosted a reverse trade mission to the U.S. for representatives of the Civil Aviation Authorities from the Asia-Pacific region. The itinerary featured International Civil Aviation Organization guidelines for safety and security oversight with respect to the delegates’ goal to obtain Category 1 status under the FAA’s International Safety Assessment. The delegation gained understanding of best standards for aviation technology to improve security practices. The project has led to nearly **\$2 billion in U.S. exports**.

Expand and Modernize

USTDA provided a training grant in support of The Boeing Company’s (Illinois) bid to provide up to forty-five 737 MAX airplanes to Ethiopian Airlines to expand and modernize their fleet. The addition of these planes will allow Ethiopia, through its flag carrier, to become an aviation hub on the continent and to expand its passenger and cargo connections with its trading partners. The success of the training grant led to Boeing ultimately winning the bid.



466
Activities



102
Countries



\$29 billion
U.S. exports
generated

USTDA Aviation Partnerships

U.S.- China Aviation Cooperation Program

The U.S.-China Aviation Cooperation Program (ACP) is designed to promote technical, policy and commercial cooperation between the U.S. and Chinese aviation sectors. Over thirteen phases, the ACP has helped enable the implementation of modern aviation systems that will improve safety and security, increase operational capacity, and advance aviation market development. To date, over **\$13 billion in U.S. exports** have been attributed to ACP activities.

U.S. - Brazil Aviation Partnership

In April 2012, the United States and Brazil signed a Memorandum of Understanding on a U.S.-Brazil Aviation Partnership. This Partnership seeks to enhance bilateral cooperation in areas such as airport expansion, airspace management, industry best practices, and aviation safety and security. These programs continue to support shared aviation infrastructure development priorities, while connecting U.S. companies to business opportunities in the sector.

U.S.- India Aviation Cooperation Program

The U.S.-India Aviation Cooperation Program is a bilateral public-private partnership that promotes mutual interests and collaboration on the modernization requirements for India's rapidly growing civil aviation sector. USTDA, the Federal Aviation Administration, U.S. companies and the Government of India jointly support the platform. Through it, USTDA has funded four bilateral Aviation Summits. The program has enabled development and U.S. export successes in satellite navigation systems, aircraft fleet modernization, air traffic management, and business aviation improvement.

Producing Results

Airport Expansion in Vietnam

USTDA has successfully forged relationships between U.S. companies and Vietnam's aviation sector. In particular, USTDA funded a feasibility study, which assessed the financial and operational viability of developing a new passenger terminal at the Da Nang International Airport. Following the study, U.S. companies were awarded contracts for the technical design and construction of the airport's expansion. The terminal officially commenced operations in 2011, allowing the airport to increase its annual passenger capacity from 1.4 million to 4 million passengers.



USTDA Aviation Team: Nathan Younge, nyounge@ustda.gov | Verinda Fike, vfike@ustda.gov | Sarah Randolph, srandolph@ustda.gov | Gabrielle Mandel, gmandel@ustda.gov

Contact Us: 703-875-4357 | 1101 Wilson Boulevard, Suite 1100, Arlington, VA 22209 | www.ustda.gov