

UNITED STATES TRADE AND DEVELOPMENT AGENCY



**U.S. – India
Coal Working Group Meeting
Hotel Washington, Washington D.C.**

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Marian Bassett

Country Manager, India

USTDA

Our Mission



- ❖ To advance host country economic development and U.S. commercial interests in developing and middle-income countries.
- ❖ Support the development of modern infrastructure and a fair and open trading environment.



USTDA Facts

- ❖ USTDA is an independent agency.
- ❖ USTDA has facilitated over \$27 billion in U.S. exports to emerging markets.
- ❖ USTDA generates \$40 in U.S. exports for every dollar it spends.



USTDA assistance led to this groundbreaking for a solid waste treatment complex in Vietnam.



Public-Private Partnerships



Tsunami Response: Delivering
potable water to 100,000
Sri Lankan citizens.

PPPs create lasting relationships

- ❖ USTDA opens export markets in developing countries.
- ❖ USTDA promotes shared ownership or management between U.S. companies and overseas project sponsors.



USTDA Regions



USTDA Program Activities

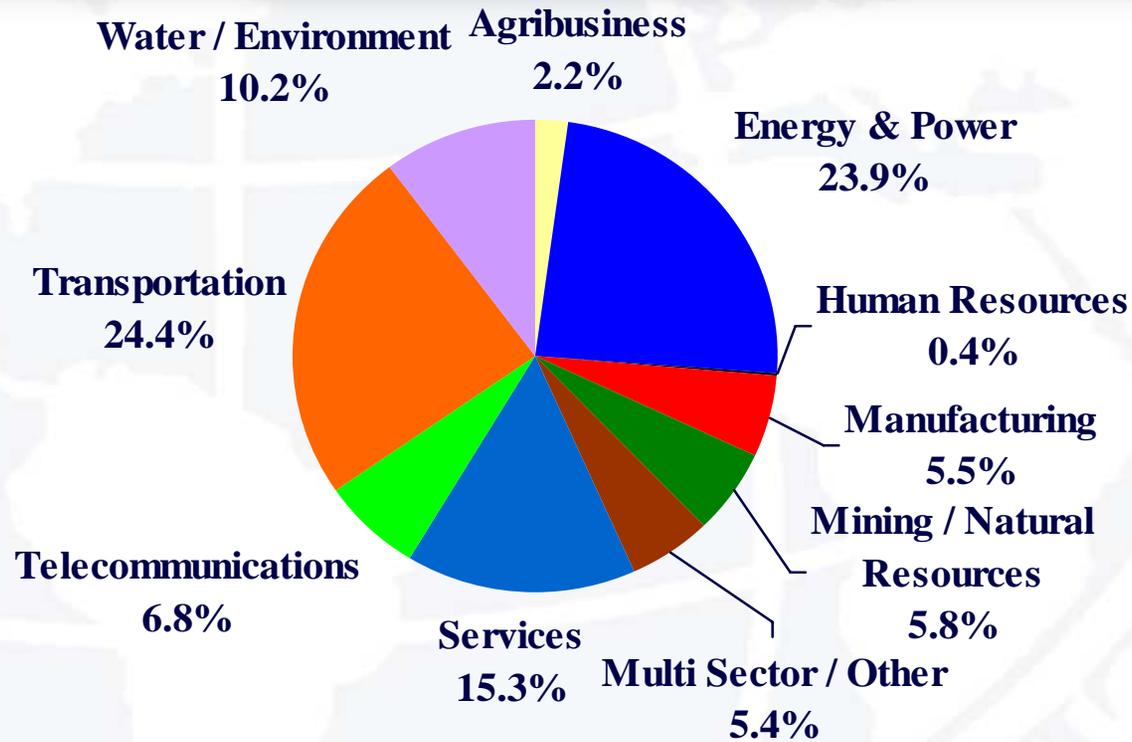
USTDA's foreign assistance offers commercial solutions to development challenges through funding for:

- ❖ **Trade Capacity Building**
- ❖ **Sector Development**
- ❖ **Investment Analysis**
- ❖ **Project Definition**



USTDA By Sector

(by value of obligations)



USTDA in India

- ◆ Since 1981, USTDA has invested more than \$23,000,000 in India across all sectors
- ◆ Public sector activities are coordinated through the Indian Ministry of Finance, Department of Economic Affairs. USTDA also works directly with the Indian private sector
- ◆ USTDA's program reflects the strong commercial and strategic ties between India and the U.S. in such vital areas as energy, aviation and agricultural biotechnology



Inter-Agency Cooperation



USTDA Director Askey speaks to inter-agency participants at the inaugural meeting of the Inter-Agency Committee on International Aviation Safety and Security.

USTDA often coordinates with other agencies to carry out its program.

- ◆ **Trade Agencies:**
USTR, DOC
- ◆ **Technical Agencies:**
DOT, FAA, DOE, NTIS
- ◆ **Finance Agencies:**
EXIM, OPIC
- ◆ **Foreign Aid Agencies**
MCC, USAID



Sector Development

Technical Assistance:

- ❖ Development of sector strategies, industry standards, and legal and regulatory regimes.
- ❖ Adoption of market-opening policies and procedures that promote a favorable business and trade environment.



USTDA Has Applied Successful
Technical Assistance Programs in
Aviation Safety



Sector Development

Training:

- ❖ USTDA supports project-specific training that yields legislative, policy, regulatory, and/or commercial outcomes.



China Agricultural Biotechnology
Training



Sector Development

Workshops and Conferences:

- ❖ USTDA organizes sector or project specific business conferences and workshops.
- ❖ Events connect overseas project sponsors with U.S. firms and entities.



South Asia Communications
Infrastructure Conference



Investment Analysis



USTDA funded investment analysis associated with this isomerization project in the Philippines.

Feasibility Studies:

- ❖ Evaluation of Infrastructure Development Projects
 - Technical
 - Financial
 - Legal
 - Environmental



Investment Analysis

Orientation Visits:

- ❖ USTDA brings foreign project sponsors to the United States to observe the design, manufacture, and operation of U.S. products and services.

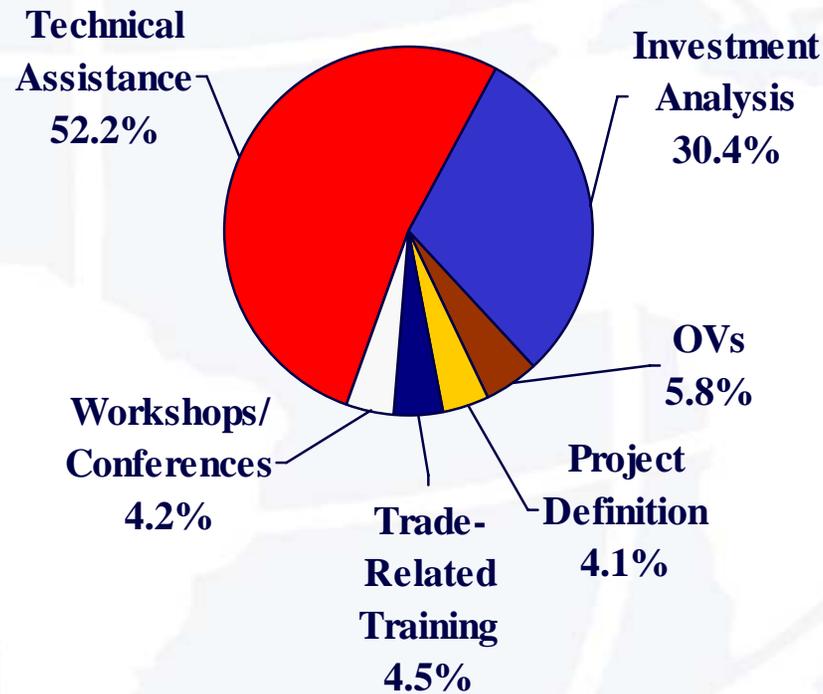


South Africa energy and power
Orientation Visit



USTDA Activities

(by value of obligations)



USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- ◆ Developmental priority of the project.
- ◆ Likelihood of receiving implementation financing.
- ◆ Ability to generate measurable outcomes.
- ◆ Mutual benefits for the United States and host country.



