

United States
Trade and Development
Program



Fiscal Year 1986
Congressional Presentation

United States International Development Cooperation Agency

BEST AVAILABLE

United States
Trade and Development Program
FY 1986 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 for Fiscal Year 1986.

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 trade mandates. It carries out these mandates by promoting the sale of the U.S. technology, goods and services for major development projects in the Third World.

Christian R. Holmes
Director
Trade and Development Program

I. Executive Summary

The United States Trade and Development Program was established on July 1, 1980 as a component agency of the International Development Cooperation Agency. TDP is charged with a two-fold mission: (1) to support the economic development of friendly developing countries and (2) to help increase U.S. exports. It accomplishes these objectives by financing feasibility studies and other project planning services for projects which represent significant opportunities for substantial U.S. exports and are of high priority to the host country.

In keeping with the Administration's effort to reduce the federal budget deficit, the Administration's request for the TDP FY 1986 budget is \$20 million, which constitutes a \$1 million reduction from the FY 1985 level of \$21 million. This funding level will allow TDP to continue to finance planning services on critical development projects which offer significant export opportunities for U.S. firms as well as to attempt to meet the most aggressive funding offers of our major trade competitors in support of their own firms.

II. The Program

The recently issued report of the President's Task Force on International Private Enterprise found TDP to be the only U.S.

Government agency whose activities directly link the development and trade objectives of this Administration. TDP finances project planning services, including pre-feasibility and feasibility studies, and technical symposia to assist foreign governments develop capital projects which are central to their development efforts and represent significant export opportunities for U.S. technology, equipment and services.

TDP has distinct programs for public sector and private investor projects. For public sector projects, frequently financed by the countries themselves, the World Bank or regional development banks, TDP operates on a government-to-government basis, assisting the host government by grant-financing project planning services to be provided by U.S. engineering and planning firms which are competitively selected by the host country government.

The bulk of TDP resources are allocated to the financing of feasibility studies for public sector projects. In FY 1984, for example, 81 percent of the TDP program budget was spent on such feasibility studies. Most of these studies involved situations in which U.S. firms were confronting competition from the U.S.'s export competitors and would not have been awarded the study without TDP participation. The other TDP-financed activities arose from situations in which TDP was working with foreign governments on the development of a

priority sector. In these cases, competition for the studies was restricted to U.S. firms.

For private investor projects, TDP co-finances, on a 50-50% cost-sharing basis, pre-investment feasibility studies of projects in which the investor intends to have a substantial equity participation and which, if implemented, will require substantial U.S. exports. If the project proves feasible and an investment is made, TDP requires reimbursement of its contribution to the study. In FY 1984, TDP assisted 12 firms in carrying out studies on investor projects.

TDP has financed studies in more than 65 countries. The projects in which TDP has financed planning services are in five principal sectors: large-scale energy generation and conservation, including coal-fueled power plants, hydro-electric facilities, geothermal projects and the development of renewable energy resources; infrastructure, including airports and harbor development and telecommunications systems; minerals development; agribusiness; and basic industrial facilities, including cement plants, petrochemical facilities and high-tech engineering projects.

TDP funds are also used for technology symposia and to finance visits by host-country decision-makers to the United States. As with other TDP efforts, these activities are

oriented around specific projects and serve to introduce host-country officials to U.S. technology and equipment manufacturers that can be instrumental in meeting development needs.

Because TDP is encouraged to facilitate access to minerals of interest to the United States, TDP has a program to encourage U.S. private sector investment in mining projects involving strategic minerals. In 1984, TDP was involved in five such activities in four countries. One project involves the production of cobalt in Peru which could provide more than 10 percent of U.S. cobalt needs from a secure source.

Lastly, TDP serves as the coordinating and authorizing agency for other U.S. Government agencies to provide technical assistance to friendly foreign countries under Section 607(a) of the Foreign Assistance Act of 1961, as amended. In 1984, we processed 41 requests involving 15 U.S. agencies or departments in 27 foreign countries, which should result in approximately \$3.9 million in U.S. exports.

III. The Importance of the Program

By linking development and trade objectives, TDP fills a niche in U.S. relationships with the developing world, particularly the middle-income developing countries.

Not only has TDP linked the mutually beneficial goals of economic development and U.S. export promotion, it has done so effectively. The continued growth of many developing countries, particularly the middle-income developing countries, requires rapidly growing sources of energy, an increasingly well-developed infrastructure, a strong agricultural sector, and major industrial facilities forming the basis for an industrial economy. The capital projects addressing these needs require project planning services, technologies and equipment which are usually not available domestically. TDP has assisted developing countries to plan such projects by financing U.S. engineering and project planning expertise. This service has enabled the host country to evaluate the technical and economic feasibility of the project and produce the studies necessary for the government to seek project financing from public and private sources.

Further, the U.S. technology transferred through these studies is of assistance in other areas, increasing the efficiency of existing projects and promoting new initiatives that might not otherwise have been possible. Moreover, the exposure of foreign governments and investors to U.S. technology provided by the Program often leads to long-term, mutually beneficial relationships between the U.S. business sector and public and private sector entities within the developing country.

On the trade side, TDP-financed planning services have led to more than \$800 million in U.S. exports under contract or presently being negotiated. Decisions made during the planning and design stages of a capital project greatly influence the selection of technology, services and equipment to be used in project implementation. By encouraging the use of U.S. firms in the planning and design of a capital project, TDP participation increases the likelihood that U.S. technology, services and goods will be used in the project.

In this fashion, TDP also helps U.S. firms compete against the financing programs of our export competitors which are designed to capture major projects for their country's firms.

The \$800 million in exports or in contracts presently under negotiation have been generated from less than \$15 million in TDP program funds for fiscal years 1980-1982. These exports represent approximately 21,500 jobs generated to-date by TDP activities, based on the Department of Commerce's calculation that one billion dollars in exports represents 25,000 jobs,. Assuming a similar export generation multiplier for the TDP FY 1983 and FY 1984 program budgets, which together total \$23.9 million, U.S. exports generated over the life of the projects from fiscal years 1980 through 1984 could total between \$2 and \$3 billion. This represents approximately 60,000 to 75,000

U.S. jobs and, according to U.S. Government estimates, approximately \$500 million in government revenue and \$375 million in unemployment compensation savings.

But TDP's benefit to the United States is greater than as a mere generator of exports or vehicle for assisting development. TDP emphasizes project development in middle-income developing countries in which the Agency for International Development (A.I.D.) has no program or in which its programs are phasing out. TDP's presence in these countries is important politically because it reflects an on-going U.S. interest in the welfare of the country. As such, the TDP program, in spite of its size, takes on significant foreign policy ramifications in countries such as Brazil, China, Korea, Nigeria and Turkey.

Moreover, TDP provides a critical link in promoting ties and forging relationships between the U.S. private sector and developing countries. TDP is an important component of the Reagan Administration's initiative to involve the U.S. private sector in foreign assistance efforts. The U.S. business community has strongly supported TDP for helping it compete for export business and for supporting its efforts to establish investment projects in developing countries.

IV. The Program Environment

Because there are no capital projects for which implementation is guaranteed, TDP must be sensitive to the economic environment within which developing countries establish their development priorities and determine how to allocate foreign exchange and other funds to which they have access. That economic environment has been distinctly hostile to development in the last several years and, while improving somewhat, essentially remains so.

Most Latin America countries carry an enormous debt burden, although modest gains may be seen in some countries. Central America confronts significant security problems which discourage foreign investment. Africa remains in the throes of a catastrophic drought. The oil producing countries have seen oil revenues sharply decrease. Even countries in Southeast Asia are stretching out their capital project expansion programs as exports level off.

