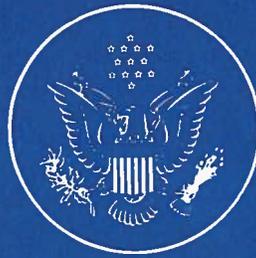


United States
Trade and Development
Program



Congressional Presentation
Fiscal Year 1990

United States International Development Cooperation Agency

January 10, 1989

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 1990.

This program is administered under the authorities of Sections 607(a) and 661 of the Foreign Assistance Act of 1961 as amended, and the Omnibus Trade and Competitiveness Act of 1988.

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

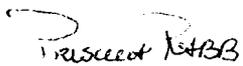

Priscilla Rabb
Director
U.S. Trade and Development Program

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I. EXECUTIVE SUMMARY

The U.S. Trade and Development Program (TDP) was established on July 1, 1980 as a component organization of the International Development Cooperation Agency (IDCA). The Omnibus Trade and Competitiveness Act of 1988 (the Trade Act), enacted in August 1988, made TDP an independent agency within IDCA.

TDP has two objectives: (1) to assist in the economic development of friendly developing and middle-income countries; and, (2) to promote the export of U.S. goods and services to these countries. This dual mandate to meet development and U.S. trade objectives makes TDP a unique foreign assistance program. Operating in partnership with the U.S. private sector and other U.S. government agencies, TDP has traditionally accomplished these objectives by financing the planning services of the U.S. private sector for projects that are important to the development of the recipient countries and also represent significant export opportunities.

The Trade Act established several new mandates for TDP. The authority to participate in mixed credit activities, as provided in the Trade Development and Enhancement Act of 1983, was transferred from the Agency for International Development (A.I.D.) to TDP. Further, the Trade Act places primary responsibility on TDP for information dissemination related to trade development and export promotion; requires that TDP establish an advisory board; and authorizes education and training programs in connection with TDP's basic program.

As authorized in the FY 1988 Continuing Resolution and the FY 1989 Foreign Assistance Appropriations Act, TDP has undertaken a program to cooperate with the states in promoting exports. TDP's state program concentrates primarily on activities which will provide information to and among the states about export opportunities in developing and middle-income countries.

Feasibility studies funded by TDP increase the likelihood that U.S. goods and services will be procured for the implementation of the projects. Other activities, such as sponsorship of technology symposia and funding of reverse trade missions, complement our feasibility study support. Essentially, TDP serves as a catalyst to open markets to U.S. firms and to encourage U.S. private sector involvement in LDC infrastructure development.

Since its inception in 1980, TDP has financed the planning of some 520 projects in 91 countries. TDP grants are untied to follow-on procurement, yet TDP-financed feasibility studies and other project planning services have led to over one billion dollars in direct exports from the United States. The full measure of exports generated is not yet clear because typically there is an extensive lapse in time between the completion of a feasibility study and the implementation of the project. It is estimated that over the next decade, TDP activities financed to date are likely to generate an additional \$7 billion in exports.

Significant indirect benefits result from TDP's program. United States companies that participate in TDP-funded feasibility studies are in a good position to win additional business because of their presence in-country, official contacts made, and confidence engendered with local authorities. The business community has supplied TDP with numerous letters documenting such spin-off benefits. TDP is a successful program, and is well-regarded by both the public and private sectors. The primary reasons for the success of the program are as follows:

- TDP encourages the active involvement of the U.S. private sector in markets that are new to them or otherwise difficult to penetrate without U.S. government support;
- TDP focuses heavily on planning services for projects that are initiated or approved by the recipient country and that are likely to be financed by a multilateral development bank, the U.S. Export-Import Bank, and/or to receive commercial financing. This helps to assure that the project will be implemented;
- TDP seeks to strengthen bilateral relationships between the U.S. and developing countries by establishing U.S. interest in a project and by providing needed technical, financial and managerial expertise;

- TDP demonstrates the value placed by the U.S. Government on free market, private sector involvement in the implementation of developmental projects;
- TDP involvement enables U.S. firms to gain an early foothold in major projects that promise substantial short- and long-term markets for U.S. goods and services;
- TDP enables host governments to benefit from U.S. feasibility studies, which are highly prized for their objectivity, technological expertise and responsiveness; and
- TDP assists U.S. firms in building business and government relationships in developing countries that directly and indirectly lead to additional export opportunities.

For FY 1990, the Administration is requesting an appropriation of \$25 million for TDP, the same level as in FY 1988 and FY 1989. This funding will allow TDP to continue with its basic program and to implement its new mandates.

II. FY 1990 BUDGET REQUEST

This section reflects the Administration's budget request for FY 1990 and TDP's plans to implement its statutory objectives. For FY 1990 the Administration requests \$25 million for TDP.

TDP is a young program and has experienced rapid growth since its establishment on July 1, 1980, as a component of the International Development Cooperation Agency (IDCA). Since FY 1982, TDP has received a separate line item authorization and appropriation pursuant to Section 661 of the Foreign Assistance Act of 1961, as amended. Table I tracks TDP's growth:

TABLE I

TDP BUDGET APPROPRIATION
FY 1982-1990
(millions of dollars)

<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1990*</u>
6.9	10.5	16.3	21.0	18.1	20.0	25.0	25.0	25.0

*request

Historically, operating expenses have represented approximately 10% of our appropriated funds. We expect this proportion to remain constant. Table II is a breakdown of TDP's appropriation for FY 1988, FY 1989, and proposed FY 1990.

TABLE II			
TRADE AND DEVELOPMENT PROGRAM			
FY 1990 BUDGET REQUEST (in thousands of dollars)			
	FY 1988 Actual	FY 1989 Estimated	FY 1990 Request
TOTAL TDP (Budget Auth.)	25,000	25,000	25,000
TOTAL TDP (Obligations)	25,809	25,765	25,250
PROGRAM FUNDS	23,196	22,915	22,450
OPERATING EXPENSES	2,613	2,850	2,800
Personnel Services	1,209	1,356	1,395
Travel	163	195	200
Transportation of Things	9	9	--
Rent, Commun., Utilities	158	234	252
Printing & Reprod.	2	8	6
Other Services*	819	1,014	928
Supplies & Materials	7	8	9
Equipment	246	26	10
<i>*reimbursable support to A.I.D. and State included</i>			

In FY 1990, TDP plans to continue to conduct the following activities authorized by Congress:

- Pursue its Congressional mandate to operate in middle-income and developing countries, including countries where the United States does not have a bilateral development assistance program such as China, Taiwan, Colombia, and Turkey;
- Continue the cooperative export promotion initiative with the states;

- Pursue projects related to natural resources of strategic interest to the United States; and
- Serve 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. This Section provides for U.S. Government agencies to be reimbursed by foreign countries for their services.

Pursuant to the new mandates authorized by the Omnibus Trade and Competitiveness Act of 1988, TDP is authorized to:

- Carry out a program of tied aid credits for U.S. exports. In addition, the U.S. Export-Import Bank program of tied aid credits is to be carried out in cooperation with TDP. In FY 1990, TDP will participate in the OECD Export Credits Group, the OECD Development Assistance Committee, and U.S. Government interagency groups on mixed credit policy and activity, as appropriate;
- Serve as the primary federal agency to provide information to the private sector concerning trade development and export promotion related to bilateral development projects. TDP shall cooperate with the Department of Commerce in providing information to persons in the private sector concerning trade development and export promotion related to multilateral development projects. TDP will also take measures to secure information on TDP-related major projects and will disseminate that information to the private sector on a timely basis;
- Establish an advisory committee to make program recommendations to the TDP Director; and
- Fund education and training programs in connection with TDP's basic program.

TDP will consider funding studies in all industry sectors where U.S. companies can be competitive in world markets. There are, however, certain industry sectors where the U.S. has a particular strategic and/or technological competitive edge. TDP will focus particular attention on these sectors:

- Infrastructure (Waste Treatment)
- Telecommunications
- Industry (Biotechnology, Aviation)
- Training

III. ADMINISTRATION AND PROGRAM

TDP carries out its program activities with a Washington-based staff of regional officers. The regional officers are responsible for project identification, appraisal, execution, oversight and follow-up. A technical staff handles financial, data management and contracting matters and monitors the evaluations and analysis of the program operations.

TDP activities are conducted in close coordination with the Department of Commerce, Agency for International Development, Department of State, Federal Aviation Administration, Export-Import Bank, Overseas Private Investment Corporation, the Departments of Treasury, Energy, and other specialized agencies of the U.S. Government. The Department of Commerce's Foreign Commercial Service and the State Department's Economic Officers at U.S. embassies provide critical local support for the TDP program. TDP also maintains close contact with multilateral and regional development lending institutions, such as The World Bank, Inter-American Development Bank, and Asian and African Development Banks.

TDP's involvement at the planning stage of a project is intended to: (a) underscore the responsiveness of the United States to the host country's development needs; (b) enhance the position of U.S. suppliers in international competition for follow-on procurement; (c) encourage untied procurement policies in developing countries; and (d) demonstrate U.S. government support for private sector involvement in development projects.

