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FEDERAL EXPORT ASSISTANCE PROGRAMS APPLICABLE TO THE U.S. RENEWABLE ENERGY INDUSTRY

June 1985

COMMITTEE ON RENEWABLE ENERGY COMMERCE AND TRADE • CORECT

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EXECUTIVE SUMMARY

The federal government provides a complete range of programs and services that can assist U.S. renewable energy firms as they expand into the foreign marketplace. These programs cover the spectrum of business export needs, which include providing assistance in identifying target markets, locating specific business opportunities and foreign joint venture partners, assisting in trip preparations, sponsoring feasibility studies, conducting trade analyses, providing financing, insuring investments, and providing in-country training and assistance.

Although a large number of federal export services exist, however, there is currently no single place within the government where renewable energy firms can go to obtain comprehensive information on programs matching their specific export needs. At present, more than 18 agencies are involved in some aspect of overseas marketing and trade. This dispersion makes it difficult for renewable energy firms, many of which have limited resources, to take full advantage of available government services--a critical situation in today's competitive international marketplace where government support can be the key to securing overseas product sales.

Federal Export Assistance Programs Applicable to the U.S. Renewable Energy Industry has been developed to resolve this problem, by providing renewable energy firms with a single reference source for identifying U.S. government agencies, programs and contacts that can aid in exporting. It contains an in-depth discussion of the eight major agencies offering export assistance· the Agency for International Development (AID), the Department of Agriculture (USDA), the Department of Commerce (DOC), the Export Import Bank (EXIMBANK), the Office of the U.S. Trade Representative (USTR), the Overseas Private Investment Corporation (OPIC), the Small Business Administration (SBA) and the Trade and Development Program (TDP). Additionally, it presents brief discussions of pertinent activities performed by other federal agencies that can assist renewable energy exporters.

Some of the major highlights to be found when reviewing this report include

- Congress recently enacted the "Renewable Energy Industry Development Act of 1983" (PL 98-370), which requires the formation of a working group of industry representatives and key federal agency officials to explore ways for promoting the U.S. renewable energy industry overseas.

- DOE has authorized as much as $500,000 in FY85 for DOC export promotion on behalf of the U.S. renewable energy industry, including activities to bring foreign officials to the U.S., sponsor trade shows and missions in at least 12 countries, develop videotapes for international distribution, and conduct country-specific market research and trade law studies.

- The AID Office of Small and Disadvantaged Business Utilization maintains registration lists for firms interested in supplying equipment and technical services to developing countries.

- AID/Cairo is conducting a four-year renewable energy project with equipment procurement expected to begin in mid-1985.

- EXIMBANK is willing to counter government-subsidized project bids of foreign firms by creating competitive financing packages through combinations of lower interest rates, extended grace periods and extended repayment periods.

- EXIMBANK can provide loan guarantees in almost all of the major foriegn currencies.

- A number of federal agencies including AID, DOC, OPIC and TDP provide assistance in identifying overseas joint venture partners.

- OPIC provides direct loans for small business export ventures ranging from $100,000 to $4 million, with 39 percent of the agency's activities in FY83 involving small businesses or cooperatives.

- OPIC operates an "Opportunity Bank" to match U.S. businesses with specific project needs overseas.

- SBA guarantees private export revolving lines of credit for up to $500,000.

- TDP provides financing for planning services such as feasibility studies in middle-income countries, a major U.S. PV manufacturer recently participated in a TDP mission to Tunisia.

- The USTR can assist U.S. firms in mitigating trade barriers against the importation of U.S. renewable energy equipment and technology into foreign countries, and in overcoming unfair trade practices by competitor nations in international markets.

These are just a few examples of the many on-going federal government activities that can aid U.S firms in their exporting activities. The remainder of this report describes existing programs and services in more detail.

1 0 INTRODUCTION

1.1 PURPOSE

The purpose of this report is to identify and describe government agency programs that are available to assist U.S. renewable energy technology industries in exporting.

1.2 BACKGROUND

A number of renewable energy firms have recently expressed concern over the lack of growth in U.S. renewable energy technology exports. In general, industry attributes the lack of export growth to three major barriers frequently encountered in the overseas marketplace

(1) Financing - Those who need renewable energy systems and equipment often lack the capital to purchase these products, particularly in less developed countries,

(2) Government-Subsidized Foreign Competition - Foreign renewable energy firms, particularly those in Europe and Japan, receive government-supported export credit assistance that has not traditionally been matched by the U.S. government, thus reducing the competitive position of U.S. firms, and

(3) Education - U.S. government international program officials located in the U.S., as well as in U.S. missions and offices overseas, frequently are unfamiliar with the range of applications appropriate for today's renewable energy technologies abroad.

To assist industry in overcoming these barriers, DOE is conducting two export assistance initiatives. The first involves the development of up-to-date brochures, for international distribution, on the commercial status of U.S. renewable energy products, applications and economics. The second involves the sponsorship of Export Assistance Seminars between U.S. renewable energy industry representatives and key government agencies, to (1) increase government's awareness of the role that renewable energy technologies can play in the overseas marketplace, and (2) improve industry's understanding of existing federal programs that can aid in exporting. This report, prepared in conjunction with the Seminars, provides industry with detailed background information on federal assistance programs.

1.3 THE CHANGING ROLE OF THE GOVERNMENT/INDUSTRY PARTNERSHIP IN RENEWABLE ENERGY

The renewable energy industry's need for government support in the foreign marketplace reflects the transition that has been occurring in the renewable energy industry over the last decade. To date, joint activities between industry and government in renewable energy have involved (1) research and development efforts with DOE to improve efficiency, reliability and costs; (2) DOE sponsored demonstration projects in the U.S., and (3) international field test demonstration projects in the developing world sponsored by DOE and the Agency for International Development (AID).

These activities have proven that renewable energy technologies can work reliably, and have moved the technology beyond the RD&D stage. Today, the U.S. renewable energy industry provides systems and equipment for a variety of applications worldwide, and these products are particularly well suited to areas of the developing world that traditionally have been without electricity or other fuel supplies Given the reliability, simplicity, low maintenance, modularity and environmental acceptance of renewable energy technologies, they are promising candidates for satisfying basic human needs for drinking water, lighting, refrigeration, education, sanitation and general electrical power. And in many of these applications, they are supplying this power more reliably and at cheaper costs than conventional alternatives such as diesel and kerosene U.S. renewable energy firms will increasingly be looking to foreign markets as a major source of product sales, with a corresponding need for government assistance if they are to continue as world leaders in this rapidly expanding and intensely competitive marketplace.

1.4 REPORT OVERVIEW

The federal government offers hundreds of programs to assist U.S. firms in overseas marketing, sales and investment activities. With approximately 75,000 employees involved in some aspect of foreign or domestic commerce, the federal government provides an invaluable resource for U.S. firms of all sizes trying to succeed overseas.

However, merely establishing these programs is not enough. They are virtually useless to renewable energy firms without corresponding information on specific programs and services offered, mechanisms for program access, program eligibility requirements and agreement terms. Currently, federal export assistance programs are widely dispersed throughout a number of agencies, with no single contact point for securing comprehensive information. Eight key federal agencies, structured in varying degrees of complexity, conduct the majority of the federal export assistance programs. These organizations are the Agency for International Development (AID), the Department of Agriculture (USDA), the Department of Commerce (DOC), the Export Import Bank (EXIMBANK), the Office of the United States Trade Representative (USTR), the Overseas Private Investment Corporation (OPIC), the Small Business Administration (SBA) and the Trade and Development Program (TDP). At least 10 other organizations also provide export-related services that may assist renewable energy firms in overseas marketing and trade, including the Departments of Defense, Energy, State and Labor, the Federal Communications Commission, the Government Printing Office; the Internal Revenue Service, the International Trade Commission, the Patent and Trademark Office and the Peace Corps. This highly decentralized structure makes it extremely difficult for renewable energy firms to match available programs with their specific export needs.

This report provides U.S. renewable energy firms with a "roadmap" for sorting through the various federal export assistance agencies and their corresponding programs and services. Specifically, it provides detailed information on the major assistance agencies, with summary data on other organizations offering export-related assistance. Exhibit 1 identifies the relevant activities provided by the eight major federal export assistance agencies, as organized by the following categories

Federal Agency \ Export Assistance Activity	MARKET IDENTIFICATION	TARGETING OPPORTUNITIES	TRIP PLANNING	FEASIBILITY STUDIES	TRADE REGULATIONS	FINANCING	INSURANCE	TRAINING/TECHNICAL ASSISTANCE
Agency for International Development (AID)		●	●	●		●		●
Department of Agriculture (USDA)	●	●	●	●	●	●		●
Department of Commerce (DOC)	●	●	●		●			
Export-Import Bank (EXIMBANK)				●		●	●	
Office of the United States Trade Representative (USTR)					●			
Overseas Private Investment Corporation (OPIC)		●	●	●	●	●	●	●
Small Business Administration (SBA)		●	●	●	●	●		●
Trade and Development Program (TDP)				●				●

Exhibit 1

FEDERAL AGENCY EXPORT ASSISTANCE PROGRAM SUMMARY

- Market Identification - Provide market research data including global, industry, commodity and country specific information.

- Targeting Opportunities - Provide services such as data bases and bid registration lists to assist in identifying specific overseas business opportunities.

- Trip Planning - Provide financial and support services associated with initial reconnaissance overseas to investigate general business and investment climate.

- Feasibility Studies - Provide financing and assistance for conducting feasibility studies and investment missions overseas.

- Trade Regulations - Provide help in identifying and resolving trade barriers to doing business in specific countries, and in addressing anticompetitive behavior by foreign governments.

- Project Financing - Provide financial assistance in terms of loans, loan guarantees and grants for financing projects abroad.

- Insurance - Provide insurance against risks associated with doing business overseas.

- Training/Technical Assistance - Provide assistance in establishing operations overseas.

1.5 REPORT ORGANIZATION

The remainder of this report is organized to present in-depth discussions of the eight major federal export assistance agencies· AID, USDA, DOC, EXIMBANK, USTR, OPIC, SBA and TDP. Individual chapters (2.0-9.0) are included for each agency, with the following information provided, as available.

- An overview of agency mission,

- A summary of export-related programs and services,

- An identification of important agency contacts, including names, addresses, and telephone numbers,

- A discussion of the agency's renewable energy experience, and

- Relevant agency budget data.

Additionally, Chapter 10 provides a brief description of activities by other federal agencies that may provide support to renewable energy industry exporting efforts.

Information used in preparing this report was obtained from a number of sources which include personal meetings and interviews with key federal agency officials, and available government reports, publications and brochures

AGENCY FOR INTERNATIONAL DEVELOPMENT HIGHLIGHLIGHTS

- The majority of AID's project work originates with the overseas host country missions.
- The Office of Small and Disadvantaged Business Utilization maintains registration lists for small firms interested in providing commodities and technical services to developing nations
- The Bureau for Science and Technology (S&T), Office of Energy, will be initiating three major evaluations over the next two years involving assessments of photovoltaics for developing world applications.
- AID offices involving end use applications such as water pumping and refrigeration do not have current information on either renewable energy technologies or on U.S. firms.
- The Bureau for Private Enterprise could be a source of concessional financing to renewable energy firms through local joint venture partners.
- The AID/Cairo mission is sponsoring a four-year renewable energy demonstration project in Egypt.
- Special project funds allocated to Egypt and the Caribbean can be used to finance planning and project activities in these countries.
- Over the past five year period, AID has spent approximately 22 percent of its $1 billion budget on renewable energy activities.

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2 0 AGENCY FOR INTERNATIONAL DEVELOPMENT

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2.1 AGENCY OVERVIEW

The mission of the Agency for International Development (AID) is to conduct assistance programs directed towards satisfying basic human needs and improving economic growth in developing countries. In response to this mission, AID has identified energy as a priority area for assistance, since it permeates virtually all efforts of developing countries to improve their standard of living and to increase economic output. In particular, AID energy programs concentrate on reducing developing country dependence on imported energy, principally oil and gas, through five major areas of technical assistance

- Improving indigenous energy analysis, planning and policy development capabilities,
- Providing training to local officials and assisting in government energy institution building and development,
- Conducting field tests of energy supply systems in host country settings,
- Increasing the utilization of indigenous energy supplies and improving the efficiency of energy use, and
- Eliminating market barriers to efficient energy use and encouraging private investment from domestic and foreign sources.

As a development institution, AID's emphasis is on the enhancement of in-country capabilities rather than on the development of markets for U.S. products. Thus, AID technology demonstrations, which are required by law to use U.S. equipment, offer a limited market for renewable energy manufacturers. More importantly, however, they serve to document system performance in indigenous market settings with an emphasis on economics, reliability and institutional factors. These AID projects provide the basis for informed purchasing decisions to be made on renewable energy systems and equipment by host country officials.

Overall, before AID considers the use of energy options, including renewables, the following must be completed

- An energy planning assessment to determine whether the technology satisfies the development needs and institutional structure of the country, and
- A technology assessment that evaluates total system costs (including maintenance) and technology reliability.

2.2 KEY AID PROGRAMS

AID operates in a very decentralized manner, with energy and energy-related programs dispersed throughout the agency's organizational components. These include both the functional and geographic bureaus located in the Washington,

DC area, as well as host country missions and offices overseas. Exhibit 2 provides an overview of the AID organizational structure. A brief description of the key elements of interest to the renewable energy industry are discussed in the remainder of this chapter.

In general, the bulk of AID's projects involve country-specific project activities which originate from each of the host country missions. (Refer to Exhibit 2.) On a more limited basis, the Headquarters' Bureaus located in Washington, DC sponsor projects which cut across a number of countries, with the Functional Bureaus providing agency wide support, and the Geographic Bureaus conducting projects in particular world geographic regions.

2.2.1 Staff Offices

The Office of Small and Disadvantaged Business Utilization (frequently referred to as the Office of Business Relations) is responsible for assisting small businesses in increasing their involvement in AID overseas program and project activities. This office provides information to U.S. suppliers regarding AID financed activities in developing countries for the following

- Commodity Purchases - AID's commodity import programs finance the procurement of basic commodities needed in developing countries. For this program, funds are allocated by the recipient government to its ministries and private sector to provide foreign exchange for purchasing machinery, industrial chemicals, farm equipment, medical supplies and other products. Foreign government requirements for U.S. commodities are advertised in the Export Opportunity Bulletin, which is forwarded to firms registered with the Office of Small and Disadvantaged Business Utilization. All eligible small renewable energy firms are encouraged to register with this office.

- Technical Services - Small businesses interested in providing technical services for AID financed infrastructure projects should contact the Small and Disadvantaged Business Utilization Office in order to be listed on its Contractor's Index.

For further information contact:

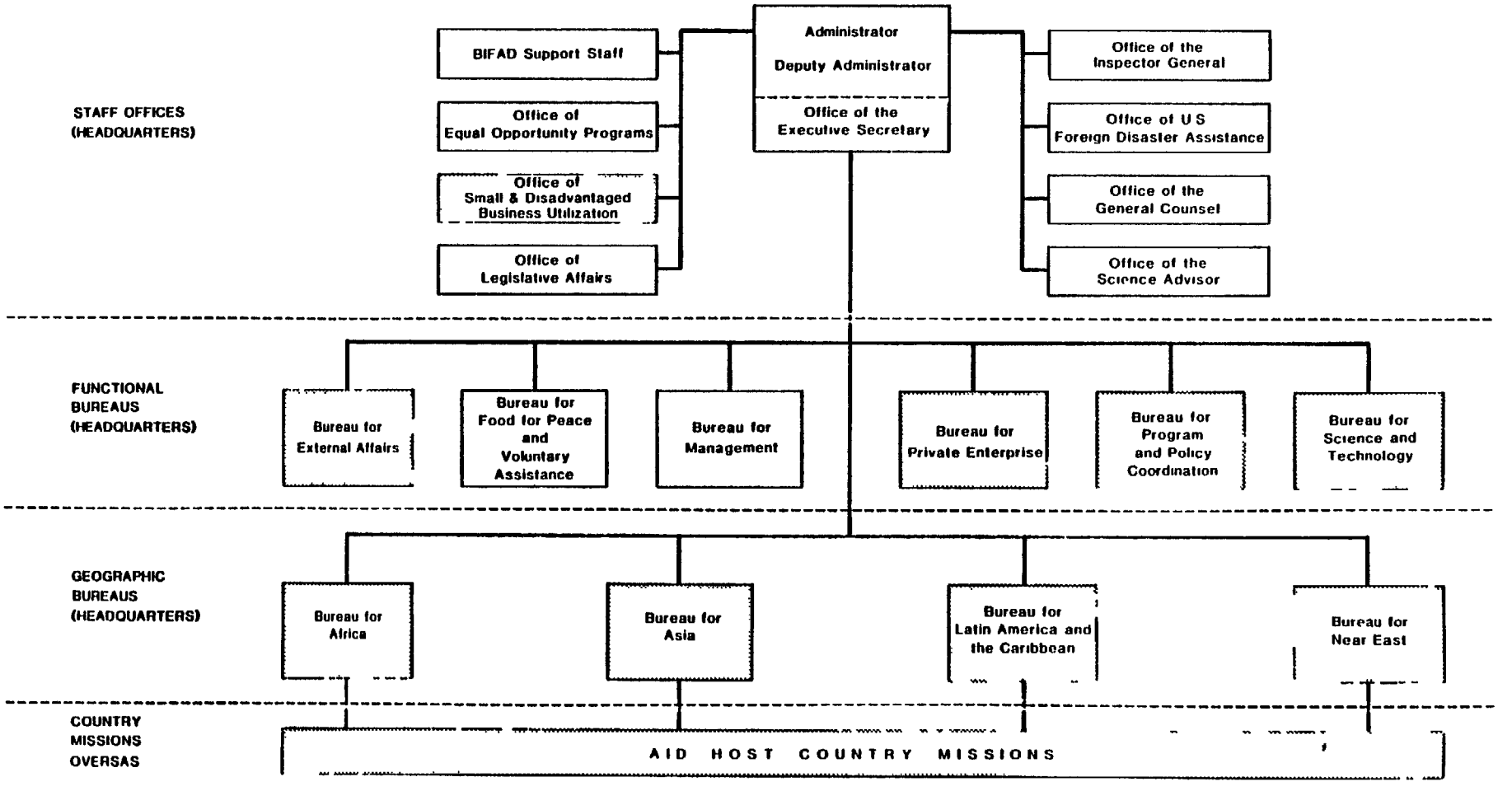
Barbara Otis
Director, Office of Small and Disadvantaged Business Utilization
State Annex 14, Room 648
Agency for International Development
Washington, DC 20523
(703) 235-2333

2.2.2 Functional Bureaus

Four of the agency's functional bureaus provide cross-cutting agency support in areas relevant to the renewable energy industry. These include the Bureau for Science and Technology, the Bureau for Private Enterprise, the Bureau for Program and Policy Coordination and the Bureau for External Affairs, as discussed below.

Exhibit 2

AGENCY FOR INTERNATIONAL DEVELOPMENT ORGANIZATIONAL STRUCTURE



Indicates Organizational Elements addressed in AID Program Discussions

2.2.2.1 Bureau for Science and Technology (S&T). S&T has primary responsibility for enhancing AID's capabilities to use science and technology to further economic and social progress. S&T provides technical support to all agency activities in the sectors of energy, agriculture, nutrition, education, forestry, environment, rural and urban development and health and family planning. Additionally, S&T administers the agency's centrally funded research and development programs, and coordinates these activities with the geographic bureaus and host country missions Exhibit 3 depicts the S&T organizational structure.

- Energy - Within S&T, the Office of Energy (OE) is responsible for conducting all AID centrally operated energy activities, including field demonstration projects, technical assistance and training. OE does not focus on basic research projects. It conducts field tests of available technologies to determine whether they are appropriate in the developing world, given the economic, social and institutional situation of these countries. OE stresses the need to design systems suited to the local infrastructure that indigenous personnel can operate and maintain.

  On the average, OE spends approximately $10 million annually. Currently, OE is in the process of commissioning an evaluation of AID photovoltaic projects, as well as PV projects sponsored by other U.S. government and foreign agencies, to determine the role that PV should play in the developing world, and subsequently, for AID projects and programs. Additionally, other renewable energy activities which OE plans to initiate in the near-term include (1) a renewable energy application and training program to begin in FY85, which will include the development of a renewable energy system evaluation methodology; and, (2) an assessment of the role that renewables can play in developing world agricultural applications, projected to begin in FY86.

  For further information contact:

  Dr. Alan Jacobs
  Director, Office of Energy
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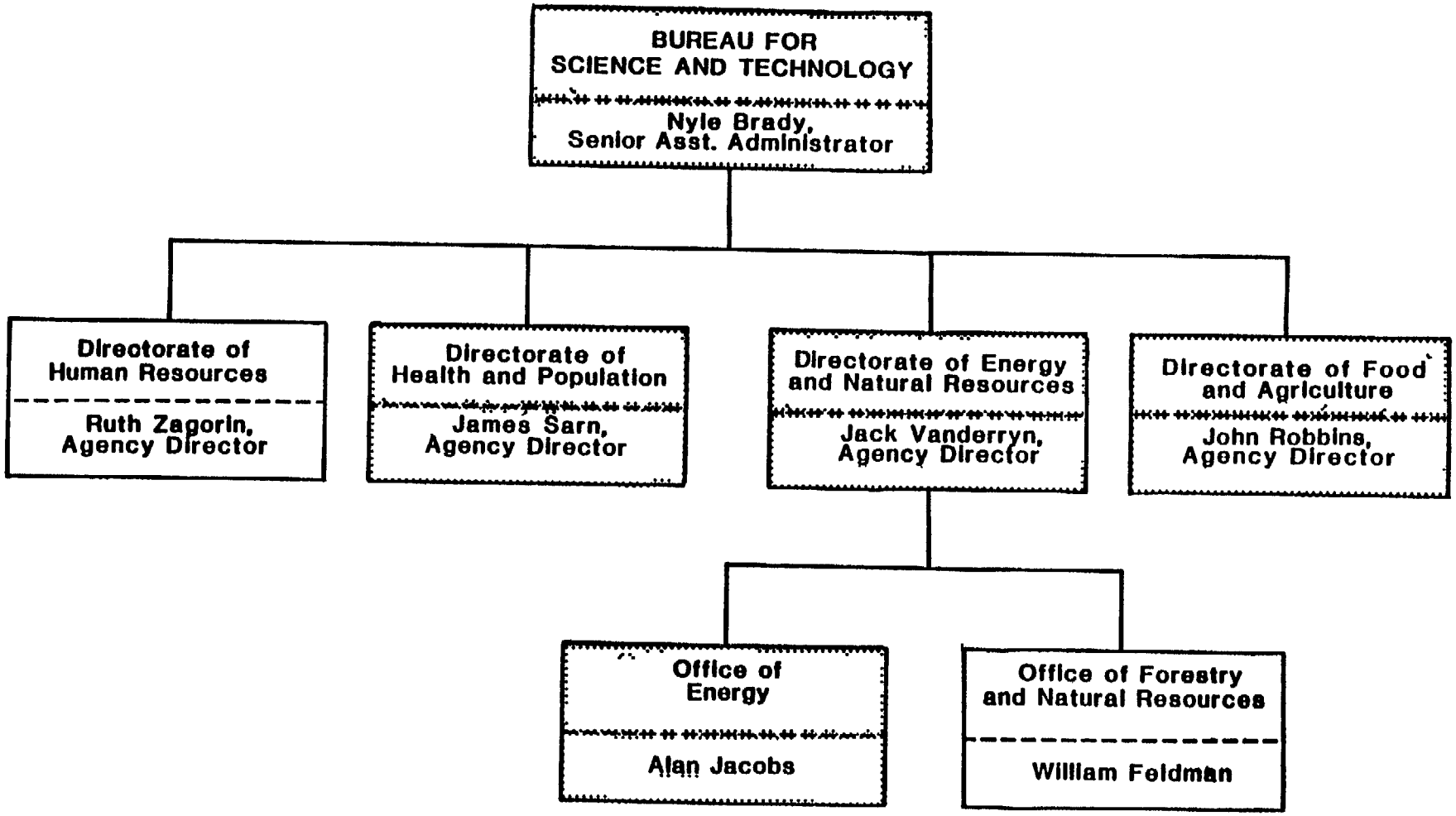
  Room 508, SA-18
  Agency for International Development
  Washington, DC 20523
  (703) 235-8902

- Health and Agriculture - Also within S&T, the Office of Food and Agriculture and the Office of Health and Population operate centrally funded agency projects in developing countries that require power for remote applications. In many instances, these power needs could be supplied by renewable energy systems, however, staff members and program managers in these offices are not fully aware of the benefits, performance, applications and economics of renewable energy technologies, nor are they familiar with renewable energy system and equipment manufacturers and suppliers. Specific individuals to be contacted in these offices include:

Exhibit 3

AID BUREAU FOR SCIENCE AND TECHNOLOGY ORGANIZATIONAL STRUCTURE



Indicates organizational elements addressed in AID Energy Programs Discussion

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2.2.2.2 Bureau for Private Enterprise (PRE). PRE promotes the development of host country private businesses by providing grants and investment funds to stimulate local business development. Financing occurs either directly to the business or through financial institution intermediaries. To complement these activities, PRE will finance technical assistance, training and technology needs related to host country business development. PRE has targeted 11 countries for its initial assistance efforts, however, it may invest in any AID assisted country. Current target countries are. Costa Rica, Indonesia, Ivory Coast, Jamaica, Kenya, Pakistan, Peru, Sri Lanka, Sudan, Thailand and Zimbabwe. Additionally, PRE has identified key development sectors as priority areas for its activities, with the primary sector being agribusiness, and secondary emphasis on health and energy. There are potential opportunities for U.S. renewable energy firms to secure financial assistance through PRE. However, since the program is directed to indigenous businesses, requests for assistance must originate from a local joint venture partner.

