

United States
Trade and Development
Program



Congressional Presentation
Fiscal Year 1988

United States International Development Cooperation Agency

United States
Trade and Development Program
FY 1988 Congressional Presentation

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TO THE UNITED STATES CONGRESS:

I am pleased to transmit the Congressional Presentation of the United States Trade and Development Program (TDP) for Fiscal Year 1988.

This program is administered under authority of Sections 607(a) and 661 of the Foreign Assistance Act of 1961, as amended.

The program constitutes an important element in United States foreign policy through its dual development and U.S. trade promotion mandates. TDP carries out its mandates by promoting the export of the U.S. goods and services needed to plan, design, build and equip major development projects in the Third World.



Christian R. Holmes
Director
Trade and Development Program

Executive Summary

The U.S. Trade and Development Program (TDP), a component agency of the International Development Cooperation Agency, is the principal organization in the U.S. Government which uses foreign assistance funds to increase trade. It does so by financing the planning of projects in developing countries that have significant potential for using U.S. goods and services. This planning assistance also makes a contribution to the economic development of the countries in which TDP operates.

TDP also provides U.S. investors with grant funds to conduct comprehensive feasibility studies for potential investments in Third World countries. These grants constitute risk capital to encourage private U.S. investment abroad in projects which will result in the export of U.S. goods and services. The investor project feasibility studies are funded on a reimbursable basis, whereby TDP's 50% contribution is repaid upon investment.

Since 1980, TDP has financed the planning of approximately 400 projects in 74 countries. TDP-financed feasibility studies have led to over \$800 million in exports. These studies have the potential of generating a total of \$7 billion in exports from the United States over the next decade.

The TDP formula is simple but highly effective:

- U.S. firms have found that major projects in developing countries, such as dams, airports, and power stations, are excellent markets for U.S. goods and services needed in the design, construction, equipment and management of such projects.
- Because of TDP funding, U.S. firms get in on the ground floor of major international projects by conducting the planning of the projects. In this way, U.S. companies gain an advantage over foreign competitors, who aggressively compete for these projects. Almost all of our foreign competitors, such as France, Japan, and Canada, have trade programs similar to TDP.
- The business relations created between U.S. businesses and developing country officials as a result of TDP-financed studies have a ripple effect which often result in long-term trading relationships.
- Developing countries receive the benefits of U.S. experience and technology in the planning of their major projects.
- Bilateral relations between the United States and developing countries are strengthened because the United States is assisting developing nations in planning projects critical to the future of those countries.

TDP's success to date has been possible for the following reasons:

--First, the Congress has given TDP significant support. In FY 1982, TDP was appropriated at \$6.9 million. By FY 1987, the Congress had increased TDP funding to \$20 million.

--Second, the Congress has provided TDP with a unique scope and flexibility. TDP is specifically authorized to operate in countries where the U.S. Government does not have a development assistance program. Many of these countries, such as China, Taiwan, Turkey, and Colombia are major markets for U.S. firms, and TDP accordingly has focused on such countries.

--Third, the Administration has encouraged TDP to operate as a streamlined organization with a minimum of red tape in order to assist U.S. exporters. In this regard, TDP is an independent agency within the International Development Cooperation Agency (IDCA). TDP reports directly to the IDCA Director. TDP has also kept operating expenses to a minimum; while its overall budget grew by almost 400% from 1981-1986, TDP's operating expense ratio was reduced from 22% of the overall budget in 1981 to 10% of the overall budget in 1986.

--Fourth, TDP relies principally on U.S. exporters to conduct the TDP-financed studies. TDP studies have been carried out by some of the finest firms in America, representing approximately 30 states.

--And finally, TDP carefully uses the resources of other U.S. Government agencies to help identify and capture markets for U.S. firms. TDP carefully avoids undertaking any activities which other U.S. Government agencies can do; rather, TDP has developed a capacity to package the resources of U.S. firms and a wide variety of U.S. Government agencies to promote U.S. trade.

For FY 1988, TDP is requesting \$20 million to support the activities of the Trade and Development Program. TDP plans to continue its past strategy of assisting U.S. firms in capturing major export markets. Much of our work will concentrate on responding to commercial opportunities. However, we can also project with some certainty the following features of our FY 1988 program:

--We will continue to pursue our Congressional mandate to operate in countries where the United States does not have bilateral assistance programs. We will be particularly active in China, Taiwan, Thailand, Turkey and Korea. We also expect to concentrate on Colombia, Argentina, Zimbabwe, and the Philippines.

- We will also carry out our Congressional mandate to develop natural resources of strategic interest to the United States. In this regard, we will concentrate on moving to actual project development our feasibility studies on chromite, manganese and cobalt deposits.
- We will continue our special initiatives, carried out in the past in close cooperation with representatives of Congress from the Pacific Northwest, to identify markets for U.S. wood products.
- We will concentrate on generating both trade and investment in the Caribbean Basin.
- And, finally, we plan to keep our operating expenses at approximately 10% of our total program.

TDP Budget: FY 1980-FY 1987

TDP is a relatively young foreign assistance program. TDP was established in FY 1980, and has received a separate line item authorization and appropriation since FY 1982 through Section 661 of the Foreign Assistance Act of 1961, as amended. The TDP program has experienced very rapid growth since FY 1980. The following table tracks this growth:

TDP Obligations
(\$ millions)

Fiscal Year	<u>80</u>	<u>81</u>	<u>82</u>	<u>83</u> ^{1/2/}	<u>84</u> ^{1/}	<u>85</u> ^{1/}	<u>86</u> ^{1/}	<u>87</u> ^{1/*}
Program:	3.8	4.0	5.5	10.9	15.0	19.3	16.5	19.4
Operations:	<u>1.1</u>	<u>1.5</u>	<u>1.3</u>	<u>1.7</u>	<u>1.6</u>	<u>1.7</u>	<u>1.7</u>	<u>2.1</u>
Total	<u>4.9</u>	<u>5.5</u>	<u>6.8</u>	<u>12.6</u>	<u>16.6</u>	<u>21.0</u>	<u>18.2</u>	<u>21.5</u>

^{1/} This amount includes deobligations from previous fiscal years in which TDP had carryover authority.