Specific criteria used to determine TDP-financed activities include:

- **Developmental Priority** - TDP projects must rank high on the list of development priorities of the host country and be of special importance in the country's development plan. Such projects are the most likely to be implemented. Planning services must be requested and formally endorsed by the host government as facilitating a priority development project, and the U.S. embassy must endorse TDP's involvement in the proposed project.
- **U.S. Export Potential** - projects must involve (a) opportunity for substantial sales of U.S. goods or services in an industry where the U.S. is competitive, and/or (b) the provision of technical services by U.S. Government agencies on a full payment basis by the host country, and/or (c) generation of open and fair access to natural resources of strategic interest to the United States.
- **Funding Availability** - prior to sponsorship of a project, there must be assurance that untied funding for project implementation will be available. Additionally, follow-on procurement must be open to U.S. firms or agencies.
- **Additionality** - TDP will not provide assistance where procurement of U.S. technology is likely to occur without TDP support.
- **Country Eligibility** - Countries eligible for TDP planning services must be (a) "friendly countries" as determined by the Department of State and (b) developing and middle-income countries which have allocated substantial resources for procurement of foreign goods and services for major development projects. Countries most suitable for utilization of TDP funds typically include A.I.D. "graduates", i.e. developing countries no longer eligible for human needs assistance provided by A.I.D. However, TDP activities are also conducted in countries currently receiving U.S. bilateral assistance.

TDP operates in both the public and private sectors and employs a variety of tools. Among those tools are:

The Definitional Mission: When a potential project is identified, TDP may send a definitional mission (DM) composed of U.S. experts to the host government to determine: (1) the nature of the project; (2) the

priority of the project to the host government; (3) the likely cost of the total project; (4) the nature of the likely financing of the project; (5) the need for a full-scale feasibility study and the requirements for such a study; and (6) the U.S. export potential and identification of U.S. sectors and companies which could compete for goods and services on the project. Based on the recommendation of the definitional mission team, the advice of the U.S. Embassy in the country and the interest of the host government, TDP determines whether or not to extend an offer to fund the feasibility study. Almost all DM studies are performed by small or 8(a) businesses.

The Feasibility Study: This study is a standard engineering and economic tool which enables the foreign government to determine whether or not a project is technically and economically feasible. The feasibility study is a detailed document which also identifies products and services which are likely to be procured for the project. In this regard it is an invaluable tool for U.S. firms.

Technical Symposia: TDP has sponsored a variety of planned technical symposia geared to the needs of specific export industries of the U.S. Symposia are generally conducted in cooperation with, and co-funded by, industry or other U.S. Government agencies. These symposia are intended to familiarize foreign governments with U.S. goods and services as well as to encourage U.S. companies to export.

Orientation Visits by High-Level Foreign Officials: ("Reverse Trade Missions"). Although TDP does not fund traditional trade missions to other nations, it may fund visits to the U.S. by high level foreign officials. These officials are carefully selected because they represent procurement authorities interested in purchasing equipment and services in a specific industry where the U.S. is highly competitive or needs an entree to become so. These activities are usually co-funded by U.S. industry.

Training: We are exploring several initiatives in this area that will carry out the intent of the Trade Act. The Act states that "...assistance may be provided for education and training [...] only if there is a reasonable expectation that such education and training will result in increased exports from the United States and will not have a negative impact on employment in the United States." If targeted properly, U.S. training has the potential to influence the attitudes of foreign buyers towards U.S. goods and services in a significant and positive way.

SPECIAL GRANT AND LOAN PROGRAMS

Investor Assistance Program (IAP): This program is designed to encourage U.S. private sector investment in overseas projects which involve U.S. equity and exports. IAP offers cost-sharing of feasibility studies with U.S. investors on a reimbursable basis. The private sector program has recently been restructured to provide assistance at a more advanced stage of project preparation than had been the case previously. TDP now requires that financing for the project be lined up prior to TDP's commitment to provide assistance. The U.S. investor must plan to maintain a significant equity position in the project, and the project must have a substantial U.S. export potential. At the outset, the investor must finance the entire study. Once the study is complete, TDP will reimburse the investor for up to 50% of the cost of the study. This financing is provided on the basis of a four-year, no-interest loan, which the investor repays to the U.S. Government. IAP has been available to U.S. businesses since July 1, 1988. TDP works closely with its sister agency, OPIC, in the administration of this program.

State Initiative Program: In the FY 1988 Continuing Resolution, Congress authorized TDP to undertake a program of up to \$5 million of cooperative activities with the states to promote exports. In the FY 1989 Foreign Assistance Appropriations Act, Congress re-authorized the program.

During the first year of the program, TDP directed its efforts to learning the export activities and needs of the states, determining how those needs could be met within the context of the the TDP mandate, and finding ways in which TDP, industry, and the states could work together to promote exports.

In response to the need expressed by many states for better information about export opportunities, TDP is focusing on activities which enhance the ability of states to gather and distribute information important to their local export communities.

In addition, priority will be given to projects which focus on major project exports, assist small and medium sized businesses, demonstrate cooperation among states, and encourage the states to participate in export promotion to developing and middle income

countries. Appendix A is a list of the activities conducted under the State Initiative Program as of November 1988.

IV. REGIONAL CONCENTRATION

TDP operates in most areas of the developing world. The four basic regions are:

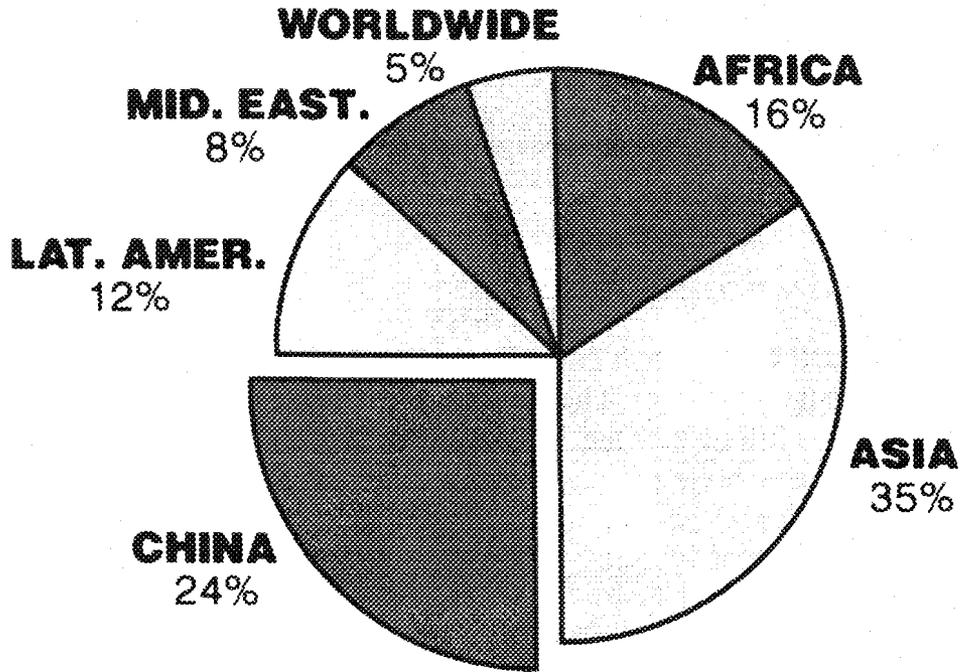
- Asia and the Pacific Islands
- Africa
- Latin America and the Caribbean
- Middle East and Europe

The regions are further divided into 7 areas of responsibility, each covered by a regional officer. The regional officers travel to the countries assigned to them on the average of two to three times a year, depending on the level of activity in that country. The Department of Commerce's Foreign Commercial Service and other U.S. embassy personnel play a critical role in providing support for the TDP program year around.

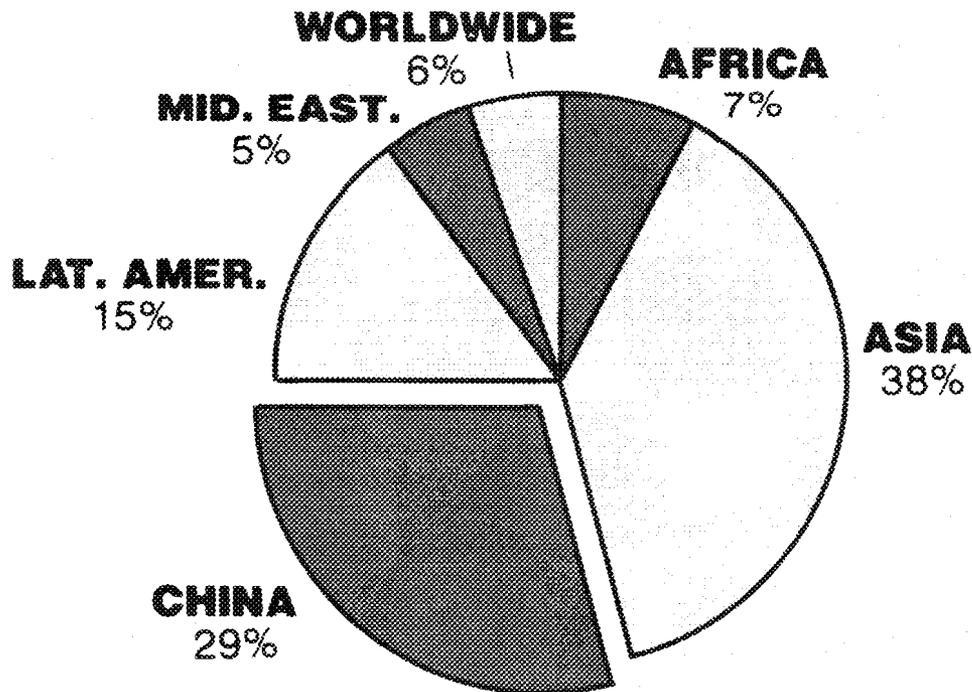
TDP considers each project proposal on its individual merits and does not pre-allocate resources by region. The actual funds obligated to projects in any region tend to reflect the demand generated from that region, thus regional concentration can be expected to shift from year to year.