In FY84, PRE has a budget of approximately $28 million, which is divided fairly evenly between grants and investments, as discussed below.

Grants PRE provides grants and grant related loans for activities such as

- Feasibility Studies - Reimbursable grants are provided to furnish the basis for investment decisions. The availability of financing permits PRE to encourage investment in selected joint ventures in developing countries having a high development priority. For these grants, PRE will provide 50 percent of the total study cost, up to a maximum of $50,000. The project sponsor finances the original cost and is reimbursed after submitting a completed feasibility study. If the PRE-financed feasibility study evolves into a project, the sponsor must reimburse all PRE funds. In addition, PRE retains the right to finance up to 25 percent of the total investment. Eligibility criteria for the feasibility study grants include substantial ownership by a company in the host country, project sponsors are host-country firms or citizens; project priorities are in sectors such as agriculture, health, or energy, there is a substantial project developmental impact; and there is

development of indigenous managerial or technical skills. To apply for these grants, a business plan should be submitted to PRE which contains a project description, financing requirements and a technical plan.

- Technical Assistance and Training - PRE will also provide grants for vocational management training in projects it finances. These projects must have significant foreign ownership, with grants generally limited to 10 percent of the amount of financing provided. Additionally, PRE provides funds to support the International Executive Services Corps, a non-profit corporation run by U.S. business executives dedicated to serving developing countries (This amounted to approximately $6 million in FY83, or close to half of the funds allocated for grants.) The Corps' experienced volunteers take on short-term assignments to advise overseas groups on how to upgrade management skills, increase productivity and employment and improve basic technologies.

Investments· For the investment program, PRE's typical loans range from $1 to $2.5 million, averaging 7-8 loans per year. Although the majority of loans are made to intermediate financial institutions, direct loans to individual host country businesses occur in instances where there is a strong development impact (i.e., high employment, high foreign exchange generation, etc.), or those in which a party other than PRE takes primary responsibility for loan administration. Eligibility for this program is based on the same criteria as those discussed above under PRE grants for feasibility studies.

For further information contact.

Investment

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Grants

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2.2.2.3 Bureau for Program and Policy Coordination (PPC). This Bureau is responsible for the Agency's overall program policy formulation, planning, coordination, resource allocation and evaluation activities, as well as the program management information systems which support them. The Bureau develops economic assistance policies and provides guidance on long-range program planning, economic analysis, sector assistance strategies and project analysis and design. It coordinates the formulation and revision of AID's program and budget, and it participates in AID Congressional presentations. The Bureau reviews and monitors all country program strategies and project proposals, and selectively reviews project papers from other bureaus and offices to ensure compliance with Agency policy guidance It provides in depth analyses of development problems and related issues, and formulates AID's position on major

U.S. development policies affecting the Agency's assistance programs overseas.

For further information, contact

Bureau for Program and Policy Coordination
Room 3892, NS
Agency for International Development
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2.2.2.4 Bureau for External Affairs (BEA). This Bureau is responsible for information policy coordination and dissemination to the public, providing information about AID's policies, objectives and operations. This is accomplished by external public affairs programs, such as: production and distribution of informational materials including press releases, brochures, films, and videotapes, responding to public inquiries and requests for information filed under the Freedom of Information Act and the Privacy Act, and declassification of Agency documents. Internally, the Office of Public Affairs prepares and distributes informational materials such as monthly newspapers, public opinion analyses and press highlights and summaries.

For further information contact

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2.2.3 Geographic Bureaus

Four geographic bureaus operate out of AID's headquarters office: Africa, Asia, Latin America/Caribbean and the Near East. These bureaus, each of which houses an Energy Office, maintain principal responsibility for planning, monitoring and managing programs and projects in their respective regions, working closely with AID missions and offices in program and project development. A brief discussion of the four bureaus and their energy activities are provided below. Also included is a listing of the key officials in the energy, agriculture and health offices of each bureau.

2.2.3.1 Bureau for Africa. Energy programs in Africa have emphasized small scale, decentralized renewable technologies, primarily for rural applications. Additionally, training and institution building receive high priority. Over the near- to mid-term, greater emphasis will be placed on energy planning and analysis, energy for increased agricultural production and increased conservation.

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2.2.3.2 Bureau for Asia. The Bureau for Asia approaches energy matters as part of a broader concern for sound natural resources management. It seeks to address the energy, forestry and natural resource constraints to rural development, with emphasis on increasing productivity in agriculture and rural industry and meeting the needs of the rural poor.

Energy planning projects are planned or underway in Pakistan, Indonesia and Malaysia. In Pakistan, AID will be sponsoring an energy planning and development project, which, in addition to strengthening basic planning functions, will assess the potential of renewable technologies for rural areas and help the country to develop a modern coal industry. An RFP on for the Pakistan project is expected out in FY85. In Indonesia, negotiations are currently underway with Battelle/Columbus to establish an energy laboratory that will include renewables, although the primary emphasis of the lab's work will be on coal use. In Malaysia, a team has initiated a study on supplying potable water.

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In addition to the energy related activities above, the Bureau for Asia has awarded contracts to several U.S. consulting firms to provide information and assistance to U.S. companies interested in exploring business opportunities in Thailand, Indonesia and Sri Lanka Information on specific project opportunities, potential local joint venture partners and investment incentives and policies are among the services offered. There is no cost for these services

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For Indonesia Vivikka Molldrem (202) 632-9842
For Sri Lanka. Paula Bryan (202) 632-8226

2.2.3.3 Bureau for Latin America/Caribbean. Energy activities of the Bureau for Latin America and the Caribbean (LAC) initially emphasized research and pilot activities in renewable energy technologies and in forestry/fuelwood. This early emphasis resulted in the undertaking of more than 20 projects totaling about $100 million in nearly a dozen bilateral and regional programs. LAC plans to evaluate many of these activities over the next year and to use the results as a basis for future policy and planning directions. In the meantime, LAC energy programs emphasize three priorities--energy planning and analysis, energy efficiency, and programs to test and promote traditional fuels, including fuelwood.

For further information contact:

Paul White
Chief, Education, Technology
and Science Division
Bureau for Latin America
and the Caribbean
Room 2239 NS
Agency for International
Development
Washington, DC 20523
(202) 632-7921

Albert Brown
Chief, Rural Development Division
Bureau for Latin America
and the Caribbean
Room 2242 NS
Agency for International
Development
Washington, DC 20523
(202) 632-8126

Linda Morse
Chief, Health and Nutrition Division
Bureau for Latin America and the Caribbean
Room 2247 A
Agency for International Development
Washington, DC 20523
(202) 632-8605

2.2.3.4 Bureau for Near East. In the past, Near East energy activities have centrated heavily on power generation and distribution, particularly for urban utilization. However, activities are now beginning to emphasize energy planning, renewable energy and fossil fuel development. In Egypt, a four-year demonstration project was recently initiated, through the AID/Cairo mission, to assess photovoltaic, wind and solar thermal technologies in rural applications. (Equipment

procurements for the Egypt project are projected to begin by the summer of FY85.)

For further information contact.

Carolyn Coleman
Program Analyst (Energy)
Bureau for Near East
Room 6754 NS
Agency for International Development
Washington, DC 20523
(202) 632-3228

Charles Johnson
Chief, Health, Population and Nutrition Development
Bureau for Near East
Room 6668 NS
Agency for International Development
Washington, DC 20523
(202) 632-9142

Wilber Thomas
Chief, Agriculture Development Division
Bureau for Near East
Room 6484 NS
Agency for International Development
Washington, DC 20523
(202) 632-9256

2.2.4 Overseas Missions and Offices

Overseas missions and offices are located in countries where AID is carrying out bilateral economic assistance programs. These groups, which report to the Geographic Bureaus, play the major role in project identification and contractor selection. Currently, missions are located in 48 countries in which AID operates major programs, with offices located in 13 countries where agency programs are moderate or declining. Exhibit 4 provides the most current listing of key officials in the overseas missions and offices.

2.3 OTHER AID SERVICES

In addition to the programs discussed above, AID is also involved in a number of other program activities which may be of interest to the renewable energy industry.

2 3 1 Joint Agricultural Consultative Corporation

The Joint Agricultural Consultative Corporation, a private non-profit organization, was created by AID to assist in facilitating the flow of capital and technology from the private U.S. agribusiness sector to the private agribusiness sectors of selected developing countries. The Corporation is currently active in the Caribbean, Sri Lanka, Nigeria, Indonesia and Thailand.

The Corporation operates through country specific committees of U.S. and foreign agribusiness companies. A U.S. company that becomes a member of a country committee receives background country information, monthly reports covering country committee activities, special reports on country developments, notices of opportunities for meetings with foreign committee counterparts,

Exhibit 4
KEY AID MISSION STAFF

REGION	CONTACT	TELEX	TELEPHONE
Africa			
Gaborone, Botswana	Paul C. Tuebner	2554 AMEMB BD	53982/3/4
Bujumbura, Burundi	William Egan	<NO TELEX>	34-54
Yaounde, Cameroon	Randal J. Thompson	8223 KN	234014,230512
Praia, Cape Verde	Frank Dimond	68 AMEMB CV	553 and 761
Djibouti, Djibouti	W. Ernest Popp	<NO TELEX>	35-38-49,35-39-35, 35-29-16/17
Banjul, Gambia	Marc P. Madland	<NO TELEX>	526 and 527
Accra, Ghana	John Thomas	<NO TELEX>	75346
Conakry, Guinea	George Branson	2103 EMBUSA GE	415-20 thru 24
Bissau, Guinea Bissau	Cheryl McCarthy	<NO TELEX>	212816/7
Abidjan, Ivory Coast	Hugh P. Papworth	3660	32-09-79
Nairobi, Kenya	Ralph Bird	22964	33-4141
Maseru, Lesotho	L. Dean Bernius/ Fred A. Zobrist	<NO TELEX>	22666/7 and 23892
Monrovia, Liberia	James Pagano	<NO TELEX>	2229911 thru 4
Lilongwe, Malawi	Murl Baker	4627	730-166
Bamako, Mali	Jon Anderson	448 AMEB	225834 225663
Niamey, Niger	Mike Gould	<NO TELEX>	72-26-61 thru 4,72-26-70
Lagos, Nigeria	Keys Macmanus Elizabeth Shelton	21670 USEMLA NG	610097
Kigali, Rwanda	Norman L. Olsen	<NO TELEX>	5610
Freetown, Sierra Leone	William S. Lefes	3210	26481
Mogadishu, Somalia	Gary Cohen	789 AMEMB MOG	28011
Mbabane, Swaziland	William Hammink	<NO TELEX>	22281/2/3/4/5
Dar Es Salaam, Tanzania	Sharon Fee	41250 AMEB DAR	68894,67983,67979,68033, 67992
Lome, Togo	Sidney Bliss	<NO TELEX>	29-91
Kampala, Uganda	Winston Mophie	<NO TELEX>	59791
Ouagadougou, Upper Volta	Kevin J. Mullally	5290 UV	33-25-05
Kinshasa, Zaire	H. Braddock	21405 US EMB ZR	25881 thru 6
Harare, Zimbabwe	Richard L. Shortlidge Jr. Accdon Chinhori, Asst.	4591 USFCS ZW	705-835

Exhibit 4

REGION	CONTACT	TELEX	TELEPHONE
Asia			
Rangoon, Burma	Richard B. Nelson	<NO TELEX>	82055,82181
Suva, Fiji	Robert Kahn	2235 AMEMBASY FJ	23031
New Delhi, India	Donald C. Masters R.K. Berry, Asst.	USCS IN 031-4589 USICA	690351
Jakata, Indonesia	Jerome J. Bosken	44218 AMEMB JKT	340001-9
Kathmandu, Nepal	John J. Pinney	<NO TELEX>	213158,211199,212718, 211601,211603/4
Islamabad, Pakistan	M. Charles Moseley	952-05-864	24071
Manila Philippines	Lawrence Ervin	66887 COSEC PM 722-27366 AME PH	818-6674,598-0111
Colombo, Sri Lanka	Eric R. Loken	0803-21305 AMEMB CE	21271,21520,21532,
Bangkok, Thailand	John W. Neave	<NO TELEX>	252-5040/5171,251-9260/2
Near East			
Cairo, Egypt	R. Mitchell Eric Peterson, Renewable Energy Project Advisor	93773 AMEMB	28219,774666
Naples, Italy	Tibor Nagy	ICA NAPLES 720442 ICANA	(81) 660966
Rome, Italy	A. R. Furman	614437 or 614431 USICAR	(6) 4674
Amman, Jordan	Stanley Stalla	21510 USEMB JO	664874/664576
Rabat, Morocco	Gary W. Bricker	31005	622-65
Lisbon, Portugal	Michael F. Lukomski	12528 AMEMB	72-5600
Damascus, Syrian Rep..... ..	Leslie C. Koski	411919 USDAMA SY	332315,333052,332557, 330416,332814
Tunis, Tunisia	Richard S. Stevenson	13379 AMB TUN	282-566
Sanaa, Yemen	Robert Rose	2797 EMBSAN YE	271950 thru 58

Exhibit 4

REGION	CONTACT	TELEX	TELEPHONE
Latin America/Caribbean			
Belize City, Belize	Neboysha Brashich	BH213	02-7161,62,63
La Paz, Bolivia	Gerrit H. Argento	AMEMB BV 3258	350251,350120
San Jose, Costa Rica	Heriberto Rodriguez	<NO TELEX>	(506) 33-11-55
Santo Domingo, Dom. Republic ...	Leo Perez Minaya, Romon Delgado, Mini Hydro Project Advisor Betty Facey, Chief Engineer	3460013	682-2171
Quito, Ecuador	Carl Duisberg	02-2329 USICAQ ED	548-000
Guatemala	David Chavez	<NO TELEX>	31-15-41
Guatemala	Lawerence Odle		
Port Au Prince, Haiti	Louis O'Connor	0157 EMPAP	20200
Tegucigalpa, Honduras	Carlos Poza	<NO TELEX>	32-3120 to 29
Kingston, Jamaica	Franklin Ahimaz	<NO TELEX>	809-92-94850
Mexico D.F., Mexico	No Designated Officer	017-73-091 and 017-75-685	905-211-0042
Managua, Nicaragua	Julio C. Somarriba	<NO TELEX>	25494,2306/7
Panama City, Panama.....	Arturo Garrido	<NO TELEX>	27-1777
Asuncion, Paraguay	Blair Cooper	<NO TELEX>	201-041
Lima, Peru	Mario Quiroga	25028 PE USCOMATT	286000

access to a Washington office for business use and notification of foreign business opportunities. To join one committee the cost is $500, two committees, $750, and three or more committees, $1000.

For further information contact

James E. Thornton
President
Joint Agricultural Consultative Corporation
1350 New York Avenue, N.W., Suite 200
Washington, DC 20005
(202) 737-0930

2.3.2 Eastern Caribbean Project Opportunities.

AID is using the firm of Coopers & Lybrand to promote private sector business development in a number of Eastern Caribbean countries. The firm provides a variety of services to U.S. businesses interested in investment opportunities and contracting in these countries. Specific services include providing information on how the Caribbean countries match a company's overall business plans, general information about the economies and investment climates of the countries, assistance in costing out potential investments, and help in arranging reconnaissance trips to the region. In-country staff arrange meetings with local government officials and private sector leaders, help locate suitable local partners, conduct tours of factory sites and describe local transportation services and labor practices. There is no cost for these services.

Contact:

Robert E. Brown
Investor Service Program
Coopers & Lybrand
1800 M Street, NW
Washington, DC 20036
(202) 822-4265

2.3.3 AID/Egypt Reconnaissance Feasibility Funding

AID, in conjuction with the Government of Egypt, is sponsoring two programs for U.S. firms interested in working in Egypt.

2.3.3.1 Egypt Reconnaissance Trip Grants Small- and medium-sized U S companies interested in investing in Egypt can explore potential business opportunities using AID funds that have been awarded to the Government of Egypt. A company can be reimbursed, up to a maximum of $6000, for the direct costs of short reconnaissance visits to Egypt, including two round-trip economy airfares between its home office and Egypt, per diem allowance and other out-of-pocket expenses.

2.3.3.2 Egyptian Feasibility Study Funding. Small- or medium-sized companies interested in working in Egypt may be eligible for funding which covers 75 percent of the direct costs (up to a maximum of $200,000) of conducting a feasibility study on a specific joint venture project in the country. For Fortune 500 companies, funding is limited to 50 percent of the direct costs of the feasibility study. The applicant must be a U.S. company or a majority-owned

subsidiary of a U.S. corporation willing to supply the technology or management expertise to bring the proposed project on stream. New ventures established under the investment incentive regulations of Egyptian Law 43 are also eligible.

For further information contact

Commercial Representation Bureau
2232 Massachusetts Avenue, NW
Embassy of the Arab Republic of Egypt
Washington, DC 20008
(202) 265-9111
Telex 64251 COMRAU

or

Deputy Chairman
General Authority for Investment and Free Zones
8 Adly Street
PO Box 1007
Cairo, Arab Republic of Egypt
Telephone· 902645 or 903776
Telex 92235 INVEST

2.3.4 Caribbean Project Assistance

AID has awarded $1 million to the Caribbean Project Development Facility, which was created to generate employment, improve balance of payments and encourage self sustained growth and economic development in the Caribbean region. This occurs through the sponsorship of new, privately funded investment projects. This program identifies promising small- and medium-sized projects in the $500,000 to $5,000,000 range and prepares them for financing. Staff members offer a full range of technical assistance, including helping potential project sponsors in finding an appropriate Caribbean business partner, obtaining equity and loan financing and identifying suitable technology and export markets.

For further information contact

Hugh Henry May
Manager
Room 136
1818 H Street, NW
Caribbean Project Development Facility
Washington, DC 20433
(202) 676-0482

2.3.5 Foreign Bank Loans

AID has provided funding to several foreign development and commercial banks that can assist in project financing for joint ventures between U.S. and host country investors. In FY84, AID has allocated funds to banks in Costa Rica, Haiti, Jamaica, the Eastern Caribbean, Kenya and Peru. U.S. businesses that enter into joint venture arrangements with indigenous firms may be eligible for financing. The terms are established by each bank. For further information contact the country specific AID desk officers to determine whether

a development bank in a particular country has received AID funds.

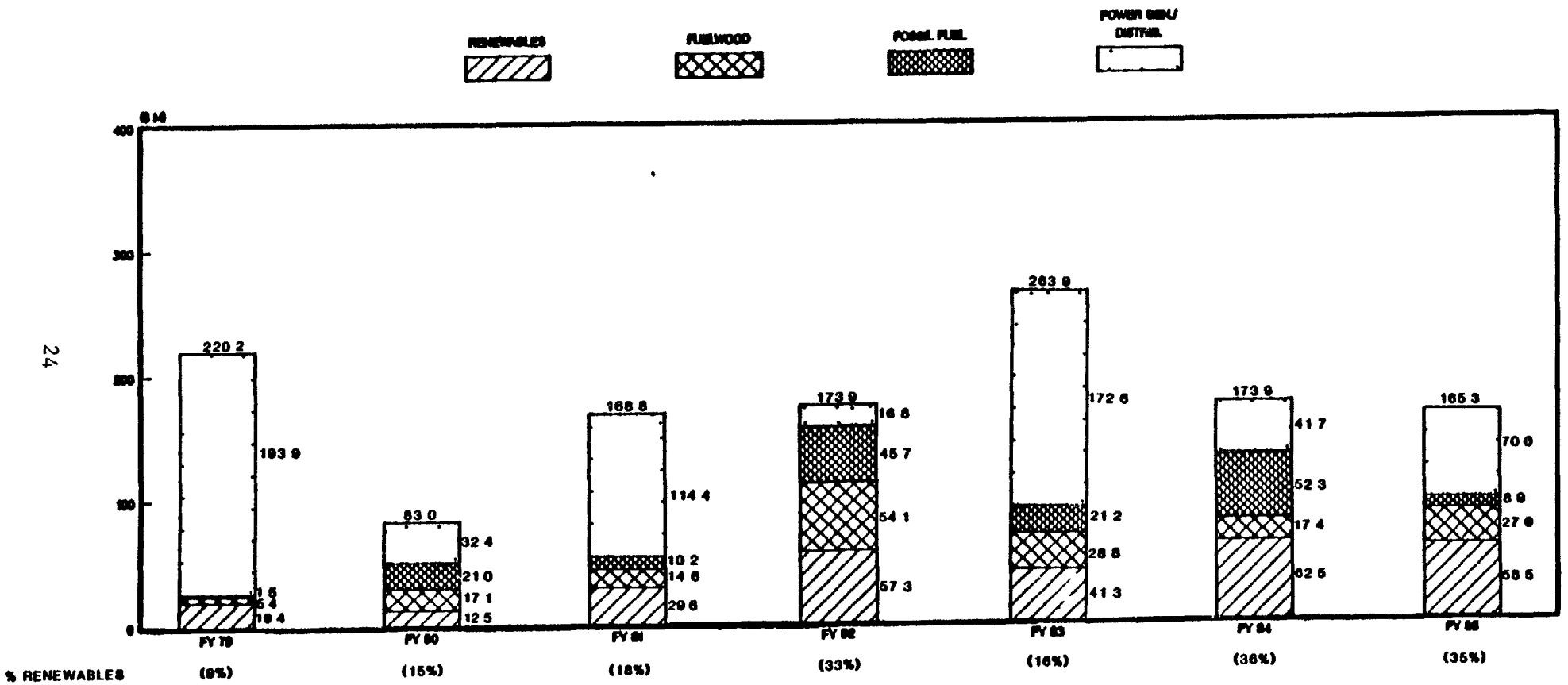
2.4 ENERGY BUDGET

The AID energy budget over the period 1979-1985 is presented in Exhibit 5. As indicated over this time period, approximately $1.2 billion has been spent or planned on energy assistance efforts, and of this amount $281 million (22.5%) has been dedicated to renewable energy. (In reviewing Exhibit 5 note that AID breaks out fuelwood activities in its energy budget as a separate category from renewables.)