These difficulties have led to domestic financial constraints and scarce foreign exchange. They have also sharply inhibited the ability of developing countries to plan and finance major projects, with the result that many have curtailed plans for major projects. According to the Engineering News Record, international awards for the

architectural/engineering/construction industry worldwide decreased in one year an astounding 24 percent, from \$123 billion in 1982 to \$94 billion in 1983. In the developing world, the shrinkage of this market is probably even greater, resulting in far more intense competition for the few remaining projects.

In the course of this competition, U.S. firms have not fared well. The U.S. share of these contracts (worldwide) decreased 35% over the same period, from \$45 billion in 1982 to only \$29 billion in 1983.

This challenge to our export competitiveness, however, is not the result of a lack of engineering or technological expertise but rather is in part the result of a new way in which business is being conducted internationally. Foreign competitor governments, particularly the Japanese, offer attractive incentives to foreign governments to involve their firms in major export markets. These incentives frequently include feasibility study financing, followed by attractive export financing packages. That the United States may have the best technological edge is a fact that may be overlooked in the face of such incentives being offered by other countries. The result is that the United States loses export markets and the developing countries receive less than optimal projects and equipment.

The U.S. business community believes that the feasibility study programs of the U.S.'s export competitors have impaired the U.S.'s export competitiveness, particularly in the capital scarce markets of the Third World.

The adverse impact on the U.S. economy of governmental supported competition and the strength of the U.S. dollar is highly significant. The four year slippage in the U.S. merchandise balance of trade, from a negative \$27.9 billion in 1980 to a negative \$130 billion in 1984, represents a loss of almost 2.6 million U.S. jobs and a corresponding loss of \$23 billion in U.S. Treasury receipts, according to U.S. Government estimates. While TDP's impact on this situation is modest -- an estimated \$144 million in additional treasury receipts from the Program through 1982 and a projected \$500 million from the Program to-date -- it is nevertheless significant.

V. Role of Development in Project Selection

While TDP's impact upon the business community, the balance of trade and U.S. Treasury receipts can best be understood in the context of the trade and macro-economic environment, TDP's project selection process can best be understood in the context of the role of the development strategy of developing countries. TDP's approach to project development must entail responding to the stated development priorities of each country. Thus, the

country's own development priorities serve as the primary source for project identification. To supplement the information gleaned from the individual country development strategy, TDP also consults with the World Bank and its affiliates, A.I.D. and the State Department -- in Washington and overseas -- the U.S. Export-Import Bank, Overseas Private Investment Corporation, U.S. Department of Commerce and its Foreign Commercial Service and with the U.S. and overseas business community. Through systematic coordination and cross-checking, TDP seeks to assure itself that the project is not only being accorded the highest priority within the country but that external sources consider the project to have merit as well.

Sectoral Concentration

Although the development plans and programs of each country are different, there are needs which are common to many countries. Reducing energy consumption, improving infrastructure and strengthening the industrial and agricultural base are requirements without geographical limits within the developing world.

Energy

The oil shock of the early 1970's had a traumatic impact on the developing world, and particularly on middle-income developing countries where continued high rates of economic growth

require ever larger, reasonably priced energy supplies. For countries like Thailand, Indonesia, the Philippines, Turkey and Brazil, adequate energy supplies at reasonable prices are central to their continued development. The oil shock transformed the economics of energy for the many countries whose economies were based on oil, as oil imports suddenly began absorbing foreign exchange previously available for development activities. In 1980, Brazil, for example, required some 50 percent of its foreign exchange generated by exports to support imports of oil. Consequently, a high priority for many countries has been to develop alternative sources of energy -- to move away from oil to cheaper sources of energy, particularly local sources which do not require precious foreign exchange.

Accordingly, TDP has been involved in major efforts to develop significant alternatives to oil: studies of coal-fired power plants in Thailand, Brazil and Turkey, studies of the development of indigenous lignite resources in Thailand, the Philippines, Indonesia and Turkey, studies of the conversion from oil to coal of the public power systems in Jamaica and Cyprus, studies of the use of solar energy in Brazil, solar ponds in Botswana, geothermal resources in St. Lucia, large-scale hydropower projects in Thailand, Malawi, Liberia and China, mini-hydro in Malaysia and other alternative energy technologies such as fluidized bed combustion in Brazil and Thailand and conversion of coal to methanol in Panama.

For each of these projects, TDP followed the lead of the host country in assisting it to explore its own energy sources, solar, hydro, lignite, etc., to develop greater supplies of less expensive energy. TDP's efforts to assist development initiatives in the energy sector are exemplified by our program in Thailand.

Thailand's most recent Five Year Plan called for increased emphasis in the energy sector on the development of domestic energy sources and on energy conservation to decrease the country's dependence on foreign oil. Accordingly, almost \$2 million of the total \$3.4 million TDP has spent in Thailand since FY 1981 has been in energy related projects. TDP has assisted the Electrical Generating Authority of Thailand (EGAT) in identifying projects that would meet the country's goal of increasing domestic energy production from 11 percent of total commercial energy requirements in 1981 to two-thirds of commercial energy consumption by 1990. TDP has funded lignite studies in the Mae Moh and Krabi regions; a coal generating power plant at Ao Phai; a hydropower project in the Upper Pasak; a methanol utilization study, and several other projects intended to increase the utilization of Thailand's energy potential. These projects hold potential for greatly expanded U.S. exports as growth of the energy sector progresses.

Another, more recent, example of the significant impact TDP can have is the TDP-financed orientation visit to the United States by the Chinese Vice Minister of Coal in FY 1984. The visit, costing TDP only a modest amount for a 10-person delegation, led to an immediate \$2.3 million purchase of U.S. mining equipment and accelerated the selection of a U.S. engineering firm to undertake the feasibility study of one of China's six high priority coal gasification projects. The orientation visit exposed the Chinese to a wide range of U.S. engineering firms and coal-related equipment manufacturers and is expected to lead to additional sales of U.S. coal-related equipment in the future.

As is true elsewhere in Asia, Indonesia has also determined that energy alternatives for oil must be developed. The latest development plan, covering the period 1983/84 to 1993/94, establishes that energy growth is to be achieved primarily through the construction of coal-fired power plants, to reduce the oil-based electrical generation from the current 81 percent of the total to about 27 percent in 1993/94. Accordingly, TDP has financed five studies of energy related projects over the last three years in Indonesia.

Likewise, Turkey is putting major emphasis on diversifying from oil imports. TDP is funding several project studies in this sector in Turkey, including a U.S. investor study for a

coal-fired plant on the Aegean Sea based on high grade imported coal and a lignite mining assessment for a thermal power plant to be developed by an American-Turkish consortium.

In Colombia, now a net oil importer, a TDP-funded study has demonstrated the economic and technical feasibility of an enhanced oil recovery process which, together with a new refinery, should make Colombia an exporter of petroleum. This will release substantial amounts of foreign exchange for capital goods imports.

Finally, in Brazil, a TDP initiative led to a bilateral agreement between the Department of Energy and the Brazilian Ministry of Mines and Energy for the sale of U.S. underground coal gasification technology. This agreement supercedes a previous Brazilian arrangement to purchase this technology from the Soviet Union. TDP will finance the feasibility study of the project in FY 1985. Brazil will use the synthetic gas to replace imported oil for petro-chemical plants and diesel fuel. This project represents the multi-faceted nature of the program and the range of benefits to be derived by both the United States and the developing country, including technology transfer, enhanced economic development, U.S. export generation, and an improved competitive position for U.S. firms.

Industrial

Many countries are attempting to diversify their economic base as a means of stimulating additional economic activity and reducing their economic dependence on fluctuations in the primary products market. The experience of recent years has demonstrated the severe consequences to economies based on the export of primary products of even a temporary deterioration in the terms of trade since there is no alternative mechanism for generating foreign exchange. Many countries, consequently, have given priority to the development of core industrial facilities as a critical element of their development plan.