Chart I illustrates the percent of regional concentration for TDP funding for FY 1987 and FY 1988. A listing of projects obligated for FY 1988 is presented in Appendix B.

TDP Regional Concentration by Obligated Dollars FY 1987 & 1988



FY 1987



FY 1988

Table III sets forth the ten countries that have received the largest amount of TDP funds from FY 1981-1988, and the related number of projects.

Table III

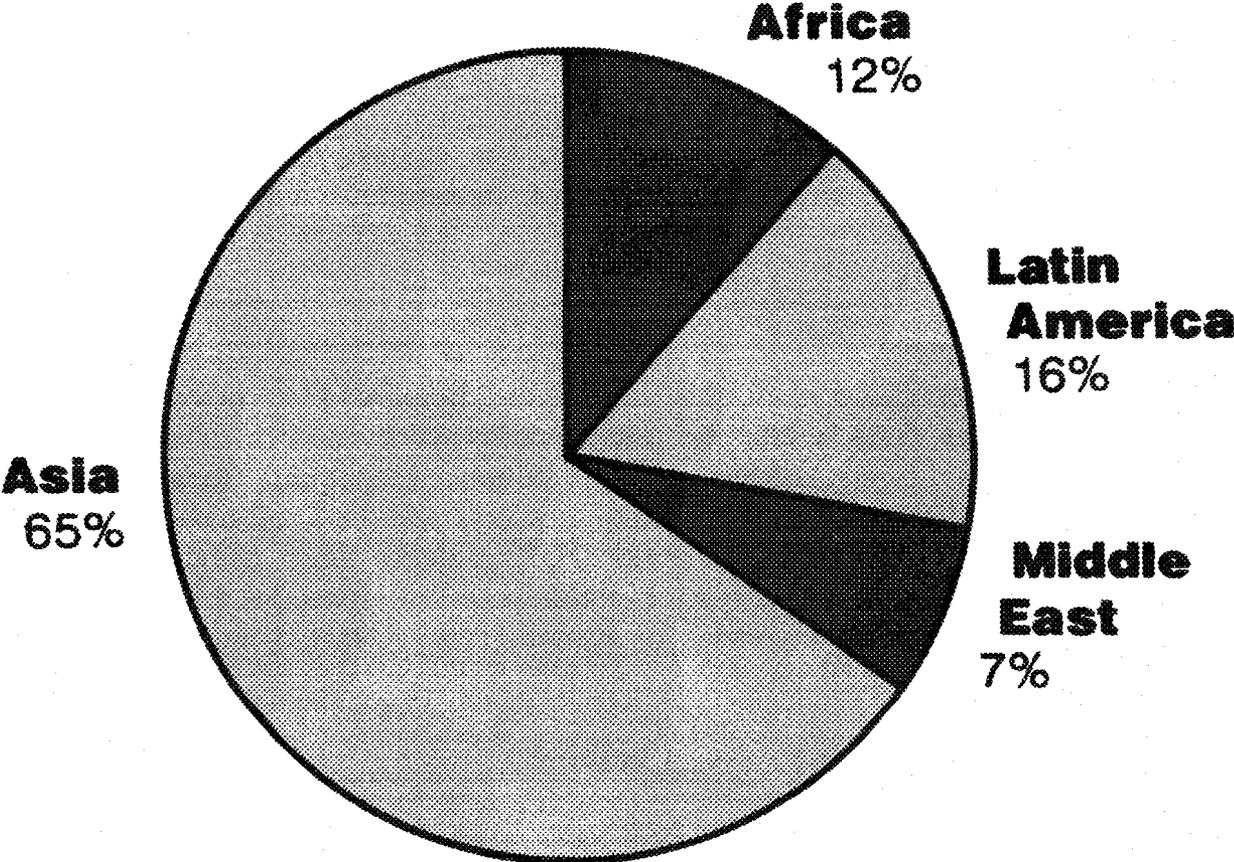
Top Ten Countries Funded
and Number of Projects

COUNTRY	OBLIGATED AMOUNT	# OF PROJECTS
China	\$22,571,673	73
Thailand	9,626,118	32
Philippines	5,519,572	19
Indonesia	5,038,648	18
Colombia	4,550,905	10
Turkey	4,529,301	17
Zimbabwe	3,589,578	5
Jamaica	3,416,048	5
India	2,744,962	12
Tunisia	2,464,344	14

Chart II illustrates the global coverage of TDP's activities in terms of the 20 countries where the most projects have been funded.

Appendix C lists projects by region that have generated actual and anticipated exports as of March 1988. Chart III illustrates the percent of total actual exports generated by region from projects funded from FY 1981-1987.

**Percentage of Actual Exports Generated
from TDP Involvement
by Region
FY 1981-1987**



The following is a review of the activities in each of the regions.

Asia and the Pacific Islands

Because of the strength of East Asia's economy since 1981, TDP has generally devoted at least 50% of its program budget to this region annually. In the last two fiscal years, the largest portion of these funds has been invested in China and Thailand. As of March 1988, approximately \$723 million dollars of actual U.S. exports resulted from 39 projects linked to TDP involvement. This does not include another estimated \$3.4 billion in the next 5-10 years and \$1.7 billion in 10-20 years. In addition, there are approximately \$38 million dollars of exports generated indirectly as a result of TDP activities.

More significantly, the TDP program has enabled U.S. firms to develop new markets in countries that have tremendous untapped export potential.

Africa

Requests for projects in this region are beginning to increase. Demand has been relatively low because of a number of complex reasons, including serious debt problems, inadequate foreign exchange, historic ties to colonial powers, and lack of basic development. Even then, seven TDP projects have generated approximately \$128 million of actual exports --two in the Congo, and one in each of the countries of Kenya, Ivory Coast, Liberia, Nigeria, and one regional project.

Latin America and the Caribbean

TDP projects in Latin America have generated nearly \$180 million in U.S. exports. The most important growth sector, both in actual exports generated as well as potential, is telecommunications. Projects in Chile and Colombia continue to have the highest potential for generating exports. While this is a fertile market, the debt problem is a major barrier to TDP's active involvement. In fact, we are barred from working in two of the largest markets for U.S. exports, Brazil and Argentina, because of the Brooke Amendment.

Middle East and Europe

Turkey is the largest recipient of TDP funding for this region and among the most successful in terms of project implementation and follow-on exports for U.S. exporters. Two projects, an agribusiness investment venture and a vocational training project, generated \$27.5 million with prospects of additional exports in the future. Actual exports generated for the region from projects related to TDP activities were \$75 million.