For more detailed budget data contact

Mr. Bob Hudec
Chief, Office of Program Information Analysis
Room 3840, NS
Agency for International Development
Washington, DC 20523
(202) 632-9563

Exhibit 5
AID ENERGY BUDGET
($M)



DEPARTMENT OF AGRICULTURE HIGHLIGHTS

- International activities at USDA are involved principally with exports of U.S farm commodities and the provision of technical assistance to agricultural economies.

- USDA maintains extensive information networks to collect and disseminate technical and economic information on renewable energy agricultural systems to potential users

- USDA supplies information on overseas agricultural sectors that can be used in identifying potential markets for agriculture-related systems

3 0 DEPARTMENT OF AGRICULTURE

14th Street and Independence Avenue, SW
Washington, D.C. 20250
(202) 447-3448

3.1 AGENCY OVERVIEW

The mission of the U.S. Department of Agriculture (USDA) is to administer U.S. agricultural policy. Its activities include research and education on production techniques, agricultural economics and resource (including energy) conservation, extension of farm credit, market regulation, administration of commodity price support programs and dissemination of market information.

Internationally oriented activities of the USDA are primarily concerned with supporting exports of U.S. farm commodities. The Department also offers technical assistance to foreign agricultural economies and conducts scientific exchanges with foreign agricultural experts. In each of these areas, USDA provides services which can be of use to the U.S. renewable energy industry.

3.2 KEY USDA PROGRAMS

A number of offices within USDA sponsor programs that may apply to the U.S. renewable energy industry. However, the programs relating to overseas activities are coordinated principally through the Office of International Cooperation and Development and the Foreign Agricultural Service.

3.2.1 Office of International Cooperation and Development (OICD)

OICD manages the USDA's international technical assistance, training and scientific exchange programs. OICD also serves the Agency for International Development (AID) in this capacity as well. In performing these functions, OICD draws upon the resources of other elements of USDA, including the Agricultural Research Service (ARS), the Economic Research Service (ERS), the Soil Conservation Service (SCS), the Energy Extension Service (EES) and the national system of land grant universities. These organizations conduct research and monitor developments in agricultural production techniques, agricultural equipment (including irrigation systems) and agricultural economics, and they disseminate their results to the U.S. agricultural sector. These groups are all interested in renewable energy and energy conservation technologies to the extent that such systems can contribute to the further development of productive and efficient agriculture in the U.S. and abroad. Their international roles correspond to, but are exceeded in terms of overall emphasis and impact, by their domestic support functions.

A brief discussion of the responsibilities of the major groups providing support to OICD for foreign activities is provided below. For further information on OICD activities contact

OICD Information Staff
Room 4101 Auditor's Building 4101
U.S. Department of Agriculture
14th St. and Independence Ave., SW
Washington, DC 20250
(202) 475-4071, 382-8041

Beri Milburn
Agribusiness Specialist
OICD/Private Sector Relations
Room 3110 Auditor's Building
U S. Department of Agriculture
Washington, DC 20250
(202) 447-4515

3.2.1.1 The Agricultural Research Service (ARS). ARS conducts a wide range of research efforts into, among other things, improved plant and animal species, improved production techniques, plant and animal pest and disease control, improved resource conservation and improved agricultural equipment. It is in this last area that the ARS's value to the solar-electric industries lies, for the Service's estimate of the efficacy of solar powered irrigation systems can affect the interest of a great number of farmers overseas. For information, contact

Dr. Marvin Jensen
USDA Agricultural Research Service
2625 Redwing Road, Suite 130
Ft. Collins, CO 80526
(303) 226-9425

Mr. Ralph Nave
National Program Leader
USDA Agricultural Research Service
Room 217, Building 005
BARC - West
Beltsville, MD 20705
(301) 344-3059

3.2.1.2 The Economic Research Service (ERS). ERS conducts research and analyses into a number of economic aspects of agriculture, including production and marketing of commodities, projected supply, demand and use of various crops, dairy products or livestock, predicted farm income and food prices; and the use, conservation and development of natural resources in the agricultural sector. ERS's estimate of the cost effectiveness of solar powered irrigation, for example, has significant bearing upon its adoption for widespread use.

Specific activities by ERS include·

- Maintaining a data base of agricultural exports and imports for many countries and regions.

- Providing analysis and data on the economic development and future needs of developing countries.

- Preparing publications such as· "World Agricultural Outlook and Situation," "Regional Situation and Outlook Reports," and "Inputs Outlook and Situation Report," the latter of which includes a summer issue devoted principally to energy issues related to agriculture.

For further information contact.

Information Division
Room 1770-S
U.S. Department of Agriculture
Washington, DC 20250
(202) 447-7305

3.2.1.3 The Soil Conservation Service (SCS). SCS works to develop improved tillage methods and new species of plants for ground cover and windbreaks, and it provides technical assistance to farmers in the use of these methods. The SCS works with the Agricultural Stabilization and Conservation Service to provide cost sharing support for the adoption of these techniques. The SCS also provides technical assistance to farmers, ranchers, state and local governments and other groups and individuals on improved land use, conservation of water and improvement of water quality, and reduction of energy use. Solar-powered irrigation, for example, is of interest to the Soil Conservation Service in these areas. For more information contact

Mr. Doug Sellars
Energy Coordinator
Soil Conservation Service
Room 6014 South
U.S. Department of Agriculture
Washington, DC 20013
(202) 382-1861

3.2.1.4 The Energy Extension Service (EES). EES provides technical assistance, based upon the work of federal and state researchers. This assistance, which covers all aspects of rural life both domestic and agricultural, is disseminated through more than 3000 state and county extension service offices. The Extension Service occasionally provides support to OICD in its international technical assistance work. For more information contact:

Ms. Glenda Pifer
National Energy and Environment Program Leader
Energy Program Leader
USDA Extension Service
Room 3443-S
U S. Department of Agriculture
Washington, DC 20250
(202) 447-3387

3.2.1.5 National Land Grant Colleges. These colleges perform research in all aspects of agricultural improvements and serve as an on-going reservoir of expertise on technical and economic agricultural issues. Individuals on the faculty at land grant colleges serve as national experts in particular areas and provide technical assistance to the OICD in its international programs.

For further information contact

Mr. Gordon Slogett
Agricultural Economics Department
Oklahoma State University
Stillwater, Oklahoma 74078
(405) 624-6161

3.2.2 Foreign Agricultural Service (FAS)

FAS serves as the principal international arm of the USDA for information dissemination. The FAS provides a wide range of export support services, but it is almost exclusively concerned with the overseas sale of U.S. agricultural commodities However, information developed for commodity exporters might be of use to exporters of U.S. agricultural equipment (e.g. solar irrigation systems) in their efforts to identify foreign agricultural producers who may make use of their equipment. These information services include·

- Foreign Agricultural Service officers stationed in Washington, DC who specialize in particular regions of the world.

- FAS Agricultural trade offices located in selected foreign countries, which provide direct information on that nation's agriculture sector and contacts within it.

- FAS publications, including.

  "Foreign Agriculture," a monthly magazine offering news, background information and feature articles on world agriculture.

  "Special Reports," focusing on foreign agricultural situations and providing detailed analyses of world trade topics.

- Development, maintenance and analysis of information on international finance macro-economics and world agriculture through FAS's Office of International Agricultural Statistics, Trade and Economics Information Division.

For further information contact:

Information Services Staff
Foreign Agricultural Service
South Building, Room 5918
U.S. Department of Agriculture
Washington, DC 20250
(202) 447-7937

To identify and contact Foreign Agriculture Service officers in Washington, DC, or FAS Agricultural trade offices overseas, contact.

Assistant Administrator for Foreign Agricultural Affairs
Foreign Agricultural Service
Room 5092
U.S. Department of Agriculture
Washington, DC 20250
(202) 447-6138

DEPARTMENT OF COMMERCE HIGHLIGHTS

- DOC provides a variety of market development services to potential exporters, including
  - Providing foreign market surveys.
  - Providing notification of major international construction projects.
  - Maintaining a renewable energy international industry specialist to offer guidance to potential exporters.
  - Promoting exporting through development and support of events including trade fairs and trade missions.
- DOC provides reports analyzing foreign business trends, trade opportunities and investment conditions.
- The U.S. and Foreign Commercial Service (USFCS) maintains up-to-date international trade and market information, including
  - Providing, through District Office and Export Council specialists, counseling to prospective exporters regarding the how-to's of developing an export plan.
  - Finding foreign agents and distributors for exported products, and providing overseas offices for U.S. firms.
  - Maintaining a Trade Opportunities Program to provide current trade opportunity leads.
- DOC counsels businesses regarding export regulations.
- Other DOC offices offering export assistance information include the Caribbean Basin Information Center, the Bureau of the Census, the Minority Business Development Agency and the Office of Business Liaison.
- The National Oceanic and Atmospheric Administration (NOAA) is responsible for licensing all OTEC facilities including ownership, construction and operation.

4 0 DEPARTMENT OF COMMERCE

International Trade Administration
Office of Public Affairs
14th Street and Constitution Avenue, NW
Washington, DC 20230
(202) 377-3808

4.1 AGENCY OVERVIEW

The mandate of the Department of Commerce (DOC) is to foster, promote and develop the foreign and domestic commerce of the United States. Within DOC, programs involving international trade and export are primarily the responsibility of the International Trade Administration (ITA), which determines policy, directs programs and coordinates all issues concerning trade administration, trade development and trade/investment policy.

Exhibit 6 presents an overview of the ITA organization. The Exhibit indicates four sections of ITA that offer services useful to the small business exporter, including the Trade Development group, the International Economic Policy group, the U.S. and Foreign Commercial Service and the Trade Administration group. The functions of these groups will be described briefly below.

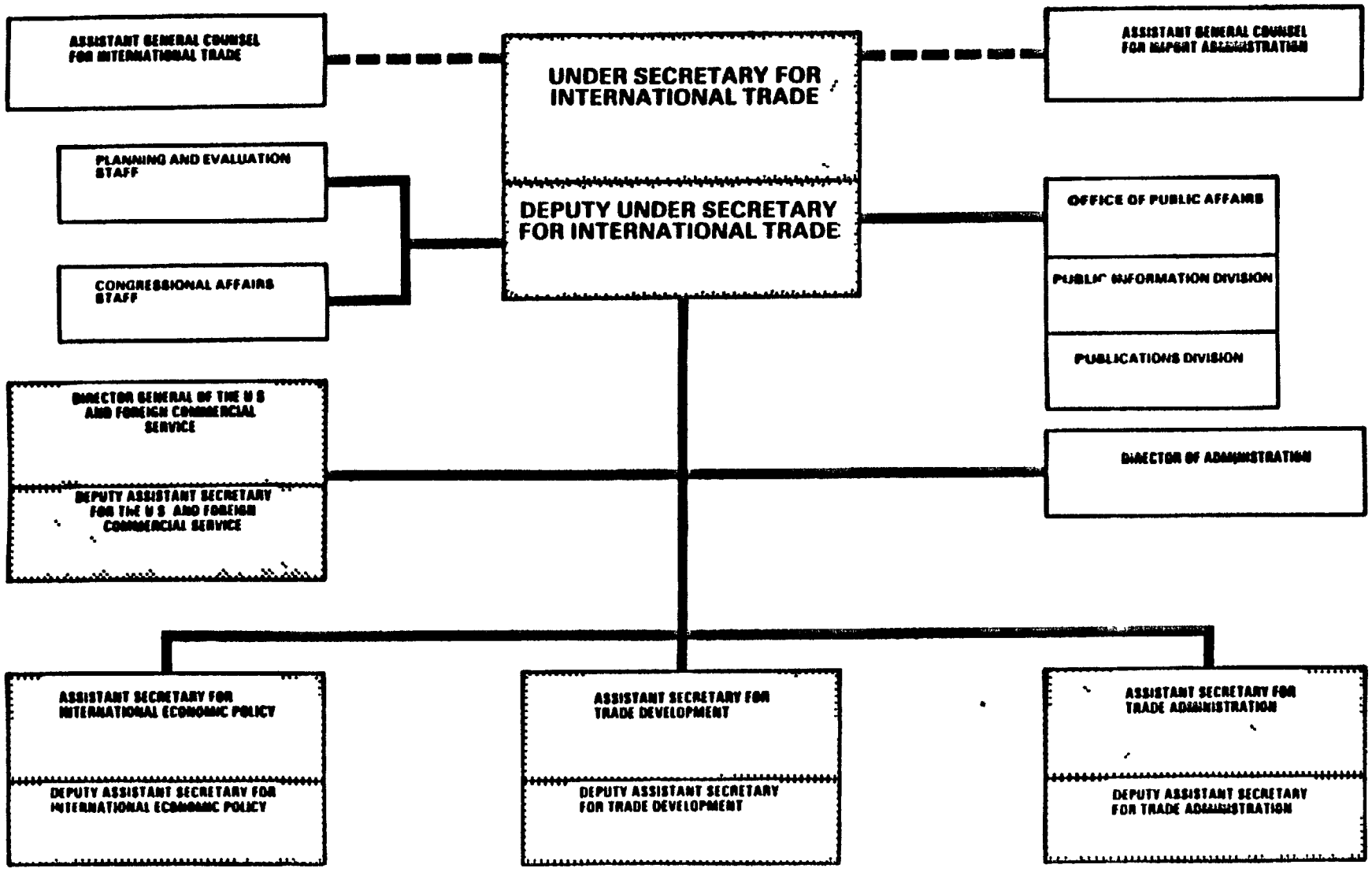
The Trade Development (TD) group, through its Trade Development Program (TDP), advises the DOC on trade and investment policies pertaining to specific U.S. business sectors, and conducts programs to promote U.S. export trade. The TDP promotes awareness of and provides information about export marketing opportunities for U.S. industry, particularly for small, medium-sized and new-to-export businesses. The TDP promotes U.S. trade activity by organizing overseas trade missions for U.S. businesses, developing overseas product catalogues, sponsoring video shows for U.S. products and sponsoring U.S. businesses in international trade fairs. The TDP also facilitates visits by potential foreign buyers, and, in conjunction with the Department of State, it facilitates visits of foreign government officials to domestic U.S. trade fairs. Furthermore, TDP consults directly with U.S. business sectors on issues relating to international trade, monitors the international competitiveness of U.S. industry sectors, identifies international barriers to U.S. exports, works to improve access of U.S. businesses to international markets, monitors U.S. trade laws as they pertain to specific industry sectors, and develops trade policy recommendations relating to specific U.S. industry sectors. Its duties also include monitoring and implementing aspects of the Multilateral Trade Negotiation (MTN) treaty that relate to individual business sectors.

The International Economic Policy (IEP) group monitors and analyzes international trade and investment policies and supports ITA trade activities as they relate to specific countries or regions. IEP participates with the U.S. Trade Representative in formulating positions for international economic, trade and investment negotiations under the General Agreement on Tariffs and Trade (GATT), the Organization for Economic Cooperation and Development (OECD), the United Nations Conference on Trade and Development (UNCTAD) and the Multilateral Trade Negotiation (MTN). IEP is responsible for monitoring foreign government compliance with various MTN codes on government procurement, product standards, import licensing and customs evaluation. Through its staff of geographical specialists, referred to as country desk officers,' IEP supports the Department's

Exhibit 6

U.S. DEPARTMENT OF COMMERCE

INTERNATIONAL TRADE ADMINISTRATION



activities and programs relating to specific countries or regions. Overseas, IEP supports the U S. and Foreign Commercial Service's work on behalf of U.S. exporters. Domestically, IEP identifies export opportunities, develops commercial programs and export strategies, counsels U.S. business and addresses specific bilateral trade issues.

The U.S. and Foregn Commercial Service (USFCS) provides export counseling services to U.S. exporters both in the U.S. and in U.S. embassy offices overseas. It also promotes exporting and provides market research information through the Office of Event Management and Support Services, and the Office of Trade Information Services. The USFCS has access to the most current firm, product and market information, both domestically and overseas, via a telex system that ties together the USFCS district and Washington offices with their experts at foreign posts.

The Trade Administration (TA) group implements key U.S. trade laws and regulations. This involves issuance of export licenses, development of export regulations and procedures, and control of export commodities or technical information for reasons of national security, foreign policy or domestic supply shortage. TA advises U.S. businesses on these matters and investigates compliance by U.S. businesses.

The National Oceanic and Atmospheric Administration (NOAA) Conducts research and gathers data about the oceans, atmosphere, space, and sun, and applies this knowledge to products and services the benefit the public. NOAA's responsibilities under the Ocean Thermal Energy Conversion Act of 1980 (Public Law 96-320) are to administer the licensing process for the ownership, construction, and operation of OTEC Facilities. Licensing information can be obtained by contacting the Office of Ocean Minerals and Energy, Room 410, Page Building No. 1, 2001 Wisconsin Ave NW, Washington, D.C. 20235 (202) 254-3483.

4.2 KEY DOC PROGRAMS

The following sections present details of the ITA programs available to assist the small business exporter. The discussion starts with programs under the Trade Development group, which operates the Trade Development Program, and proceeds to describe programs and services relevant to the RE industry which are offered by the International Economic Policy group, the U.S. and Foreign Commercial Service, and the Trade Administration group, respectively. Finally, other export-related programs in DOC outside of the International Trade Administration are addressed.

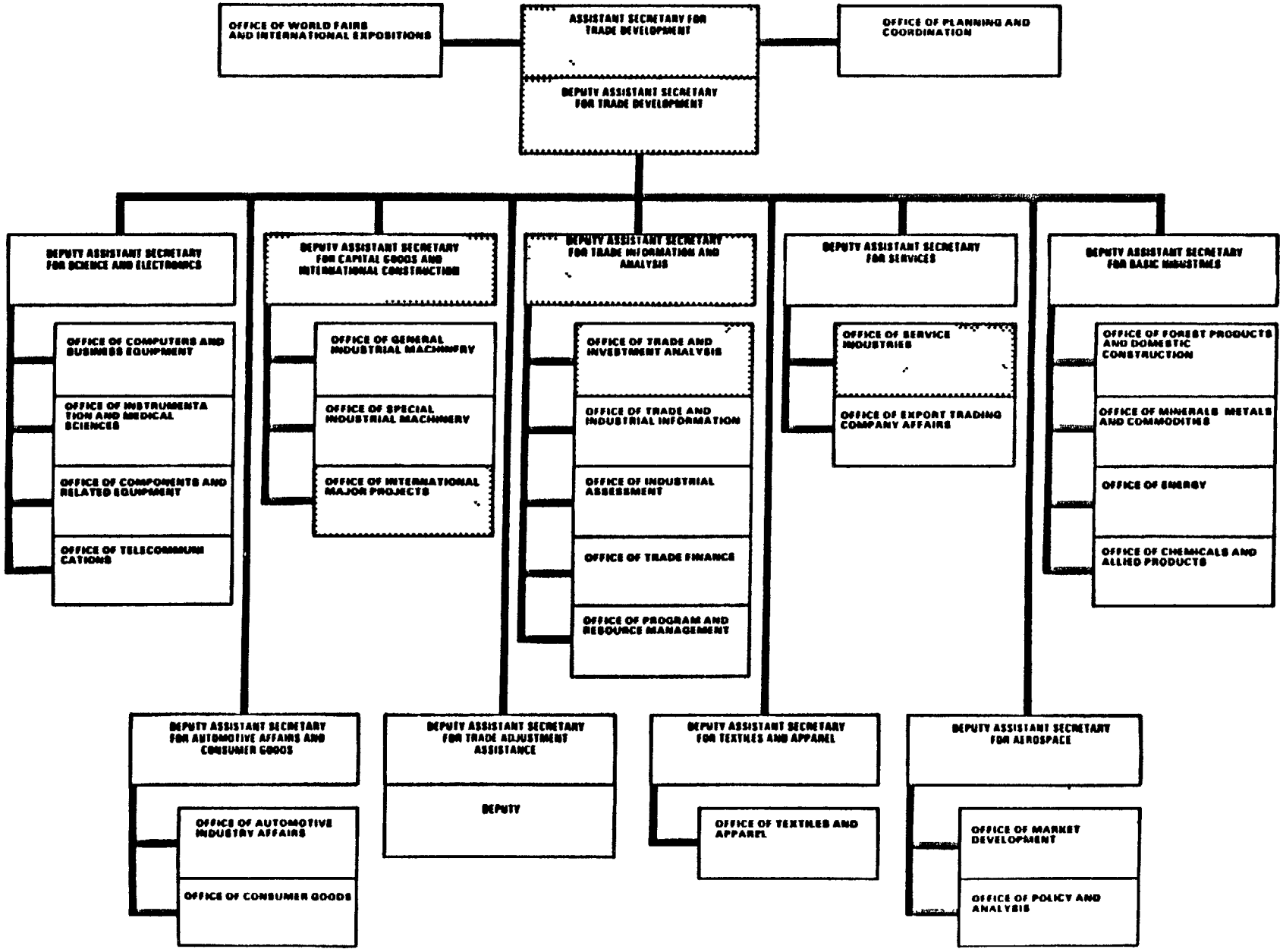
4.2.1 Trade Development

Relevant programs, services and publications available through the Assistant Secretary for Trade Development are discussed below. Exhibit 7 presents the organization structure for this group.

The Country Market Survey Series, which is designed for the executive, covers basic data needed to evaluate trends in foreign market size, demand profiles, competitive position of U.S. goods, and market identification. The reports examine shifts in market share of the U.S., and cover 24 leading industries in 88 market nations for approximately 1600 manufactured products. These reports are available at a cost of $10. The surveys use information from the more detailed International Market Research reports, which cost $50 to $250 each.

Exhibit 7

DOC TRADE DEVELOPMENT GROUP



Commodity Reports provide data covering U.S. activity in foreign manufactured goods markets. The data can be used by exporters to (1) assess overall market trends and foreign manufacturer competition facing the U.S., (2) select foreign distribution centers for U.S. products, and (3) assess existing and potential foreign markets for U.S. parts and equipment. These reports address exports for products shipped to 100 countries, showing data for three years. These reports are available at a cost of $6.50 each.

For further information about the market surveys and commodity reports, contact

Allen J. Lenz
Director
Office of Trade and
Investment Analysis
International Trade Administration
U.S. Department of Commerce
Room 2217
Washington, DC 20230
(202) 377-2456

The Office of International Major Projects provides information on significant overseas construction projects, including planning, engineering, construction, equipment and turnkey installation opportunities. The information is developed by U.S. embassies and from World Bank operational summaries. Preliminary information on bid opportunities is also provided. The office maintains a bid notification list to which interested firms can be added. For further information, contact.