TDP has sought to encourage such development initiatives wherever U.S. technology and expertise can contribute to the success of the development effort, where the U.S. is competitive in the sector and where the project is of high priority in the development strategy. The TDP program in Tunisia provides an example of such a project.

TDP has financed the organization and development of a group of American firms to consider Tunisia as an entrepot site for manufacturing and assembly operations for regional trade. TDP, in cooperation with four Tunisian-Arab development banks, sponsored a mission to Tunisia, in March 1984, by some 20 small and medium-sized American firms, many in high tech fields, in a

variety of industries. The Tunisian banks have signed letters of intent with 11 of the firms and it is expected that at least half of them will proceed to project investment with Tunisian partners. The initial entry of U.S. firms is expected to have a demonstration effect that will lead other U.S. firms to take advantage of a Tunisian location to gain duty-free access to the European common market and several Middle-East countries.

Agribusiness

TDP's portfolio of agribusiness projects has increased as developing countries have increasingly recognized the critical role private sector investment can play in the development of the agriculture sector. An example of the significant economic impact such projects can have is provided by the TDP program in Tunisia.

In FY 1984, TDP cost-shared a reimbursable investor project feasibility study of a date growing, processing and exporting project in Tunisia. TDP provided 40 percent of the study funding, the U.S. investor 40 percent, and the local joint-venture partner the remaining 20 percent. The project was accorded high priority by the Tunisian government which had increased its allocation of total investment to agriculture from 13 percent to 19 percent in its current Five-Year Development Plan (1982-1986). The project addresses critical development

concerns by increasing export earnings, generating rural employment opportunities in a depressed region and increasing rural incomes. By promoting such rural agribusiness activities, the government hopes to reduce rural-urban income inequalities and reduce the rapid rural-urban migration. Implementation of this project is expected to triple date production, with a corresponding increase in economic activity, and will result in approximately \$6 million in U.S. equipment and service exports. The agreement between the U.S. firm and the Tunisians is considered to be the most important export accord ever signed by Tunisian date producers and is expected to lead to further joint ventures in the agribusiness sector involving U.S. firms.

TDP is also funding a reimbursable investor project study of a crab processing plant and related facilities in Costa Rica. In the course of carrying out the feasibility study, the U.S. firm discovered an unexpected abundance of a Tanner crab comparable in size and flavor to the popular King crab. The discovery has great impact on the economic and development potential of the project to Costa Rica. It is plausible that Tanner crab exports could reach \$30-40 million annually in 3-4 years, and total employment could run in the 600-1,000 person range.

In Malawi, agriculture is the most important sector of the economy; it employs 85 percent of the population and provides almost half the country's GDP. The Government's agricultural objectives are to maintain levels of food staples adequate to meet domestic needs and to expand agricultural exports. Related to the latter goal, the Government has provided incentives for the privatization of estate production in order to increase production of vegetables. TDP has cost-shared with an investor the financing of a study of a proposed U.S.-Malawian joint-venture agribusiness project to produce vegetables.

Infrastructure

Infrastructure development remains a critical priority in many developing countries. Even those countries determined to place the bulk of their development resources into energy or industrial development, for example, will find that even limited development objectives cannot be met without corresponding investments in infrastructure. The Port of Owendo in Gabon is a good example of the importance of infrastructure projects.

There is an abundance of forest and mineral resources in Gabon. Therefore, one of the challenges of Gabonese development is to improve the transportation system to facilitate exports of wood products and minerals. To this end, TDP has

assisted the Government with planning studies of the mineral Port of Owendo and a road connection system. The successful implementation of these projects will contribute not only to Gabon's development but will also facilitate access by the United States to Gabon's strategic minerals, such as manganese. The Government of Gabon has already signed contracts with the U.S. Corps of Engineers for \$500,000 of technical services and American firms are now signing contracts for construction of the Port of Owendo which should result in over \$100 million in sales of U.S. goods and services during the next few years.

Transportation is also vital to the economic development of Turkey, whose population and economic activities are spread over a wide area and which serves as a major transport link for European-Middle East trade. The Government's National Transport Master Plan places priority on establishing a Railroad Tube Tunnel and Metro System for Istanbul. TDP prevailed over strong European competition for the project to fund the foreign exchange costs of the project feasibility study. The project could result in \$100 million or more in U.S. exports.

Another priority area for many countries is the telecommunications system. For example, four countries, Costa Rica, Colombia, Peru, and Belize, are currently in the process of expanding their communications systems to include outlying population areas. In FY 1983, TDP co-financed a feasibility

study of a cellular telephone system in Costa Rica. The Costa Rican Government announced that, as a result of the TDP study, two U.S. firms and the Costa Rican Government Telecommunications Agency have entered into a partnership to design, build and operate a cellular communications system in that country. The project will require approximately \$30 million of U.S. goods and services. In FY 1984, TDP financed an additional cellular telephone system feasibility study in Peru. Bids for that system are being accepted now, with an export contracts potential of \$76 million.

These projects will modernize telecommunications for both local and international networks and thereby improve the business and investment climate. TDP will pursue other telecommunications opportunities in the region in FY 1985, as well as in North Africa and the Ivory Coast.

Strategic Minerals

In the minerals sector, TDP has focused on facilitating U.S. access to chromium, manganese, cobalt and platinum resources overseas. TDP has sponsored minerals studies in almost every region of the developing world potentially leveraging some \$74 million in U.S. exports.

TDP's activities in minerals studies have been advantageous to the United States not only in terms of exports, but also for having helped to facilitate access to strategic minerals and metals of importance to the United States. One example of this is the Hierro Peru cobalt project. TDP agreed to provide \$400,000 for its share of a study to determine the feasibility of recovering and marketing a cobalt carbonate concentrate from the rejects of Hierro Peru's Marcona iron ore mining operation near the port of San Nicolas, Peru. The estimated cost of the cobalt recovery project is \$70 to \$85 million, of which approximately \$50 million could be spent in the procurement of U.S.-sourced goods and services. Additionally, as much as 2 million pounds or one-ninth of the cobalt needs of the United States could be imported into the United States from the first stage facility. If more is required from Peru for our two U.S. refineries, it could be obtained from presently stockpiled tailings at the mine or by increasing iron ore offtake from Marcona. The cobalt is a vital ingredient of the super alloys needed for a variety of high technology uses. Finland and France were major contenders for this project.

TDP-financed field minerals investigations have also been responsible for the discovery and subsequent interest of foreign governments in some unexpected potential mineral activities. A few examples are barite mining in Morocco, expanded chromite mining and milling facilities on the

Philippine island of Palawan, increased manganese possibilities in Mexico and several attractive chromite, asphalt and platinum options in Turkey.

In chromite, the ore of the strategic metal chromium, TDP has fielded a team of earth scientists in the Philippines and Turkey. As a result, a Philippine and U.S. joint-venture has been established to investigate chromite potential on Palawan. In Turkey three U.S. mining firms, with TDP assistance, are seeking to form chromite mining ventures now.

In manganese, a strategic metal whose ore is unavailable in the United States, a TDP mission to Brazil has identified several potentially interesting areas for U.S./Brazilian mining and milling ventures and plans a symposium for Brazilian and U.S. mine operators in June 1985.

Regional Emphasis

TDP recognizes the importance of broader U.S. objectives in designing its strategy. To this end, for example, significant efforts have been made to develop both public sector and private investor projects in the Caribbean to contribute to and support the major U.S. initiative in this region.

In past years, TDP has supported the Caribbean Basin Initiative (CBI) in funding several agribusiness pre-investment

studies on a cost-shared basis with potential U.S. investors in Dominica, Jamaica and Belize. In addition, assistance has been provided for major development projects in St. Lucia for geothermal energy and in Dominica for freshwater collection and export.

