



# USTDA

U.S. TRADE AND DEVELOPMENT AGENCY

# Geothermal Energy

Linking U.S. Businesses to  
Global 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 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 economies.

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

In support of the National Export Initiative, USTDA launched the International Business Partnership Program (IBPP) to connect foreign project sponsors with U.S. manufacturers and service providers in order to open new export markets and identify commercial opportunities for U.S. companies. USTDA's reverse trade missions – the mainstay of the IBPP – bring foreign decision-makers to the United States to observe the design, manufacture and operation of U.S. products and services that can help them achieve their development goals. These visits also include meetings with financial institutions to introduce financing options, as well as 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.

## Geothermal Solutions

USTDA projects harness the latest U.S. technologies to provide solutions that meet the energy needs of host countries with geothermal potential, including those in Latin American and the Caribbean, East Africa and Southeast Asia.

For example, based on the results of a USTDA-funded feasibility study, the largest privately owned geothermal facility in Turkey became operational in May 2009. The 47.5 MW plant was built in the Aydin-Germencik geothermal field by Turkey's Gurmat Energy Investment and Trade Company. Over \$40 million of U.S. goods and services were utilized during construction of the facility. Germencik is providing Turkey with an important renewable energy source to further the country's economic growth and is improving infrastructure in the surrounding area.



USTDA's grant to fund a feasibility study on a geothermal power plant in Turkey has led to more than \$40 million in U.S. exports.



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### Turkey

USTDA recently sponsored a reverse trade mission for a delegation of private sector developers from Turkey to explore U.S. technologies and best practices for geothermal power plants. The delegates' organizations represent a majority of the 600 MW in geothermal power plants currently under development in Turkey. The delegation attended the Geothermal Energy Expo in September 2013 and visited geothermal power plants near Reno, NV and Middletown, CA.

### Southeast Asia

In 2010, USTDA launched the U.S.-Indonesia Geothermal Development Initiative to help develop Indonesia's estimated 24,000 MW of geothermal potential. Under the Initiative, USTDA funded feasibility studies to assess the viability of the 370 MW Jailolo Geothermal Power Plant and the 300 MW Tangkuban Parahu Geothermal Project. Working with a variety of partners, USTDA also delivered a geothermal power development training program and reverse trade mission for Indonesian energy officials.

### Latin America

In support of the Energy and Climate Change Partnership of the Americas, USTDA hosted a series of reverse trade missions to the United States for delegations of senior public and private sector officials from Latin America and the Caribbean in 2010 and 2011. The series included a geothermal reverse trade mission that led to sales of over \$2 million for one U.S. company.

Additionally, USTDA supported a feasibility study for ISAGEN S.A. E.S.P., a leading Colombian power company, to assess the viability of developing a 50 MW geothermal power generation project.

### East Africa

USTDA worked with Kenya to help the country tap into its 15,000 MW geothermal power generation potential. In 2010, USTDA hosted a reverse trade mission to showcase state-of-the-art U.S. technologies, equipment and services, as well as policies, regulations and financing mechanisms, that can support the implementation of geothermal power projects in Kenya. USTDA subsequently supported technical assistance to augment the government-owned Geothermal Development Company's ability to develop feed-in tariffs and evaluate potential partners for power purchase agreements.



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