Janet Mazur
Office of International Major Projects
International Trade Administration
Room 1004
U.S. Department of Commerce
Washington, DC 20230
(202) 377-4332

Foreign Industry Sector Information covers renewable energy and related industry sectors in potential foreign markets. This is available from TDP Industry Specialists. For general information, contact:

Les Garden
Renewable Energy Specialist
Office of International Major Projects
International Trade Administration
Room 2811
U.S. Department of Commerce
Washington, DC 20230
(202) 377-0556

International Business Practices, of the Office of Service Industries, counsels and advises on U.S. and foreign country laws, regulations, and practices affecting international trade and investment. Assistance is available on such issues as taxation, antitrust laws, patent and trademark rights, licensing of patents, foreign agents, distributors, joint ventures and product liability. For further information, contact:

Brant W. Free
Director, Office of Service Industries
International Trade Administration
Room 2800A
U.S. Department of Commerce
Washington, DC 20230
(202) 377-3575

Finally, the Trade Development group trade specialists are responsible for developing trade missions and promotions for their respective industries. Examples of the general activities performed to promote exports are discussed below, with specific activities pertaining to the renewable energy industry described in the "Renewable Energy Experience" section at the end of this Chapter.

International Trade Fairs and Exhibitions involve organizing pavilions for U.S. participants in foreign countries. Services include promotion and display assistance, management of exhibit space, provision of lounge or meeting rooms, market counseling, and advice on freight forwarding, basic utilities, housekeeping and language interpretations.

Trade Missions are multi-country business trips designed to facilitate the sale of sophisticated products and technologies by U.S. businesses through the presentation of papers by U.S. high technology industry representatives to potential foreign buyers. Private appointments are also arranged by the overseas post.

Specialized Trade Missions are multi-stop business trips by groups of industry representatives, organized by industry sectors. Appointments with government officials and potential buyers or agent/distributors are arranged by overseas posts.

Industry Organized, Government Assisted Trade Missions are organized by industry sectors. Planning assistance is provided by the ITA Trade Development Program and in-country contacts arranged by overseas commercial officers.

Catalogue Shows and Video/Catalogue Exhibitions are organized annually by the TDP (20 to 30 per year). They are presented at embassies worldwide to interest foreign officials and private sector individuals in U.S. products. Catalogue shows display U.S. company catalogues, video/catalogue exhibitions present a series of brief video presentations on U.S. company products.

Further information about these activities with respect to renewable energy can be obtained from

Les Garden
Renewable Energy Specialist
Office of International Major Projects
International Trade Administration
Room 2811
U.S. Department of Commerce
Washington, DC 20230
(202) 377-0556

4.2.2 International Economic Policy

The following publications are compiled overseas by U.S. embassy officers, reviewed by the Assistant Secretary for International Economic Policy in ITA, and sold through the DOC Publications Division and the U.S. Government Printing Office (GPO). Exhibit 8 presents the organization structure for the International Economic Policy group.

The Foreign Economic Trends and Their Implications for the United States publication covers current economic developments and trends in 130 countries. The report highlights economic and financial conditions by country, including effects on U S overseas business, and provides data on the gross national product, foreign trade, wage and price indexes, unemployment rates and construction starts. Additionally, the series pinpoints the economic and financial conditions of the country and their effects on U.S. trade. The annual subscription cost is $50 00 in the U.S.

The Overseas Business Report provides background information on overseas trade and investment conditions and business opportunities. The annual subscription cost is $40.00 (40 issues per year).

For further information, contact:

Joseph Dennin
Assistant Secretary for International
Economic Policy
International Trade Administration
Room 3864
U.S. Department of Commerce
Washington, DC 20230
(202) 377-3022

4.2.3 U.S. and Foreign Commercial Service

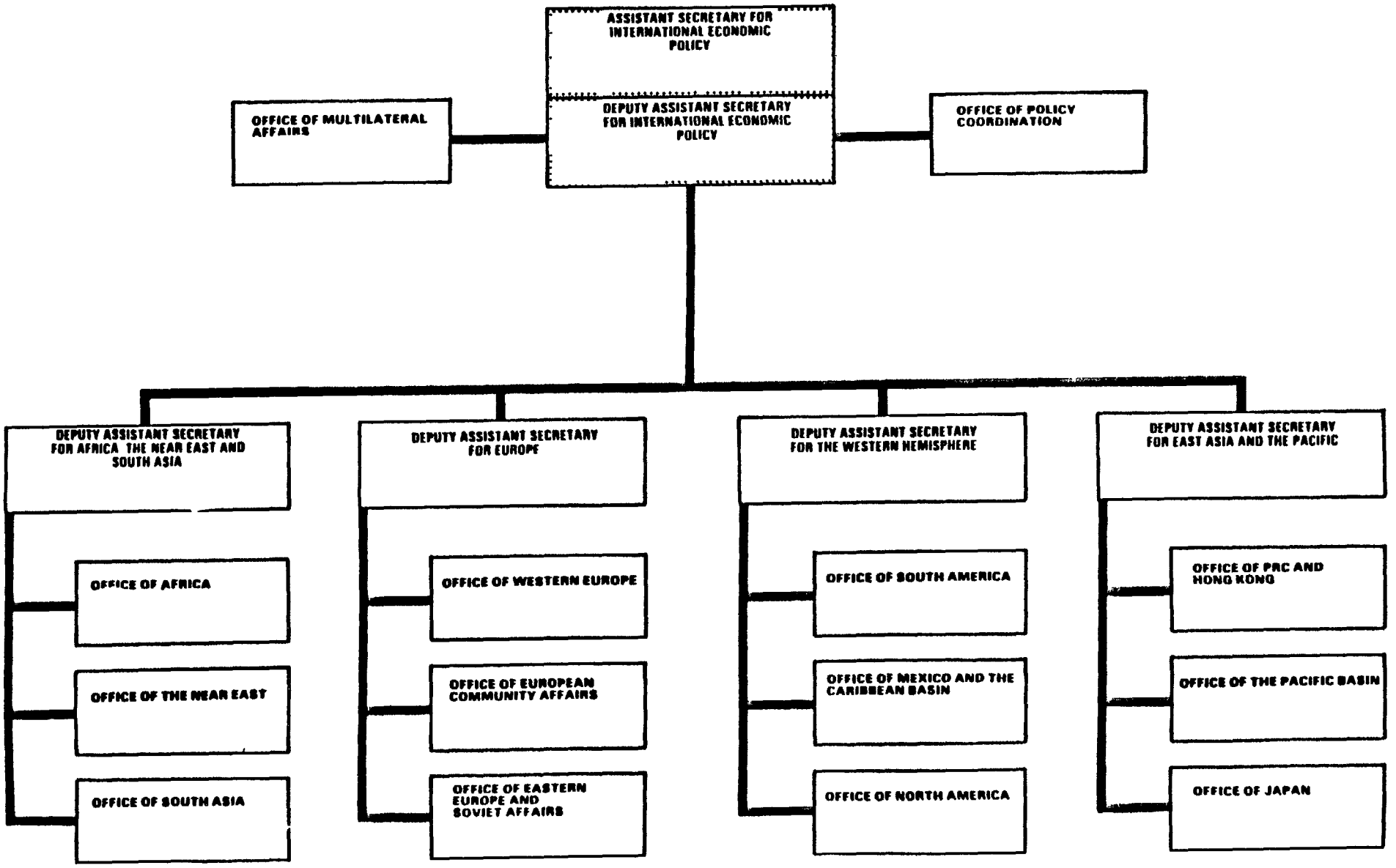
In the U.S., USFCS operates domestic District Offices that have foreign trade specialists available to counsel the prospective small business exporter. Businesses are encouraged to contact their local District Office to discuss their export needs with these specialists, who will help direct them to the resources provided by ITA which are available to assist in market planning, export promotion and export regulations. Examples of the assistance a District Office export counseling specialist can provide include information about trade and investment opportunities abroad, foreign markets for U.S. products and services, financing aid, insurance, tax advantages of exporting, international trade exhibitions, foreign exchange regulations and economic facts about foreign countries.

Overseas, Foreign Commercial Officers are based at U.S. embassies and most consulates. They can assist U.S. companies in their in-country marketing efforts by providing information on local economies for U.S. firms interested in doing business in that country, and by introducing U.S. business representatives to key government and private sector individuals in the country.

Specific programs and services provided by USFCS are provided below. These programs and services are run by the various USFCS offices represented in the organization chart provided in Exhibit 9.

Exhibit 8

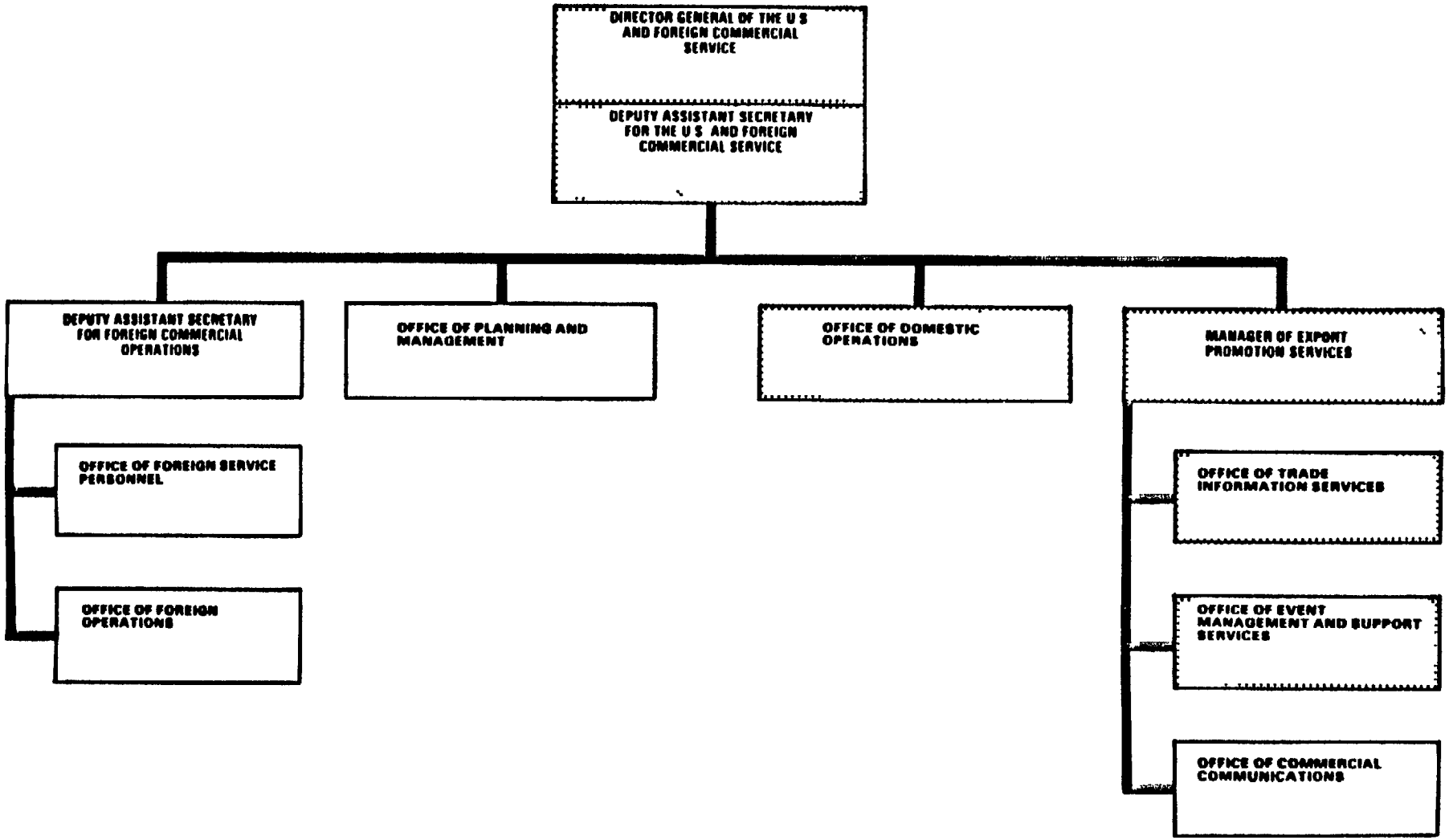
DOC INTERNATIONAL ECONOMIC POLICY GROUP



Indicates Organizational Elements addressed in DOC P

Exhibit 9

U.S. AND FOREIGN COMMERCIAL SERVICE



Indicates Organizational Elements addressed in DOC Program Discussions

May 1984

4 2.3.1 Office of Trade Information Services. This office includes the following services:

- Export Statistics Profiles contain historical statistics on U.S. industry exports of medical equipment, telecommunications equipment, electronic components, computers and peripheral equipment and analyses of export potential. The basic profile summarizes data for leading growth areas, major markets, major competitors and best market prospects More detailed marketing information is contained in an expanded profile, which analyzes market data for specific product categories. These profiles are available at a cost of $30 to $70.

- International Market Research Surveys provide comprehensive market studies by industry and country, including detailed market data such as market statistics and analyses of selected products, end users and their purchasing plans, marketing practices, trade restrictions and key potential local buyers. They are compiled by in-country experts. These studies vary in cost from $50 to $250.

- Country Market Surveys summarize detailed market research survey data for industries including agricultural equipment and machinery; communications equipment, computers and peripheral equipment; electric power systems, electronic components, equipment and materials for electronic components production, food processing and packaging equipment, graphic industries equipment, industrial process controls; laboratory instruments; machine tools; medical equipment, and sporting goods and recreational equipment. These surveys are available at $10 per copy.

- The Foreign Traders Index (FTI) lists firms that import from the U.S., have a high potential for purchasing U.S. goods and are interested in representing U.S. exporters. It covers 143 countries and more than 150,000 companies, with information available in the following formats

  - Export Mailing List Service - Provides foreign firm data according to specific criteria including the firm's name and address, CEO, age, relative size, number of employees, telephone and telex numbers, cable address, and product, service code or type of business.

  - FTI Data Tape Service - FTI data accessed via computer.

  - FTI Country Trade Lists - FTI information in booklet form, available for Bahrain, Egypt, Ivory Coast, Japan, Mexico, Nigeria, Romania, Saudi Arabia, United Arab Emirates and Venezuela.

  - FTI Industry Trade Lists - FTI information is prepared for the computer, apparel, medical equipment and communications equipment industries.

The cost for these services varies from $12 to $40, depending on content and date of information.

The Trade Opportunities Program (TOP) provides information on active trade leads to subscribers who indicate their products or services, countries of interest and types of overseas business opportunities sought. These leads include descriptions of products or services needed, end uses, quality desired, buyer information, transaction requirements or preferences, trade and credit refer-

ences, bid deadline dates, etc. Specific services include the:

- TOP Bulletin - Provides weekly TOP information designed for firms with broad product lines ($175 annual subscription).

- TOP Datatape Service - Provides computer based TOP information designed for firms with broad product lines ($4200 weekly, $2100 biweekly).

The USFCS Office of Trade Information Services also offers the customized services listed below:

- World Traders Data Reports provide information on foreign companies with which U.S. companies might become involved. Information includes type, age, relative size, number of employees, general reputation, territory covered, language preferred, product lines handled, principal owners and financial and trade references, as well as recommendations by the U.S. Commercial Officers conducting the investigation. They are prepared upon request. Reports are not available on firms located in the United States, Puerto Rico, U.S. Trust Territories, the Soviet Union or Soviet bloc countries, or where credit reports are available only from private sources. The cost for this service is $40 per report.

- The Agent/Distributor Service helps U.S. companies find interested and qualified overseas agents and distributors for their products or services. A list of up to six qualified representatives will be provided to the requesting firm by the foreign commercial specialist including representative qualifications at a cost of $90 per search.

For further information regarding all USFCS Office of Trade Information Services items listed above, contact.

Saul Padwo
Director
Office of Trade Information Services
International Trade Administration
Room 1332
U.S. Department of Commerce
Washington, DC 20230
(202) 377-1468

4 2.3.2 Office of Event Management and Support Services. This office provides general planning and sets general DOC policies regarding such activities as trade missions and trade fairs. Trade specialists in the ITA Trade Development group are, however, responsible for initiating and planning these activities for their particular industry. The Office of Event Management and Support Services also provides the following.

- The New Product Information Service (NPIS) provides data on products that have been sold in the domestic market for at least two years, are being sold in no more than three countries on a regular basis, and meet certain other criteria. These products may be publicized via a brief description (with picture and name and address of manufacturer) in "Commercial News USA" or via the U.S. Information Agency's "Voice of America" radio programs. The cost is $40 per product listing.

- The International Market Search Program promotes six selected industries annually on a world-wide basis via "Commercial News USA." (Renewable energy was promoted in 1983.) The cost is $40 per product listing

- The Overseas Export Promotion Calendar lists U.S. trade promotion events such as exhibitions, missions and seminars for U.S. products.

For further information contact.

Office of Event Management & Support Services
International Trade Administration
Room 2806
U.S. Department of Commerce
Washington, DC 20230
(202) 377-4231

4.2.3.3 Domestic District Offices. The USFCS Domestic District Offices are operated by the Office of Domestic Operations. These offices have staff trade specialists, business libraries and telex facilities. They also have information on trade and investment opportunities, foreign markets, financing and insurance services, tax advantages of exporting, international trade exhibitions and export documentation requirements. District Export Councils operate in cities with DOC District Offices. They are staffed by local, voluntary and private sector advisors whose services are retained by the District Office.

The DOC District Offices also sponsor Country Seminars covering procedures for conducting business in specific countries.

Additionally, District Export Council Marketing Assistance is offered by DOC District Offices. Student interns assist in preparing information on potential marketing opportunities for small- and medium-sized businesses under this program. The program is operated by District Export Councils in cooperation with local universities.

Finally, the USFCS operates foreign offices and programs to assist businesses in exporting. These include:

- Export Development Offices are based in foreign countries to provide facilities to U.S. businesses for exhibitions, conferences, sales meetings, seminars or promotions on a first-come, first-served basis. Charges are based on the nature of the usage of the facilities. Export Development Offices are located in London, Mexico City, Milan, Sao Paulo, Singapore, Sydney and Tokyo. For further information, contact

  Barbara Brown
  Far East and Latin America
  USFCS
  U.S. Department of Commerce
  Washington, DC 20230
  (202) 377-3741

- The Foreign Buyers Program facilitates attendance at domestic U.S. trade fairs by potential foreign buyers of U.S. products through overseas promotion of such events by foreign commercial officers.

For further information on all USFCS programs, contact the district offices listed in Exhibit 10.

4.2.4 Trade Administration

The Trade Administration group governs export trade regulations for the Department of Commerce. This office issues export licenses, develops export regulations and procedures, and deals with restrictions based on national security, foreign policy or domestic supply shortages. The Trade Administration advises U.S. businesses on compliance with trade regulations under the Export Administration Act. The group also investigates compliance with the regulations, deals with unfair trade practices of foreign countries and supervises the U.S. Foreign Trade Zone Program, which encourages processing of goods in the U.S. Exhibit 11 presents the organization of the Trade Administration group.

The services of the Trade Administration group are extended to businesses through its Office of Export Administration. The following publications are available from this office

- Exports by Mail - Export License Requirements for Exports by Mail
- Denial Orders Currently Affecting Export Privileges
- Export Administration Act of 1979
- Export Control of Technical Data
- Overview of the Export Administration Program
- A Summary of the U.S. Export Administrative Regulations
- Enforcement and Administrative Proceedings
- Introductory Course to Export Administration

The Office also provides the following publication: Export Licenses Approved and Re-exports Authorized, a list of all licenses by general commodity description, dollar value and country of destination. Issued daily. The annual subscription is $37.50.

For further information, contact:

John K. Boidock
Director, Office of Export Administration
International Trade Administration
Room 3897
U.S. Department of Commerce
Washington, DC 20230
(202) 377-4188

4 2.5 Other DOC Programs

DOC offers a number of other programs and services for renewable energy exporters that are not specifically under the International Trade Administration (ITA). These are discussed below.

4.2.5.1 Caribbean Basin Information Center. The Caribbean Basin Information Center offers counselling by country specialists on business environments, trade and investment opportunities in the Caribbean region; prepares articles and publications on key topics; and organizes seminars on conducting business in the region. Additionally, the center provides U.S. companies with a Caribbean Basin Business Information Starter Kit, including a free list of publications,

Exhibit 10

DISTRICT OFFICES OF THE U.S. DEPARTMENT OF COMMERCE

ALABAMA Birmingham
Suite 200 201 908 South 20th St 35205 (205) 254 1331

ALASKA Anchorage
701 C St P O Box 32 99513 (907) 271 5041

ARIZONA Phoenix
Suite 2950 Valley Bank Center 201 N Central Ave 85073 (602) 261 3285

ARKANSAS Little Rock
Suite 635 Savers Federal Bldg 320 W Capitol Ave 72201 (501) 378 5794

CALIFORNIA, Los Angeles
Rm 800 11777 San Vicente Blvd 90049 (213) 824 7591
San Diego—110 West C St 92101 (714) 293 5395

CALIFORNIA San Francisco
Federa Bldg 450 Golden Gate Ave 94102 (415) 556 5860

COLORADO, Denver
Rm 119 New Customhouse 19th & Stout St 80202 (303) 837 3246

CONNECTICUT, Hartford
Rm 610 B Federal Office Bldg 450 Main St 06103 (203) 244 3530

FLORIDA, Miami
Rm 821 City National Bank Bldg 25 W Flagler St 33130 (305) 350 5267
Clearwater—128 North Osceola Ave 33515 (813) 461 0011
Jacksonville—3 Independent Dr 32202 (904) 791 2796
Tallahassee—Collins Bldg Rm G 20 32304 (904) 488 6469

GEORGIA Atlanta
Suite 600 1365 Peachtree St NE 30309 (404) 881 7000

GEORGIA Savannah
222 U S Courthouse & P O Box 9746 125 29 Bull St 31412 (912) 944 4204

HAWAII Honolulu
4106 Federal Bldg P O Box 50026 300 Ala Moana Blvd 96850 (808) 546-8694

ILLINOIS Chicago
1406 Mid Continental Plaza Bldg 55 E Monroe St 60603 (312) 353 4450
Commerce Business Daily—Rm 1304 433 W Van Buren St 60607 (312) 353 2950

INDIANA Indianapolis
357 U S Courthouse & Federal Office Bldg 46 E Ohio St 46204

IOWA Des Moines
817 Federal Bldg 210 Walnut St 50309 (515) 284 4222

KENTUCKY Louisville
Rm 636B U S Post Office & Court House Bldg 40202 (502) 582 5066

LOUISIANA, New Orleans
432 International Trade Mart No 2 Canal St 70130 (504) 589 6546

MAINE Augusta
(Boston Massachusetts District Office) 1 Memorial Circle Casco Bank Bldg 04330 (207) 623 2239

MARYLAND Baltimore
415 U S Customhouse Gay and Lombard Sts 21202 (301) 962 3560

MASSACHUSETTS, Boston
10th Floor 441 Stuart St 02116 (617) 223 2312

MICHIGAN Detroit
445 Federal Bldg 231 W Lafayette 48226 (313) 226 3650
Grand Rapids—300 Monroe NW Rm 409 49503 (616) 456 2411/33

MINNESOTA Minneapolis
218 Federal Bldg 110 S Fourth St 55401 (612) 725 2133

MISSISSIPPI, Jackson
Jackson Mall Office Ctr Suite 3230 300 Woodrow Wilson Blvd 39213 (601) 960 4388

MISSOURI St Louis
120 S Central Ave 63105 (314) 425 3302 4

MISSOURI Kansas City
Rm 1840 601 E 12th St 64106 (816) 374 3142

NEBRASKA Omaha
Empire State Bldg 1st Floor 300 S 19th St 68102 (402) 221 3664

NEVADA Reno
1755 E Plum Ln Rm 152 (702) 784 5203 89502

NEW JERSEY, Trenton
8th Floor Capitol Plaza 240 W State St 08608 (609) 989 2100

NEW MEXICO, Albuquerque
505 Marquette Ave NW Suite 1015 87102 (505) 766 2386

NEW YORK Buffalo
1312 Federal Bldg 111 W Huron St 14202 (716) 846 4191

NEW YORK New York
Rm 3718 Federal Office Bldg 26 Federal Plaza Foley Sq 10278 (212) 264 0634