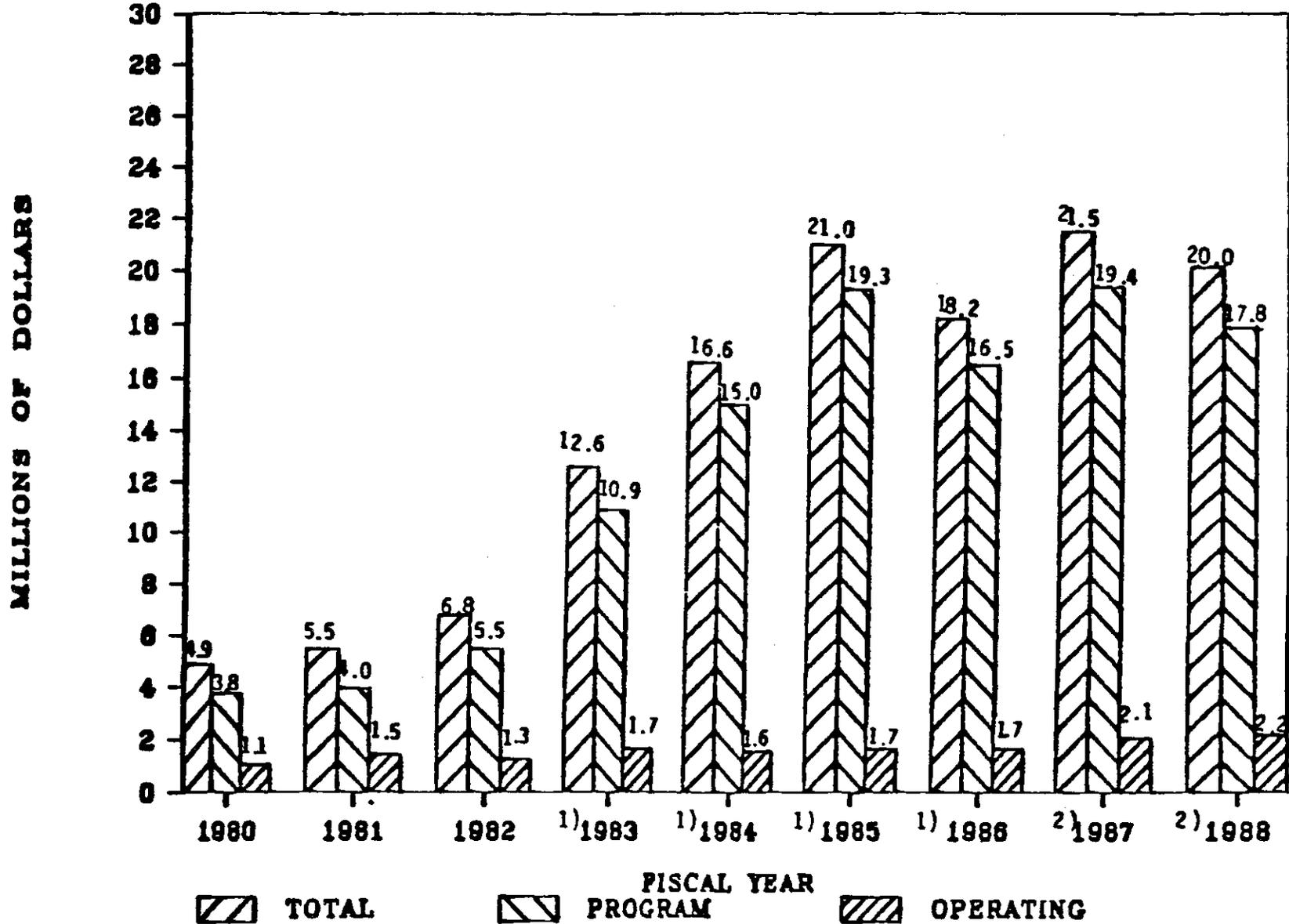
^{2/} Includes \$2 million from Department of Energy.

* Estimated

The bar graph on page 4 depicts the relationship between TDP's operating and program costs. As the graph indicates, TDP's budget grew by 400% between 1981 and 1986. The operating expense ratio was reduced from 22% of the budget in 1981 to 10% of the budget in 1986.

TRADE AND DEVELOPMENT PROGRAM

EXPENDITURES FROM FY '80 TO FY '88



1) Includes Carryover of No-Year Monies.
 2) Estimated

TDP Budget: FY 1988

For FY 1988, TDP is requesting \$20 million; of that amount, only \$2.2 million will be devoted to operating expenses.

The budget will enable TDP to:

--continue to manage the some 300 projects out of the total 400 projects TDP has financed since FY 1981 which still require TDP support;

--continue to evaluate the 400 projects approved by TDP from 1981-86;

--process and review the some 250 projects which at any given time are being considered by TDP; and

--develop, approve and award some 70 projects in FY 1988.

The core elements of our operating expense budget are personnel, office space, and travel costs. In addition, we will rely heavily on maintaining our computer data base and contracting with U.S. businesses to help us identify and evaluate projects submitted to TDP. A key to TDP's success has been using outside technical experts on a short-term contractual basis. This in turn has enabled TDP to manage program growth without increasing the staff beyond 18 persons. The following chart gives a breakdown of TDP's operating costs for FY 1988:

Trade and Development Program
FY 1988 Budget Request
(in thousands of dollars)

	<u>FY 1986</u> <u>Actual</u>	<u>FY 1987</u> <u>Planned</u>	<u>FY 1988</u> <u>Proposed</u>
<u>Total TDP</u>	18,196	21,500	20,000
<u>Program Funds</u>	16,468	19,360	17,760
<u>Operating Expenses Total</u>	1,728	2,140	2,240
--Personal services	894	1,178	1,240
--Travel	135	150	160
--Transportation of things	6	3	6
--Rent, Communications, Utilities	190	245	250
--Printing & reproduction	1	12	13
--Other services	471	523	539
Reimbursable support to A.I.D & State (included above)	(302)	325)	(335)
--Supplies & Materials	6	7	8
--Equipment	25	22	24

TDP: Most Active Sectors

Since FY 1980, TDP has concentrated most heavily on the energy and infrastructure sectors. In FY 1988, we project that we will continue to devote at least 41% of the TDP budget to these sectors. We also project a continuing involvement in the telecommunications, strategic minerals and industrial (including hazardous waste disposal) sectors, with a special initiative in the human resources (training) sector. The following table summarizes the expenditures, number of projects and percent of the total program by sector for FY 1985 and FY 1986. These sectors are representative of those we anticipate funding in FY 1987 and 1988.