Recent USTDA Activities in the Energy Sector

- **India CBM/CMM Orientation Visits to US - 2001 & 2003**
- **Alternate Mining Technology Study, 2005:** \$360,000 grant to NLC to evaluate feasibility of using AMT for Mine-III expansion (Norwest Corporation)
- **National Gas Grid Project, 2006:** \$700,000 grant to the PPAC (MoPNG) to partially fund technical assistance for the National Gas Grid project in India (Contractor selection pending)
- **Essar Refinery Expansion Project, 2006:** \$700,000 grant to partially cover the costs of a study on EOL's expansion program, which would upgrade capacity as well as product quality at its Vadinar refinery (Jacobs Consultancy)
- **Sohagpur CBM Project, 2006:** \$506,000 grant to partially fund technical assistance to RIL to develop the Sohagpur block in AP (Advanced Resources International)

Sohagpur Coal Bed Methane Project

Project Sponsor: Reliance Industries Limited (RIL)

USTDA Grant: \$700,000

RIL Contribution: \$272,246

Project: USTDA's grant partially covers the costs of technical assistance to RIL in assessing the market and gas infrastructure requirements for the commercial development its concession blocks at Sohagpur in central India

U.S. Contractor: Advanced Resources International (ARI)



Current and Prospective Energy Sector Activities in India

- **Oil & Gas Definitional Mission, June 2007 (Mark Stern of MT Energy Associates)**
- **Definitional Mission to explore projects in the coal/power sector – August 2007**
- **USTDA support for CBM/CMM Clearinghouse (USEPA)**
- **Technical assistance to the newly formed regulatory board**
- **LNG standards workshop**

Grant Process Flow Chart



Submit a Proposal



Approve Grant



Select a U.S. firm

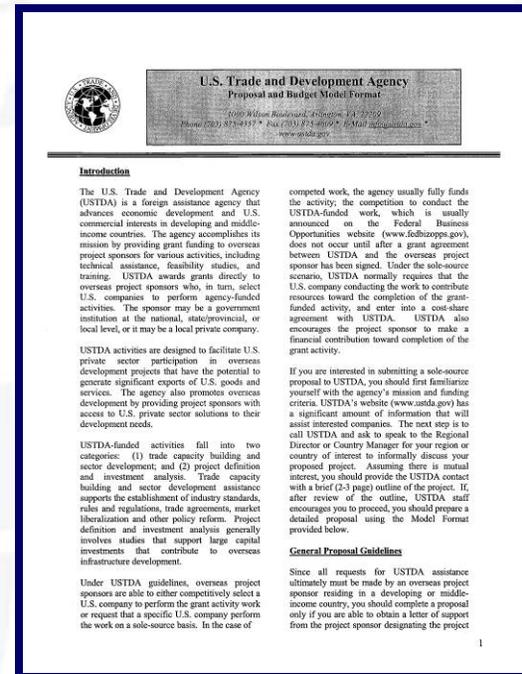


**ENTER INTO A
CONTRACT**



Requesting USTDA Funding

- ❖ No formal application procedure. Model Proposal Format can be found at www.ustda.gov.
- ❖ Requests can be made year-round.
- ❖ Requests may come from a foreign entity or project sponsor, or from a U.S. firm interested in the project.
- ❖ Public and private overseas entities are eligible for assistance.



USTDA Contact Information



Marian Bassett
Country Manager, India

E-mail: mbassett@ustda.gov

1000 Wilson Boulevard, Suite 1600

Arlington, VA 22209

Telephone (703) 875-4357

Fax (703) 875-4009

Regional Offices:

Bangkok, Johannesburg, U.S. Embassy New Delhi

