

UNITED STATES TRADE AND DEVELOPMENT AGENCY



**Infrastructure Development in
Southern Africa**

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USTDA's Dual Mission



- ❖ Foreign Assistance Agency
 - ❖ Grant-making agency
 - ❖ Development-oriented
 - ❖ Responsive to priorities in host country or region

- ❖ Trade Promotion Agency
 - ❖ Supports U.S. commercial interests



Development Objectives



- ❖ Infrastructure Development
- ❖ Technology Transfer and Productivity Improvements
- ❖ Market-oriented Reforms
- ❖ Human Capacity Building – Training and Job Creation



USTDA Program Activities

- ❖ **Investment Analysis / Feasibility Studies**
- ❖ **Technical Assistance / Training**
- ❖ **Reverse Trade Missions**
- ❖ **Conferences / Workshops**



USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- ◆ Developmental priority to the host country;
- ◆ Likelihood of receiving implementation financing; and
- ◆ Significant opportunity for the sale of U.S. technology and services.



Investment Analysis / Feasibility



USTDA-funded investment analysis provides access to world-class U.S. consultancies, often unlocking U.S. investment and finance.

❖ Evaluation of Infrastructure Development Projects:

- Technical
- Financial
- Legal
- Environmental

❖ Supports Internal Decision Making

❖ Analysis for Potential Lenders/Investors



Sector Development

Technical Assistance:

- ❖ Development of sector strategies, industry standards, and legal and regulatory regimes.
- ❖ Provision of training in support of large-scale infrastructure investments



Promoting capacity building to support growth of the industry.



Examples of USTDA Activities

- ❖ Tanzania – Dar-es-Salaam to Isaka Rail Feasibility Study
- ❖ Angola – Locomotive Re-manufacture Feasibility Study
- ❖ Regional – Intermodal Transportation Training and Study Tour



How USTDA Works

1. Approach USTDA with project idea
2. USTDA commissions U.S. technical consultant to review idea (Desk Study or Definitional Mission)
3. USTDA provides grant to host country project sponsor
4. Opportunity is either competed through U.S. federal procurement website or is a sole-sourced, cost-shared activity
5. Project sponsor contracts with U.S. firm
6. Project milestones trigger USTDA payment to U.S. firm
7. Report provided to project sponsor



Southern Africa Regional Rail Initiative

- ❖ Workshop in Johannesburg in February/March 2012
- ❖ Followed by a series of USTDA-sponsored reverse trade missions (study tours) to the United States



USTDA Contact Information



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