TDP Major Sectors Project Summary FY 1985 and FY 1986

	<u>Expenditure</u>		<u>Number of Projects</u>		<u>% Expended</u>	
	<u>FY 85</u>	<u>FY 86</u>	<u>FY 85</u>	<u>FY 86</u>	<u>FY 85</u>	<u>FY 86</u>
	(In thousands of dollars)				(% Breakdown)	
Human Resources	376	253	4	5	2%	2%
Industry & Hazardous Waste	1,758	6,689	14	32	9%	39%
Infrastructure	4,742	1,027	7	5	25%	6%
Telecommunications	1,642	2,778	10	10	8%	16%
Agriculture	2,589	766	11	12	14%	4%
Energy	6,841	4,874	18	19	35%	29%
Minerals	1,372	75	5	3	7%	4%

TDP Country Programs

From FY 1981 to FY 1986, TDP funded 400 projects in 74 countries. In the Appendix, a table identifies TDP projects country by country.

The following countries are the top ten recipients of TDP funds for the period FY 1981-FY 1986. As indicated previously, TDP's principal criterion has been to finance studies for projects which have the strongest potential of being implemented using U.S. goods and services in the design, construction, equipment, and management of the project.

10 Largest Country Programs
FY 1981-FY 1986
Total Dollar Amount
(Thousands of dollars)

China	11,881
Thailand	6,320
Philippines	3,583
Turkey	3,406
Indonesia	3,286
Colombia	3,005
Tunisia	2,540
Taiwan	1,793
Korea	1,658
Zimbabwe	1,631

Based on past trends and our assessment of future commercial opportunities, we anticipate that in FY 1988, TDP will be most active in China, Taiwan, Thailand, Korea, and Turkey. Colombia, the Philippines, Argentina and Zimbabwe should also be very active countries for TDP.

TDP will continue to devote a significant portion, approximately 25% of its budget, to opening export markets in China. Presently TDP has committed \$12 million to financing 33 major projects in China. Already 3 of the 8 projects on which feasibility studies have been completed have led to \$30 million in exports from the United States.

TDP: Regional Concentration

The key determinant in selecting projects for TDP financing is the economic condition of a country or region. In short, TDP gives highest priority to those projects which stand a strong chance of being financed once the study is completed. Since 1981, East Asia's economy has tended to be the strongest economy in the developing world; TDP has accordingly devoted approximately 50% to this region annually.

However, TDP also responds to major foreign policy requirements such as the need to strengthen the economies of the Caribbean Basin nations. In the Caribbean Basin, TDP has relied heavily on two unique approaches wherein TDP has (a) shared the cost of feasibility studies on projects with U.S. investors; and (b) dispatched teams of highly qualified businessmen to develop profiles of projects which are potentially profitable investments. Since many Caribbean Basin countries do not have sufficient national reserves or access to commercial credit, these nations must turn to foreign investment to help finance

their development. The TDP studies are structured in a way that helps attract U.S. investment to the region as well as promote U.S. exports to the projects. An example of this is a TDP-financed feasibility study of a rural telecommunications project in Costa Rica which will involve U.S. investment and will use U.S. goods and services as it is implemented.

The following table provides a percentage breakdown of TDP's work on a regional basis since FY 1981:

<u>Region</u>	<u>FY 81</u>	<u>FY 82</u> ^{1/}	<u>FY 83</u>	<u>FY 84</u>	<u>FY 85</u>	<u>FY 86</u>
Africa	12%		10%	10%	6%	17%
Latin America & Caribbean	25%		20%	20%	23%	17%
Asia	50%		50%	47%	50%	51%
Middle East & Europe	12%		10%	20%	15%	9%
Worldwide	1%		10%	4%	6%	6%

1/ Not accounted for by region.

Special Initiatives

In FY 1988, TDP anticipates funding special initiatives in strategic minerals and metals, in training and in wood products. These initiatives, detailed below, reflect TDP's ability to innovate, adjust to new commercial opportunities, and implement special features in its Congressional mandate.

Strategic Minerals & Metals

TDP is undertaking a special effort to identify sources of strategic minerals and metals in the developing world. This initiative was taken pursuant to statutory language in Section 661 of the Foreign Assistance Act of 1961, as amended, which authorizes TDP funds to be used to facilitate access to natural resources of strategic interest to the United States. In 1981, TDP identified a number of strategic minerals and metals for which the United States is particularly dependent on overseas resources. These included manganese, cobalt, chromite, and the platinum group of metals. Since then, TDP has analyzed the technical and economic feasibility of extracting strategic materials from Mauritania, Gabon, Madagascar, Morocco, the Philippines, Brazil, Turkey, Peru, and Mexico.

TDP plans to send project teams to look at titanium deposits in Mozambique, chromite deposits in New Guinea, and titanium deposits in Senegal. In FY 1988, TDP intends to fund a study in Madagascar on a ferrochrome mine and production facility.

Training

In FY 1986 and FY 1987, TDP financed a combined effort of U.S. businesses with community and junior colleges to identify and plan the development of major international training projects, such as vocational training centers in developing countries. These projects present substantial markets for U.S. goods and services. By 1990, the World Bank will be devoting approximately \$2 billion a year to financing training projects, and the TDP initiative is targeted in large part on helping U.S. firms capture a significant portion of these World Bank contracts. Already, TDP has dispatched teams to identify and help plan training projects in Indonesia, Malaysia and China. We attach a very high priority to this initiative, as it meets both a critical development need and helps open a new market for U.S. industry.

Wood Products

In an effort to identify and pursue markets for wood products, TDP has financed two major conferences, held in the Pacific Northwest, which have brought together officials from Latin America and Pacific Basin nations with U.S. Government officials and U.S. businessmen. In addition, TDP has financed project identification teams to help identify opportunities in specific nations for the export of U.S. wood products.

Results: U.S. Exports

TDP's success is most tangibly measured by the amount of exports generated from projects for which TDP financed the feasibility studies. To date we estimate that some \$20 million in TDP-financed studies have led to over \$800 million in U.S. exports. Since TDP has financed a total of \$70 million in feasibility studies, we project that the resulting number of projects could eventually generate several billion dollars in exports from the United States.

The following table provides a partial listing of projects in which TDP conducted the feasibility studies. The table identifies the amount of exports which were sold to the project after TDP completed the study.