In 1984, in Costa Rica, TDP co-financed a study with the owners of a patented new seafood processing technology to establish crabmeat fishing, cooking, freezing, and packaging operations. This will enable Costa Rica to export large quantities of crab meat to Japan and the United States, generating significant employment opportunities in Costa Rica and foreign exchange resources critical to economic development efforts.

In FY 1985 TDP is focusing on private business opportunities in the Dominican Republic in agribusiness for fresh vegetable exports to the U.S. winter market. This initial effort has great potential for much of the Caribbean where it has been difficult to reorient traditional production habits. Finding new export opportunities for local products can mean the difference between continued poverty for the majority of the rural based population and economic growth based on the development of a viable industry able to address domestic needs and generate foreign exchange.

Future Strategy

Experience has shown that TDP is most effective when it is responsive to host governments' high priority major capital projects and pursues those that the government is most interested in completing. TDP is also committed to broadening and diversifying the types of projects in which it is involved, particularly those proven to be critical to generating broad based economic growth and those which have the potential for generating substantial long-term exports of U.S. goods and services.

An example of TDP's efforts to guide the program in such directions is the provision of funding to the American Society of Agricultural Consultants International to survey and identify agribusiness opportunities for private investors in three countries -- Costa Rica, Dominican Republic, and the Ivory Coast. The purpose of the grant is to develop future opportunities for investment and trade by United States companies in improving food security in the Caribbean and an important country in Africa. We are hopeful that this activity will lead to specific project definition and future development in this important sector.

In sum, the TDP approach toward project development entails responding to the development objectives of the countries.

Since most countries do not have or follow project specific development plans, this approach necessarily precludes advance targeting. Rather, it is imperative for TDP to determine on a case-by-case basis the activities for which a country intends to spend its funds in a given year. TDP can assume general development directions but, in the final analysis, the economic realities each year determine which projects will be considered for ultimate funding.

The task for TDP is to remain current about developing countries' priorities and needs, to monitor the activities of foreign competition in the early planning stages of a country's development efforts and to create opportunities for U.S. firms to participate in the planning of projects so they can provide appropriate solutions to the capital development problems of the Third World and develop continuing relationships with developing country governments and private sector firms.

ADDENDUM I

Criteria for TDP funding

TDP's projects are pursued directly with the key ministries and agencies in a country through the United States Embassy. In order to evaluate project proposals, TDP has established effective relationships with the entire spectrum of U.S. Government entities, including the Department of State, the Department of Commerce, the Agency for International Development, and the U.S. Export-Import Bank, as well as the international financial institutions. Every TDP-sponsored project must meet the following criteria:

- Development Priority. The project must rank high on the list of development priorities of the host country and TDP's assistance must be requested or formally endorsed by the host government as facilitating a priority development project. For investor projects, the host government must at least tacitly support the project. The United States Embassy must endorse TDP's involvement in all the proposed projects.

- U.S. Export Potential. Projects must involve (1) an opportunity for substantial sales of United States goods and services through direct contracts with United States

suppliers, or joint venture investments by United States firms, and/or (2) the provision of technical services by United States Government agencies on a full payment basis by the host country. As a rule of thumb, it is expected that each TDP dollar input lead to \$75 or \$100 of U.S. exports directly related to project design, management construction and operation.

- Funding Available. There must be reasonable assurance that funding for project implementation will be available from host country foreign exchange earnings or external sources, not including U.S. aid programs. Additionally, all follow-on procurement must be open to United States firms or agencies and not tied to procurement from non-United States sources.

- Facilitative Role. The project must show a need for a facilitative role from TDP. TDP assistance will not be provided to a project if procurement of U.S. technology is likely to proceed without TDP intervention, or if U.S. technology is unlikely to be employed regardless of TDP's participation.

- Additional Criteria. TDP has a special mandate to encourage projects which facilitate open and fair access by the United States to critical natural resources.

These must have the potential of allowing the U.S. private sector to participate in the development and diversification of foreign sources of strategic and critical minerals without adversely affecting domestic U.S. production.

In order to optimize the utilization of its resources, TDP endeavors to focus on those projects which have the greatest multiplier effect in terms of U.S. trade opportunities. This multiplier effect may entail the likelihood of spin-off business opportunities wherein a firm could get a contract to implement the project studied as well as a contract to implement similar systems throughout the country. Another important multiplier effect which benefits the U.S. economy is when the follow-on contract creates direct and indirect employment in the United States. One TDP project in the Philippines generated approximately 4,000 man-years in U.S. jobs.

In making judgments about projects, TDP also consults closely with other agencies in the U.S. Government, as well as international financial institutions, seeking advice on the merits of the project, relative U.S. competitive advantage, the likelihood that the project will move forward and the likely sources for project financing. If all of these indicators are positive, the Embassy endorses the project and there is sufficient TDP funding available, TDP will proceed with project study funding.

Given the dynamic factors which must be considered for each project, as well as the need for TDP to choose among competing projects, it is essential that TDP have the flexibility to respond to opportunities on a case-by-case basis. Furthermore, most of the countries in which TDP is active have limited central planning activities, and productive investments are often not part of a rigid planning process. This trend is becoming stronger as more countries are moving to privatization of existing state enterprises and promoting private investment with the state offering incentives to stimulate production in favored areas. Therefore, projects often are identified only shortly before studies are undertaken, with the consequence that TDP must be able to respond quickly to such opportunities. This flexibility is critical to TDP's success.

Table A

OPERATING EXPENSE SUMMARY

TRADE AND DEVELOPMENT PROGRAM
 FY 1986 Budget Request
 (in thousands of dollars)

	FY 1984 <u>Actual</u>	FY 1985 <u>Planned</u>	FY 1986 <u>Proposed</u>
<u>TOTAL TDP</u>	<u>16,562.6</u>	<u>21,033.7</u>	<u>20,000.0</u>
<u>Program funds, Total</u>	<u>15,009.4</u>	<u>19,100.0</u>	<u>18,035.0</u>
<u>Operating Expenses, Total</u>	<u>1,553.2</u>	<u>1,933.7</u>	<u>1,965.0</u>
Personal Services	778.9	992.5	977.1
Travel	102.0	150.0	161.5
Transportation of Things	3.0	6.0	3.5
Rent, Communications/Utilities	143.9	234.3	252.0
Printing & Reproduction	10.9	16.2	17.0
Other Services	418.4	475.7	528.7
Reimbursement to AID & FAAS	(333.6)	(372.0)	(412.0)
Representation & Entertainment	(-)	(-)	(2.0)
Supplies & Materials	6.9	11.0	13.2
Equipment	89.2	48.0	12.0
 Work Years:			
TDP Direct-Hire Americans	13.2	14.8	15.4
(less than full-time work- years included above)	(1.8)	(1.8)	(1.8)
Details from AID (all full-time)	3.8	4.0	4.0

The above budget levels include: (1) a 3.5% pay increase effective second quarter FY 1985; (2) FY 1986 personal services at the FY 1985 rate, annualized -- less a 5% across-the-board pay cut.

