Making Infrastructure Bankable Globally
U.S. Trade and Development Agency

Lida Fitts
Regional Director, Sub-Saharan Africa
Our mission

USTDA leverages US private sector expertise and resources to create mutually beneficial, trade- and investment-based partnerships and develop critical infrastructure in low and middle income countries.
USTDA is the **U.S. Government’s Project Preparation Agency**.

We support early-stage infrastructure projects.

Over 30 years, we have:

- 500+ projects in Africa
- $1 billion in assistance globally
- Exceptional PPF implementation rate
USTDA works with public and private partners to provide the necessary support to bring infrastructure projects to financial close. Assistance includes, for example:

- Feasibility Studies
- Environmental Impact Assessments
- Legal support
- Engineering and Design
- Owner’s Engineer
USTDA advances infrastructure development in partner countries by funding technical assistance. Current Africa examples include:

- **Clean Energy Standards Program** – 12 workshops across Africa
- **Global Procurement Initiative** – Enabling Sustainable Infrastructure Investment through Best Value Procurements in Botswana and Ethiopia
USTDA brings foreign project sponsors and officials to the United States to study best practices and learn about policy and technology solutions to infrastructure challenges.
USTDA funds:

• Public and Private Sector Projects
• From Pre-Feasibility through Financial Close
• Can provide capacity building where necessary
• Requires cost share from Project Sponsor
• Projects where U.S. has particular expertise
USTDA support of Power Africa
• Since the launch of Power Africa, USTDA increased its funding for power projects across the continent by 800%.

• Sub-Saharan Africa is the Agency’s largest portfolio, for 3 years running.

• Includes US-Africa Clean Energy Finance Initiative, facility focused on renewables

Demand for USTDA Proposal Window, 9/2016
USTDA has provided critical project planning assistance for 52 Power Africa projects. These projects support the development of 1,050 MW of new power generation. Combined, these projects will generate enough electricity to power about 2.1 million homes. USTDA’s support will help unlock over $7.3 billion in financing.
Small Hydropower, Northern Rwanda

Opportunity
• 3.6 MW of RoR hydropower in remote border district
• Expand access to a vulnerable population

Challenge
• Evolving enabling environment
• Contract sanctity

Solution
• USTDA Grant for feasibility study
• Interagency push for land concession and PPA
• 100% equity from DFI-backed impact investors
Pilot projects

USTDA committed to deploying innovative, disruptive solutions that can help meet the challenges our partner countries face.
Nigeria: Spark Meter Pilot with Port Harcourt DISCO

- Piloting 1,000 low cost meters
- Testing viability of low income neighborhoods for grid connection
USTDA links project sponsors to key sources of financing.

Partnerships with:
- DBSA
- Industrial Dev. Corp.
- OPIC

Cooperation with Private Banks
Co-financing with other PPFs
Working with USTDA
USTDA Process:

• Discuss Project Concept, initial vetting
• Submit Proposal
• Conduct Due Diligence
• Request Board Approval
• Sign Grant (average range: $350k-$1.5 m)
• Follow up to assure implementation

USTDA conducts 2 proposal calls/year.
Also accepts proposals outside those windows.
USTDA Criteria:

• Host country economic development priority
• Partner with Experience; local presence
• Likelihood of financing/no fatal flaws
• Proven technology
• Fund U.S. and local expertise
• Potential for U.S. exports
USTDA’s Global Presence

Arlington, Virginia
Miami, Florida
Sao Paulo, Brazil
Los Angeles, California
Bangkok, Thailand
Hanoi, Vietnam
New Delhi, India
Beijing, China
Johannesburg, South Africa
Lagos, Nigeria
Accra, Ghana
Contact USTDA

In the US:

Lida Fitts, Regional Director, lfitts@ustda.gov

East Africa:
Brandon Megorden, bmegorden@ustda.gov
Joanna Hecht, jhecht@ustda.gov

West Africa:
Lisa Coppe, lbonnikson@ustda.gov

Central Africa:
Shannon Roe, sroe@ustda.gov

Southern Africa
Michael DeRenzo, mderenzo@ustda.gov

Finance & Implementation Manager:
David Riposo, driposo@ustda.gov

Clare Sierawski (Accra, Ghana)
csierawski@ustda.gov

Jacob Flewelling (Johannesburg)
Business Development Manager
Tel: +27 (11) 290 3071
jflewelling@ustda.gov

Tembe Malebye (Johannesburg)
Business Development Specialist
smalebye@ustda.gov

Joshua Egba (Lagos)
Business Development Specialist
Tel: +234-1-460-3735
jegba@ustda.gov | egbajo@state.gov

Proposal guidelines at www.ustda.gov/business-opportunities/project-proposals/guidelines
Thank you
U.S. Trade and Development Agency