NORTH CAROLINA, Greensboro
203 Federal Bldg W Market St 27402 (919) 378 5345

OHIO Cincinnati
10504 Federa Office Bldg 550 Main St 45202 (513) 684 2944

OHIO Cleveland
Rm 600 666 Euclid Ave 44114 (216) 522 4750

OKLAHOMA Oklahoma City
(Dallas Texas District Office) 4024 Lincoln Blvd 73105 (405) 231 5302

OREGON Portland
Rm 618 1220 SW 3rd Ave 97204 (503 221 3001

PENNSYLVANIA Philadelphia
9448 Federal Bldg 600 Arch St 19106 (215) 597 2866

PENNSYLVANIA, Pittsburgh
2002 Federal Bldg 1000 Liberty Ave 15222 (412) 644 2850

PUERTO RICO, San Juan (Hato Rey)
Rm 659 Federal Bldg 00918 (809, 753 4555 Ext 555

RHODE ISLAND Providence
(Boston Massachusetts District Office 7 Jackson Walkway 02903 (401) 277 2605 Ext 22

SOUTH CAROLINA Columbia
Strom Thurmond Federal Bldg Suite 172 1835 Assembly St 29201 (803) 765 5345
Charleston—505 Federa Bldg 334 Meeting St 29403 (803) 677 4361
Greenville—P O Box 5823 Station B 29606 (803) 235-5919

TENNESSEE Memphis
Rm 710 147 Jefferson Ave 38103 (901) 521 3213
Nashville—Rm 1020 Andrew Jackson Office Bldg 37219 (615) 251 5161

TEXAS, Dallas
Rm 7A5 1100 Commerce St 75242 (214) 767-0542

TEXAS Houston
2625 Federal Bldg Courthouse 515 Rusk St 77002 (713) 229-2578

UTAH Salt Lake City
U S Courthouse 350 S Main St 84101 (801) 524 5116

VIRGINIA, Richmond
8010 Federal Bldg 400 N 8th St 23240 (804) 771-2246
Fairfax—8550 Arlington Blvd 22031 (703) 560-6460

WASHINGTON Seattle
Rm 706 Lake Union Bldg 1700 Westlake Ave N 98109 (206) 442 5616

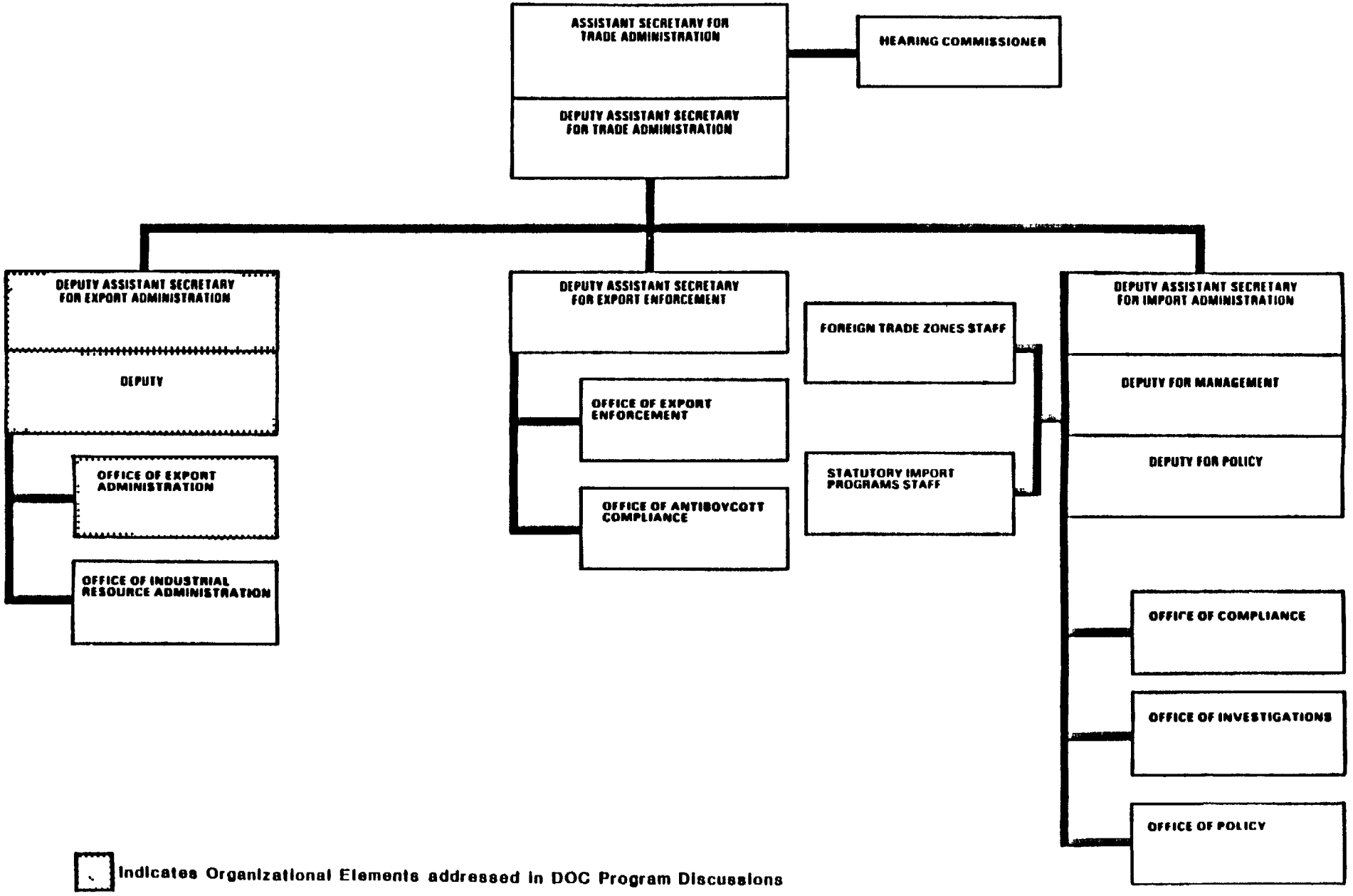
WEST VIRGINIA Charleston
3000 New Federal Bldg 500 Quarrier St 25301 (304) 343-6181 Ext 375

WISCONSIN Milwaukee
Federal Bldg /U S Courthouse 517 E Wisconsin Ave 53202 (414) 291 3473

WYOMING Cheyenne
6007 O Mahoney Federal Center 2120 Capitol Ave 82001 (307) 772 2151

Exhibit 11

DOC TRADE ADMINISTRATION GROUP



Indicates Organizational Elements addressed in DOC Program Discussions

U.S. and Caribbean government contacts, private sector organizations, information on the Caribbean Basin Initiative and trade statistics. Country-specific business profiles are available covering development priorities, export prospects, investment incentives, regulatory environment, economic infrastructure, key economic indicators and important business contacts.

For further information, contact·

Caribbean Basin Information Center
U.S. Department of Commerce
Washington, DC 20230
(202) 377-2527

4.2.5.2 Bureau of the Census. The Bureau of the Census compiles Country Profiles which include worldwide demographic, social and economic data that can assist companies in identifying potential markets. Thorough demographic analyses, along with data on education and economic activity, are published for selected countries in this series. Colombia, Malaysia, Morocco, Nepal, Pakistan, and Turkey are among the countries included in current profiles. Costs range from $3.75 to $4.75.

4.2.5.3 Minority Business Development Agency. The Minority Business Development Agency provides international marketing advice and assistance to minority-owned businesses by leveraging its influence with other agencies and by awarding grants and cooperative agreements to state and local government agencies, which in turn provide direct assistance to these firms. It also maintains a network of Minority Export Development Consultant organizations, six regional offices, and locally funded Minority Business Development Centers.

For further information, contact

Regional Offices

Atlanta, GA (404) 881-4091
Chicago, IL (312) 353-0182
San Francisco, CA (415) 556-7234
Dallas, TX (214) 767-8001
New York, NY (212) 264-3262
Washington, D.C. (202) 377-8275 or 8267

Or contact

Minority Business Development Agency
U.S. Department of Commerce
Washington, DC 20230
(202) 377-1936

4.2.5.4 Office of Business Liaison. This office offers the ROADMAP Service which provides small- and medium-sized businesses with answers to their questions about what services the Federal Government can offer, and how to get these services. The Business Services Directory issued by the Office also provide a useful listing of DOC divisions with business information, including phone numbers. For further information contact:

ROADMAP
Office of Business Liaison
U.S. Department of Commerce
Washington, DC 20230
(202) 377-3176

4.2.5.5 DOC Marketing Periodicals. DOC provides a number of useful periodicals which may be of interest in identifying overseas renewable energy business opportunities and markets. These include

- Business America - A bi-weekly magazine providing trade data generated by DOC and other U.S. government agencies on opportunities for trade and investment overseas, methods of doing business in foreign countries, and schedules for upcoming catalogue shows, exhibitions, seminars and international trade fairs. It also includes such items as an analysis of U.S. trade policy, a "how to" article for exporters, a review of the nation's economic trends, and news of congressional and government actions affecting trade. The annual subscription for this service is $55. Single copies are $3.25.

- The Commerce Business Daily - Provides foreign trade leads as well as commodity needs of foreign governments. Contact names and phone numbers are provided for the dozen or more opportunities listed daily. The annual subscription is $160 (first-class postage), and $81 (second-class postage) in the U.S. No single copies are sold.

- The Export Administration Regulations - Contains a comprehensive list of the rules controlling exports of U.S. products and requirements for export licensing. An annual subscription includes Export Administration Bulletins, which explain recent policy changes and include updated regulations. The cost for this service is $105.

For further information contact

Superintendent of Documents
U.S. Government Printing Office
Washington, DC 20402
(202) 783-3238

4.3 RENEWABLE ENERGY EXPERIENCE

The Department of Commerce operates a very active program on behalf of renewable energy exporters. Since 1981, the Trade Development Program (TDP) within the International Trade Administration (ITA) has maintained a full time renewable energy industry specialist, Mr. Les Garden, who has conducted trade promotion activities both within the United States and abroad. As a result of his active management of these activities, Mr. Garden has developed considerable knowledge of the international market for renewable energy systems and technologies, a resource which is available for the general assistance of U.S. renewable energy firms in their international marketing efforts.

Since 1982, this effort has been assisted by the existance of a Memorandum of Understanding (MOU) between the Departments of Energy and Commerce under

which financial resources ($500,000 planned in FY 1985) at DOE have been made available to assist industry participation in Commerce Department activities on a cost-shared basis and to conduct special activities within the Department which would not otherwise be possible.

Recently, legislation was passed by Congress that should strengthen efforts by DOC and DOE to promote renewable energy technology overseas. Entitled the Renewable Energy Industry Development Act of 1983 (P.L. 98-370), this legislation is designed to assist American renewable energy companies seeking to export their technologies and products. The legislation has three major mandates

- Requires the Department of Commerce to conduct a competitive assessment study that will include an assessment of the technical and commercial status of the domestic renewable energy industry and related service industries in domestic and foreign markets, an assessment of the federal government's activities affecting commerce in these industries and in consolidating and coordinating such activities in the government, and an assessment of these industries to identify areas for improvement to increase their international commercialization.

- Establishes as a program for enhancing commerce in renewable energy technologies and consolidating or coordinating existing activities toward that end. This activity would be based on the study discussed above. The legislation would have the program seek to. broaden the participation by U.S. solar industries in such activities, promote domestic renewable energy industries on a worldwide basis, assist in the participation by the government and the industries on international standard-setting activities, and establish an information program under which technical information about renewable energy industries would be provided to public and private officials engaged in overseas commerce and marketing.

- Requires that an interagency working group be established, with the Secretary of Energy as its chairman, to consult with representative industry groups and government agency heads and to make recommendations for coordinating the actions and programs of the government as it affects commerce in renewable energy-related products.

As a result of this bill, there should be increased interest and participation on the part of government agencies to promote renewables overseas. Specific domestic and foreign activities performed by the DOC. Trade Development Program for the renewable energy industry are discussed below.

4.3.1 Domestic Activities

Domestically, the Foreign Buyer's Program has been used to recruit prospective purchasers of U.S. renewable energy systems and technologies through attendance at three major renewable energy industry trade fairs. TDP has also funded a comparative study performed by the U.S. Export Council for Renewable Energy on renewable energy development and export support programs of the United States and five of its leading international renewable energy competitor nations.

4.3.2 Foreign Activities

Overseas activities conducted by the TDP renewable energy program have involved virtually all types of trade promotion activities. These activities include: U.S. pavilions at foreign trade fairs, overseas missions by renewable energy industry representatives, and catalogue shows and video/catalogue exhibitions of U.S. renewable energy products. Through the resources available under the Memorandum of Understanding, U.S. industry participation in these events has been cost-shared on a roughly 50 percent basis by the federal government. The result has been broader participation by the industry in events that have proven effective in opening international marketing opportunities. A listing of upcoming trade events for FY84 through FY87 is provided in Exhibit 12.

DOC is also responsible for involving the U.S. renewable energy industry in the International Market Search Program. Renewable energy was one of six industry sectors included in the 1983 promotional publication of that program.

Two other ITA programs that have served the renewable energy industry, although to a considerably lesser extent, are the Trade Opportunities Program (TOP) and the Office of International Major Projects. Each has identified and publicized overseas trade opportunities for participating firms. According to program staff, renewable energy projects are often conceived of and developed with the participation of supplier firms, with the result that open bids are never issued. However, as market acceptance of renewable energy applications progresses, more projects will be developed by the in-country end users and entrepeneurs themselves using open solicitations for supplier bids. The likely result will be that the TOP and International Major Project programs will become increasingly useful to U.S. firms in receiving notice of overseas business opportunities. Firms should contact officials at each of these offices in order to be put on mailing and bid notification lists. For further information, contact:

Les Garden
Renewable Energy Specialist
Office of International Major Projects
International Trade Administration
Room 2811
U.S. Department of Commerce
Washington, DC 20230
(202) 377-0556

Janet Mazur
Office of International Major Projects
International Trade Administration
Room 1004
U.S. Department of Commerce
Washington, DC 20230
(202) 377-4332

Trade Opportunities Program
Office of Trade Information Services
International Trade Administration
Room 1324
U.S. Department of Commerce
Washington, DC 20230
(202) 377-2988

Exhibit 12

1984 - 87 DOC/DOE RENEWABLE ENERGY INTERNATIONAL TRADE EVENTS

Event/Activity	Proposed Budget
FY '84	
Trade Events - Domestic	
1 Energy Technologies Conference & Exhibition, Washington D C , March 19 - 21, 1984 (DOC Trade Fair Certified event)	No monies to be expended under DOC/DOE Memo of Understanding (MOU)
2 Second Renewable Energy Technologies Symposium & International Exposition (RETSIE '84), Anaheim, CA, June 5-7,1984 (DOC Trade Fair Certified event) Inviting second and third level officials from energy or associated ministries from 18-23 targeted countries to participate in and attend RETSIE '84 Under a reverse trade mission approach, travel and associated visit expenses of invited officials from hard currency deficient developing countries will be paid under this event	$70,000
3 Renewable Energy Roundtable Conference, Anaheim, Napa and San Francisco, CA, June 4-10, 1984 Held in conjunction with RETSIE '84, this event was sponsored and organized by the Renewable Energy Institute First and second level officials from energy or associated ministries from approx 25 countries were invited to attend RETSIE and participate in Roundtable discussions and site tours re private sector development of renewable energy resources thru public sector policy Funding was provided by a consortium of govt agencies, including DOE, TDP, AID and ITA	$25,000
Trade Events - Overseas	
1 U S Pavilion, Energy '84, Hanover Fair, Hanover, W Germany, April 4-11, 1984 (DOC Trade Fair Certified event).	No monies to be expended under DOC/DOE MOU
2 U S Pavilion, Energy '84 Exposition, Tel Aviv, Israel, May 10-14, 1984 (DOC-sponsored event organized overseas)	No monies to be expended under DOC/DOE MOU

Exhibit 12 (Cont'd)

3 Video Tape Production & Overseas Screenings

a)	first renewable energy video tape - produced in FY '83, this tape has already been translated into French and is being screened in French and English in 26 African countries and in English in 7 Asian countries, and 6-10 Caribbean/Medit countries Equipment and systems of 18 renewable energy firms rep 5 technologies are promoted on the tape, with scenes shot on location showing systems in operation	$ 25,000
b)	translation, narration, voice overlay and reproduction of first renewable energy video tape into Spanish, Portuguese and Arabic for screenings in Latin America, Iberian Peninsula, and the Middle East	$ 16,000
c)	second renewable energy video tape - second video tape will be produced, featuring another 15-18 renewable energy companies Production will again include on-site shooting of equipment/systems in operation Estimated completion date is late Sept 1984 Screenings to be arranged in Africa, Caribbean Basin, Mediterranean region, Middle East and Asia	$ 30,000

4 Special Seminar Mission on Renewable Energy to Abu Dhabi Water and Electricity Dept , U A E , Sept 1984 — $ 8,000

Special seminar mission to Abu Dhabi on 5 renewable energy technologies/systems, following invitation from Abu Dhabi Water & Electricity Dept Other presentations in Dubai and neighboring Gulf countries are a possibility (Most of seminar costs to be paid by Abu Dhabi Water & Electricity Dept)

Trade Activities

1 Competitive Assessment of Renewable Energy Technologies, to be completed by August 1984 by Export Council for Renewable Energy — $ 98,175

Analysis and assessment of policies and programs (of France, Denmark, Israel, Japan, & W Germany) affecting competitive position in world market of U S renewable energy technologies

2 Renewable Energy Product/System Identification, Categorization, And Assignment of SIC, Schedule B, Schedule E, and SITC Codes — $ 80,000

Exhibit 12 (Cont'd)

3	Export Awareness - Organization and production of a renewable energy "technology primer" which would include technology overview and description/ specification of products, systems, equipment and services offerred per renewable energy firm Primer will be distributed overseas to U S Embassies and Consulates, and foreign Chambers of Commerce Firms included in the primer will contribute to its costs, primer will be self-supporting for production costs	$ 30,000 (rep start-up costs)
4	Renewable Energy International Standards - Support for efforts by the industry to influence the estab ishment of renewable energy international standards	$ 25,000
5	Market Research - Trade Law Studies on each of 8 countries, detailing the laws and incentives effecting commercial renewable energy resource development and trade	$ 20,000

FY '85

Trade Events - Domestic

1	Third Renewable Energy Technologies Symposium & International Exposition (RETSIE '85), Anaheim, CA, June 4-6,1985 (DOC Trade Fair Certified event) Inviting second and third level officials from energy or associated ministries from 28-30 targeted countries to participate in and attend RETSIE '85 Under a reverse trade mission approach, travel and associated visit expenses of invited officials from hard currency deficient developing countries will be paid under this event	$80,000
2	Second Renewable Energy Roundtable Conference, Anaheim, Napa and San Francisco, CA, June 3-9, 1985 Held in conjunction with RETSIE '85, this event will be sponsored and organized by the Renewable Energy Institute First and second level officials from energy or associated ministries from approx 25 countries will be invited to attend RETSIE and participate in Roundtable discussions and site tours re private sector development of renewable energy resources thru public sector policy Funding will be provided by a consortium of govt agencies, including DOE, TDP, AID and ITA	$25,000

Exhibit 12 (Cont'd)

Trade Events - Overseas

1 U S Renewable Energy Exposition and U S - China Solar/Wind Energy Conference, Beijing, China, July or August 1985 Sponsored by ASES, AWEA, the China Solar Energy Society and the China Association of Science and Technology, this combined conference and exposition will feature wind, solar and other renewable energy technologies The exposition should have between 30-35 U S renewable energy firms participating	$200,000
2 U S Renewable Energy Seminar Trade Mission to India, Pakistan and Bangladesh, February 1985 Approx 16-18 U S firms will participate in this event Seminar mission will go to 3 cities in India, 2 cities in Pakistan and 1 (optional) city in Bangladesh	$ 90,000
4 U S Renewable Energy mini-pavilion, Kaduna International Trade Fair, Kaduna, Nigeria, February 1985 (provisionally planned) Approx 5 renewable energy firms will participate	$35,000
5 U S Renewable Energy Seminar Trade Mission to Saudi Arabia, U A E , Kuwait, Yemen and Oman, May or September 1985 (provisionally planned) Approx 10 U S firms will participate in 6 city mission	$ 50,000
6 U S Renewable Energy Pavilion, Casablanca International Trade Fair, Casablanca, Morocco, April 1985 (provisionally planned) Approx 10 firms will participate	$ 50,000
7 U S Energy Pavilion, Asia Energy '85, Singapore, September 1985 Approx 15 renewable energy firms will participate in pavilion with other energy firms Participation costs of only the renewable energy firms will be paid by DOC/DOE MOU	$ 80,000
8 Video Tape Production & Overseas Screenings	
a) second renewable energy video tape - translation, narration, voice overlay and reproduction of second renewable energy video tape into French, Spanish, Portuguese and Arabic for screenings in Africa, Latin America, Iberian Peninsula, and the Middle East	$ 20,000

b) third renewable energy video tape - third video tape will be produced, featuring another 15-18 renewable energy companies Production will again include on-site shooting of equipment/systems in operation Estimated completion date is late Sept 1985 Screenings to be arranged in Africa, Caribbean Basin, Mediterranean region, Middle East and Asia — $ 30,000

Trade Activities

1 Market Research - — $100,000

a) Market research is to be performed for approx 4-6 countries, research is to follow ITA Market Research standards Research may be conducted by U S firm or in-country firm

b) Trade Law Studies on each of an additional 8 countries, detailing the laws and incentives affecting commercial renewable energy resource development and trade — $ 30,000

2 Renewable Energy International Standards - Support for efforts by the industry to influence the establishment of renewable energy international standards — $ 45,000

FY '86

Trade Events - Domestic

1 Fourth Renewable Energy Technologies Symposium & International Exposition (RETSIE '86), Anaheim, CA, June 3-5,1984 — $80,000

(DOC Trade Fair Certified event)
Inviting second and third level officials from energy or associated ministries from 28-30 targeted countries to participate in and attend RETSIE '86 Under a reverse trade mission approach, travel and associated visit expenses of invited officials from hard currency deficient developing countries will be paid under this event

2 Third Renewable Energy Roundtable Conference, Anaheim, Napa and San Francisco, CA, June 2-8, 1986 — $25,000

Held in conjunction with RETSIE '86, this event will be sponsored and organized by the Renewable Energy Institute First and second level officials from energy or associated ministries from approx 25 countries will be invited to attend RETSIE and participate in Roundtable discussions and site tours re private sector development of renewable energy resources thru public sector policy Funding will be provided by a consortium of govt agencies, including DOE, TDP, AID and ITA

Exhibit 12 (Cont'd)

Trade Events - Overseas

1 U S Pavilion, 2nd International Exhibition On Alternate & Recyclable Energy Technologies In Africa, Dakar, Senegal, November 1985 (provisionally planned) Approx 10 renewable energy firms will participate	$ 40,000
2 U S Renewable Energy Seminar Trade Mission to Morocco, Tunisia, Egypt and Iraq, January 1986 (provisionally planned) Approx 10 U S renewable energy firms will participate in 6 city mission	$ 55,000
3 U S Renewable Energy Seminar Trade Mission to Greece, Cyprus and Yugoslavia, February 1986 (on ITA schedule of events) Approx 10 U S firms will participate in 5 city mission	$ 50,000
4 U S Renewable Energy Seminar Trade Mission to Brazil and Argentina, April 1986 (provisionally planned) Approx 10 U S renewable energy firms will participate in 6 city mission	$ 55,000
5 U S Renewable Energy Seminar Trade Mission to China, (Beijing, Guangzhou and Shanghai) July 1986 (provisionally planned) Approx 10 U S renewable energy firms will participate in 3 city mission	$ 55,000
6 U S Renewable Energy Seminar Trade Mission to Central America (Mexico, Honduras, Nicaragua, Costa Rica, and Panama), September 1986 (provisionally planned) Approx 10 U S firms will participate in 6 city mission	$ 50,000