Country	Project Title	Fiscal Year Obligated	Amount of TDP Study (in \$1000)	U.S. Exports to date (in \$1000)	U.S. States Exporting
Algeria	Center Pivot Irrig.	1985	46.4	27,000	CO, NL, & others
Bangladesh	Minerals Exploration	1980	11.7	340	VA, LA
China	Tien Sheng Qiao Hydro	1980-83	620.6	20,300	WA, IL, ID
	Zhuhai Industrial Park	1984	161.7	2,500	MO, ID, MI
	Coal Slurry	1983	31.8	500	CA
	Silicon Production	1984	100.0	8,000	Various
Gabon	Minerals Port	1979-80,83	457.4	1,950	NY
Gulf States	Education Training	1980	9.9	380	VA/others
Indonesia	Energy Center	1983	350.0	6,114	CA
Jamaica	Agribusiness	1981	27.4	1,800	FL
Korea	Satellite	1983	100.0	50	DC
Malaysia	Mini-Hydro	1981	35.0	2,500	IO
	Railroad Training	1980	5.9	180	DC/others
Morocco	Oil Shale Symposium	1980-81	66.6	6,925	CO, OH, ID, WV, NJ, IN, MO, KY, PA
Nigeria	Agribusiness	1981	93.2	74,000	AL/others
Pakistan	Airport Projects Mgt.	1984	450.0	5,000	CA
Peru	Cusco Airport	1982	340.0	2,000	VA
Philippines	Coal/Lignite	1982-85	1,313.6	3,000	PA
	Airports/Airways	1981-82	465.3	4,347	VA, NY, AL, NC
	Telecommunications	1983-84	703.0	1,680	
Sri Lanka	Irrigation	1980	4.9	389	DC, VA & others
Thailand	Mae Moh Transmission	1980-81	403.3	11,642	MO, CT, MA, NY
	Ao Phai Coal Generation	1981-82,85	420.3	200	NJ
	Lignite and Oil Shale	1980-81,83-84	369.9	31,400	OH, IL, MA, PA, CA
	Don Muang Airport Pipeline and Gas	1984-85 1977	500.0 200.0	4,200 55,000	UT TX, LA & Others
Turkey	Agribusiness	1982-83	167.0	110,000	MN & Other farm belt states
	Highway Maintenance	1981	6.7	3,200	TX, OH, MN, CA
Venezuela	Solid Waste Management	1980	32.7	37,000	TX, MI, IL, TN, AL, NJ, WA, PA

The following elaborates on successful projects described in the previous table. U.S. exporters received significant follow-on contracts for goods and services for these projects on which TDP financed the feasibility studies.

Algeria Irrigation

In 1985, TDP provided a \$46,428 grant to the American firm Western Agri-Management (Denver, Colorado). Western Agri-Management was competing against firms from France, Italy and Spain to conduct a feasibility study on a major irrigation project. The TDP grant enabled Western Agri-Management to obtain the prime contract to provide some \$30 million in equipment from the United States to support this project. Principal suppliers of the equipment were from Nebraska and Wisconsin.

Zhuhai Economic Zone

In 1984, TDP provided a grant of \$161,777 to the People's Republic of China to enable H.K. Ferguson Company (San Francisco, California) to conduct a feasibility study on an industrial zone in Zhuhai Special Economic Zone. One of the recommendations of the study was that a compressor factory be established. Based on that recommendation, the People's Republic of China purchased a \$2.5 million plant from the United States.

Nepal Hydropower Project

One of the most important aspects of the TDP program is the ripple effect of the feasibility studies TDP finances. For example, in 1986 TDP financed a \$650,000 feasibility study carried out by the firm of Morrison-Knudsen (Boise, Idaho) on a major hydropower facility in Nepal. Morrison-Knudsen conducted the study with a partner from the People's Republic of China. The Chinese partner was so impressed with Morrison-Knudsen's expertise on the Nepal project that the Government of China in turn awarded Morrison-Knudsen a \$20 million contract for work in China. The TDP study thus gave Morrison-Knudsen significant inroads not only into Nepal but also into China to do work on projects which are of major development importance to both nations.

Thailand Power Projects

In some countries, TDP concentrates on a specific sector and works with a specific foreign government ministry because of its belief that the sector will provide major markets for the export of U.S. goods and services. Such has been the case with TDP's work in the power sector with the Electric Generating Authority of Thailand. Since 1981, TDP has provided \$5.4 million for 13 studies in the coal, power, and electrical transmission sectors. As a result of this work, some \$30 million has been spent on U.S. equipment, primarily dump trucks (from the Terex Corporation and the Caterpillar Tractor Company). The U.S. firm, Med Assistance and Performance Association, received a \$1 million consulting and

training services contract and the American engineering firm of Dravo Van Houten received a \$400,000 contract for supervision of coal exploration efforts. In addition, the American engineering firm LEMCO has received some \$20 million in a variety of engineering and consulting contracts.

TDP studies have far-reaching benefits to U.S. exporters. The following are suppliers of goods and services to projects on which TDP financed feasibility studies over the last five years.

U.S. PRIVATE SECTOR EXPORTERS

Services Suppliers

Airways Engineering Corp. (VA)
Bechtel Corp. (CA)
Browning Ferris Int. (TX)
Burns and Roe (NJ)
D.C. Associates (DC)
Davy McKee
Dravo Engineering (PA)
General Electric Co. (CT)
Jacobs Engineering (CA & FL)
I.S. Joseph (MN)
Kaiser Engineering (CA)
LEMCO (MO)
A.D. Little (MA)
Louisiana State University (LA)
McDaniel Erection Company (TX)
Meta Systems (MA)
Morrison Knudsen (ID)
Multinational Agribusiness Sys (VA)
Performance Associates (CA)
Perini Corporation (MA)
Planning Research Corp. (VA, NY)
Raymond International (CA)
Resource Development Assoc. (CA)
Sargent Irrigation (NE)
Science Applications Inc. (CO)
Soros Associates (NY)
Stanley Consultants (IA)
Taylor Cross Group (AR)
Teleconsult (DC)
U.S. Engineers & Consultants (PA)

Goods Suppliers

Abey Jetways (VT)
Ag Pro Inc. (TX)
American Conveyor Co. (FL)
Babcock and Wilcox (OH)
Bailey Controls (OH)
Blaw Knox (PA)
California Pellet Mill (CA)
Cargill (IL)
Caterpillar Tractor (IL)
Cummins Diesel (OH)
Dane Corp. (OH)
Digital Equipment (MA)
Dresser Industries (IN)
Dempster (TN)
Electromatics (NY)
Ford Motor Company (KY)
Freightliner (WA)
A.P. Green (IL)
S.A. Healy (IL)
Joseph Heil (AL)
Hill Manufacturing (PA)
Holstein-Friesian (VT)(WI)
Hyspan Precision Products (CA)
Ingersoll Rand Company (OH)
Johnson EcoLotech (NJ)
Koehring Manufacturing (OH)
Kraton Coal Company (OH)
Long Airdox Company (WV & NJ)
McLellan Equipment Co. (CA)
Minnesota Mining & Manuf.
Mitchell Building (TX)
Morrison Knudsen (ID)
Motorola (AZ)
New Idea Company (OH)
Omnivac Company
Pebco (KY)
Power Technology Inc. (NY)
Reedmill Manufacturing (TX)
Rice Mach Company (WA)
Robbins Machine Company (WA)
Terex Corporation (OH)
Tippens Machine & Manuf. (PA)
Vibra Screw Inc. (NJ)
Westinghouse Elect. Co. (PA)
Wilcox Electric Co. (MO)
World Wide Sires

Promising Projects

The following are TDP-financed projects which stand a very strong chance of promoting exports from the United States.