TABLE B

TRADE AND DEVELOPMENT PROGRAM
(TDP) SECTION 661 ACTIVITIES
BY SECTOR, REGION, COUNTRY

<u>Sector/Region/ Country</u>	<u>Project Description</u>	<u>Fiscal Year</u>	<u>Dollar Amount</u>
<u>AGRICULTURE</u>			
<u>Africa</u>			
	Gabon - Cattle Farming FS	80	44,600
	Gabon - Agribusiness DM	83	59,089
	Guinea - Shark Fisheries RGA FS	83	44,100
	Malawi - Agribusiness RGA FS	84	53,000
	Nigeria - Environmental Survey PFS	79	16,440
	Nigeria - Tuna Fisheries DM	80	10,000
	Nigeria - Tuna Fisheries Add-on	81	3,370
	Nigeria - Agribusiness FS	81	93,170
<u>Asia</u>			
	ASEAN - Pesticides Plant DM	81	14,890
	China, P.R. - Dairy RGA FS	83	44,000
	Pakistan - Agribusiness RGA PFS	82	162,682
	Sri Lanka - Irrigation System OV	80	8,000
	Thailand - Fertilizer FS	83	400,000
<u>Latin America</u>			
	LA REGION - Housing Seminar OV/Conf	84	100,000
	Argentina - Agric. Devel. DM	79	40,000
	Argentina - Fertilizer (Neuquen) FS	84	150,000
	Belize - Kenaf for Paper RGA FS	82	96,860
	Brazil - River Development DM	82	2,500
	Brazil - Export of US Codfish RGA FS	84	15,000
	Columbia - Livestock OV	80	4,073
	Columbia - Agribusiness PFS	80	59,039
	Costa Rica - Seafood Investment RGA FS	84	117,545
	Dominica - Water Export RGA FS	83	139,327
	Dominica - Floriculture RGA FS	83	75,465
	Jamaica - Agribusiness DM & OV	81	27,820
	Jamaica - Soybean Production RGA FS	82	47,810
	Jamaica - Rice Production/Milling RGA FS	82	75,000
	Jamaica - Winter Vegetables RGA FS	84	123,288
	Guatemala - Shrimp Farming RGA FS	84	80,221
	Paraguay - Synthetic Fertilizer PFS	81	20,000
	Paraguay - Synthetic Fertilizer Amend	82	540
	Paraguay - Western Agric. Invest. RGA FS	84	187,136
	Venezuela - Food Storage PFS	80	12,947
	Venezuela - Morichalito Agribusiness RGA FS	81	110,000

TABLE B (Continued)

TDP SECTION 661 ACTIVITIES

AGRICULTURE (continued)

Near East

Algeria - Water Resources PFS	79	10,000
Malta - Grain & Oilseed DM	83	53,500
Morocco - Fisheries DM	81	7,020
Morocco - Fisheries OV & WS	82	38,495
Morocco - Agribusiness DM	82	38,300
Morocco - Agribusiness DM & WS	83	41,082
Morocco - Fisheries Brochure & WS	83	118,192
Morocco - Fruits RGA FS	83	50,000
Morocco - Agribusiness WS	84	29,668
Morocco - Central Pivot Irrig. RGA FS	84	157,352
Morocco - Fisheries Brochure Amend	84	3,995
Morocco - WAS Investor RGA FS	84	205,895
Portugal - Agribusiness OV	80	2,000
Portugal - Agribusiness DM	81	31,193
Saudi Arabia - Wheat Prod.(Tenneco) RGA FS	82	90,100
Tunisia - Groundwater PFS	79	25,000
Tunisia -Dairy Indust(Land O'Lakes) RGA DM	82	22,403
Tunisia- Agribusiness DM	82	16,718
Tunisia- Agriculture OV	83	4,418
Tunisia - Poultry Industry	83	5,000
Tunisia - Agribusiness (Tenneco) RGA FS	84	120,000
Turkey/Tunisia - Poultry OV	83	5,000
Turkey - Fisheries OV	82	3,750
Turkey - Agribusiness DM	82	35,161
Turkey - Agribusiness FS	83	134,261

Worldwide:

Irrigation and Flood Control WS	83	25,000
Forestry WS	84	19,155

ENERGY

Africa

Botswana - Gas/Coal Assessment DM	81	60,000
Kenya - New & Renewable Energy WS	81	173,500
Liberia - Hydropower FS	84	300,000
Malawi - Hydropower(Kapachira) FS	83	100,000
Malawi - Hydropower FS	84	700,000
Tanzania - Gas Pipeline FS	81	105,266
Tanzania - Gas Pipeline OV	82	15,000
Zimbabwe - Coal Gasification OV	80	8,500
Zimbabwe -Ethanol from Sugar RGA FS	82	400,000
Zimbabwe -Ethanol from Sugar Eval	83	5,000
Zimbabwe -"(Chisumbanje)Completion FS reimb	84	312,778

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

ENERGY (continued)

Asia

China, P.R. - Hydropower Protocol DMs	80	158,704
China, P.R. - Hydropower Protocol DMs	81	316,000
China - State Capitol Constr. Committ. DM	81	12,478
China - State Capitol Constr. Committ. DM	82	15,000
China, P.R. - Hydropower Protocol DMs	82	32,000
China, P.R. - Hydropower (T.S.Q.) FS	82	440,000
China, P.R. - Hydropower (T.S.Q.) Amend	83	50,000
China, P.R. - Hydropower Protocol DMs	83	17,000
China, P.R. - Coal Slurry DM	83	30,000
China, P.R. - Hydropower (Ertan) DM	83	4,500
China, P.R. - Hydropower (Longtan) DM	83	2,500
China, P.R. - Hydropower (DOC) DM	84	20,000
China, P.R. - Hydropower (DOC) DM	84	8,000
China, P.R. - Shangiasi Oil Reservoir FS	84	280,000
China, P.R. - Coal Deleg. Visit OV	84	81,786
China, P.R. - Coal Deleg. Visit OV	84	16,870
China, P.R. - Weiyuan Nat. Gas Reserv FS	84	82,000
India - Power (Orissa) FS	83	270,000
Indonesia - Coal/Lignite Workshop	83	156,794
Indonesia - Natural Gas DM	83	40,500
Indonesia - Coal Fired Power FS	83	85,534
Indonesia - Reactor Lab FS	83	350,000
Indonesia - Coal DM	84	61,824
Malaysia - Mini Hydroelectric DM	81	35,000
Papua New Guinea - Alternative Fuels DM	80	75,000
Papua New Guinea - Lalau Hydro FS	84	500,000
Philippines - Coal/Lignite Workshop	82	135,000
Philippines - Energy Research Lab FS	83	55,000
Philippines - Coal Plant (Cebu) FS	83	400,000
Philippines - Coal Transport (Cebu) FS	83	150,000
Philippines - Coal (Himalian) FS	83	400,000
Philippines - Petroleum Corp. RGA FS	84	40,000
Philippines - Coal DM	84	63,304
Singapore - Coal-Fired Electric Power OV	81	3,800
Sri Lanka - Alternative Fuels DM	80	9,580
Thailand - Offshore Nat. Gas Pipeline FS	78	223,000
Thailand - Lignite Production DM & FS	80	233,500
Thailand - Shale Reserves OV	80	12,300
Thailand - Electricity Transmission FS I	80	320,000
Thailand - Electricity Transmission FS II	81	120,000
Thailand - Oil Shale Workshop	81	120,000
Thailand - Coal Fired Power FS	81	144,106
Thailand - Coal Fired Power Amend	82	50,000

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

ENERGY (continued)

Thailand - Methanol Production RGA FS	82	50,000
Thailand - Fluidized Bed Combustion DM	83	25,000
Thailand - Lignite Production (2) DMs	83	70,000
Thailand - EGAT Computer Requirements DM	83	34,173
Thailand - EGAT Computer Requirements FS	84	200,000
Thailand - S. Lignite Amend	84	2,144
Thailand - EGAT Fluidized Bed FS	84	350,000
Thailand - EGAT Visitation OV	84	35,308
Thailand - Wiang Haeng Lignite PFS	84	200,000
Thailand - EGAT Loei-Upper Pasak FS	84	500,000

