

# Making Infrastructure Bankable Globally

U.S. Trade and Development Agency

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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



# Project Preparation

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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



# Technical assistance

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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



# Study Tours

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

# Priority sectors



Transportation



Energy



Telecommunications

## USTDA funds:

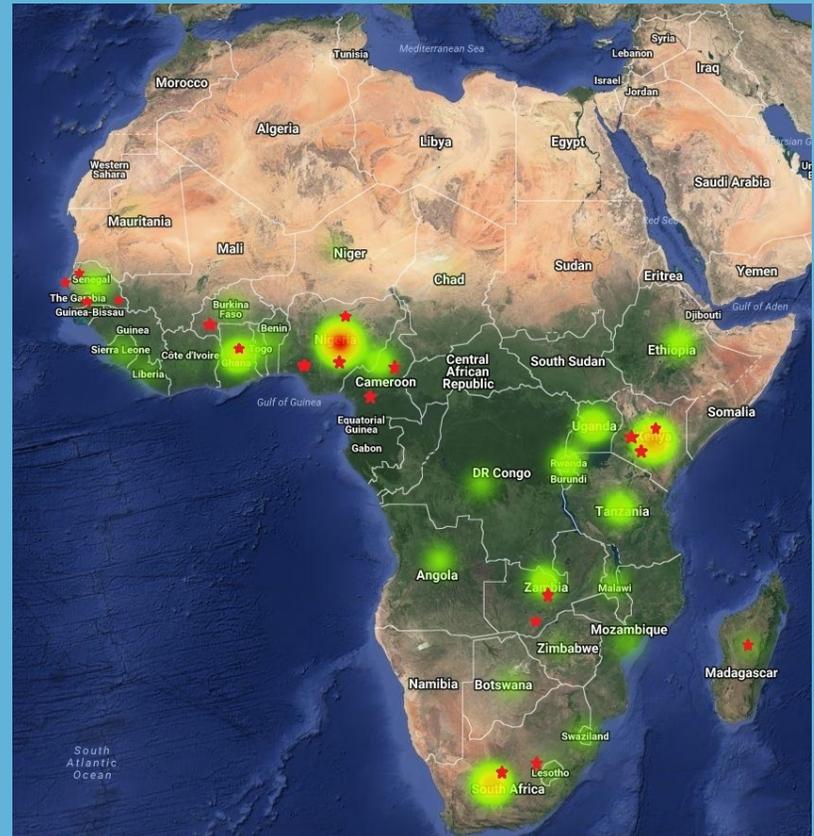
- Public and Private Sector Projects
- From Pre-Feasibility through Financial Close
- Can provide capacity building where necessary
- Requires cost share from Project Sponsor
- Projects where U.S. has particular expertise



# 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's Power Africa Portfolio

52

**Projects**  
USTDA has provided critical project planning assistance for 52 Power Africa projects.

1,050

**Megawatts**  
These projects support the development of 1,050 MW of new power generation.

2.1M

**Homes**  
Combined, these projects will generate enough electricity to power about 2.1 M homes.



# Small Hydropower, Northern Rwanda

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## 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

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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:

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- 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:

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- 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

Los Angeles,  
California

**Arlington, Virginia**

Miami, Florida

Beijing, China

New Delhi, India

Hanoi, Vietnam

Bangkok, Thailand

Lagos, Nigeria

Accra, Ghana

Sao Paulo, Brazil

Johannesburg, South Africa



# Contact USTDA

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Proposal guidelines at [www.ustda.gov/business-opportunities/project-proposals/guidelines](http://www.ustda.gov/business-opportunities/project-proposals/guidelines)

**Thank you**

U.S. Trade and Development Agency