Colombia Fiber Optics

In 1984, TDP financed a \$500,000 study regarding optimization of Colombian international telecommunications systems. The study evaluated the alternatives of: (a) a fiber optic submarine cable from Colombia to the United States or, (b) additional satellite links. Arthur D. Little, the firm that carried out the study, recommended the undersea cable as being more efficient and economic than reliance on satellites alone. Colombia's telecommunications agency thereupon made its decision in favor of the fiber optic link and has initiated negotiations with AT&T to plan, supply, and install the cable.

The study includes technical specifications written to U.S. standards. AT&T is using the study in its negotiations with the Colombians. The costs of the project are estimated at \$120 million, most of which will be for procurement of goods and services in the United States, through AT&T.

Costa Rica Rural Telecommunications

In 1983, TDP provided a \$75,000 grant to the Center for Telecommunications for the Third World in Costa Rica for a feasibility study of the use of cellular telephones for Costa Rican rural subscriber services. The U.S. firm, Communications Corporation International, Ltd. of Annandale, Virginia, carried out the study. New Vector, a subsidiary of U.S. West, will be the U.S. investor in the project. The Costa Rican telephone authority has agreed to permit U.S. private investment in its formerly state-owned system as a direct result of this initiative. A contract will be signed between the U.S. investors and the Government of Costa Rica in December 1986. Motorola will supply the cellular telephone equipment. Eventually, as the rural system expands, the U.S. export potential will be some \$50 million.

OAS Telecommunications

Another potential success story is a large grant of \$1.25 million made to the Organization of American States for establishment of Integrated Digital Networks in Mexico, Venezuela, Colombia, Argentina and Costa Rica. The U.S. contractor has yet to be selected, but exports within the next 5 years are anticipated to be \$100 million, and over the longer term of 10 years, are expected to be as high as \$352 million.

Taiwan - Rapid Transit System

Taipei city authorities are in the process of planning a major public works project to establish a mass rapid transit system in the capital city of Taiwan. The project is estimated at \$10 billion. Over a half billion dollars will go for procuring foreign goods and services. TDP has been supporting the U.S. private sector to enable them to win a major portion of the contracts for imported goods and services.

In June 1985, TDP provided a grant of \$320,000 to a consortium of five U.S. firms for the purpose of providing information to the Taiwanese on the ability of U.S. technology and systems to fill Taiwan requirements. A recent (December 1986) reimbursable fund of \$300,000 has been set up to further expand upon this initiative. Results to date have been encouraging as Taiwan transit authorities have shifted technical specifications away from European standards to standards wherein U.S. companies will be competitive. The U.S. consortium will continue to market aggressively to provide the power drives, electrical controls and passenger cars worth an estimated \$500 million.

Colombia - Cellular Telephone

TDP provided a grant of \$600,000 to study cellular telephone systems in Colombia. Arthur D. Little of Boston, Massachusetts was the contractor. Potential exports from this project over the next 5 to 7 years are in the range of \$20 million. Potential exports over the long term of 10-15 years are estimated at \$100 million.

Honduras Naranjito Hydroelectric Dam

A \$530,000 TDP grant to study the feasibility of a hydroelectric dam in Honduras will result in \$80 million in contracts for goods and services. The project will require \$20 million in turbine generators, \$30 million in construction equipment, \$16 million in engineering design and \$14 million in construction management. The U.S. contractor for the feasibility study is Bechtel, San Francisco, California.

Zimbabwe Hwange Power Plant

Gilbert Commonwealth of Reading, Pennsylvania, is carrying out an \$800,000 feasibility study on a power plant in Zimbabwe. The potential exports from this project are over \$96 million, \$50.7 million of which would be in steam generators and accessories and \$27.6 million in turbine generators.

Mozambique Fisheries

In 1986, TDP financed a \$194,000 grant to the American firm TMI (Washington, D.C.) to conduct a feasibility study on establishing a fisheries operation in Mozambique. This firm is now close to finalizing a joint venture contract with the Government of Mozambique, which could in turn lead to approximately \$19 million in exports from the United States.

Honduras Potable Water Project

Recently, TDP made a \$620,000 grant to Honduras for a potable water project in Tegucigulpa. The U.S. contractor for the project is Camp, Dresser & McKee, International from Boston, Massachusetts. The anticipated amount of exports for this project is approximately \$30 million.

Section 607 Agreements

The Congress, through Section 607(a) of the Foreign Assistance Act of 1961, as amended, has specifically authorized the U.S. Government to provide goods and services to other governments on a reimbursable basis. TDP is responsible for authorizing these agreements which must be consistent with the objectives of the Foreign Assistance Act. These agreements often lead to significant exports from the United States. By late spring of 1987, TDP expects to complete an analysis of the exports generated by these Section 607 agreements.

APPENDIX

Section 661
TDP Projects Obligated
FY 1981-1986

The following is the key to abbreviations used in the table below in identifying the types of projects TDP has funded.

WS = Workshop
 RGA = Reimbursable Grant Agreement (TDP shares cost with U.S. investor)
 DM = Definitional Mission (i.e., analysis undertaken on a project prior to TDP financing a feasibility study)
 FS = Feasibility Study
 OV = Orientation Visit (trips to U.S. of foreign officials interested in buying U.S. technology)