V. SECTOR CONCENTRATION

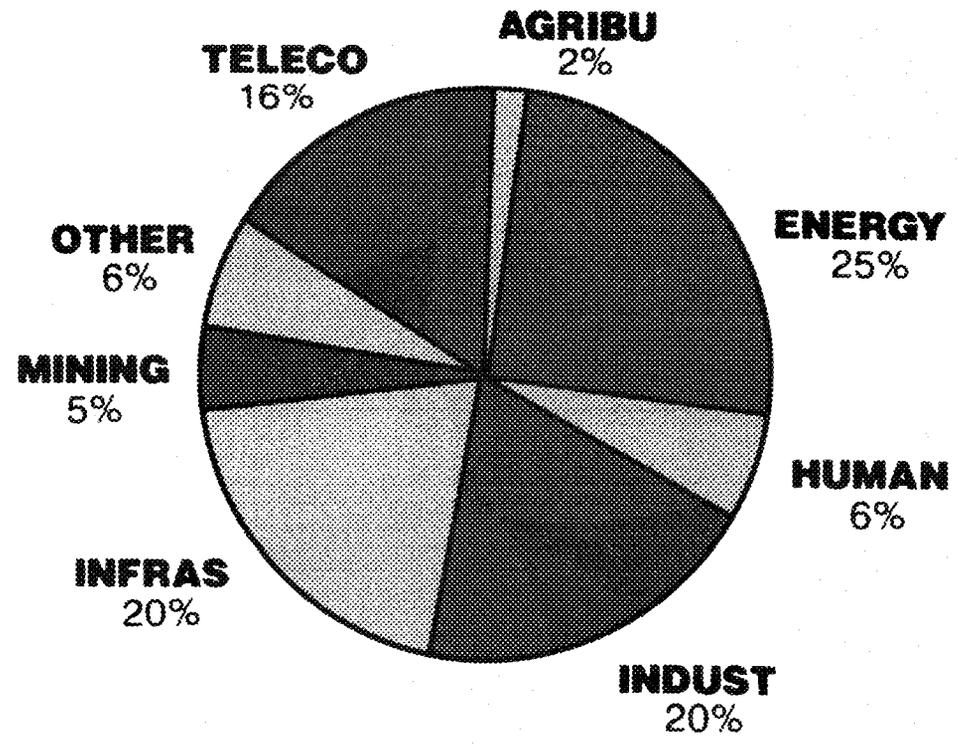
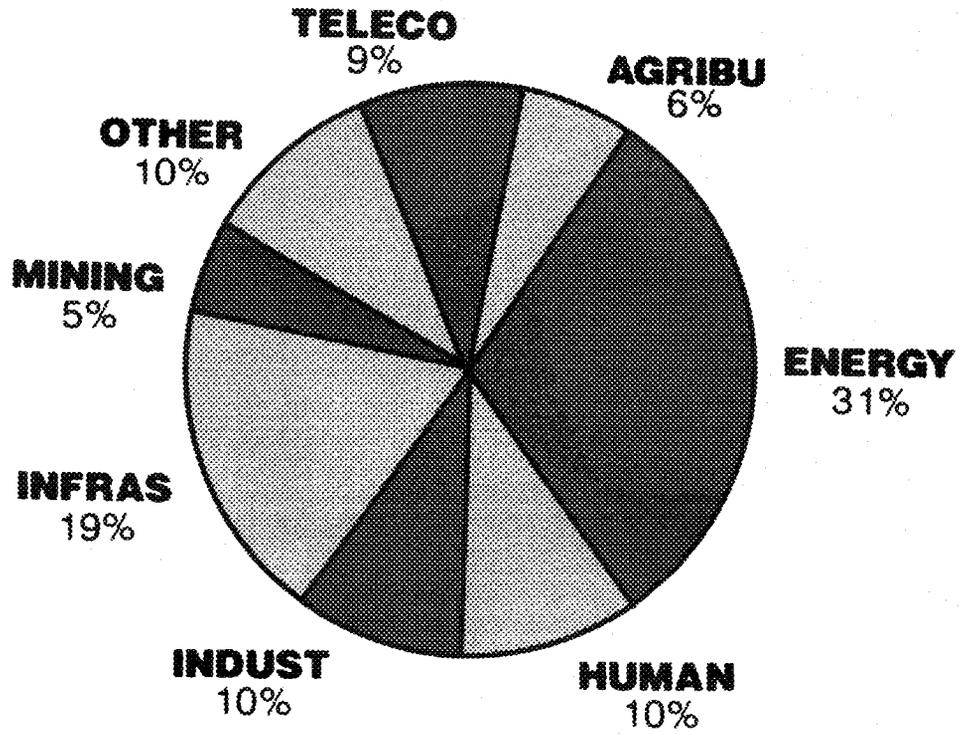
TDP focuses special attention on industrial and service sectors that are of high priority to the U.S. Government and to host countries. Typically, these are sectors in which U.S. companies have achieved a competitive edge in technology and expertise, and which may also have a general strategic value to the U.S. These sectors are as follows:

- Agribusiness
- Energy
- Industry
- Infrastructure (includes environmental and hazardous waste)
- Mining
- Telecommunications
- Other (training, management information systems, etc.)

TDP will continue to emphasize development projects that involve those sectors.

The Chart IV summarizes the percentage of the total program by sector for FY 1987 and FY 1988. These sectors are representative of those which TDP anticipates funding in FY 1989 and 1990.

TDP Sector Concentration by Obligated Dollars FY 1987 & 1988



VI. SUCCESS STORIES

The level of exports generated is the best measure of TDP's success. However, TDP's role as a catalyst, providing a contact point between U.S. business and overseas markets, begins a process which is not strictly quantifiable.

TDP's program evaluation is geared both to track TDP progress and to reveal opportunities for refinement. TDP's most recent evaluation study was conducted by an outside consultant and completed March 1988.

Highlights from the study:

- TDP-funded services have generated over \$1.2 billion in actual exports for the U.S.
- Projects resulting from TDP-financed activities have generated as much in exports during 1987 and early 1988 as they had generated over the entire life of the TDP program. There are indications this level of growth will continue.
- TDP has focused on some newly emerging markets such as pollution control and hazardous waste in Asia and on telecommunications in Latin America.
- TDP funding has been instrumental in assisting U.S. industry to penetrate the Chinese market.
- Contractors who have done studies for TDP have reported \$224 million worth of spin-off business directly attributable to their TDP-funded work.

In addition to the dollar value of exports generated, TDP's success is reflected in its impact on development, on helping U.S. firms to penetrate new markets, and on building diplomatic and trade relations. For example, TDP has developed excellent relationships with numerous government agencies and ministries. These foreign ministries are now seeking U.S. involvement because of their historic base of successful projects involving TDP.

The following success stories reflect TDP's efforts to date.

DOMINICAN REPUBLIC ROSARIO MINE

In 1985, TDP financed a \$200,000 feasibility study executed by Fluor Daniel Engineers of California for the development of sulfide gold ore zones in the Dominican Republic. Following the submission of the study to the Government of the Dominican Republic, there was a change in government that necessitated, politically, a review of all investment programs. The project was placed on hold until 1988. The project is valued at approximately \$22 million. A U.S.-Canadian consortium led by Fluor competed for the project. On September 14, 1988, Fluor was awarded this large contract and signed a letter of intent with Rosario Dominicana to proceed with the development of the Rosario Mine to extract gold and silver from its transition ore zone.

SINGAPORE CAD/CAM

In 1983, TDP provided a \$50,000 grant to Singapore Polytechnic to conduct a study on the implementation of computer aided design and computer aided manufacturing systems. As a result of the grant which assisted in (a) staff visits to U.S. computer users and vendors; (b) visits to Singapore Polytechnic by U.S. consultants; and (c) staff training with U.S. private sector and U.S. educational institutions, Singapore Polytechnic purchased \$17 million worth of U.S. goods and services from U.S. companies.

THAILAND TELECOMMUNICATIONS TRADE MISSION

In 1988, TDP funded a \$43,000 reverse trade mission to the United States for a Thai delegation of telecommunications officials to visit the "Super Comm '88 Convention" in Georgia and tour several U.S. suppliers and manufacturers of telecommunications goods and services. As an immediate result of this mission, Motorola sold \$2 million in trunking network equipment. Trade relations were strengthened and future sales are expected in the short term.

THAILAND MAE MOH TRANSMISSION

In 1981, TDP funded a \$120,000 feasibility study of a transmission system to integrate the proposed generation expansion at the Mae Moh site into the existing Electricity Generating Authority of Thailand (EGAT) Electrical Transmission Network. Lemco Engineers of Missouri completed the study and won the first five phases of the design and implementation contract. Approximately \$34.5 million in U.S. goods and services have been procured through Lemco since the original study. Lemco's participation in this project has resulted in LEMCO's involvement in several other projects in Thailand. Through the years as a result of Lemco relationships with EGAT, many EGAT employees have been sent to study in the United States, particularly in St. Louis, Lemco's headquarters. There have been 12-15 students at \$12,000 per year for four years, for a total of approximately \$700,000. Lemco estimates that 50 EGAT employees have visited the U.S. and spent \$50,000 over their stipends on U.S. consumer goods. Although these last two examples of U.S. benefits are not calculated into TDP export totals, it is apparent that a study at the planning stages can have far-reaching effects.

IVORY COAST TELECOMMUNICATIONS

In 1986 TDP provided a \$275,000 grant to the Government of the Ivory Coast to undertake a telecommunications study. COMSAT, who carried out the telecommunications needs assessment, received an immediate \$3.5 million follow-on contract with the Office of National Telecommunications of the Ivory Coast, with a much larger potential contract expected to follow.

APPENDIX A

APPENDIX A

STATE INITIATIVE PROGRAM ACTIVITIES

STATE SEMINAR: TDP sponsored a seminar on June 20, 1988 to meet with eight state export development directors. The purpose of the seminar was to define the needs of the states in the context of the TDP program. TDP plans a much larger follow-on meeting in the Spring of 1989 to provide information to other states. The seminar resulted in several proposals and helped TDP to refine its program direction.

AMERICAN WATER FOUNDATION/IRRIGATION FORUM: TDP, with the assistance of the American Water Foundation (a nonprofit dedicated to international technology transfer in the water supply/irrigation field) will host a meeting of state export development Directors and industry representatives from twelve states with active international irrigation industries. The meeting is designed to encourage the industry and the states to work together to identify target strategies to promote U.S. goods and services for use in irrigation/water supply projects. Industry has already held two planning meetings; the final meeting including the states will be held in late January or early February of 1989.