Trade Activities

1 Market Research - a) Market research is to be performed for additional 6-8 countries, research is to follow ITA Market Research standards Research may be conducted by U S firm or in-country firm	$200,000
b) Trade Law Studies on each of an additional 8 countries, detailing the laws and incentives affecting commercial renewable energy resource development and trade	$ 30,000

2 Renewable Energy International Standards - Support for efforts by the industry to influence the establishment of renewable energy international standards — $ 35,000

FY '87

Trade Events - Domestic

1 Fifth Renewable Energy Technologies Symposium & International Exposition (RETSIE '87), Anaheim, CA, June 2-4,1987 — $80,000
(DOC Trade Fair Certified event)
Inviting second and third level officials from energy or associated ministries from 18-23 targeted countries to participate in and attend RETSIE '87 Under a reverse trade mission approach, travel and associated visit expenses of invited officials from hard currency deficient developing countries will be paid under this event

2 Fourth Renewable Energy Roundtable Conference, Anaheim, Napa and San Francisco, CA, June 1-7, 1987 — $25,000
Held in conjunction with RETSIE '87, this event will be sponsored and organized by the Renewable Energy Institute First and second level officials from energy or associated ministries from approx 25 countries will be invited to attend RETSIE and participate in Roundtable discussions and site tours re private sector development of renewable energy resources thru public sector policy Funding will be provided by a consortium of govt agencies, including DOE, TDP, AID and ITA

Trade Events - Overseas

1 U S Renewable Energy Seminar Trade Mission to Malaysia, Philippines and Indonesia, Oct 1986 (provisionally planned) — $ 50,000
Approx 10 U S firms will participate in 4 city mission

2 U S Renewable Energy Seminar Trade Mission to Caribbean Basin (Bahamas, Windward Islands, Jamaica, Dominican Republic and Haiti), January 1987 (provisionally planned) — $ 50,000
Approx 10 U.S firms will participate in 6 city mission

Exhibit 12 (Cont'd)

3 U S Renewable Energy Seminar Trade Mission to Africa (Ivory Coast, Senegal, Nigeria, Zimbabwe, Tanzania, and Kenya), April 1987 (provisionally planned) Approx 10 U S firms will participate in 6 city mission	$ 50,000
4 Special Renewable Energy Seminar Mission for Scandanavia (Norway, Denmark, Sweden and Finland), September 1987, (provisionally planned) Seminar sessions involving U S and Scandanavian company presentations and commercial discussions on direct sales, joint ventures and licensing arrangements Approx 10 U S firms will participate Seminar sessions would be held in one city in each country	$ 50,000

Trade Activities

1 Market Research - a) Market research is to be performed for additional 6-8 countries, research is to follow ITA Market Research standards Research may be conducted by U S firm or in-country firm	$195,000
TOTAL ALL EVENTS & ACTIVITIES FY '84 - FY '87	$2,437,175

Subtotal by FY

FY '84	$ 427,175
FY '85*	835,000
FY '86	675,000
FY '87	500,000
Total.. .	$ 2,437,175

* = Excess over $500,000 will be covered by remaining funds unexpended from from previous FY

EXPORT IMPORT BANK HIGHLIGHTS

- EXIMBANK is the major government agency offering export financing assistance to U.S. firms.

- In general, renewable energy firms are eligible for medium-term (180 days to 5 years) programs under the Exporter Credits, Guarantees and Insurance Division, including

  - The Small Business Credit Program for small businesses,

  - The Medium-Term Credit Program which requires evidence of foreign competition,

  - The Commercial Bank Guarantees Program which ensures repayment of medium-term credit obligations by financial institutions,

  - The Working Capital Guarantee Program which provides working capital loans for pre-export activities, and

  - The Export Credit Insurance Program which provides export insurance.

- Financing assistance for renewable energy firms will almost always involve the provision of EXIMBANK loan guarantees to commercial banks, direct loans are generally made only to major projects involving financing of $5 million or more, and repayment terms of five years or longer.

- EXIMBANK works with the Private Export Funding Corporation (PEFCO) to provide loans (minimum $1 million) to foreign borrowers for the purchase of U.S. goods.

- EXIMBANK interest rates for its medium-term programs range from 9.85 to 12.25 percent.

- In the past year, EXIMBANK countered government subsidized project bids by foreign firms, through combinations of low interest rates, extended grace periods and extended repayment periods.

- In 1982 and 1983, EXIMBANK provided financial assistance amounting to $648 million for renewable energy projects.

5 0 EXPORT IMPORT BANK

811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8990

5.1 AGENCY OVERVIEW

The mission of the Export Import Bank (EXIMBANK) of the United States, created in 1934, is to aid in the financing and facilitation of U.S. exports. EXIMBANK is directed by statute to

- Offer financing for U.S. exporters that is competitive with the financing provided by foreign export credit agencies to assist sales by their nation's exporters,
- Determine that the transactions supported provide for a reasonable assurance of repayment,
- Supplement, but not compete with, private sources of export financing, and
- Take into account the effect of its activities on small business, the domestic economy and U.S. employment.

In 1984, EXIMBANK was required by law to set aside 6 percent of its funds for small business, with an 8 percent set-aside specified for 1985.

5.2 KEY EXIMBANK PROGRAMS

EXIMBANK offers a wide range of loan, guarantee and insurance programs to supplement and encourage private sector financing of U.S. firms' foreign sales. Two divisions within the agency operate the majority of EXIMBANK's assistance programs. (1) the Exporter Credits, Guarantees and Insurance Division which manages programs offering repayment terms of five years or less (this division would generally handle requests for financial assistance by U.S. renewable energy firms), and (2) the Direct Credits and Financial Guarantees Division which administers the Bank's long-term export financing programs, i.e. greater than five years. A brief overview of key agency programs within these Divisions is provided below.

5.2.1 Exporter Credits, Guarantees and Insurance Division

Five programs are available to assist U.S firms in securing financing for medium-term transactions which cover periods of 181 days to 5 years. These are discussed below.

5.2.1.1 Small Business Credit Program. This program enables U.S. commercial banks to extend fixed-rate, medium-term loans to finance small business exports of manufactured products and services. Small manufacturers are defined as companies which together with all affiliates, subsidiaries and parent companies, had total gross annual sales of $25 million or less in the previous year. EXIMBANK's loan commitment covers up to 85 percent of the contract price of an export sale financed by a U.S. bank on terms ranging from one to five years. EXIMBANK will either commit to make a loan secured by a promissory note from the commercial bank to EXIMBANK, or it will commit to purchase the foreign debt

obligation from the U.S. bank. In either case, EXIMBANK will have full recourse on the U.S. bank for the amount of the loan. EXIMBANK limits aggregate loan commitments per buyer to $10 million per year, with a maximum contract value of $2.5 million per transaction. In fiscal years 1983 and 1984, $100 million was budgeted for this program, and although no application for assistance was turned down, less than one-third of this amount was expended each year. EXIMBANK attributes this to both a lack of awareness of the program and the strong U S. dollar overseas.

Applications for the Small Business Credit Program must be accompanied by a commitment fee in the form of a check, which will not be refunded unless EXIMBANK denies the application. EXIMBANK's commitment fee is a one-time, front-end fee based on the amount of the discount loan commitment, the total term, and full shipping period. On a five year obligation with a one year shipping period, the fee is 65 cents per $100 of the loan amount. If there is a bid situation, EXIMBANK will allow the applicant bank to pay the fee up to 30 days after the contract is awarded, but not later than 120 days from the date of EXIMBANK'S commitment letter. A copy of the bid invitation must be submitted with the application.

For further information contact:

James W. Crist
Vice President, Exporter Credits and Guarantees
Export Import Bank
811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8819

5.2.1.2 Medium-Term Credit Program. In October 1982, EXIMBANK introduced this program to provide fixed interest rate financing for medium-term export sales facing subsidized, government supported export credit competition from abroad. EXIMBANK makes fixed interest rate loan commitments, and subsequent loans, directly to the commercial bank financing the export sale. Evidence of subsidized, government financial support by competitors must accompany each request for EXIMBANK assistance, preferably including the name of the foreign suppliers and the terms and interest rates they are offering. When the specific identity of the foreign competitor, and/or its financing offer are not known, other means of indirectly establishing the reasonable assurance of subsidized official export credit competition will be pursued by EXIMBANK. If the sale involves an invitation to bid, a copy of the bid document must accompany the application for financing.

The Medium-Term Credit Program is directed toward "Supplier Credit" transactions (products, not projects), which are normally financed on one to five year terms. It is expected that the contract value of such transactions will not exceed $5 million, however, larger sales of products and/or longer terms may be eligible if necessary to fully counter a government supported foreign competitor bid. EXIMBANK will lend up to 85 percent of the contract value for product sales, with the buyer to make a cash payment of at least 15 percent of the contract value.

An advance commitment fee is required for this program. This is a one-time fee based on the total amount and term of the medium-term loan offered by EXIMBANK. The total term of the commitment includes the shipping period and

term of repayment. The calculation of the fee and the fee rates are identical to the fee rate calculation for the Small Business Credit Program. All fees are payable within 30 days after the U.S. exporter has won the contract but not later than 120 days from the date of EXIMBANK's commitment. Extensions of the fee payment date will be considered on a case by case basis.

For further information, contact:

James W. Crist
Vice President, Exporter Credits and Guarantees
Export Import Bank
811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8819

5.2.1.3 Engineering Multiplier Program. This new program will finance project feasibility studies and pre-construction project design and engineering contracts of up to $10 million which show good prospects of generating substantial follow-on orders for U.S. exporters. EXIMBANK will consider support for negotiated contracts, if it is satisified that qualified foreign competitors would be encountered if given the opportunity to bid.

EXIMBANK will extend a medium-term direct loan to the foreign purchaser for up to 85 percent of the U.S. export contract, at the lowest interest rate permitted under international guidelines. EXIMBANK will also guarantee commercial financing for the engineer's costs in the host country of up to 15 percent of the U.S. export value. If long-term financing for the resulting project is subsequently approved by EXIMBANK, the medium-term financing for pre-construction engineering services may be rolled over into the project financing.

5.2.1.4 Commercial Bank Guarantees Program. Under this program, EXIMBANK guarantees the repayment of medium-term export obligations (181 days to 5 years) acquired by U.S. financial institutions from U.S. exporters. The purpose of this program is to increase U.S. exports of capital and quasi-capital goods by assuming commercial and political risks associated with international trade. EXIMBANK accomplishes this objective by working closely with a number of financial institutions, which include. U.S. commercial banks, Edge Act Corporations, Agreement Corporations operating under Section 25 and 25 (a) of the Federal Reserve Act, and U.S. branches and agencies of foreign banks. Under the program, EXIMBANK requires a 15 percent cash payment from the buyer. For the financed portion, EXIMBANK's guarantee covers 100 percent of the political risk and up to 85 percent of the commercial risk. EXIMBANK repayment terms do not generally exceed those which are customary in international trade. Special coverages available through this program include

- Floor-Plan Coverage - When EXIMBANK guarantees a revolving line of credit involving repeat sales to dealers/distributors, a floor-plan period of up to 270 days is eligible for coverage. Products not resold to an end user during the floor-plan period are then financed under a medium-term debt obligation.

- Switch-Cover Option - This feature permits U.S. equipment that has been exported to a dealer/distributor to be guaranteed in the name of the ultimate end user.

- Bank-to-Bank Lines - In non-industrial countries EXIMBANK offers its guarantee to cover revolving medium-term lines of credit established by a U.S. bank with a foreign bank. The credit risk is assumed by the foreign bank.

- Pre-shipment Coverage - When the export product is specially fabricated or requires a lengthy manufacturing period, EXIMBANK may issue a guarantee to the exporter.

- Foreign Currency Guarantees - Transactions may also be denominated in selected foreign currencies.

For further information, contact

James W. Crist
Vice President, Exporter Credit and Guarantees
Export Import Bank
811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8819

5.2.1.5 Working Capital Guarantee Program. This program enables companies to obtain pre-export financing from commercial sources by providing exporters with access to working capital loans that: (1) would not have been provided without EXIMBANK's assistance, and (2) provide a mechanism for exporting products that are unlikely to be sold abroad through other means. Most of the working capital loans guaranteed by EXIMBANK support exports from small-, medium-size, and minority businesses or agricultural producers, particularly firms that are new-to-export or new-to-market.

Eligible exporters under this program are Export Trading Companies as defined by the Bank Holding Company Act of 1956, and other exporters. EXIMBANK will issue a guarantee to the lender if, in its judgement, the eligible exporter is creditworthy for the loan or line of credit to be guaranteed.

Eligible lenders generally include any financial institution or other public or private creditor. These lenders will apply for the EXIMBANK loan guarantee, on behalf of the exporter. If EXIMBANK has no working experience with a creditor, two years of full financial data, including balance sheets, income statements, corporate ownership, and a brief corporate history, are required. An eligible lender must be able to demonstrate the ability to perform and service loans to trading companies and exporters.

Eligible financing for this program involves specific loans or revolving lines of credit advanced by an eligible lender to an eligible exporter for export related activities. The purpose of the loan must be clearly stated, and it must be for a specific export related activity. The guarantee applicant must also state why the subject loan cannot be guaranteed without EXIMBANK assistance.

The terms of a guaranteed loan will generally range from one month to twelve months, but may be of longer duration if required. The guarantee is for 90 percent of the principal amount of the loan, with the lender at risk for the remaining 10 percent. EXIMBANK requires that an eligible lender be secured with inventory of exportable goods, or accounts receivable on goods or services already exported, or any combination of the two mentioned. Such security must

have a value, as determined by the lender and EXIMBANK, of not less than 110 percent of the outstanding loan balance. EXIMBANK does not impose any interest rate or fee rate ceiling on the lender for guaranteed loans. However, it does monitor rates and fees being charged. The guarantee fee is calculated against the lender's loan amount as follows

Maturity of Loan	Fee
Up to 180 days	1.0 percent
181 days to 1 year	1.5 percent
Over 1 year	1.5 percent plus 0.5 percent on each additional 6 months

For further information, contact

James W. Crist
Vice President, Exporter Credits and Guarantees
811 Vermont Avenue, NW
Export Import Bank
Washington, DC 20571
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5.2.1.6 Export Credit Insurance Program. This program is operated in co-operation with the Foreign Credit Insurance Association (FCIA). FCIA is a group of U.S. property, casualty and marine insurance companies which cooperate with EXIMBANK to insure short- and medium-term export credit transactions against commercial and political risk. Such coverage assists the exporter to offer credit terms and to obtain financing on foreign receivables.

This insurance program offers four types of policies multi-buyer, single buyer, new-to-export and an umbrella policy.

- Multi-Buyer - Types of Multi-buyer Policies include. (1) Short-Term Master Policy, which applies to shipments of products sold on terms of payment not exceeding 180 days to buyers in foreign countries, (2) Short-Term/Medium-Term Master Policy, which covers both short- and medium-term credits for large volume exporters with multiple product lines, and (3) Medium-Term Master Policy, which is suited to the needs of the capital equipment exporter that maintains repetitive sales arrangements with dealers and distributors worldwide.

- Single Buyer - These policies cover transactions between the insured and one buyer, including. (1) Medium Term Single Sale (MTSS) Policy, which is designed for capital/quasi-capital goods and their normal complement of spare parts of primarily U.S. manufacture, which is shipped to an end-user in country, (2) Combined Short-Term Medium-Term Policy, which is designed for inventory financing of capital/quasi-capital goods and spare parts shipped to an exporter's overseas dealer/distributor, and (3) Medium-Term Repetitive Policy, which covers repetitive shipments of capital/quasi-capital goods and their normal complement of spare parts to a distributor for resale or to an end user utilizing the product in plant start-up or expansion.

- New-to-Export Policy - Companies just beginning to export, or with limited volume, can take advantage of FCIA's New-to-Export Policy. Patterned after the Master Policy, this policy provides 95 percent commercial risk protection with no deductible for two years, in order to cushion against further

losses. To be eligible for a New-to-Export Policy, companies should have exported less than $750,000 per year averaged over the prior two fiscal years and should not have previously used any of EXIMBANK's or FCIA's program

- Umbrella Insurance Policy - Another program for new exporters is the recently established Umbrella Insurance Policy. Begun in July 1984, this policy is available to small- and medium-sized banks, export trading companies, state export financing agencies, export financing cooperatives and small business investment companies. The purpose of this policy is to enable insured parties to extend short-term insurance coverage to credit sales by new and inexperienced exporters, thus providing these exporters with repayment protection without the administrative burdens of holding their own individual policies.

For further information, contact.

Joseph R. Williams
Vice President, Exporter Insurance
811 Vermont Avenue, NW
Export Import Bank
Washington, DC 20571
(202) 566-8955

5.2.2 Direct Credits and Financial Guarantees Division

Through this program, EXIMBANK provides financing assistance for U.S. exports of heavy capital equipment and large-scale installations that normally require financing of $5 million or more, with repayment periods of five years or longer.

EXIMBANK's long-term financing takes the form of either a direct credit to a public or private overseas buyer, or a financial guarantee assuring repayment of a private credit. EXIMBANK often blends these two forms of support in a single financing package. Review of requests for financing assistance includes appraisals of the financial, economic and technical aspects of the transaction, analyses of the degree of foreign, publicly supported export credit competition for the sale, and reviews of the effect which the transaction will have on the U.S. economy.

For long-term financing, EXIMBANK will provide credit of up to 65 percent of the U.S. export value when such support is necessary. EXIMBANK requires a cash payment to the U.S. seller from the foreign buyer of at least 15 percent of the export value of the U.S. purchases. The balance of the financing is usually provided from private lenders, with the financing arranged by the borrower At times, in order to match officially supported foreign competition, EXIMBANK may consider a credit of up to 75 percent if the U.S. exporter is prepared to provide 10 percent of the export value at the same rate of interest The foreign buyer provides the remainder. The financing from private lenders may be denominated in an acceptable foreign currency. Repayment of principal and interest is scheduled in equal semiannual installments, normally beginning six months from the date of product delivery or project completion. EXIMBANK usually agrees to be repaid from the later installments to encourage financing by private banks, which are repaid from the earlier maturities. Repayment terms normally range between five and ten years. However, EXIMBANK may lengthen repayment terms to enable U.S. exporters to counter foreign export credit

competition, on a case-by-case basis. EXIMBANK's interest rates are fixed for the life of the loan at the time of authorization.

Requests for EXIMBANK assistance can take two forms, depending on the stage of development of the transaction being financed.

(1) Preliminary Commitments (PC) are often used when the project is in an early stage, but American exporters need to include a financing package as part of their marketing efforts. EXIMBANK's Preliminary Commitment outlines the amount, terms and conditions of financial assistance which it is prepared to offer to purchasers of U.S. equipment and services. The availability of a PC is normally for 180 days. Once the foreign buyer decides to purchase U.S. goods, and before the PC expires, the buyer must apply to EXIMBANK by letter or telex to convert the PC to a loan and/or financial guarantee.

Applications for PC's may be submitted by the overseas buyer, a U.S exporter, or a U.S. or foreign bank involved in the transaction. The letter of application must include sufficient information to permit EXIMBANK to appraise the financial, economic and technical aspects of the transaction.

(2) Final Loan/Guarantee Applications must be submitted by the prospective borrower/lender. The letter must include or be supplemented by information that is sufficient for EXIMBANK to appraise fully the financial, economic and technical aspects of the transaction.

For further information, contact

James R. Sharpe
Senior Vice President, Office of Direct Credits
and Financial Guarantees
Export Import Bank
811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8187

5.2.3 Other EXIMBANK Services

Other broad based services provided by EXIMBANK are discussed below.

5.2.3.1 Feasibility Studies. EXIMBANK finances approximately three to four feasibility studies each year through either its Direct Loan Program, or its Exporter Credits, Guarantees and Insurance Program. For the latter program, feasibility studies can be offered through any of the five major programs discussed above. The export value of a feasibility study averages $3 million, but can range up to $6 million. Projects involving the purchase of U.S. goods and services are encouraged. For further information, contact.

John Wisniewski
Vice President for Engineering, Office of Exporter
Credits, Guarantees and Insurance Program
Export Import Bank
811 Vermont Avenue, NW
Washington, DC 20571
(202) 566-8802

5.2.3.2 EXIMBANK/Private Export Funding Corporation (PEFCO) Financing. The Private Export Funding Corporation (PEFCO) works with EXIMBANK to use private capital for financing U S. exports. The loans range from approximately $1 million to $225 million, averaging about $23 million. In most instances, PEFCO makes loans to public and private borrowers overseas who require medium- and long-term financing for the purchase of U.S. goods and services. All PEFCO loans must be covered by an unconditional guarantee of EXIMBANK for principal and interest. For further information contact

PEFCO
280 Park Avenue
New York, NY 10017
(212) 557-3100

5.3 EXIMBANK INTEREST RATES

The interest rates offered by EXIMBANK are established through international agreement among member countries of the Organization for Economic Cooperation and Development (OECD). The 22 OECD member countries review and adjust these rates each January and July in accordance with changes in weighted average government bond rates in the U.S., U.K., West Germany, France and Japan. EXIMBANK's interest rates vary with the repayment period of the loan, and the classification of the country to which the exports are sold. The following interest rates, which became effective July 15, 1984, apply to EXIMBANK's Medium-Term Credit Program, Small Business Credit Program, and Direct Credit Program.

	Annual Interest Rate (Percent)	
	2-5 year credits	Over 5 year credits
Category I	12.0	12.25
Category II	10.75	11.20
Category III	9.85	9.85

Country categories for OECD arrangements are provided in Exhibit 13. Currently, EXIMBANK lends only in U.S. dollars, but will provide guarantees in most of the major currencies worldwide. In some instances OECD countries may offer lower interest financing than the arranged rates indicated above. This can occur if the commercial lending rates for the national currency of the lender country fall below the arranged rate.

5.4 MIXED CREDIT FINANCING

Mixed credit financing is used by governments to blend official export credits with foreign aid in order to offer a concessional financing package for projects in the developing world. Although the U.S. government continues to seek an end to mixed credit financing by foreign governments through international negotiation, it actively provides U.S. exporters, through EXIMBANK, the support they need to compete against this practice when it can be demonstrated.