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>AFRICA</u>		
Africa Regional	Equator Trading Co. RGA	75
Africa Regional	World Bank/Afr. Dev. Bank Training OV	77
	African Reg. Total	<u>152</u>
Botswana	Gas & Coal Assessment FS	200
Botswana	Procurement Soda & Coal FS	60
	Country Total	<u>260</u>
Cameroon	Bottling RGA	23
Cameroon	Shrimp Farm RGA	29
Cameroon	Labor Ministry OV	9
	Country Total	<u>61</u>
Central Afr. Rep.	Mini-Hydro DM	42
Congo	Phosphates (UNDP) FS	150
Congo	Congo Utility Pole Plant FS	90
Congo	Hydropower DM	11
	Country Total	<u>251</u>
Gabon	Roads Maintenance FS	75
Gabon	Minerals Port FS	300
Gabon	Agribusiness FS	59
Gabon	Strategic Minerals DM/FS	22
	Country Total	<u>456</u>
Guinea	Shark Fisheries RGA	44
Ivory Coast	Satellite Telecommunications FS	275
Ivory Coast	African Dev. Bank FS	750
Ivory Coast	Western Processing RGA	60
	Country Total	<u>1,085</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>AFRICA (Continued)</u>		
Kenya	New & Renewable Energy FS	174
Kenya	Mombasa Port Development FS	742
Kenya	Fonville Agricultural RGA	60
Kenya	Western Agri-Management RGA	114
Kenya	Nzoia Sugar Factory FS	55
	Country Total	<u>1,145</u>
Liberia	St. Paul River Hydropower FS	300
Madagascar	Strategic Minerals DM	36
Madagascar	Hydropower FS	350
	Country Total	<u>386</u>
Malawi	Hydropower FS	800
Malawi	Agribusiness RGA	53
	Country Total	<u>853</u>
Mauritania	Strategic Mineral DM	32
Mozambique	TMI Fisheries RGA	194
Mozambique	Tenneco-INCOMATI Irrigation RGA	60
	Country Total	<u>254</u>
Nigeria	Agribusiness Development FS	93
Nigeria	Tuna Fisheries FS	3
Nigeria	Polypropylene RGA	102
Nigeria	Offshore Partners Oil Seed FS	36
Nigeria	Labor Training FS	9
Nigeria	Agribusiness RGA	105
Nigeria	Immigration Training WS	3
Nigeria	Coop Health DM	3
	Country Total	<u>354</u>
Sudan	Computer Asst/Airways FS	4
Sudan	Data Management Airways FS	6
Sudan	Vegetable Oil Refinery Construction FS	93
	Country Total	<u>103</u>
Swaziland	Brick & Tile RGA	100
Tanzania	Songo Songo Gas Pipeline OV	105
Zambia	Zambia Cannery (UNIDO) FS	73
Zimbabwe	Zimbabwe Agribusiness FS	968
Zimbabwe	Groundwater FS	500
Zimbabwe	Thermal Power - Hwange FS	163
	Country Total	<u>1,631</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>ASIA</u>		
ASEAN	Pesticide Plant FS	142
Asia Regional	Project Analysis	250
	Regional Program Total	392
Burma	Food Processing FS Country Total	172
Brunei	Master Plan FS	350
China	Hydropower Project FS	447
China	State Capital Construction Commission OV	15
China	Dupont Titanium Pigment OV	60
China	Maanshan Wheel & Tire Plant FS	210
China	Industrial OV	31
China	Landsat Station DM	4
China	Metallurgical Survey DM	20
China	Farming Project FS	44
China	Coal Slurry Pipeline DM	30
China	Electronics Conference WS	8
China	Technical Analysis NCUSCT DM	931
China	Three Gorges OV	63
China	Geo Expo Seminar WS	10
China	Multichannel Carrier Equipment Plant FS	410
China	Shanjiasi Heavy Oil Reserv. FS	280
China	Silicon Material Plant FS	100
China	Optical Fiber Plant FS	290
China	Weiyuan Natural Gas Reservoir FS	82
China	Housing Seminar WS	9
China	Fermentation Complex DM & FS	491
China	Environmental Monitoring DM	4
China	Yuxian Gasification Plant FS	750
China	Huangling No. 1 Coal Mine FS	550
China	Xian High Voltage Research Institute FS	450
China	Shenzhen Airport DM & FS	854
China	Wujing Trigeneration FS	600
China	Shanghai Urban Waste FS	250
China	Medical Equipment DM	1
China	Xinhua Wordprocessing/Telec. DM & FS	352
China	Capital Hospital Supply FS	200
China/India	Renewable Energy Symposium WS	32
China	Automobile RGA	200

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>ASIA (continued)</u>		
China	Minister Visit OV	20
China	Flue Gas Desulfurization FS	143
China	Baoshan Cement Plant FS	150
China	Shanghai Needle Coke FS	325
China	Liuhu Oil Field FS	580
China	Ansai Oil Field FS	650
China	Shenyang Toxic Waste DM & FS	334
China	Power Plant Conversion FS	600
China	Investment Study FS	25
China	Kiowa Casting RGA	150
China	Leader Building Systems RGA	150
China	Yangtze Valley Commission OV	5
China	Everbright Investor RGA	162
China	Satellite DM	5
China	Engineering Mission DM	15
China	Tian Sheng Qiao Hydroelectric FS	440
China	Maonshaan Energy Conservation FS	250
China	Coal Delegation OV	99
	Country Total	<u>11,881</u>
Hong Kong	Hong Kong Cable TV DM	73
India	Power RGA	270
India	Two-City Telecommunications DM	8
India	Power Gen. Equipment Upgrade DM	10
India	Power Station, Telecommunications DM	10
India	Photovoltaic Project RGA	63
India	Luz Solar RGA	187
India	Calcutta Waste-to-Energy DM	19
India	Natural Gas DM	13
	Country Total	<u>580</u>
Indonesia	Gombong Cement Plant FS	225
Indonesia	Bank Officers Training FS	36
Indonesia	Auto Parts Development FS	22
Indonesia	Electronics and Parts Machinery	40
Indonesia	Coal/Lignite WS	157
Indonesia	Natural Gas DM	41
Indonesia	Coal-Fired Power FS	86
Indonesia	Reactor Lab FS	350
Indonesia	Steel Mill FS	500
Indonesia	Investment WS	15
Indonesia	Padang Company Cement RGA	250
Indonesia	Airport Study (Trans-Asia) FS	500
Indonesia	Energy Assessment FS	500
Indonesia	Waste Management DM	12
Indonesia	Coal DM	62
Indonesia	West Java Coal Transport FS	475
Indonesia	RRI Broadcasting DM	15
	Country Total	<u>3,286</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>ASIA (continued)</u>		
Korea	Domestic Satellite RGA	100
Korea	Nakdong River Plan DM	485
Korea	Multipurpose Dams FS	573
Korea	Ulsan/Suwon Solid Waste FS	500
	Country Total	<u>1,658</u>
Malaysia	Mini-Hydro FS	35
Malaysia	Railway Communication Signal Systems FS	219
Malaysia	Youth Training RGA	116
Malaysia	Electronics DM	15
Malaysia	Housing RGA	86
Malaysia	Hazardous Waste Study DM	9
Malaysia	Terengganu Petrochemical Plan FS	250
Malaysia	Toxic Waste FS	400
Malaysia	Vocational Training FS	64
	Country Total	<u>1,194</u>
Marshall Islands	Fisheries DM	8
Micronesia	Timber RGA	94
Micronesia	Furniture Factory RGA	112
	Country Total	<u>206</u>
Nepal	Hydro FS	650
New Caledonia	Computer Needs Assessment DM	1
Pacific Basin	Housing Conference WS	134
Pacific Rim	Washington State Tele. Conference WS	48
Pakistan	Farm Management/Agribusiness FS	163
Pakistan	Airport Projects Management FS	450
Pakistan	Elektra Power Hydro RGA	244
Pakistan	Pulp and Paper FS	100
Pakistan	World Bank Photovoltaic FS	45
	Country Total	<u>1,002</u>
Papau New Guinea	Hydro FS	500
	Country Total	<u>500</u>
Philippines	Airport Development FS	283
Philippines	Illigan Steel FS	300
Philippines	Petrochemical Plant FS	250
Philippines	Coal/Lignite Symposium WS	135
Philippines	Electronics Workers Training DM	40