ASIAN AVIATION TRADE AND TECHNOLOGY WORKSHOP (REVERSE TRADE MISSION:) Under an interagency agreement, the Federal Aviation Administration and TDP co-hosted nine high-level aviation officials from 8 Asian nations at a trade and technology workshop November 7-17, 1988. There is a significant potential for aircraft and instrumentation sales (ATC, radar) in the region and a need for better air traffic safety. The states of Maryland, Virginia and California were participants and contributors to the workshop.

MASSACHUSETTS TELECOMMUNICATIONS TRADEPORTS: The Massachusetts Office of International Trade and Investment has undertaken a study of a project to set up an interactive satellite communications link with the Department of Electronics of India. Both Massachusetts and India will contribute \$125,000 to the study; India will also build a training facility in Poona associated with this project. The purpose of the project is to promote trade in electronic services and software between Massachusetts and India. TDP will be

a co-equal contributor. A portion of the TDP funds will be used to ensure that others outside the Commonwealth of Massachusetts will have access to the network.

CALIFORNIA RENEWABLE ENERGY REVERSE TRADE MISSIONS:

California has the largest diversity of energy resources and electrical generating plants of any state in the U.S. The State has a particular interest in renewable energy. The California Energy Commission has been awarded a TDP grant to conduct at least six reverse trade missions in the renewable energy industry. California will carefully select potential buyers from overseas for these visits. All staff time and effort will be provided by the Commission as an in-kind contribution.

OKLAHOMA DATABASE PROJECT: Several years ago the State of Oklahoma Vocational Technical School System developed a database of small-and medium-sized businesses in the State to facilitate sales of goods and services to the Department of Defense. This bidding network is updated and supported by subscription fees paid by participating companies. Under a grant from TDP, Oklahoma will develop an export database of commercially available export leads, export information developed by Oklahoma's overseas offices, and public information. Oklahoma will develop software to sort the leads to meet the needs of those businesses now subscribing to the bid network and will expand the system to accommodate new members. Oklahoma will contribute a substantial portion of the funds required for the project by encouraging new membership and training new exporters through the VoTech system.

MIDWESTERN STATES/NORTHWESTERN UNIVERSITY KOREAN REVERSE TRADE MISSIONS: For a number of years, various Korean organizations have traveled to the U.S. on trade missions to purchase U.S. goods and services. In the past, U.S. businesses and the states which participated in these missions have complained that the missions were disorganized and often unproductive. Under a TDP grant, Northwestern University's International Business Development Program (with the support of several midwestern states), will organize and plan a series of reverse trade missions in cooperation with Korean trade organizations. Northwestern's mission is to serve as a coordinating point for the efforts of all the states and industries which wish to participate. In addition, Northwestern will conduct a one-day seminar for participating businesses prior to each mission. There has been considerable interest among industry and other states in this program.

CONFERENCES PARTIALLY SPONSORED BY TDP:

- Hawaii Renewable Energy Conference
- Multi-State Biotech Conference in Singapore
- Washington State Centennial Pacific Rim Export Conference

APPENDIX B

APPENDIX B
Section 661
TDP Projects Obligated
FY 1988

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

WS =	Workshop (seminars, technical symposia, conferences, etc.)
RGA =	Reimbursable Grant Agreement (TDP shares cost with U.S. investor)
DM =	Definitional Mission analysis undertaken on a project prior to TDP financing a feasibility study)
FS =	Feasibility Study (study of a proposed project to assess feasibility)
OV =	Orientation Visit (trips to the U.S. by foreign officials interested in buying U.S. technology.)
TR =	Training grants

Region: AFRICA

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
Ivory Coast	Airport Rehabilitation FS	255,000
Kenya	Geothermal Assessment DM	35,543
Mozambique	Lumane Irrigation DM	45,100
Mozambique	Marwais/Building Materials RGA	195,799
Mozambique	Maputo Water Supply DM	24,489
Nigeria	Agric. Resources RGA	46,250
Regional	Minerals Survey (Zim-Tan) DM	500
Regional	Telecommunications OV	36,989
Regional	World Bank Consultants.FS	650,000
Regional	African Training Con. DM	22,918
Tanzania	Minerals Survey DM	24,871
Togo	Strategic Minerals DM	24,249
Togo	Water Sys. Dev. & Rehab. DM	36,430
Togo	Telecommunications OV	20,700
Zimbabwe	Power System Survey ZESA FS	319,000
Zimbabwe	Minerals Min. & Milling DM	<u>17,001</u>
	REGIONAL TOTAL	1,754,839

Region: ASIA

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
China	Shanghai Transport Plag. FS	125,000
China	Beilun Term. Ningbo Port FS	330,000
China	Shandong Highway FS	225,000
China	Qinghai Petrol. Geophys. FS	500,000
China	Shanghai Chem. Rea.Wks FS	150,000
China	Shanghai Medical Instrum. FS	220,000
China	Sichuan Highway FS	360,000
China	J. & J. Tylenol RGA	300,000
China	Shidongkou Pwr. (C. Eng.) TR	500,000
China	Shidongkou Pwr. (S/L) TR	750,000
China	Auto. Teleph. Info. Sys. DM	22,100
China	Electr. Exec. Seminar TR	91,500
China	Flue Gas Techn. Trng. TR	39,000
China	Regl. Switch Ctr. (AT&T) TR	100,000
China	E. China Sea Gas DM	22,948
China	E. China Sea Gas FS	660,000
China	Bohai Offshore Oil DM	22,948
China	Bohai Offshore Oil FS	645,000
China	Bohai Offshore Oil FS	530,000
China	Disposable Syringes FS	22,828
China	Disposable Syringes DM	200,000
China	Lithium Battery Plant DM	14,164
China	Lithium Battery Plant FS	150,000
China	MOFERT Training TR	115,000
China	Coal Mines Training TR	125,000
China	NFPA Wood Products FS	100,000
China	Tantalum Processing Semi TR	3,635
China	Air Traffic Control DM	24,986
China	Air Traffic Control FS	<u>375,000</u>
	SUBTOTAL	6,724,109
India	TCIL Data Comm. FS	150,000
India	Controls Automation FS	192,000
India	Waste to Energy DM	9,789
India	Mangalore Refinery FS	1,200,000
India	Waste Water Automation FS	260,000
India	Regional Health Planning DM	10,000
India	Railway Computer App. DM	12,437
India	WB Industry Standards FS	40,000
India	Air Traffic Control DM	36,000

Region: Asia

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
India	Anand Cogeneration DM	11,476
India	Steel Plant MIS DM	19,510
India	Comm. Tradeports FS	125,000
India	Offshore Oil DM	14,801
India	Telecomm. Trg. TR	<u>100,000</u>
	SUBTOTAL	2,181,013
Indonesia	Scott/Paper RGA	300,000
Indonesia	Surabaya Haz. Waste Mgt. DM	8,392
Indonesia	Surabaya Haz. Waste Mgt. FS	375,000
Indonesia	Alpha/Food Irradiation RGA	39,000
Indonesia	CAD.CAM DM	8,078
Indonesia	Paiton Power Plant Boilers OV	75,000
Indonesia	Jakarta Waste Management DM	12,851
Indonesia	Jakarta Waste Management FS	380,000
Indonesia	BLK Manpwr. Trng. Ctr. DM	12,300
Indonesia	Sumatra Aluminun Casting DM	19,855
Indonesia	Nuclear Medicine Inst. DM	<u>22,693</u>
	SUBTOTAL	1,478,169
Korea	Environmental Symposia DM	6,817
Korea	Environmental Symposia WS	275,000
Korea	N'West. U. Mkt. Access OV	<u>470,000</u>
	SUBTOTAL	751,817
Malaysia	Kuala Lumpur Haz. W. Sem. WS	46,000
Malaysia	Kuala Lumpur Haz. Waste DM	4,388
Malaysia	Privatization Conference WS	2,454
Malaysia	Urban/Elevator RGA	43,303
Malaysia	Thermal Impr./Expert Sys. DM	16,649
Malaysia	Nat'l. Teleph. Sw. Syst. DM	7,778
Malaysia	Mass Transit DM	19,386
Malaysia	Highway Telecomm. DM	<u>8,737</u>
	SUBTOTAL	148,695
Marshall Is.	Airport Improvement DM	<u>19,220</u>
Micronesia	Truk Ind'l. Compl. Pwr. Gen FS	<u>200,000</u>