EXIMBANK can counter foreign mixed credit packages through two major methods The first, which involves a recent Congressional amendment to EXIMBANK's

Exhibit 13

COUNTRY CATEGORIES FOR OECD ARRANGEMENT ON OFFICIALLY SUPPORTED EXPORT CREDITS

Category I

(GNP per capita of $4,000 or more)

Andorra
Australia
Austria
Bahrain
Belgium
Bermuda
Brunei
Canada
Czechoslovakia
Denmark
Finland
France
Germany, Democratic Republic
Germany, Federal Republic
Greece
Iceland
Ireland
Israel
Italy
Japan
Kuwait
Liechtenstein
Luxembourg
Libya
Monaco
Netherlands
New Zealand
Norway
Qatar
San Marino
Saudi Arabia
Spain
Sweden
Switzerland
United Arab Emirates
United Kingdom
United States
U S.S.R
Vatican City

Category II

(GNP per capita of $680 to $4,000)

Albania
Algeria
Antigua
Argentina
Bahamas
Barbados
Belize
Botswana
Brazil
Bulgaria
Colombia
Chile
Costa Rica
Cuba
Cyprus
Dominican Republic
Ecuador
Fiji
Gabon
Gibraltar
Guatemala
Hong Kong
Hungary
Iran
Iraq
Ivory Coast
Jamaica
Jordan
Kiribati
Korea, North
Korea, South
Lebanon
Macao
Malaysia
Malta
Mauritius
Mexico
Monserrat
Morocco
Namibia
Nauru
Netherlands Antilles
Nigeria
Oman
Panama
Papua New Guinea
Paraguay
Peru
Poland
Portugal
Romania
St. Kitts-Nevis
St Lucia
Seychelles
Singapore
South Africa
Surinam
Syria
Taiwan
Trinidad & Tobago
Tunisia
Turkey
Uruguay
Venezuela
Yugoslavia

Category III

(GNP per capita below $680, or eligible for IDA/IBRD financing)

Angola
Bangladesh
Benin
Bolivia
Burma
Rurundi
Cameroon
Central African Republic
Chad
China
Congo
Egypt
El Salvador
Ethiopia
Gambia
Ghana
Guinea
Guinea-Bissua
Haiti
Honduras
India
Indonesia
Kenya
Lesotho
Liberia
Madagascar
Malawi
Mali
Mauritania
Mozambique
Nepal
Nicaragua
Niger
Pakistan
Phillipines
Rwanda
Senegal
Sierra Leone
Somalia
Sri Lanka
Sudan
Tanzania
Thailand
Togo
Uganda
Upper Volta
Yemen Arab Republic
Yemen, P D R
Zaire
Zambia
Zimbabwe

authorization, directs EXIMBANK and the Agency for International Development (AID) to establish a program of mixed financing for U.S. exports. Under this program, EXIMBANK credits, loans or loan guarantees would be combined with low interest financing or grants from AID, in order to form a financing package that is concessional relative to market terms. To date, no formal program has been established between these two agencies, and no mixed credit financing project has occurred.

The second mechanism for countering mixed credit financing pertains strictly to the EXIMBANK, and its own ability to provide U.S. firms concessional financing when there is evidence of government-supported foreign competition for a particular transaction. In this case, EXIMBANK acts on its own to match a foreign subsidized package, taking a loss on the particular transaction in order to counter the foreign competitor's offer. Since this method does not involve a blended finance package with AID, it is not considered a U.S. mixed credit offer, rather, the package is used to match a mixed credit package provided by a competing country. In the past year, EXIMBANK has matched three foreign mixed credit offerings through combinations of lower interest rates, extended grace periods before repayment initiation and extended repayment periods. These offers have included

(1) In 1983, the U.S. matched a mixed credit offer by the French on the multi-million dollar sale of equipment to an Indonesian aircraft manufacturer. EXIMBANK provided a preliminary commitment for 100 percent of the U.S. manufacturer's cost at an interest rate of 6.5 percent, with a 20 year repayment period to begin after a 13 year grace period (an effective repayment period of 33 years). The U.S. won this award.

(2) In 1983, also to neutralize a French mixed credit package, EXIMBANK countered an offer for the multi-million sale of digital equipment to the Cyprus Telephone Authority. For this project, EXIMBANK provided a 100 percent preliminary cost guarantee at 7.62 percent interest and a 20 year repayment period after a 10 year grace period (an effective repayment period of 30 years). The U.S. lost this award to an Italian firm.

(3) In July 1984, in response to a Japanese mixed credit offer on a multi-million dollar sale of telecommunications equipment to Algeria, EXIMBANK offered a direct loan to cover 90 percent of the U.S. export value, with interest rates of 8 percent per annum over a 15-year period. This project has not been awarded.

None of these financing packages conform to any of the standard EXIMBANK programs outlined previously, but rather, were developed specifically to respond to government subsidized foreign bids. They are considered by EXIMBANK to be money losers, but they demonstrate EXIMBANK's willingness and flexibility to develop financing packages for competing against demonstrated foreign mixed credit offers. Although the three projects above involved major, multi-million dollar sales, the same services can be provided on sales of a smaller volume if officially supported subsidized financing can be proven.

5.5 RENEWABLE ENERGY EXPERIENCE

EXIMBANK works with U.S. suppliers and foreign purchasers of renewable energy equipment.

Examples of renewable projects supported by EXIMBANK include

1982 EXIMBANK provided guarantee and discount loan financing support for a $350,000 sale of PV equipment in Colombia, and it authorized direct credit support for $647 million in U.S. exports for the Yacyreta hydroelectric project on the Porana River.

1983 EXIMBANK authorized support for $1.3 million in U.S. exports of solar generators, solar heating systems and wood stoves under its medium-term guarantee and short-term FCIA insurance programs.

5.6 BUDGET

The EXIMBANK budget for fiscal years 1983 to 1985 is provided in Exhibit 14.

Exhibit 14

EXPORT IMPORT BANK BUDGET

$ Millions

	FY 1983		FY 1984		FY 1985	
	APPROPRIATION	EXPENDED	APPROPRIATION	EXPENDED (YTD 7/10/84)	REQUESTED	ACTUAL APPROPRIATION
Discount Loans, Direct Loans, Small Business Credits, Medium Term Credits	$3,730	$ 838	$3,765	$ 910	$ 3,730	$3,415
Small Business Credits	$ 100	$ 26	$ 100	$ 34	$ 100	-
Guarantees & Insurance	$8,000	$8,400	$8,000	$5,200	$10,000	-

OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE HIGHLIGHTS

- USTR will negotiate with foreign governments to resolve trade barriers to the importation of U.S. renewable energy products.
- USTR develops international trade policy.
- USTR disseminates information to private industry on international trade agreements entered into by the U.S.
- USTR conducts policy research on international trade, commodities and direct investment matters.

6.0 OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE

600 17th Street, NW
Washington, DC 20506
(202) 395-4647

6.1 AGENCY OVERVIEW

The mission of the U.S. Trade Representative (USTR) is to serve as the President's chief advisor on foreign trade policy. Advised by the Interagency Trade Policy Committee (chaired by the USTR) and its subordinate bodies, USTR has primary responsibility for developing international trade policy and coordinating its implementation. Specifically, the USTR is responsible for policy guidance on issues arising in the exercise of international trade functions as described below.

- Expansion of U.S. exports.
- Matters concerning the General Agreement of Tariffs and Trade (GATT), including implementation of agreements negotiated in the Multilateral Trade Negotiation (MTN), U.S. Government positions on trade and commodity matters dealing with multilateral organizations, and the protection of U.S. rights under international trade and commodity agreements.
- To the extent permitted by law, overall U.S. policy with regard to unfair trade practices, including enforcement of countervailing measures and antidumping functions.
- Bilateral trade and commodity issues, including East-West trade matters.
- International trade issues involving energy.
- Direct investment matters to the extent they are trade related.
- Policy research on international trade, commodities and direct investment matters.

Additionally, the USTR has lead responsibility for the conduct of all international trade negotiations. In addition to the GATT, an agreement relating to restrictions on imports imposed by governments, this includes responsibility for agreements on government supports for export conducted under the Organization for Economic Cooperation and Development (OECD), agreements under various multilateral institutions that affect international trade (e.g., United Nations Conference on Trade and Development), and bilateral investment treaties governing direct international investments.

6.2 KEY USTR PROGRAMS

In the course of fulfilling its responsibilities, the USTR interacts with the U.S. private sector in a number of ways. These include the following

- Consultation with industry via the Private Sector Advisory Committee System on international trade issues.

- Dissemination to industry of information describing international trade agreements entered into by the United States.

- Negotiation with foreign governments on behalf of U.S. parties with respect to direct investment and sales overseas by U.S. parties, and unfair trade practices by foreign governments on behalf of competitors to U.S. parties.

- Advisement of U.S. parties on adherence by foreign governments to international trade agreements.

Within the Office of the USTR, specialists are organized according to industry sectors, geographic regions and specific trade issues. International renewable energy trade issues might be dealt with by, among others, the Assistant USTR's for the following offices Industrial and Energy Policy, International Investment Policy, GATT Affairs, the Americas, Non-Market Economics and East-West Trade, Pacific, Asia, Africa and North-South Trade, Europe, and Japan. A Director of Private Sector Liaison exists to coordinate private sector interaction with this complex organizational matrix.

For more information on the activities of the USTR contact

Director, Private Sector Liason Division
600 17th Street, NW
Office of the U.S. Trade Representative
Washington, DC 20506
(202) 395-6120

6.3 RENEWABLE ENERGY EXPERIENCE

To date, USTR has not had direct experience in trade issues involving U.S. renewable energy industries. However, the USTR is available to assist U.S. renewable energy companies in mitigating trade barriers established by foreign countries to the importation of U.S. equipment and technology. Additionally, the USTR can assist in overcoming unfair trade practices by competitor nations in the international marketplace.

OVERSEAS PRIVATE INVESTMENT CORPORATION HIGHLIGHTS

- OPIC promotes U S business investment in developing countries, primarily by providing insurance against political risk.
- OPIC also provides loan guarantees ranging from $1 million to $25 million and small business direct loans of $100,000 to $4 million
- OPIC provides insurance against the arbitrary drawing of standby letters of credit for project activities overseas
- OPIC sponsors a number of investment encouragement programs including
  - Overseas pre-investment and investment missions,
  - An Opportunity Bank for matching U.S. firms with foreign business opportunities and joint venture partners,
  - Financing of feasibility studies, and
  - Technical training and assistance grants.
- OPIC has $10 million set aside for small business direct loans in FY84 and $15 million in FY85, in FY83, 39 percent of OPIC supported projects involved small businesses or cooperatives

7 0 OVERSEAS PRIVATE INVESTMENT CORPORATION

1615 M. St., NW
Washington, DC 20527
(202) 457-7200
(800) 424-6742 (outside Washington, DC)

7.1 AGENCY OVERVIEW

The Overseas Private Investment Corporation (OPIC) was established in 1971 to serve as the key federal agency for promoting mutually beneficial American business investment in the developing world. To accomplish this goal, OPIC assists qualified investors through two principal programs

(1) Insurance - OPIC insures investments against political risks, this is the primary focus of the agency's efforts, amounting to a volume of $3.9 billion in 1983.

(2) Financing - OPIC finances U.S. business through loan guarantees and small business direct loans, this is a relatively small program within the agency as compared to the insurance program, with commitments of $110 million made in 1983.

Additionally, OPIC sponsors a number of other special assistance programs in the areas of contracting and exporting, energy exploration and development, leasing, investment and pre-investment.

At present, OPIC programs are available for new business enterprises or expansions in approximately 100 developing countries or areas worldwide. A list of countries currently eligible for OPIC programs is provided in Exhibit 15. Assistance is not available for projects that adversely affect U.S. employment, are financially unsound or do not promise significant benefits to the social and economic development of the host country or area.

7.2 KEY OPIC PROGRAMS

Specific OPIC program offerings are described below.

7.2.1 Insurance

OPIC insures not only new investments but also those used for the enlargement or modernization of existing plants and equipment, as well as additional working capital in an expanded business. It may, in some cases, include the cost of acquiring an existing business. The investor should apply for insurance sufficient to cover possible project cost over runs. Coverage is available not only for conventional equity investments and loans, but also for investment or exposure of funds and goods and services under various contractual arrangements. To be eligible for insurance, an investor must apply for, and receive, an OPIC Registration Letter before the investment is made or irrevocably committed.

OPIC insures U.S. investments against three major types of political risks (1) inconvertibility, (2) expropriation, and (3) war, revolution, insurrection and civil strife as discussed below.

Exhibit 15

OPIC COUNTRY COVERAGE

In general, OPIC's insurance and finance programs are operable in the following countries and areas Coverages may be limited in higher income areas which are indicated by an asterisk

Antigua
Bangladesh
Barbados
Belize
Benin
Botswana
Brazil
Burundi
Cameroon
Central African Rep.
Chad
Chile
China
China (Taiwan)
Congo, People's Rep
Costa Rica
Cyprus*
Djibouti
Dominica
Dominican Rep.
Egypt, Arab Rep.
El Salvador
Ethiopia
French Guiana
Fiji
Gabon*
Gambia
Ghana
Greece*
Grenada
Guatemala
Guinea
Guyana
Haiti
Honduras
India
Indonesia
Israel*
Ivory Coast
Jamaica
Jordan
Kenya
Korea
Lebanon
Lesotho
Liberia
Madagascar
Malawi
Malaysia
Mali
Malta*
Mauritania
Mauritius
Morocco
Nepal
Netherland Antilles*
Nicaragua
Niger
Oman*
Pakistan
Panama
Papua New Guinea
Paraguay
Phillippines
Portugal
Romania
Rwanda
St Kitts-Nevis
St. Lucia
St. Vincent/Grenadines
Saudi Arabia*
Senegal
Sierra Leone
Singapore*
Somalia
Sri Lanka
Sudan
Swaziland
Syria
Tanzania
Thailand
Togo
Trinidad-Tobago*
Tunisia
Turkey
Uganda
Upper Volta
Uruguay
Western Samoa
Yemen Arab Rep.
Yugoslavia
Zaire
Zambia

7.2.1.1 Inconvertibility. This coverage protects an investor against the inability to convert the local currency received as profits, earnings, or return of capital on an investment into U.S. dollars. OPIC's inconvertibility coverage also protects against adverse discriminatory exchange rates. Conversion of local currency into dollars is assured only to the extent that such currency could have been exchanged for dollars at the time the insurance was issued. The coverage does not protect against the devaluation of a country's currency

7.2 1 2 Expropriation. This coverage protects an investor against confiscation or nationalization of an investment without fair compensation. It also protects U.S. investors against losses due to a variety of situations described as creeping expropriation,' i.e., a set of actions whose cumulative effect is to deprive investors of their fundamental rights in the investment Expropriatary actions provoked or instigated by the investor are not covered.

7 2.1.3 War, Revolution, Insurrection and Civil Strife. This coverage protects an investor against losses due to war (declared or not), revolution or insurrection. In addition, coverage is available against losses due to 'civil strife, i.e politically motivated violent acts including terrorism and sabotage. Civil strife coverage can only be obtained as a rider to OPIC's war, revolution and insurrection coverage.

Premiums for OPIC's insurance coverages are based on the nature of the investor's undertaking and the project's risk profile, not the country where the project is located. Although different rates may apply to specialized coverages, the following rates are typical for most projects.

Coverage	Annual Base Rate per $100 of Coverage
Inconvertibility	30 ¢
Expropriation	60 ¢
War, Revolution, Insurrection	60 ¢
Civil Strife Rider	15 ¢

Before a U.S. overseas investment can receive political risk insurance from OPIC, the investor must secure a Foreign Government Approval (FGA) covering the total amount of the investment from the host country. Most bilateral agreements between OPIC and countries in which OPIC programs are offered require that the foreign government approve each project that is seeking OPIC insurance The U.S embassy in the host country can assist the investor in obtaining such FGAs.

For further information contact

Leigh P. Hollywood
Managing Director, International Division
Insurance Department
1615 M St , N.W
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7047

7.2.2 Finance

American investors planning to share significantly in the equity and management of an overseas venture can often utilize OPIC's finance programs for medium- to long-term financing. To obtain OPIC financing, the venture must be commercially and financially sound, within the demonstrated competence of the proposed management, and sponsored by an investor having a proven record of success in the same or a closely related business.

OPIC's financing commitment to a new venture may extend to, but not exceed, 50 percent of the total project cost. Greater participation by OPIC may be considered in the case of the expansion of an existing, successful enterprise. Investors must be willing to establish a sound debt/equity relationship-typically in a ratio of 60 percent debt to 40 percent equity.

Information required by applicants under the OPIC financing programs include the following.

- Name, location and business of the proposed project.
- Identity, background and financial statements of the principal sponsors.
- Planned sources of supply, anticipated output and markets, distribution channels and the basis for projecting market share.
- Summary of costs and sources of procurement of capital goods and services
- Proposed financing plan, including the amount of OPIC participation anticipated and financial projections.
- Brief statement of the contribution the business is expected to make to local economic and social development.

Currently, OPIC provides financing to investors through two major programs as described below.

7.2.2.1 Small Business Direct Loans. These loans, which usually range from $100 thousand to $4 million, are available only for ventures sponsored by, or significantly involving, U.S. small businesses or cooperatives. A small business is generally defined as a firm having revenues or net worth less than that of the smallest firm listed on the Fortune 1000. Interest rates vary according to a project's financial and political risk, with final maturity ranging from five to twelve years.

7.2.2.2 Loan Guarantees. Under this program, which is available to businesses of all sizes, OPIC will issue a guarantee that can be used to obtain funding from a variety of U.S. financial institutions. The guarantee covers both commercial and political risks. Typical OPIC loan guarantees range from $1 million to $25 million, but can be as large as $50 million. Interest rates on guaranteed loans are comparable to those of other U.S. government guaranteed issues of similar maturity. In addition, OPIC charges the borrower a guarantee fee that ranges from 1.5 percent to 3 percent, depending upon a project's commercial and political risk, not its country or location. Final maturity generally ranges from five to twelve years.

For further information contact

Robert O. Draggon
Managing Director, Major Projects
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7179

7.2 3 Special Programs

In addition to its general insurance and finance programs, OPIC has developed special programs to meet the specific needs of investors involved in contracting and exporting, energy exploration and development and leasing arrangements.

7 2 3.1 Contractors and Exporters Program. To improve the competitive position of American contractors and exporters seeking to do business in developing nations, OPIC offers specialized insurance and financing services. This is targeted to countries which require foreign firms to post bid, performance or advance payment guarantees in the form of standby letters of credit when bidding on or performing overseas contracts. OPIC's political risk insurance for contractors and exporters protects against the arbitrary or unfair drawing of such letters of credit, providing insurance coverage for up to 90 percent of the guarantee. In addition, contractors and exporters may also obtain insurance against the risks of currency inconvertibility, confiscation of tangible assets and bank accounts, war, revolution, insurrection and civil strife; and losses sustained when a government owner fails to settle a dispute in accordance with the provisions of the underlying contract.

Also as part of this program, OPIC offers a special loan guarantee to small business contractors to assist with their credit needs. This plan provides an OPIC guarantee of up to 75 percent of a standby letter of credit that is issued to a financial institution on behalf of a small business contractor For further information, contact

Ruth Good
Manager, Financial Services and Product Development
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7067

7 2.3 2 Energy Programs OPIC offers special insurance and finance programs for U S. investors involved in oil and gas, oil shale, geothermal, mineral, solar and other energy projects, as well as for investors supplying support services or goods for such commercial projects. Political risk insurance coverage is available to energy investors for currency inconvertibility, expropriation, war, revolution, and insurrection, and civil strife. In addition, coverage against "interference with operations" is also available. As with other OPIC programs, premium costs are determined by the risk profile of the particular project.

Once a commercially feasible energy project is established, OPIC can provide a loan guarantee of up to $50 million to finance as much as 50 percent of the

cost of a new project, or 75 percent of an expansion of an existing project Loan maturities and guarantee fees typically parallel those of OPIC's general finance program For further information, contact

R Douglas Greco
Manager, Natural Resources
1615 M St , N W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7044

7.2.3 3 Leasing For U.S investors involved in international leasing, OPIC provides specialized insurance and finance services. Political risk insurance is available for cross border operating and capital leases running for at least 36 months, with eligible coverage for the lease transaction itself, equity investments in, and loans to, off-shore leasing companies, consigned inventory, and management/maintenance agreements involving leasing firms. OPIC's loan guarantee program is also available to foreign leasing companies in which there is a significant U.S. private business interest. Loan guarantees to leasing companies generally range in size from $5 million to $30 million Guarantee terms are usually from four to seven years, with appropriate grace periods before principal repayment begins. Guarantee fees range from 1.5 percent to 3 percent.

Direct loans are also available to foreign leasing companies or projects in which an American small business has a significant interest. Terms are similar to those of OPIC's general finance program For further information, contact

Ruth Good
Manager, Financial Services and Product Development
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, D.C 20527
(202) 457-7067

7 2.4 Pre-Investment Missions

Through two pre-investment programs sponsored by OPIC, companies can gain access to information on specific investment opportunities and business environments in developing countries.

7.2.4.1 Investment Missions The Overseas Private Investment Corporation annually conducts six to eight investment missions to enable U.S. corporate executives to explore overseas investment opportunities. An investment mission usually visits one country for seven to ten days. During the mission, participants meet with host country officials, U.S. government officials, and private sector representatives for briefings on the country's investment climate. Mission members hold private business meetings with potential joint venture partners to discuss specific projects. They may also meet with local bankers, accountants and lawyers to discuss structuring their investment. Participants pay round-trip air travel between their home city and the mission country, lodging, meals, and a share of mission expenses

For further information, contact

Grace Shemin, Mission Manager
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7114

7.2.4.2 Opportunity Bank. For investors seeking business opportunities in Third World countries, OPIC offers a computer data system that can match an investor's interest with specific overseas opportunities This service, known as the Opportunity Bank, allows U.S firms to submit a description of their business, the type of investment sought and the developing country or countries of interest Upon request, the information can be "matched' against similar information submitted by foreign businesses seeking American investors.

Any domestic firm or foreign entity can register itself with the Opportunity Bank at no charge by obtaining and completing a form like that depicted in Exhibit 16 A fee of $50 is charged for 'match requests with foreign country business opportunities. The Opportunity Bank is designed to foster the exchange of investment information No determination is made by OPIC as to the accuracy or reliability of information submitted. Currently, the data base contains more than 4,000 U.S. companies that are engaged in or considering overseas investment, with more than 1000 overseas projects for which U S. business participation is being sought.

For further information, contact

Burton Bostwick
Manager of the Opportunity Bank
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7110

7.2.5 Investment Encouragement Programs

To further foster private investment in the developing world, OPIC offers three major investment encouragement programs.

7.2 5 1 Feasibility Studies. Under this program, OPIC will reimburse an investor up to 50 percent (60 percent for small businesses) of the cost of a feasibility study to investigate and analyze foreign investment opportunities. In all cases, maximum OPIC participation is $100,000.

For small businesses, funding for feasibility studies is provided through an interest free, reimbursable grant. Repayment (over two years) is required only if the investor moves forward with the study related project, repayment can be reduced if the investor insures or finances the project through OPIC.

For larger firms, feasibility financing assistance is provided through a two year loan at a rate generally equivalent to two thirds of the prime rate Repayment may be reduced if the investment moves forward and the investor elects to obtain OPIC insurance or financing. However, this program is only available to larger firms contemplating investments in the poorest developing countries, i.e , per capita income of less than $680 (in 1979 dollars).