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>ASIA (continued)</u>		
Philippines	Telecommunications FS	703
Philippines	Energy Research Lab FS	55
Philippines	Coal Plant FS	400
Philippines	Himalian Coal FS	400
Philippines	Youth Training OV	45
Philippines	Cebu Island Coal FS	150
Philippines	Coal Study DM	63
Philippines	Petroleum Corporation RGA	40
Philippines	Coal Montenegrin FS	180
Philippines	Semirara Coal Benefication DM	10
Philippines	Chromite FS	529
	Country Total	<u>3,583</u>
Singapore	Coal-Fired Power Plant DM	4
Singapore	Electronics Industry DM	4
Singapore	Skills Training FS	107
Singapore	CAD/CAM Computer Assisted Design FS	50
Singapore	Skilled Workers Training Center WS	5
	Country Total	<u>170</u>
Taiwan	Rapid Transit FS	320
Taiwan	Kaohsiung Medium Transit System FS	550
Taiwan	Environmental FS	920
Taiwan	USTTG DM	3
	Country Total	<u>1,793</u>
Thailand	Oil Shale/Symposium FS	120
Thailand	Ao-Phai Coal Fired Power Plant FS	474
Thailand	Steel Industry Study FS	250
Thailand	Methanol Plant FS	50
Thailand	Fertilizer FS	400
Thailand	Loei Upper Pasak Multipurpose Dams FS	940
Thailand	Computer Master Plan FS	234
Thailand	Southern Lignite DM	27
Thailand	Mae Moh Transmission	120
Thailand	Fluidized Bed Combustion FS	375
Thailand	Board of Investment Electronic DM	48
Thailand	Flood Control FS	450
Thailand	Don Muang Airport Expansion FS	650
Thailand	Power OV	35
Thailand	Wiang Haeng Lignite FS	200
Thailand	Coastal Waterways FS	500
Thailand	Bangkok Solid Waste and Power FS	528
Thailand	Khian SA Southern Lignite FS	300

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>ASIA (continued)</u>		
Thailand	Toxic Waste FS	363
Thailand	Frequency Modulation DM	20
Thailand	TOT Billing Computerization FS	200
Thailand	Railroad Telecommunications DM	9
Thailand/Malaysia	Project Financing DM	27
	Country Total	<u>6,320</u>
<u>LATIN AMERICA & CARIBBEAN</u>		
Regional	CBI UNDP Project DM	1
Regional	Housing Demonstration Project FS	200
Regional	Satellite FS	750
Regional	Telecommunications DM	32
Regional	Housing FS	127
Regional	Transl. & Pkg FAA DM	5
Regional	CBI UNIDO Projects FS	100
	Country Total	<u>1,215</u>
Antilles	Manpower Assessment	2
Argentina	Vocational & Technical Training DM	23
Argentina	Fertilizer FS	150
Argentina	Satellite NASA DM	9
Argentina	Vocational & Professional Training OV	20
	Country Total	<u>202</u>
Belize	Electrical Transmission FS	267
Belize	Kenaf FS	99
	Country Total	<u>366</u>
Brazil	Underground Coal Gasification FS	712
Brazil	Codfish Exports FS	15
Brazil	Manganese DM	71
Brazil	Investment Seminar WS	9
Brazil	Telecommunications Training DM	6
Brazil	Industrial Cooperation WS	30
Brazil	River Development DM	3
Brazil	Porto Alegre Nuterpa Energy FS	87
Brazil	Southern Cone Energy FS	503
Brazil	Fluidized Bed Combusion Energy FS	60
	Country Total	<u>1,496</u>
Chile	Telecommunications FS	350