Region: Asia

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
Philippines	Manila Solid Waste Manag. FS	508,000
Philippines	Manila Solid Waste Manag. DM	1,000
Philippines	Investment Promotion OV	11,750
Philippines	NPC Plant Maint. & Rehab. DM	27,538
Philippines	Manila Port DM	19,469
Philippines	Toxic Waste DM	4,983
Philippines	Frequency Management DM	6,350
Philippines	Mariwasa Cogeneration Plant FS	71,314
Philippines	Pasig River Toxic Waste DM	2,156
Philippines	Tannery Waste Treatment DM	1,262
Philippines	Luzon Geothermal Energy DM	20,627
Philippines	Nat'l Railway Revival DM	<u>22,712</u>
	SUBTOTAL	697,161
Regional	Hawaii Conf. Trade Show WS	25,000
Regional	Aquaculture Con Travel WS	19,798
Regional	CAD/CAM (Sing & Taiwan) DM	19,816
Regional	Deep Ocean Resources Recov FS	21,500
Regional	Renewable Energy Con WS	75,000
Regional	Pacific Rim Biotechn. Conf. WS	58,200
Regional	Aviation Trade Msn. OV	175,000
Regional	Telecomm'ns. Conf. WS	13,449
Regional	Canal-Lining Training TR	<u>165,000</u>
	SUBTOTAL	572,763
Singapore	CAD/CAM Polytechnic FS	<u>100,000</u>
Taiwan	Environmental FS	100,000
Taiwan	Mass Transit Training TR	75,000
Taiwan	Market Access OV	<u>990</u>
	SUBTOTAL	175,990
Thailand	EGAT Flood Control (Add-on) FS	31,000
Thailand	Mae Moh Conveyer OV	25,000
Thailand	Mass Transit OV	18,000
Thailand	Sam Sen Metro Water Autom. DM	13,955
Thailand	Petroleum Pipeline Aromatics DM	24,776
Thailand	Trade Show OV	43,000
Thailand	Coal Lignite Treatment DM	21,156

Region: Asia

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
Thailand	Coal Lignite Treatment FS	500,000
Thailand	Automated Check Clearing FS	75,000
Thailand	Electroplate Industry FS	100,000
Thailand	Petroleum Aromatics Plant FS	600,000
Thailand	Sabayoi Coal Mine DM	15,024
Thailand	Sabayoi Coal Mine FS	500,000
Thailand	EGAT Power Plant Training FS	210,000
Thailand	MEA Power Management FS	250,000
Thailand	Petroleum Products Pipeline DM	1,000
Thailand	Northeast Gas Pipeline FS	325,000
Thailand	UTAPAO Airport DM	<u>22,999</u>
	SUBTOTAL	2,775,910
	REGIONAL TOTAL	15,824,847

Region: LATIN AMERICA

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
Barbados	IRS Diagnostic Study FS	4,380
Boliva	Antimony Mining RGA	84,000
Colombia	Airports (A-on) (Inv.&Dev.) FS	165,000
Colombia	Computerized Health Info OV	20,183
Colombia	Teleconfer./Electronic Mail DM	19,532
Colombia	Bogota Rapid Transit OV	360,000
Colombia	CORELCA Power MIS DM	14,164
Panama	Municipal Waste Co-gen DM	2,500
Regional	Telecommunications OAS WS	25,000
Regional	Telecom. (OAS) Phase II FS	2,714,000
Regional	Telecommunications (OAS) OV	3,400
Regional	Caribbean Renewable Energy OV	6,000
Uruguay	UTU Technical Eduation FS	47,000
Venezuela	Aluminum Smelter FS	<u>50,000</u>
	SUB TOTAL	3,515,159

Region: MIDDLE EAST & EUROPE

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
Ireland	Central Lumber RGA	28,226
Malta	Sewer System DM	11,684
Tunisia	Telecomm. Bidders WS	8,050
Tunisia	Wind Energy Facilities FS	108,000
Tunisia	Data Communications DM	10,377
Turkey	Frequency Monitoring Sys. FS	400,000
Turkey	Frequency Monitoring Sys. DM	2,741
Turkey	Vocational Education OV	65,000
Turkey	Southeast Anatolia Devel. DM	19,919
Turkey	Istanbul Sludge & Waste DM	8,446
Turkey	ISKI Training Center OV	23,700
UAE	Dubai Toxic & Haz. Waste OV	50,000
Yemen	MINEXPO Visitors OV	18,558
Yugoslavia	Kosovo Power Plant DM	16,464
Yugoslavia	Kosovo Power Plant FS	<u>325,000</u>
	REGIONAL TOTAL	1,096,165

Region: WORLDWIDE

<u>COUNTRY</u>	<u>PROJECT TITLE</u>	<u>AMOUNT</u>
	Educational Survey DM	106,321
	ASACI Marketing OV	215,000
	State Export Promotion WS	17,213
	TDP Project Profiles OV	13,775
	IFC Tech. Assist. Grant OV	325,000
	Minerals Opportunity Study OV	136,169
	AWF Irrig'n. Forum (ST) WS	45,000
	Renew. Energy Trade Msn.OV	<u>360,000</u>
	REGIONAL TOTAL	1,218,478

APPENDIX C

APPENDIX C

Project-by-Project Assessment of Actual Exports Generated
and of Possible Export Generation Related to Work
the U.S. Trade & Development Program
(millions of dollars)

Country	Project	Assessment as of March 1988					
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	Total Expts ***
** Africa							
Congo	Hydropower DM/Mini Hydro RGA	0.0	15.0	0.0	0.0	0.0	15.0
Congo	NRECA/Utility Poles RGA	1.5	0.0	0.0	0.0	0.0	1.5
Congo	Phosphates UNDP	0.4	0.0	10.0	0.0	0.0	10.4
Gabon	Minerals Port	0.0	0.0	0.0	35.0	0.0	35.0
Gabon	Strategic Minerals DM/FS	0.0	0.0	0.0	0.0	90.0	90.0
Ivory Coast	Western	0.0	0.0	0.0	0.0	0.0	0.0
	Processing/Agribusiness RGA						
Ivory Coast	Satellite Telecommunications	3.2	40.0	0.0	0.0	0.0	43.2
Kenya	Fonville Agricultural RGA	0.0	5.5	0.0	0.0	0.0	5.5
Kenya	Mombassa Port I & II	0.0	0.0	102.0	0.0	0.0	102.0
Kenya	Nzoia Sugar Factory	24.5	12.5	37.5	0.0	0.0	74.5
Madagascar	Ambodiroka Hydropower	0.3	0.0	0.0	0.0	0.0	0.3
Madagascar	Ferrochrome Mine DM/FS	0.0	30.0	0.0	0.0	0.0	30.0
Malawi	Kapachira Falls Hydro FS	0.0	0.0	60.0	0.0	0.0	60.0
Mauritania	Strategic Minerals	0.0	0.0	12.5	0.0	0.0	12.5
Mozambique	Tenneco-Incomati Irrigation RGA	0.0	13.5	0.0	0.0	0.0	13.5
Mozambique	Strategic Minerals DM	0.0	0.0	0.0	0.0	0.0	0.0
Mozambique	TMI Fisheries RGA	0.0	25.0	0.3	0.0	1.0	26.3
Nigeria	Agribusiness Development	97.5	0.0	0.0	0.0	0.0	97.5
Nigeria	Klockner IMO State RGA	0.0	7.5	0.0	0.0	0.0	7.5
Nigeria	Labor Training	0.0	25.0	0.0	0.0	0.0	25.0
Nigeria	Offshore Partners/Oil Seed RGA	0.0	0.0	0.0	0.0	0.0	0.0
Nigeria	Power Authority MIS DM	0.0	500.0	0.0	0.0	0.0	500.0
Nigeria	Tuna Fisheries	0.5	0.0	0.0	0.0	0.0	0.5
Region-Africa	WB/Afr Dev Bank Training/Orient'n	0.0	45.0	0.0	0.0	0.0	45.0
Region-Africa	African Dev Bank Study Fund	0.0	0.0	0.0	0.0	0.0	0.0
Region-Africa	Equator Advisory Ser./Health RGA	0.0	2.8	0.0	0.0	0.0	2.8
Senegal	Minerals DM Titanium	0.0	20.0	0.0	0.0	0.0	20.0
Sierra Leone	Sierra Rutile Agri.bus. RGA	0.0	1.8	5.0	0.0	0.0	6.8
Swaziland	Brick & Tile RGA	0.0	0.0	0.0	0.0	0.0	0.0
Togo	Minerals DM	0.0	0.0	0.0	0.0	0.0	0.0
Zimbabwe	Groundwater Study	0.0	0.6	0.0	0.0	0.0	0.6
Zimbabwe	Hwange Power 7 & 8	0.0	250.0	0.0	0.0	0.0	250.0
Zimbabwe	Power System Survey	0.0	30.0	0.0	0.0	0.0	30.0
Zimbabwe	Sugar/Ethanol ELBI/DAI	0.0	30.0	0.0	0.0	0.0	30.0
** Subtotal **		127.9	1054.2	227.3	35.0	91.0	1535.4

** Indirect Exports

*** Actual exports plus possible and indirect exports.

Project-by-Project Assessment of Actual Exports Generated
and of Possible Export Generation Related to Work
the U.S. Trade & Development Program
(millions of dollars)