Latin America

Belize - Electricity FS	82	172,000
Belize - Electricity Amend.	83	95,000
Brazil - Coal Workshop	80	37,563
Brazil - Solar Energy DM	80	190,675
Brazil - Coal DM + FS	80	409,998
Brazil - Natural Gas Pipeline DM	80	9,950
Brazil - Energy (Southern Cone) FS	81	494,000
Brazil - Fluidized Bed Combustion Pre FS	81	60,000
Brazil - Fluidized Bed Pre FS	82	87,157
Brazil - Energy (Southern Cone) Amend.	83	8,900
Brazil - Coal Gasification Amend.	84	12,029
Colombia - Refinery Modernization FS	83	250,000
Colombia - Refinery Upgrad. (add-on)	84	175,000
Colombia - Enhanced Oil Recovery FS	84	600,000
Costa Rica - Fuel and Feed RGA FS	83	69,124
Costa Rica - Fuel and Feed RGA (add-on)	84	18,352
Guatemala - Elec. Load Center FS	83	225,000
Jamaica - Renewable Energy WS	81	20,000
Jamaica - Coal Conversion FS I	81	109,950
Jamaica - Coal Conversion FS II	82	355,600
Panama - Coal/Methanol RGA FS & Review	82	507,163
St. Lucia - Geothermal FS	83	350,000
Uruguay - Ethanol from Biomass RGA FS	80	225,705

Near East

Cyprus - Coal Conversion FS I & II	82	550,000
Greece - Coal Conversion DM	81	15,000
Lebanon - Oil Refinery Survey	81	28,975
Lebanon - Oil Refinery Amend	82	15,931
Morocco - Oil Shale Workshop	80	65,900
Morocco - Oil Shale Tech Tour	81	8,325
Portugal - Algueva Dam OV	81	4,678
Qatar - Energy Workshop	81	80,597

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

ENERGY (continued)

Near East

Turkey - Energy DM	84	35,166
Turkey - Beysehir Lignite/Power FS	84	500,000
Yugoslavia - Nuclear Energy Visit	82	20,506

<u>Worldwide</u> - RETSIE Energy Symposium WS	84	6,000
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HUMAN RESOURCES DEVELOPMENT

Africa

Nigeria - Immigration Training WS	80	2,500
Nigeria - Co-op Health DM	81	3,000
Sudan - Airways Management DM	81	10,055

Asia

ASEAN - Science and Technology OV	80	5,000
China, P.R. - Metallurgy Tech Exchange DM	82	20,000
Indonesia - Bank Officer Training RGA FS	82	36,306
Malaysia - Youth Training RGA FS	83	115,740
New Caledonia - Computer Needs DM	81	700
Philippines - Electronics Workers Trng DM	83	40,410
Philippines - Youth Trng (NMYC) OV	83	45,102
Singapore - Education Technology DM	80	3,665
Singapore - Electronics Training OV & WS	81	101,403
Singapore - Skilled Workers Training DM	83	15,000
Singapore - CAD/CAM Computers DM	83	50,000

Latin America

Antilles - Manpower Training DM/OV	81	2,000
Argentina - Vocational/Prof. Training OV	83	20,000
Bahrain - Education Technol. Devel DM & WS	79	88,293
Bahrain - Education Technol. Devel WS & DM	80	22,078
Brazil - Immigration Training DM	80	7,000
Brazil - Tax System Modernization DM	80	1,607
Equador - Customs Modernization DM	81	2,200
Equador - Tax Administration DM	81	4,527
Mexico - Tourism Development DM	80	49,940
Trinidad & Togago - Computer/Tax System WS	80	2,707
Venezuela - Health Planning DM	80	5,500
Venezuela - Science & Technology DM	80	3,200
Venezuela - Waste Management DM	80	33,036

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

HUMAN RESOURCES DEVELOPMENT (continued)

Near East

Bahrain - Education Technology WS	80	22,078
Cyprus - Computerized Immigration DM	84	20,129
Kuwait - Vocational Training DM	81	14,260
Morocco - Medical Equipment OV	83	1,800
Oman - Education Technology OV	80	2,000
Oman - Education Technology OV	81	9,990
Qatar - Statistical Systems DM	80	7,200
Qatar - Education Development WS	81	7,678
Turkey - Vocational Education OV	84	53,660
United Arab Emirates - Education OV	81	9,000

INDUSTRY

Africa

Cameroon - Bottled Water RGA FS	83	23,030
ECOWAS - Industrial Development DM	80	9,500
Nigeria - Polypropylene RGA FS	83	102,000
Sudan - Veg. Oil Refin. Construct RGA DM	82	58,000
Sudan - Veg. Seed Plant RGA Add on	84	35,046
Swaziland - Brick and Tile RGA FS	83	100,000
Zambia - Cannery (UNIDO) FS	83	72,885

Asia

ASEAN - Pesticide Plant DM	81	14,890
Burma - Food Processing DM	81	19,157
Burma - Food Processing Plant FS	82	152,765
China, P.R. - Industrial OV (Cao/Aurora)	84	31,318
China, P.R. - 1984/85 DMs	84	200,000
China, P.R. - Silicon Materials Plant FS	84	100,000
China, P.R.-Maanshan Wheel & Tire Plant FS	84	210,000
China, P.R. - DuPont Titanium Pigment OV	84	60,000
China, P.R. - Nine Proj. Contract Assist.	84	9,986
China, P.R. - Everbright Investor FS	84	161,776
Indonesia - Gombong Cement Plant RGA FS	81	225,000
Indonesia - Auto Parts Industry PFS	82	22,427
Indonesia - Electronics Industry DM	82	40,000
Indonesia - Steel Mill (Krakatau) FS	83	500,000
Indonesia - Investment Wrkshop (OPIC) WS	83	15,000
Indonesia - Padang Cement FS	84	250,000
Malaysia - Electronics DM	84	15,200

TABLE B (continued)

SECTION 661 ACTIVITIES

INDUSTRY (continued)

Asia (continued)

Philippines - Steel Mill FS	81	300,000
Philippines - Petrochemical Plant RGA FS	81	250,000
Thailand - Steel Mill FS	80	150,000
Thailand - Steel Industry Survey FS	82	250,000
Thailand - BOI Electronic Compon. DM	84	47,502

Latin America

Brazil - Industrial Cooperation WS	83	30,000
Caribbean Basin - UNIDO Projects (FSs)	83	100,000
Panama - Coal Transshipment FS	81	100,000
Peru - Steel Modernization DM	81	9,415

Near East

Malta/Morocco Electronics DM	84	95,232
Morocco - Industrial Development DM	80	51,909
Morocco Electronics Conference WS	84	80,000
Tunisia - Entrepot Assessment DM	80	15,640
Tunisia - Entrepot Assessment FS	84	338,629
Turkey - Pulp and Paper Mill FS	80	400,000
Yugoslavia - Steel Mill (Skopje) FS	82	500,000
Yugoslavia - RMK Steel Environment FS	84	440,000

<u>Worldwide</u> - Export Trade Co. Analysis (report)	84	18,096
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INFRASTRUCTURE

Africa

Botswana - Gas/Coal Assess.(Plant) DM	81	60,000
Botswana - Procurement (Soda/Coal)FS	83	200,000
Gabon - Ports/Roads/Forestry DM	80	11,000
Gabon - Road Maintenance FS	81	75,000
Gabon - Minerals Port(Owendo) FS	83	300,000
Kenya - Port (Mombasa) DM	81	34,868
Kenya - Port (Mombasa) FS	82	306,751
Sudan - Nile River Transport DM	80	35,000

Asia

Brunei - Master Plan FS	83	350,000
China, P.R.- River Diversion OV	80	15,143
China, P.R. - Housing Seminar WS	84	8,484
Indonesia - Airport Study (Trans Asia) FS	84	500,000

TABLE B (continued)

SECTION 661 ACTIVITIES

INFRASTRUCTURE (continued)

Asia (continued)