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>LATIN AMERICA & CARIBBEAN (Continued)</u>		
Colombia	Airports & Airspace Systems FS	652
Colombia	Enhanced Oil Recovery FS	600
Colombia	Telecommunications FS	500
Colombia	Cellular Radio FS	604
Colombia	Radar System FS	59
Colombia	Refinery Modernization FS	425
Colombia	Oil Refinery FS	165
	Country Total	<u>3,005</u>
Costa Rica	Seafood FS	244
Costa Rica	World Container DM	20
Costa Rica	Western Agri-Management FS	85
Costa Rica	Fuel RGA FS	87
Costa Rica	Cellular Telephone FS	75
	Country Total	<u>511</u>
Dominica	Water Load Facility RGA	164
Dominica	Floriculture FS	75
Dominica	Water Loading Facility FS	139
	Country Total	<u>378</u>
Dom. Republic	Lockwood Irrigation RGA	91
Dom. Republic	Energy DM	10
Dom. Republic	Rosario Dominicana Mining FS	200
Dom. Republic	Presa de Boba FS	34
Dom. Republic	Cement Plant DM	147
Dom. Republic	Sugar Cogeneration	7
Dom. Republic	Light Manufacturing DM	7
Dom. Republic	Winter Vegetables RGA	35
	Country Total	<u>531</u>
Ecuador	Custom Service Training FS	2
Ecuador	Telecommunications FS	658
Ecuador	Tax Administration Training	5
	Country Total	<u>665</u>
El Salvador	Coffee Pulp DM	2
Grenada	Allen Williams Hotel FS	50
Grenada	Hotel & Sports RGA	49
Grenada	Nutmeg Bay Tourism RGA	58
	Country Total	<u>157</u>
Guatemala	Shrimp Farming RGA FS	80
Guatemala	Land Dispatch Center Energy FS	225
	Country Total	<u>305</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>LATIN AMERICA & CARIBBEAN (Continued)</u>		
Haiti	Winter Vegetables FS	75
Honduras	Hydro El Naranjito FS	530
Honduras	Tegucigalpa Water Plan FS	620
Honduras	Telecommunications DM	7
	Country Total	<u>1,157</u>
Jamaica	Agro-Industry	10
Jamaica	Renewable Agricultural Fuel RGA	60
Jamaica	Winter Vegetables RGA AGR FS	123
Jamaica	Crop Rotation Production RGA	48
Jamaica	Coal Conversion FS	356
Jamaica	Rice and Production PS	75
Jamaica	Renewable Energy WS	20
Jamaica	Coal Conversion FS	110
Jamaica	Agri-Tour OV	18
Jamaica	Telecommunications DM	17
	Country Total	<u>837</u>
Mexico	Manganese FS	27
Netherland Ant.	Tourism and Industry FS	103
OAS	Telecommunications FS	1,250
Panama	Coal Gasification FS	2,000
Panama	Airport DM	6
Panama	Coal Methanol DM	7
Panama	Coal FS	500
Panama	Coal Transshipment FS	100
	Country Total	<u>2,613</u>
Paraguay	Synthetic Fertilizer PS	21
Paraguay	Western Agriculture Investment FS	187
	Country Total	<u>208</u>
Peru	Port Renovation FS	184
Peru	Steel Industry Modernization DM	9
Peru	Cusco New Airport FS	340
Peru	Minerals Transport FS	25
Peru	Cobalt FS	400
Peru	Cellular Telephones FS	275
	Country Total	<u>1,233</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>LATIN AMERICA (Continued)</u>		
Suriname	River Navig/Channel Improv. FS	40
St. Lucia	Geothermal FS	350
Trinidad	Cellular Radio DM	6
Trinidad	Pulp and Paper DM	14
Trinidad	Cellular Telephone DM	5
Trinidad	Solid Waste Disposal DM	10
	Country Total	<u>35</u>
Uruguay	Energy DM	1
Venezuela	Agriculture Study RGA	110
<u>MIDDLE EAST & EUROPE</u>		
Algeria	Earthquake Reconstruction OV	13
Algeria	Center Pivot Irrigation FS	46
Algeria	SIDER Refractory Production FS	370
	Country Total	<u>429</u>
Cyprus	Coal Phase II	300
Cyprus	Computerized Immigration DM	20
Cyprus	Coal Conversion FS	250
	Country Total	<u>570</u>
Egypt	Nile Coastal Protection FS	130
Greece	Coal Conversion DM	15
Israel	Investor DM	29

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>MIDDLE EAST & EUROPE (Continued)</u>		
Kuwait	Vocational Training DM	14
Lebanon	Oil Refinery Survey DM	45
Lebanon	Hospital Assessment DM	26
	County Total	<u>71</u>
Malta	Grain and Oil FS	54
Malta/Morocco	Electronics DM	95
	County Total	<u>149</u>
Morocco	Oil Shale Symposium & Tech. Tour OV	2
Morocco	Non-Ferrous Metals Symposium WS	73
Morocco	Strategic Minerals Survey DM	29
Morocco	Fisheries Mod. FS	168
Morocco	Civil Aviation Modernization FS	100
Morocco	Energy Sector Technical Tour OV	7
Morocco	Agribusiness DM & WS	109
Morocco	Fisheries FS	51
Morocco	Fruits & Vegetables RGA	50
Morocco	WAS Investor RGA	206
Morocco	Central Pivot Irrig. RGA	157
Morocco	Medical Equipment OV	2
Morocco	Electronics WS	169
Morocco	Container Port (SOROS) RGA	60
Morocco	Forbes Fishing, RGA	46
		<u>1,229</u>
Northern Ireland	Economic Development DM	17
Oman	Power Plant FS	350
Oman	Educational Development DM	10
	Country Total	<u>360</u>
Portugal	Agribusiness Development DM	31
Portugal	Algueva Dam DM	5
Portugal	Civil Aviation DM	5
	Country Total	<u>41</u>
Qatar	Energy Symposium WS	75
Qatar	Educational Development DM	7
Qatar	Solar Energy DM	6
	Country Total	<u>88</u>
Tunisia	Groundwater FS	25
Tunisia	Dairy Industry RGA DM	22
Tunisia	Agribusiness DM RGA	271
Tunisia	Agriculture OV	4
Tunisia	Poultry Industry DM	5

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>MIDDLE EAST & EUROPE (continued)</u>		
Tunisia	Sra Ouertane Phosphate Mine	600
Tunisia	Entrepot Assessment DM FS	387
Tunisia	Entrepot Travenol FS	30
Tunisia	Entrepot RGA	50
Tunisia	Phosphate Transport FS	400
Tunisia	Phosphate Sra Ouertane FS	319
Tunisia	Phosphate Djellabia FS	200
Tunisia	Telecommunications FS	225
	County Total	<u>2,538</u>
Turkey	Fisheries OV	4
Turkey	Agribusiness DM FS	35
Turkey	Energy DM	35
Turkey	Beysehir Lignite Power FS	500
Turkey	Coal Plant FS	223
Turkey	Energy Assessment DM	30
Turkey	Vocational Education OV	54
Turkey	Industrial OV	21
Turkey	Tenneco Paper Packaging	13
Turkey	Bosphorous Tunnel FS	1,439
Turkey	Highway Maintenance DM	18
Turkey	Rail and Transport DM	18
Turkey	Port Modernization OV	15
Turkey	Chromite Mining DM	44
Turkey	Chromite	12
Turkey	Bursa Light Rail DM	6
Turkey	TEK Power Orientation OV	50
Turkey	Granada Corp Cattle RGA	23
Turkey	Istanbul Water DM FS	810
Turkey	Intersol Photovoltaic RGA	56
	County Total	<u>3,406</u>
Saudi Arabia	Heyward-Robinson Plant Study RGA	64
Saudi Arabia	Wheat Project RGA	90
	Country Total	<u>154</u>
United Arab Em.	Educational Development	10
Yugoslavia	Nuclear Energy Visit	21
Yugoslavia	Steel Mill Skopje FS	500
Yugoslavia	RMK Steel Environment FS	440
Yugoslavia	Sisak Coke Plant FS	475
	Country Total	<u>1,436</u>

<u>REGION</u> <u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u> (\$ thousands)
<u>WORLDWIDE & OTHERS</u>		
	Vocat./Tech. Educa. Mktg. Survey	116
	ASAC International	730
	Agribusiness Project Development	568
	Irrigation and Flood Control WS	25
	Telecommunications DM	82
	OPIC Opns Opportunity DM	50
	Export Trade Company Analysis DM	18
	Forestry WS	19
	Energy Symposium WS	6
	Worldwide Total	<u>1,614</u>