Country	Project	Assessment as of March 1988					Total Expts ***
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	
** Asia							
Bangladesh	Minerals Exploration	2.2	3.0	0.0	0.0	0.0	5.2
China	Ansai Oil Field	0.0	0.0	0.0	0.0	0.0	0.0
China	Baoshan Mgmt Info System	0.0	38.0	0.0	0.0	0.0	38.0
China	Baoshan Cement Plant	0.0	7.5	0.0	0.0	0.0	7.5
China	Beilun Terminal	0.0	32.5	0.0	0.0	0.0	32.5
China	G.M./Automotive RGA	25.0	400.0	0.0	0.0	0.0	425.0
China	Chengdu-Chong Quing Highway	0.0	27.5	0.0	0.0	0.0	27.5
China	Engineering Opportunities	1.2	0.8	0.0	0.0	0.0	2.0
China	Everbright Investor	7.0	0.0	0.0	0.0	0.0	7.0
China	Quinghai Geophysical	0.0	20.0	0.0	0.0	0.0	20.0
China	Huangling No. 1 Coal Mine	11.0	30.0	0.0	0.0	0.0	41.0
China	Jianan-Qindao Highway	0.0	19.0	15.0	0.0	0.0	34.0
China	Leader Building Systems	0.0	0.0	0.0	0.0	0.0	0.0
China	MOFERT/Liu Hu & He Bin OV	0.0	0.0	0.0	0.0	0.0	0.0
China	Manshaan Energy	0.0	4.2	0.0	0.0	0.0	4.2
China	Multichannel Telephone Equip	0.0	6.5	0.0	0.0	0.0	6.5
China	Capital Hospital Equipment	0.0	20.0	0.0	0.0	0.0	20.0
China	Phosphate Ammonia Plant Trng	6.3	22.5	0.0	0.0	22.5	51.3
China	Power Plant Conversion	0.0	0.3	0.0	0.0	0.0	0.3
China	Shanghai Chemical Reagent	0.0	40.0	40.0	0.0	0.0	80.0
China	Shanghai IESC	0.0	0.0	0.0	0.0	0.0	0.0
China	Shanghai Medical Instr.	0.0	6.0	0.0	0.0	0.0	6.0
China	Shangiasi Oil Reservoir	5.6	2.5	0.0	0.0	0.0	8.1
China	Shenzhen Airport	0.0	46.0	0.0	0.0	0.0	46.0
China	Shidongkou Coal Fired Power Plant	110.1	15.0	0.0	0.0	0.0	125.1
China	Silicon Materials Plant	11.0	0.0	0.0	0.0	0.0	11.0
China	Tien Sheng Quiao Hydropower	21.9	5.0	0.0	15.0	2.0	43.9
China	Three Gorges	0.0	0.0	0.0	0.0	0.0	0.0
China	Xinhua Word Processing	2.8	15.0	0.0	0.0	0.0	17.8
China	Yuxian Coal Gasification	0.0	52.0	0.0	0.0	0.0	52.0
China	Zhongyuan Pharmaceutical	0.0	50.0	37.5	0.0	0.0	87.5
India	Luz Solar RGA	0.0	16.5	0.0	0.0	0.0	16.5
India	Orissa	0.0	7.5	0.0	0.0	0.0	7.5
India	Symbiotic Photovoltaic	0.0	10.0	0.0	0.0	0.0	10.0
Indonesia	Energy Assessment	0.0	0.0	0.0	0.0	0.0	0.0
Indonesia	Investment Mission	39.5	20.5	0.0	0.0	0.0	60.0
Indonesia	Krakatau Steel	20.0	212.0	0.0	0.0	0.0	232.0
Indonesia	Reactor Lab	6.1	0.0	0.0	0.0	0.0	6.1
Indonesia	West Java Coal Transport	0.5	0.0	0.0	0.0	0.0	0.5

** Indirect Exports

*** Actual exports plus possible and indirect exports.

Project-by-Project Assessment of Actual Exports Generated
and of Possible Export Generation Related to Work of
the U.S. Trade & Development Program
(millions of dollars)

Country	Project	Assessment as of March 1988					Total Expts ***
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	
Indonesia	Scott Paper RGA	0.0	0.0	225.0	0.0	0.0	225.0
Korea	Multipurpose Dams	0.0	0.0	0.0	0.0	0.0	0.0
Korea	Satellite RGA	0.1	0.0	0.0	0.0	0.0	0.1
Malaysia	HATG Housing RGA	0.0	0.0	0.0	0.0	0.0	0.0
Malaysia	Mini Hydro	2.5	0.0	0.0	0.0	0.0	2.5
Malaysia	Power Transmission DM	0.0	8.0	0.0	0.0	0.0	8.0
Malaysia	Privatization Conference OV	0.0	0.0	0.0	0.0	0.0	0.0
Malaysia	Railway Training	0.1	0.1	0.0	0.0	0.0	0.2
Malaysia	Toxic Waste DM/FS	0.0	16.0	0.0	0.0	0.0	16.0
Malaysia	Trengganu Petrochemical	0.0	0.0	0.0	0.0	0.0	0.0
Malaysia	Vocational Training	0.0	35.0	0.0	0.0	38.5	73.5
Micronesia	Timber and Wood Products RGA	6.0	3.5	42.5	0.0	17.5	69.5
Nepal	Arun 6 Hydro	0.0	4.5	78.8	20.0	38.0	141.3
Pakistan	Airport	5.5	21.0	0.0	0.0	0.0	26.5
Pakistan	WB Photovoltaic Study	0.0	0.0	0.0	0.0	0.0	0.0
Pakistan	Power Plant RGA -Pyropower	0.0	80.0	0.0	0.0	0.0	80.0
Pakistan	Pulp and Paper	0.0	45.0	0.0	0.0	0.0	45.0
Philippines	Airports and Airways	0.4	125.0	0.0	0.0	0.0	125.4
Philippines	Chromite	0.0	0.0	0.0	0.0	0.0	0.0
Philippines	Himalian Coal	3.5	5.0	0.0	0.0	0.0	8.5
Philippines	Illigan Steel	112.7	0.0	0.0	0.0	0.0	112.7
Philippines	Telecommunications	1.7	80.0	0.0	0.0	0.0	81.7
Philippines	Vocational Tech. Tr'ging	0.1	0.1	0.0	0.0	0.0	0.2
Philippines	Overbridge Cattle RGA	0.0	0.0	0.0	0.0	0.8	0.8
Philippines	EMCON/Vegetable RGA	0.0	3.0	0.0	0.0	0.0	3.0
Philippines	Agri-Energy Roundtable	0.0	0.0	0.0	0.0	0.0	0.0
Philippines	NEDA Balut Waste Management	0.0	140.0	0.0	0.0	0.0	140.0
Region-Asia	Aquaculture Conf Travel Fund	0.0	2.0	0.0	0.0	0.0	2.0
Region-Asia	Energy Sector Survey	0.0	0.0	0.0	0.0	0.0	0.0
Region-Asia	Housing Conference	37.3	6.0	0.0	0.0	0.0	43.3
Region-Asia	TA Special Fund (ADB)	0.0	0.0	0.0	0.0	0.0	0.0
Region-Asia	WA St. Telecom. Conf.	26.1	0.0	0.0	0.0	0.0	26.1
Singapore	CAD/CAM DM	17.4	25.0	50.0	0.0	0.0	92.4
Sri Lanka	Irrigation Systems	0.4	0.0	0.0	0.0	0.0	0.4
Taiwan	Environmental	0.8	310.0	0.0	0.0	0.0	310.8
Taiwan	Rapid Transit	55.5	754.0	0.0	0.0	0.0	809.5
Thailand	Ao Phai Coal Station	0.2	0.0	1000.0	0.0	0.0	1000.2
Thailand	Bangkok Airport	7.0	8.3	0.0	0.0	0.0	15.3
Thailand	Bangpakong Power Plant	3.0	0.0	75.0	0.0	0.0	78.0
Thailand	EGAT Computers	5.0	21.0	0.0	0.2	0.3	26.5
Thailand	EGAT Flood Control	0.0	0.0	85.0	0.0	0.0	85.0

** Indirect Exports

*** Actual exports plus possible and indirect exports.

**Project-by-Project Assessment of Actual Exports Generated
and of Possible Export Generation Related to Work of
the U.S. Trade & Development Program
(millions of dollars)**

Country	Project	Assessment as of March 1988					Total Expts ***
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	
Thailand	EGAT N. Bangkok Power Station	0.0	60.0	0.0	0.0	0.0	60.0
Thailand	EGAT Visitation	0.0	1.0	0.0	0.0	0.0	1.0
Thailand	Krabi Fluidized Bed	0.0	40.0	0.0	0.0	0.0	40.0
Thailand	Fertilizer Project	1.0	0.0	0.0	0.0	0.0	1.0
Thailand	Frequency Modulation NTIA	0.0	62.5	0.0	0.0	0.0	62.5
Thailand	Mae Moh Lignite Mine Conveyor	0.0	17.5	0.0	0.0	0.1	17.6
Thailand	Mae Moh Transmission	34.5	0.0	0.0	0.8	0.0	35.3
Thailand	Mass Transit	0.0	100.0	0.0	0.0	0.0	100.0
Thailand	Offshore Natural Gas Pipeline	120.0	0.0	0.0	2.4	0.0	122.4
Thailand	Provincial Electric Supply	12.0	100.0	0.0	0.0	0.0	112.0
Thailand	Bangkok Solid Waste & Power DM/FS	0.0	40.0	0.0	0.0	0.0	40.0
Thailand	Loei-Upper Pasak Hydro DM/FS	0.0	9.6	12.0	0.0	0.0	21.6
Thailand	Wiang Haeng/Khian Sa DM/FS	0.0	160.0	0.0	0.0	0.0	160.0
** Subtotal **		723.0	3412.9	1660.8	38.4	119.7	5954.8