Korea - Solid Waste FS	84	490,000
Korea - Nakdong River Devel-Engin. Prep DM	84	9,800
Korea - Nakdong River Devel - Master Plan	84	475,000
Malaysia - Railway Communications DM	80	17,270
Malaysia - Railway Communications FS	82	219,115
New Caledonia - Census Computer Needs DM	81	700
Pakistan - Airport FS	84	450,000
Papua N. Guinea-Fisheries Surveillance PFS	79	65,000
Papua N. Guinea-Fisheries Surveill. Amend	80	5,975
Philippines - Airports Priority DM	80	3,500
Philippines- Airport (Mactan) PFS	80	200,000
Philippines - Airports Priority FS	81	260,000
Philippines - Airports Priority Amend	82	23,000
Thailand - Multi-purpose Hydro (Loei) DM	83	40,000
Thailand - EGAT Flood Control FS	84	450,000
Thailand - Don Muang Airport FS	84	500,000

Latin America

Brazil - River Development DM	82	2,500
COCESNA - Regional Air Navig. DM	84	62,200
Dominica - Water Loading Facil. RGA FS	84	164,021
Panama - Airport DM	84	6,000
Peru - Port Renovation FS	80	137,590
Peru - Port Renovation FS II	81	183,782
Peru - Airport (Cusco) FS	82	340,000
Peru - Minerals Transport Amend	83	24,500
Suriname - Potable Water DM	80	6,000
Suriname - River Navig/Channel Improv. PFS	82	40,000

Near East

Algeria - Earthquake Reconstruction DM	81	12,500
Egypt - Nile Delta Protection Master Plan	84	130,000
Greece - Airports DM	79	10,000
Lebanon - Hospital Development DM	81	25,504
Morocco - Industrial Development DM	80	51,909
Morocco - Civil Aviation Modernization DM	81	28,738
Morocco - Civil Aviation Amend	82	1,100
Morocco - Civil Aviation Modernization DM	83	70,000
Morocco - Container Port (SOROS) RGA FS	84	60,000
Portugal - Civil Aviation OV	81	5,498
Qatar - Statistics Workshop WS	80	7,200
Tunisia - Ports-(Multi-Feasibility Studies)	79	500,000

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

INFRASTRUCTURE (continued)

Near East (continued)

Tunisia - Phosphate Transport FS	84	400,000
Turkey - Bosphorous Tunnel PFS	79	250,000
Turkey - Bosphorous Tunnel OV	80	2,273
Turkey - Engineering Visit DM	80	2,900
Turkey - Highway Maintenance DM	81	18,000
Turkey - Rail and Transport DM	84	17,865
Turkey - Tube Tunnel (terms of ref.)	84	38,695
Turkey - Tube Tunnel/METRO FS	84	400,000
Turkey - MPW Officials Visit OV	84	17,559

MINERALS/MINING

Africa

Botswana - Mineral Deposits FS	80	44,491
Congo - Phosphates (UNDP) FS	83	150,000

Asia

Bangladesh - Minerals Assessment DM	80	18,000
China, P.R. - Geo Exposition	84	10,000
Philippines - Chromite DM	83	19,608
Thailand - Potash Reserves DM	80	18,000

Latin America

Brazil - Manganese DM	84	38,506
Mexico - Manganese DM	83	26,525
Mexico - Manganese Add on	84	513
Peru - Cobalt FS	83	400,000
Venezuela - Bauxite Mining OV	80	2,525

Near East

Morocco - Non-Ferrous Metals WS	81	73,240
Morocco - Strategic Minerals Survey	82	28,295
Tunisia - Phosphates Sra Ouertane FS	80	300,000
Tunisia - Phosphates Sra Ouertane FS	83	300,000
Tunisia - Phosphates (Djellabia) FS	83	200,000
Turkey - Bosphorus Tunnel OV	80	2,273
Turkey - Copper Mining DM	80	21,209
Turkey - Bosphorus Tunnel PRS	81	18,000
Turkey - Chromite DM	84	33,545
Turkey - Chromite Symposium	84	12,215

TABLE B (continued)

TDP SECTION 661 ACTIVITIES

TELECOMMUNICATIONS:

Asia

China, P.R. - Multi-Channel Telephone FS	84	410,000
China, P.R. - Optical Fibers Plant FS	84	290,000
China, P.R. - Electronics Conf. WS	84	8,330
Korea - Domestic Satellite RGA FS	83	100,000
Philippines - Telecommunications I - FS	83	550,000
Philippines - Telecommunications II - FS	84	153,000

Latin America

Argentina - Satellite (NASA) DM	84	9,328
Brazil - Telecommunications Training OV	83	5,588
Chile - Telecommunications - 3 FSs	84	350,000
Colombia - Radar System FS	84	59,000
Colombia - Telecommunications FS	84	500,000
Costa Rica - Cellular Telephones FS	83	75,000
Peru - Cellular Telephones FS	84	185,000
LA REGION (Colom.Argent.Chile)3 country DM	84	31,903

<u>Worldwide</u> - Telecommunications DM	84	82,044
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TABLE C

TRADE AND DEVELOPMENT PROGRAM
(TDP) SECTION 607(a) ACTIVITIES
BY SECTOR, COUNTRY, AGENCY

<u>Sector/ Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>AGRICULTURE</u>			
<u>Africa</u>			
Nigeria	Soil Conservation	80	U.S.D.A.
<u>Asia</u>			
India	Irrig. Technical Assistance	80/81	BuRec
Korea	Water Resource Development	80	BuRec
Pakistan	Soil Conservation	80	BuRec
Thailand	Agricultural Training	84	U.S.D.A.
<u>Latin America</u>			
Argentina	Agricultural Assistance	82	U.S.D.A.
Brazil	Technical Assist Irrigation	84	BuRec
COCESNA	Aviation Parts	83	FAA
Guatemala	Technical General Assistance	84	U.S.D.A.
Mexico	Agri/Livestock Products	83	USDA
<u>Near East</u>			
Algeria	Agricultural Management	84	U.S.D.A.
Bangladesh	Agricultural Assistance	82	U.S.A.A.
Egypt	Aqua Culture	83	Fish/Wldlfe
Kuwait	Agricultural Assistance	83	USDA
Morocco	Soil Conservation	82	U.S.D.A.
<u>Worldwide</u>			
Canada	Technical Asst. Hydrology	84	U.S.G.S.
U.N.	Nile River Irrigation Systems	80	BuRec
Worldwide	Plant/Crop Inspection	83	U.S.D.A.
<u>ENERGY</u>			
<u>Africa</u>			
Kenya	Hydropower Study	81	C.O.E.
<u>Worldwide</u>			
Germany	Energy Resources Identif.	82	U.S.G.S.
Sweden	Radioactive Waste Disposal	82	U.S.G.S.

TABLE C (continued)

SECTION 607(a) ACTIVITIES			
<u>Sector/ Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>INDUSTRY</u>			
<u>Africa</u>			
Algeria	Earthquake Reconstruction	81	Defense
Sudan	Blue/White Nile Development	83	BuRec
<u>Asia</u>			
<u>Near East</u>			
Kuwait	Oil Spill Tracking	83	N.O.A.A.
Oman	Training Course	84	D.O.A.F.
Saudi Arabia	Public TV/Radio Network	84	TREAS/DOT
U.A.E.	Oil Spill Cleanup	83	USGS/EPA
<u>INFRASTRUCTURE</u>			
<u>Africa</u>			
Gabon	Port Dredging Assistance	80/81	C.O.E.
Gambia	Boat Moving Equipment	81	U.S.G.S.
Liberia	Spare Parts VOR/DME	84	F.A.A.
Nigeria	Lagos Lagoon Study	81	E.P.A.
Nigeria	Comprehensive Soil Survey	80	U.S.D.A.
Sudan	Irrigation & Hydropower Study	83	BuRec
Sudan	Modernized Hydropower Fac.	84	BuRec
Swaziland	Aviation Spare Parts	81	F.A.A.
<u>Asia</u>			
Bangladesh	Irrigation Assistance	82	Burec
P.R.C.	Seismology Equipment	83	U.S.G.S.
P.R.C.	Advisory Assistance	84	BuRec
P.R.C.	Tech. Asst. for 3 Gorges	84	BuRec
India/UNDP	Hydrologic Modeling	84	C.O.E.
Indonesia	Dam Site Assessment	82	BuRec
Japan	Expressway Extension	81	C.O.E.
Korea	Mis. Equipment	84	U.S.G.S.
Malaysia	Aviation Spare Parts	82	F.A.A.
Pakistan	Dev. Flight Safety Program	84	F.A.A.
Pakistan	Tech. Asst. for Mis. Parts	84	BuRec