** Indirect Exports

*** Actual exports plus possible and indirect exports.

**Project-by-Project Assessment of Actual Exports Gen-
and of Possible Export Generation Related to Work
the U.S. Trade & Development Program
(millions of dollars)**

Country	Project	Assessment as of March 1988					Total Expts ***
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	
** LatinAm							
Argentina	Satellite DM	0.0	7.5	0.0	0.0	0.0	7.5
Belize	Electric Power FS	4.6	0.0	0.0	0.0	0.0	4.6
Brazil	Underground Coal Gasification	0.0	0.0	81.0	0.0	0.0	81.0
Chile	Telecommunications DM & FS	3.5	18.0	200.0	0.0	0.0	221.5
Colombia	Radar System	0.0	0.0	50.0	0.0	0.0	50.0
Colombia	Airports	0.0	300.0	500.0	1.0	0.0	801.0
Colombia	Refinery Modernization	0.0	0.0	0.0	0.0	0.0	0.0
Colombia	Telecommunications	120.0	27.5	60.0	0.0	0.0	207.5
Costa Rica	Seafood Investment RGA	0.8	0.0	0.0	0.0	0.0	0.8
Costa Rica	Western Agri-Mgt RGA	0.0	0.0	0.0	0.0	2.5	2.5
Dom. Republic	Cement Plant	0.0	0.0	0.0	0.0	0.0	0.0
Dom. Republic	Kelly Harrison Orchids	0.0	1.0	2.2	0.0	0.0	3.2
Dom. Republic	Lockwood Crop Irrigation	0.0	5.0	0.0	0.0	0.0	5.0
Dom. Republic	Rosario Dominicana Mining	0.0	0.0	200.0	0.0	0.0	200.0
Ecuador	Telecommunications	0.0	0.0	0.0	0.0	0.0	0.0
Guatemala	Electric Load Dispatch	0.0	35.0	0.0	0.0	0.0	35.0
Guatemala	Seafood Commercial/Shrimp Farming	0.0	4.3	0.0	0.0	0.0	4.3
Haiti	CBC/Winter Vegetables	0.0	2.5	13.5	0.0	0.0	16.0
Honduras	Hydroelectric Project (ElNaranjito)	0.0	19.0	0.0	0.0	0.0	19.0
Honduras	Tegucigalpa Water	0.0	4.7	0.0	0.0	0.5	5.2
Jamaica	I.S. Joseph/Soybeans RGA	0.3	0.0	0.0	0.0	0.0	0.3
Jamaica	Agribusiness Development DM/OV	1.3	0.0	0.0	0.0	0.0	1.3
Jamaica	Renewable Agric. Fuel RGA	0.0	10.0	0.0	0.0	0.0	10.0
Jamaica	Rice Production RGA	2.3	0.0	0.0	0.0	0.0	2.3
N Antilles	Tourism & Ind. Expansion	0.0	74.0	0.0	1.1	3.0	78.1
Peru	Cusco New Airport	2.2	0.0	0.0	0.0	0.0	2.2
Peru	Port Renovation FS	0.0	0.0	5.0	0.0	0.0	5.0
Region-L.A.	COCESNA Air Navigation (FAA)	1.5	10.0	0.0	0.0	0.0	11.5
Region-L.A.	Housing Conference	2.1	0.7	15.0	0.0	0.0	17.8
Region-L.A.	OAS Fiber Optics	0.0	110.0	0.0	0.0	0.0	110.0
Region-L.A.	OAS Telecommunications FS	0.0	75.0	277.0	0.0	0.0	352.0
St. Lucia	Geothermal FS	3.0	15.0	0.0	0.0	0.0	18.0
Trin/Tobago	Computer/Taxes	0.2	0.0	0.0	0.0	0.0	0.2
Venezuela	Bauxite Mining	1.3	20.0	0.0	0.0	0.0	21.3
Venezuela	Solid Waste Mgt.	37.2	0.0	0.0	0.0	0.0	37.2
** Subtotal **		180.3	739.2	1403.7	2.1	6.0	2331.3

** Indirect Exports

*** Actual exports plus possible and indirect exports.

Project-by-Project Assessment of Actual Exports Generated
and of Possible Export Generation Related to Work
the U.S. Trade & Development Program
(millions of dollars)

Country	Project	Assessment as of March 1988					Total Expts ***
		Actual Expts Genrtd	Poss. Expts Short Term	Poss. Expts Long Term	Act. Ind.** Expts	Poss. Ind. Expts	
** MidEast							
Algeria	Western Ag/Center Pivot RGA	27.0	55.0	35.0	0.0	0.0	117.0
Algeria	Sider Refractory Production	0.0	0.0	0.0	0.0	0.0	0.0
Cyprus	Coal Conversion I & II	0.0	35.0	0.0	0.0	0.0	35.0
Egypt	Nile Coastal Protection Plan FS	0.0	5.0	0.0	0.0	0.0	5.0
Gulf States	Educational Training	0.0	0.0	0.0	0.0	0.0	0.0
Morocco	Laidlaw/Central Pivot RGA	0.0	0.0	0.0	0.0	0.0	0.0
Morocco	Civil Aviation Modern	0.0	0.0	30.0	0.0	0.0	30.0
Morocco	Electronics Conference	0.0	10.0	5.0	0.0	0.0	15.0
Morocco	Fisheries OV	0.0	0.0	0.0	0.0	0.0	0.0
Morocco	SWT Fisheries Study	0.0	2.5	0.0	0.0	0.0	2.5
Morocco	Forbes/Fishing RGA	0.0	15.0	0.0	0.0	7.5	22.5
Morocco	Oil Shale Symposium	0.7	0.0	0.0	0.0	0.0	0.7
Oman	Manah Power Plant	0.0	0.0	0.0	0.0	0.0	0.0
Tunisia	Tenneco/Grapes and Dates RGA	0.0	1.0	0.0	0.0	0.0	1.0
Tunisia	Djellabia Phosphate	1.3	45.0	0.0	0.0	0.0	46.3
Tunisia	Entrepot-Travenol RGA	0.0	0.0	0.0	0.0	0.0	0.0
Tunisia	SRA Ouertane Phosphate	9.8	0.0	0.0	0.0	0.0	9.8
Tunisia	Land O'Lakes/Marja Dairy	1.9	0.0	0.0	0.0	0.0	1.9
Tunisia	Telecommunications	0.0	10.0	0.0	0.0	0.0	10.0
Turkey	Agribusiness Invest	21.5	25.0	146.5	0.0	0.0	193.0
Turkey	Beysehir Lignite Power	0.0	0.0	0.0	0.0	0.0	0.0
Turkey	Tube Tunnel - Metro DM/OV/FS	0.0	32.5	100.0	5.5	0.0	138.0
Turkey	Coal-Fired Plant RGA/Bechtel	0.0	350.0	0.0	0.0	0.0	350.0
Turkey	Copper Mining	0.0	0.0	0.0	0.0	0.0	0.0
Turkey	Frequency Monitoring & Control	0.0	46.0	0.0	0.0	0.0	46.0
Turkey	Granada Corp. Cattle RGA	0.0	3.0	0.0	0.0	0.0	3.0
Turkey	Highway Improvement	3.2	20.0	45.0	0.0	0.0	68.2
Turkey	Istanbul Water DM	0.0	11.1	0.0	0.0	0.0	11.1
Turkey	TEK Power	2.4	35.0	0.0	0.0	0.0	37.4
Turkey	Vocational Education OV	0.0	0.0	0.0	0.0	0.0	0.0
Turkey	Vocational Training	6.0	52.5	0.0	0.0	0.0	58.5
Yugoslavia	Nuclear Power	0.0	0.0	0.0	0.0	0.0	0.0
Yugoslavia	BIEC/RMK Steel Environment	0.0	0.1	0.0	0.0	0.0	0.1
Yugoslavia	Sisak Coke Plant	0.0	0.0	0.0	0.0	0.0	0.0
Yugoslavia	TTL Power Rehabilitation	1.0	19.5	0.0	0.0	0.0	20.5
** Subtotal **		74.8	773.2	361.5	5.5	7.5	1222.5
*** Total ***		1106.0	5979.5	3653.3	81.0	224.2	11044.0

** Indirect Exports

*** Actual exports plus possible and indirect exports.

ACRONYMS

A.I.D.	-	Agency for International Development
DM	-	Definitional Mission
EGAT	-	Electricity Generating Authority of Thailand
FS	-	Feasibility Study
IAP	-	Investor Assistance Program
IDCA	-	International Development Cooperation Agency
LDC	-	Less Developed Country
OECD	-	Organization for Economic Cooperation and Development
OV	-	Orientation Visit
RGA	-	Reimbursable Grant Agreement
TDP	-	Trade and Development Program
TR	-	Training Grant
WS	-	Workshop