TABLE C (continued)

SECTION 607(a) ACTIVITIES

<u>Sector/ Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>INFRASTRUCTURE (continued)</u>			
<u>Latin America</u>			
Bahamas	Aviation Spare Parts	82	F.A.A.
Brazil	Aviation Spare Parts	81	F.A.A.
Brazil	Aviation Spare Parts	80	F.A.A.
Cayman Isl.	Aviation Spare Parts	82	F.A.A.
Chile	Navigation Parts Supply	81	F.A.A.
Chile	Spare Parts	84	F.A.A.
Costa Rica	Aviation Parts Supply	83	F.A.A.
Haiti	Support for Spare Parts	84	F.A.A.
Mexico	Aviation Parts Supply	82	U.S.G.S.
Mexico	Flood Control Project	83	C.O.E.
Uruguay	Aviation Spare Parts	82	F.A.A.
Venezuela	Aviation Spare Parts	81/82	F.A.A.
Venezuela	Navigational Studies	80	C.O.E.
Venezuela	Boat Equipment	79/80	Interior
Venezuela	Field Reconnaissance	82	U.S.G.S.
Venezuela	Field Reconnaissance	82	U.S.G.S.
<u>Near East</u>			
Egypt	Constr.(Sinai Peace Keeping)	81	Defense
Egypt	Dam Construction	82	BuRec
Oman	Aviation Spare Parts	81	F.A.A.
Israel	Water Resources Development	83	BuRec
Israel	Aviation Parts Supply	83	F.A.A.
Israel	Canal Maintenance	84	BuRec
Israel	Air Control System	84	F.A.A.
Jordan	Seismic Surveillance	83	U.S.G.S.
Kuwait	Oil Spill Trajectory Model.	84	NOAA
Portugal	Seismology studies	83	U.S.G.S.
Saudi Arabia	Meteorological Development	82/83	N.O.A.A.
Saudi Arabia	Municipal Planning	82	Treasury
Saudi Arabia	Space Science	83	N.O.A.A.
Saudi Arabia	Extension of Highways Proj.	84	TREAS/DOT
Saudi Arabia	National Planning	84	Treasury
Saudi Arabia	LANDSAT System	84	TREAS/DOT
Saudi Arabia	Geophysical Observatory	84	TREAS/DOT
Spain	Purchase of Rescue Boats	80	U.S.C.G.
Spain	Spare Parts Supply & Training	83	F.S.S.
Tunisia	Aquifer Testing	81	BuRec

TABLE C (continued)

SECTION 607(a) ACTIVITIES			
<u>Sector/ Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>INFRASTRUCTURE</u> (continued)			
<u>Worldwide</u>			
Canada	Dam Repair	83	F.A.A.
Canada	Spare Parts Supply	83	F.A.A.
Germany	Spare Parts Supply	83	F.A.A.
InterAmerica	Geodetic Mapping Assistance	83	D.O.D.
Ireland	Aviation Spare Parts	81	F.A.A.
Netherlands/ Antilles	Spare Parts	84	F.A.A.
New Zealand	Equipment	84	U.S.G.S.
U.K.	Road Resurfacing	81	F.A.A.
U.K.	Aviation Spare Parts	80	F.A.A.
U.K.	Aviation Spare Parts	81/82	F.A.A.
U.K.	Aviation Aids	81	F.A.A.
U.N.	Aviation Spare Parts	81	F.A.A.
U.N.	Aviation Spare Parts	81	F.A.A.
<u>MINING</u>			
<u>Latin America</u>			
Dominican Republic	Mineral Survey	84	U.S.G.S.
Venezuela	Earth Scientist Assistance	82	U.S.G.S.
<u>Near East</u>			
Kuwait	Mineral Resources Development	82	U.S.G.S.
<u>Worldwide</u>			
Australia	Mineral Resources Study	83	U.S.G.S.

TABLE C (continued)

SECTION 607(a) ACTIVITIES

<u>Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>HUMAN RESOURCES DEVELOPMENT</u>			
<u>Africa</u>			
Botswana	Trust Fund Account	80	U.S.A.I.D.
Kenya	Geological Field Training	81	U.S.G.S.
Kenya	Information Systems	84	DOC/BuRec
Nigeria	Statistical Advisory Services	81	Commerce
Nigeria	Health Services	81	H.H.S.
Nigeria	Nigerian Fed.Off.of Statis.	77	BuCensus
Nigeria	Immigration Training	80	I.N.S.
<u>Asia</u>			
Bahrain	Manpower Technical Assistance	81	Labor
Bangladesh	Minerals Exploration/Training	81	U.S.G.S.
India	River run-off Forecasting	81	BuRec
India (WMO)	Hydrologics Models	83	C.O.E.
Indonesia	Customs Procedures Devel.	82	Customs
Indonesia	Computer Programming Assist.	81	Commerce
Indonesia	Training Statistics	83	TDP/TO
Japan	Language Training	82	D.O.D.
Japan	Language Training	82	D.O.D.
Korea	Contract Admin. Assist.	81	C.O.E.
Korea	Management Training	80	D.O.E.
Korea	Construction Engineer. Trng.	82	C.O.E.
Malaysia	Data Storage and Retrieval	80	Interior
P.R.C.	Technical Training	82	U.S.G.S.
<u>Latin America</u>			
LA Region	FTS Network	84	D.O.S.
Bahamas	Vocational/Technical	83	D.O.L.
Barbados	Beach Erosion Study	84	USACE
Brazil	Safety/Health Equipment	80	Labor
Brazil	River Diversion Irrigation	83	BuRec
Canada	Value Management Workshop	81	C.O.E.
Ecuador	Coast Guard Training	80	U.S.C.G.
Ecuador	Census Training	81	Commerce
Mexico	Irrigation Services	80	BuRec
Mexico	Labor Market Analysis	84	D.O.L.
Paraguay	Consumer Price Indexing	80	Labor
Trinidad/Tobago	Computer Management Assist.	81	I.R.S.
Uruguay	Census Training	82	BuRec
Venezuela	Statist. Packaging & Anal.	81	BuRec

TABLE C (continued)

SECTION 607 ACTIVITIES

<u>Country</u>	<u>Project Description</u>	<u>Year</u>	<u>Agency</u>
<u>HUMAN RESOURCES DEVELOPMENT (continued)</u>			
<u>Near East</u>			
Arab Bureau of Ed	Faculty Training	84	AID/IT
Israel	Medical Services	81	V.A.
Jordan	Flight Safety Program	82	F.A.A.
Kuwait	Manpower Development	81	H.H.S.
Oman	Technical Assistance/Training	81	Interior
Portugal	Census Tabulation	80	Commerce
Saudi Arabia	Traffic Admin. Assist.	80/81	Treasury
Saudi Arabia	Coast Guard Training	82	DOD/USCG
Saudi Arabia	Sinai Trng.(Peace-Kpng Force)	82	D.O.D.
U.A.E.	Customs Admin. Training	82	Customs
<u>Worldwide</u>			
Australia	Coast Guard Training	80	U.S.C.G.
Australia	Coast Guard Training	84	D.O.D.
Norway	Search and Rescue Training	80/81	U.S.C.G.
Norway	Seismological Equipment/Trng.	80/81	U.S.G.S.
Sweden	Search and Rescue Training	81	U.S.C.G.
U.N.	Water Res./Computer Trng.	82	C.O.E.
Worldwide	Fisheries Training	84	Fish&Wildlf