OPIC Overseas Private Investment Corporation

Exhibit 16

Opportunity Bank Company Profile

1129 20th Street, N W, Washington D C 20527
202/653 2800

The following data will allow us to register your firm in our Opportunity Bank All information provided may be made available to other Opportunity Bank clients requesting investment data related to your interests

Please print or type

Today s Date _____

Company Contact

Name _____

Title _____

Company _____

Year Company Established _____

Address _____

City _____

State _____ Zip _____

Telephone ( ) _____ Telex/Cable _____

Parent Company _____

1 Please check the following selections which best indicate your current situation Is your company a

	YES	NO
a) current OPIC client?	☐	☐
b) past OPIC client?	☐	☐
c) current overseas investor?	☐	☐
d) current overseas exporter?	☐	☐

2 List the major products and/or services of your company

_____

_____

_____

_____

3 List all countries in which your company is active, and those in which it has future interest

Current active countries

_____

_____

_____

Future interest countries

_____

_____

_____

4 List nature of your overseas investment activities

- ☐ Equity Investment
- ☐ Equipment Supply
- ☐ Contracting of Services
- ☐ Technical Assistance
- ☐ Licensing
- ☐ Leasing
- ☐ Turnkey Project
- ☐ Exporting
- ☐ Management Assistance

5 Describe your project interests

_____

_____

_____

_____

_____

_____

_____

6 Please check the amount available to invest in a project

- ☐ $100,000 or less
- ☐ $1 to $5 million
- ☐ $100,000 to $300,000
- ☐ $5 to $10 million
- ☐ $300,000 to $1 million
- ☐ $10 million or more

7 Your company's annual sales as of ____/____ (month year)

- ☐ $500 000 or less
- ☐ $10 to $50 million
- ☐ $500,000 to $1 million
- ☐ $50 to $120 million
- ☐ $1 to $10 million
- ☐ $125 million or more

Your company's annual net worth as of ____/____ (month year)

- ☐ $500,000 or less
- ☐ $10 to $50 million
- ☐ $500,000 to $1 million
- ☐ $50 to $120 million
- ☐ $1 to $10 million
- ☐ $125 million or more

8 Please check the number of employees you have in your company

- ☐ 50 or less
- ☐ 300 to 500
- ☐ 50 to 150
- ☐ 500 to 750
- ☐ 150 to 300
- ☐ 750 or more

For larger firms, feasibility financing assistance is provided through a two year loan at a rate generally equivalent to two thirds of the prime rate. Repayment may be reduced if the investment moves forward and the investor elects to obtain OPIC insurance or financing. However, this program is only available to larger firms contemplating investments in the poorest developing countries, i.e., per capita income of less than $680 (in 1979 dollars).

To obtain feasibility study financing, an investor must have a project that is eligible for insurance or financing from OPIC. The feasibility study itself must be substantially carried out by the investor, rather than by a third party.

To be eligible for this program, a U.S. company must have an appropriate operating technical background in the industry for which the investment will be undertaken. It must also demonstrate the financial capability and intention to undertake a long-term investment should the project prove feasible. A senior executive from the investing company must be a member of the feasibility study team.

Firms interested in obtaining feasibility study financing must provide the following preliminary information.

- Location and business of the proposed project.
- Identity, background, and financial statements of the principals sufficient to establish their financial and managerial ability.
- Nature and results of preliminary or reconnaissance studies.
- Scope of the survey, outlining in detail the factors to be studied.
- Preliminary budget for the survey, indicating the members of the study team.
- Tentative estimate of total project costs and the applicant's expected equity investment in the project.
- Brief statement of the contribution the project will make to the local economy.
- Two bank references and two business references for the investing company

7.2.5.2 Reconnaissance Surveys In addition to providing funding assistance for feasibility studies, OPIC will also reimburse qualified U.S. small business investors (net worth less than the smallest company on Fortune 1000 list) for up to $5,000 in eligible costs to conduct a reconnaissance survey for evaluating a specific investment opportunity in a developing country. Eligible costs include round trip economy class travel between the U.S. business location and the developing country, per diem expenses at the allowable U.S. government rate and eligible incidental expenses.

7.2.5.3 Technical Assistance/Training Grants and Loans. OPIC also offers grants and loans to support the training and education of host country nationals

For further information on the investment programs, contact

Jeffrey Shafer
Financial Analyst
1615 M St., N.W.
Overseas Private Investment Corporation
Washington, DC 20527
(202) 457-7093

7 3 OPIC ELIGIBILITY CRITERIA

In general, OPIC programs are available if

- The investor's project is a new venture or an expansion of an existing enterprise,
- The project is located in a developing country where OPIC operates,
- The project will assist in the social and economic development of the host country,
- The project is approved by the host government, and
- The project is consistent with the economic interests of the U.S. and will not have a significant adverse effect on the U.S. economy or employment

In addition, the following general restrictions and guidelines will need to be considered for specific OPIC programs.

7.3.1 Insurance

OPIC can only issue insurance to eligible investors, who are defined as

- United States citizens, U S. corporations, U.S. partnerships or other business organizations with at least 50 percent U.S. ownership, or foreign corporations, partnerships or other business organizations that are at least 95 percent owned by investors eligible under the above.
- OPIC generally will cover no more than 90 percent of an investment plus attributable earnings. Therefore, the investor typically must bear the risk of loss of at least 10 percent of any investment insured by OPIC.
- OPIC insurance is not available retroactively. Investors must obtain an OPIC insurance registration letter before the investment has been made or irrevocably committed. Investors are thus encouraged to contact OPIC in the early stages of investment planning.
- There is no fixed form which an investment must take in order to be eligible for OPIC insurance coverage. Conventional equity investments and loans, investment exposure of funds, goods or services under contractual arrangements, and production-sharing agreements are among the investment forms commonly insured.

- OPIC insurance is not available retroactively. Investors must obtain an OPIC insurance registration letter before the investment has been made or irrevocably committed. Investors are thus encouraged to contact OPIC in the early stages of investment planning.

- There is no fixed form which an investment must take in order to be eligible for OPIC insurance coverage. Conventional equity investments and loans, investment exposure of funds, goods or services under contractual arrangements, and production-sharing agreements are among the investment forms commonly insured.

7.3.2 Finance

Finance eligibility requirements are discussed below

- Direct loans are issued only for investment projects sponsored by, or significantly involving, U.S. small businesses or cooperatives,

- The project must be commercially and financially sound;

- The investor must have a proven record of success in a closely related business,

- Loan guarantees are issued to

  - U.S. lenders having over 50 percent U.S. ownership, or
  - Foreign lending institutions that are at least 95 percent U.S. owned, and

- OPIC will not purchase equity in a project, but may purchase convertible notes and debt instruments with equity participation features.

7.4 RENEWABLE ENERGY EXPERIENCE

OPIC staff are familiar with renewable energy technologies and the benefits they can provide in the developing world, and are willing to work with U.S. renewable energy companies as appropriate. In 1983, the only renewable energy project which received direct OPIC support involved the provision of insurance to Union Geothermal of Indonesia, Ltd., for geothermal exploration and development in Indonesia.

7.5 BUDGET

A budget breakdown for OPIC's two primary program areas is provided in Exhibit 17 below

Exhibit 17
OPIC BUDGET

	$ M		
	FY 83	FY 84	FY 85
Insurance Volume	$3,900	no limit	no limit
Financing	110	110	165
- Loan Guarantees	100	100	150
- Small Business Direct Loans	10	10	15

In FY 1983, 39 percent of OPIC supported projects involved small business or cooperatives.

SMALL BUSINESS ADMINISTRATION HIGHLIGHTS

- SBA offers direct loan and loan guarantee programs for working capital and business expansion purposes.

- SBA has loan guarantee programs for export activities, training and research

- SBA offers consultation services that can be tailored to a particular firms needs on international business development and management, including

  - legal assistance on international trade and investment
  - marketing assistance in developing export business plans and strategies
  - export workshops and training programs

- The SBA Energy Loan Program has issued direct loans and loan guarantees to renewable energy firms

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8 0 SMALL BUSINESS ADMINISTRATION

1441 L Street, NW
Washington, DC 20416
(202) 653-6365

8.1 AGENCY OVERVIEW

The mission of the Small Business Administration (SBA) is to assist and counsel U.S. small businesses. In this capacity, SBA operates a number of finance and management assistance programs that assist eligible renewable energy firms, either directly or indirectly, in their exporting.

The SBA generally defines a small business as one which is independently owned and operated and is not dominant in its field. Specific eligibility criteria vary according to type of business

- Manufacturing - maximum number of employees ranging from 250 to 1500, depending on industry,
- Wholesaling - annual sales not to exceed $2 million to $8 million, depending on industry,
- Services - annual sales not to exceed $2 to $8 million, depending on industry,
- Construction - for general construction firms, annual sales not to average more than $9.5 million over three previous years, for special trade construction firms, annual sales not to average over $1 million to $2 million for three previous years, depending on industry.

8.2 KEY SBA PROGRAMS

SBA programs and services generally fall into two classifications. financing and management assistance.

8.2.1 Financing

By law, SBA can neither make nor guarantee a loan if a business can obtain funds on reasonable terms from a bank or other private source. A borrower therefore must first seek private financing from a bank or other lending institution before applying to SBA for a loan In general, an applicant must be turned down by two commercial lending sources before applying for an SBA loan. Most of SBA's business loans are made by private lenders and then guaranteed by the Agency. Guaranteed loans carry a maximum of $500,000 and SBA guarantees can run as high as 90 percent. Maturity may be up to 25 years The average size of a guaranteed business loan is $155,000 and the average maturity is about eight years. SBA interest rates are slightly lower than commercial lending rates, they may extend up to 2.5 percent over prime rate. Specific SBA financing programs are discussed below.

8.2 1.1 Business Loan Program. SBAs offers direct loans and guarantees of

private loans to small businesses, covering such expenses as working capital, purchase of inventory, equipment or supplies, and building construction or expansion. A maximum of $150,000 is available through a direct loan, with a maximum guarantee of $500,000 available for a private loan. Working capital loans are available at terms of less then seven years, loans for real estate, capital equipment and other such expenses are available over terms of between 7 and 25 years.

8.2.1.2 Energy Loans Program. This is a special business loan program for the start-up, continuation or expansion of a small business that is developing, manufacturing, selling, installing or servicing specific energy conservation or solar energy equipment. Both direct loans of up to $350,000 and loan guarantees for up to $500,000 are available for use in purchasing land for plant construction, buildings, machinery, equipment, furniture, fixtures, facilities, supplies, materials or working capital. Up to 30 percent of the loan may be used for research and development.

8.2.1.3 Export Revolving Line of Credit Program. The Export Revolving Line of Credit (ERLC) program can be used by manufacturers, wholesalers, and export trading companies to purchase supplies, inventories and materials, as well as for providing working capital needed for manufacturing or wholesaling activities overseas. Through this program SBA can guarantee up to 90 percent of a bank line of credit to a small business exporter, a lending institution must participate in this guarantee loan program. A firm must have been in business for one year (although not necessarily in exporting) to be eligible for this program. Any number of withdrawals and repayments can be made from the revolving credit line, as long as it does not exceed the credit limit provided to the firm and the disbursements are made within the stated maturity period. As of August, 1984, the ERLC program and EXIMBANK's Working Capital Guarantee program may be combined to support the same transaction. Commercial lenders seeking guarantee cover for export-related revolving lines of credit less than $1 million for small business may now apply to any SBA office or to EXIMBANK in Washington, D.C. SBA will continue to consider amounts below $200,000 solely under its ERIC program and may consider credit lines of $200,000 to $1 million for risk cover divided equally between the two agencies.

Proceeds can be used only to finance labor and materials needed for manufacturing or wholesaling for export or to penetrate or develop foreign markets. Professional export marketing advice or services, foreign business travel, or participation in trade shows are examples of eligible obligations or to purchase fixed assets. An applicant may have other SBA loans in addition to an ERLC as long as the total outstanding balance of all such loans does not exceed $500,000 for SBA's share. The maturity of an ERLC is based on an applicant's business cycle, but cannot exceed 18 months. No provision exists for renewals, but borrowers can reapply for a new line upon expiration of an existing line of credit. A new line may not be used to pay off an existing line of credit. Guarantee fees must be paid to SBA ranging from 0.25 to 1.0 percent of the guaranteed portion of the loan. The lender may also charge a commitment fee of 0.25 percent of the loan amount.

8.2.1.4 Export Loan Guarantees. These guarantees are available to eligible small businesses wishing to establish or expand their export operations. Guar-

antees may cover up to $500,000 in commercial financing provided to the applicant. For loans under $100,000, the guarantee must be for a least 90 percent of that amount, for loans of more than $100,000, the guarantee must be for at least 70 percent of the loan, though not to exceed $500,000. The maximum portion of the guarantee allowable for a loan to repay a preexisting debt is 80 percent.

Certain additional one time fees may be charged by the lender, in accordance with SBA limits.

8.2.1.5 Small Business Investment Companies (SBICs). Money for venture or risk investments is difficult for small businesses to obtain. SBA licenses, regulates and provides financial assistance to privately owned and operated Small Business Investment Companies (SBICs). Their major function is to make 'venture or risk investments by supplying equity capital and extending unsecured loans and loans not fully collateralized to small enterprises which meet the SBICs investment criteia. SBICs are privately capitalized and obtain financial leverage from SBA. They are intended to be profit making corporations. Due to their own economics, most SBICs do not make very small investments.

International activities by small businesses may be supported by SBICs to acquire materials abroad for domestic operations, for foreign branch operations and foreign joint ventures, or for transfer of a foreign subsidiary controlled by the U.S. firm. However, the major portion of the SBIC financed organization must be within the U.S.

SBICs finance small firms in two general ways--by loans and by equity investments which give the SBIC actual or potential ownership of a portion of a small business' equity securities. Many SBICs provide management assistance to the companies they finance.

SBA also licenses a specialized type of SBIC soley to help small businesses owned and managed by socially or economically disadvantaged persons.

8.2.2 Management Assistance

An individual program of management assistance can be designed to meet the specific needs of the small business owner who is entering export markets for the first time, or has had previous experience in international trade and is considering expanding into additional markets. The program can include

- Initial Trade Consultation - This service covers issues of the international trade and investment and is available through qualified attorneys from the Federal Bar Association's International Law Council.

- The Service Corps of Retired Executives (SCORE) - SCORE offers international trade experience of retired private sector executives to aid small businesses in designing their export marketing strategies.

- The Active Corps of Executives (ACE) - ACE augments the SCORE program with the services of more than 2600 active executives.

- The Small Business Institute - This institute makes senior and graduate level students of international business available to small business exporters for the development of export marketing information.

- Small Business Development Centers - Located at U.S. universities, these centers offer export information services, export counseling and training.

- Export Workshops and Training Programs - These programs are conducted by the SBA periodically through its District Offices. The workshops draw from the resources of the Commerce Department and other agencies and institutions involved in international trade, and provide information on all aspects of exporting.

- The Call Contract Program - This program provides expertise from professional management and technical consultants to small businesses on export marketing subjects.

All SBA programs are administered through the Agency's District Offices. Exhibit 18 provides a listing of these Offices. Additionally, information on SBA programs is available through the main office located in Washington, D.C. by contacting

Office of Public Communications
Central Office
U.S. Small Business Administration
1441 L St., NW, Room 100
Washington, DC 20416
(202) 653-6365

8.3 RENEWABLE ENERGY EXPERIENCE

SBA's Energy Loan Program has issued a number of direct loans and loan guarantees to small renewable energy businesses.

Exhibit 18

SBA FIELD OFFICES

REGION		CITY	STATE	ZIP CODE	ADDRESS	COMMERCIAL TELEPHONE NUMBERS FOR PUBLIC USE ONLY
	RO	Boston	MA	02110	60 Batterymarch Street, 10th Floor	(617) 223-3204
	DO	Boston	MA	02114	150 Causeway St , 10th Floor	(617) 223-3224
	BO	Springfield	MA	01103	1550 Main Street	(413) 785-0268
I	DO	Augusta	ME	04330	40 Western Avenue, Room 512	(207) 622-8378
	DO	Concord	NH	03301	55 Pleasant Street, Room 211	(603) 224-4041
	DO	Hartford	CT	06106	One Hartford Square West	(203) 722-3600
	DO	Montpelier	VT	05602	87 State Street, Room 204	(802) 229-0538
	DO	Providence	RI	02903	380 Westminster Mall	(401) 351-7500
	RO	New York	NY	10278	26 Federal Plaza, Room 29-118	(212) 264-7772
	DO	New York	NY	10278	26 Federal Plaza, Room 3100	(212) 264-4355
	BO	Melville	NY	11747	35 Pinelawn Road, Room 102E	(516) 454-0750
	DO	Hato Rey	PR	00919	Carlos Chardon Avenue, Room 691	(809) 753-4002
	POD	St Croix	VI	00820	4A La Grande Princesse	(809) 773-3480
	POD	St Thomas	VI	00801	Veterans Drive, Room 283	(809) 774-8530
II	DO	Newark	NJ	07102	60 Park Place, 4th Floor	(201) 645-2434
	POD	Camden	NJ	08104	1800 East Davis Street, Room 110	(609) 757-5183
	DO	Syracuse	NY	13260	100 South Clinton Street, Room 1071	(315) 423-5383
	BO	Buffalo	NY	14202	111 West Huron Street, Room 1311	(716) 846-4301
	BO	Elmira	NY	14901	333 East Water Street	(607) 733-4686
	POD	Albany	NY	12207	445 Broadway-Room 236B	(518) 472-6300
	POD	Rochester	NY	14614	100 State Street, Room 601	(716) 263-6700
	RO	Philadelphia	PA	19004	231 St Asaphs Rd , Suite 640	(215) 596-5889
	DO	Philadelphia	PA	19004	231 St Asaphs Rd , Suite 400	(215) 596-5889
	BO	Harrisburg	PA	17101	100 Chestnut Street, Suite 309	(717) 782-3840
	BO	Wilkes-Barre	PA	18701	20 North Pennsylvania Avenue	(717) 826-6497
	BO	Wilmington	DE	19801	844 King Street, Room 5207	(302) 573-6294
III	DO	Clarksburg	WV	26301	109 North 3rd St , Room 302	(304) 623-5631
	BO	Charleston	WV	25301	628 Charleston National Plaza	(304) 347-5220
	DO	Pittsburgh	PA	15222	960 Penn Avenue, 5th Floor	(412) 644-2780
	DO	Richmond	VA	23240	400 North 8th Street, Room 3015	(804) 771-2617
	DO	Towson	MD	21204	8600 LaSalle Road, Room 630	(301) 962-4392
	DO	Washington	DC	20036	1111 18th Street, N W 6th Floor	(202) 634-4950
	RO	Atlanta	GA	30367	1375 Peachtree St , N E , 5th Floor	(404) 881-4999
	DO	Atlanta	GA	30309	1720 Peachtree Road, N W , 6th Floor	(404) 881-4749
	POD	Statesboro	GA	30458	52 North Main Street, Room 225	(912) 489-8719
	DO	Birmingham	AL	35205	908 South 20th St , Room 202	(205) 254-1344
	DO	Charlotte	NC	28202	230 S Tryon Street, Room 700	(704) 371-6563
	POD	Greenville	NC	27834	215 South Evans Street, Room 102E	(919) 752-3798
	DO	Columbia	SC	29202	1835 Assembly, 3rd Floor	(803) 765-5376
	DO	Jackson	MS	39269	100 West Capitol Street, Suite 322	(601) 960-4378
IV	BO	Biloxi	MS	39530	111 Fred Haise Blvd , 2nd Floor	(601) 435-3676
	DO	Jacksonville	FL	32202	400 West Bay Street, Room 261	(904) 791-3782
	DO	Louisville	KY	40201	600 Federal Place, Room 188	(502) 582-5971
	DO	Miami	FL	33134	2222 Ponce De Leon Boulevard, 5th Floor	(305) 350-5521
	POD	Tampa	FL	33602	700 Twiggs Street, Room 607	(813) 228-2594
	POD	West Palm Beach	FL	33407	3550 45th Street, Suite 6	(305) 689-2223
	DO	Nashville	TN	37219	404 James Robertson Parkway Suite 1012	(615) 251-5881
	RO	Chicago	IL	60604	219 South Dearborn Street, Room 838	(312) 353-0359
	DO	Chicago	IL	60604	219 South Dearborn Street, Room 437	(312) 353-4528
	DO	Cleveland	OH	44199	1240 East 9th Street, Room 317	(216) 552-4180
	DO	Columbus	OH	43215	85 Marconi Boulevard	(614) 469-6860
V	BO	Cincinnati	OH	45202	550 Main Street, Room 5028	(513) 684-2814
	DO	Detroit	MI	48226	477 Michigan Avenue, Room 515	(313) 226-6075
	BO	Marquette	MI	49885	220 West Washington Street, Room 310	(906) 225-1108
	DO	Indianapolis	IN	46204	575 North Pennsylvania Street, Room 578	(317) 269-7272
	BO	South Bend	IN	46601	501 East Monroe Street, Room 160	(219) 232-8361
	DO	Madision	WI	53703	212 East Washington Ave , Room 213	(608) 264-5261
	POD	Eau Claire	WI	54701	500 South Barstow Street, Room 17	(715) 834-9012
	BO	Milwaukee	WI	53203	310 West Wisconsin Ave , Room 400	(414) 291-3941
	DO	Minneapolis	MN	55403	100 North 6th Street Suite 610	(612) 349-3550
	BO	Springfield	IL	62701	Four North, Old State Capital Plaza	(217) 492-4416

Exhibit 18 (Cont'd)

REGION		CITY	STATE	ZIP CODE	ADDRESS	COMMERCIAL TELEPHONE NUMBER FOR PUBLIC USE ONLY
	RO	Dallas	TX	75235	8625 King George Drive, Bldg C	(214) 767-7643
	DO	Dallas	TX	75242	1100 Commerce Street, Room 3C36	(214) 767-0605
	POD	Marshall	TX	75670	100 South Washington Street, Room G-12	(214) 935-5257
	DO	El Paso	TX	79902	4100 Rio Bravo, Suite 300	(915) 543-7586
	BO	Ft Worth	TX	76102	221 West Lancaster Ave , Room 1007	(817) 334-5463
	DO	Albuquerque	NM	87100	5000 Marble Avenue, N E , Room 320	(505) 766-3430
	DO	Harlingen	TX	78550	222 East Van Buren Street, Room 500	(512) 423-8934
	BO	Corpus Christi	TX	78408	400 Mann Street, Suite 403	(512) 888-3331
	DO	Houston	TX	77054	2525 Murworth, Room 112	(713) 660-4401
VI	DO	Little Rock	AR	72201	320 West Capitol Aveue, Room 601	(501) 378-5871
	DO	Lubbock	TX	79401	1611 Tenth Street, Suite 200	(806) 762-7466
	DO	New Orleans	LA	70112	1661 Canal Street Suite 2000	(504) 589-6685
	POD	Shreveport	LA	71101	500 Fannin Street, Room 6B14	(318) 226-5196
	DO	Oklahoma City	OK	73102	200 N W 5th Street, Suite 670	(405) 231-4301
	DO	San Antonio	TX	78206	727 East Durango Street, Room A-513	(512) 229-6250
	POD	Austin	TX	78701	300 East 8th Street, Room 780	(512) 482-5288
	RO	Kansas City	MO	64106	911 Walnut Street, 13rd Floor	(816) 374-5288
	DO	Kansas City	MO	64106	818 Grande Avenue	(816) 374-3419
	BO	Springfield	MO	65803	309 North Jefferson, Room 150	(417) 864-7670
	DO	Cedar Rapids	IA	52402	373 Collins Road N E	(319) 399-2571
VII	DO	Des Moines	IA	50309	210 Walnut St , Room 749	(515) 284-4422
	DO	Omaha	NB	68102	300 South 19th Street	(402) 221-4691
	DO	St Louis	MO	63101	815 Olive Street, Room 242	(314) 425-6600
	POD	Cape Girardeau	MO	63701	339 Broadway, Room 140	(314) 335-6039
	DO	Wichita	KS	67202	110 East Waterman Street	(316) 269-6571
	RO	Denver	CO	80202	1405 Curtis Street, 22nd Floor	(303) 844-5441
	DO	Denver	CO	80202	721 19th Street, Room 407	(303) 844-2607
	DO	Casper	WY	82602	100 East B Street, Room 4001	(307) 261-5761
VIII	DO	Fargo	ND	58108	657 2nd Avenue, North, Room 218	(701) 237-5771
	DO	Helena	MT	59626	301 South Park, Room 528	(406) 449-5381
	POD	Billings	MT	59101	2601 First Avenue North, Room 216	(406) 657-6047
	DO	Salt Lake City	UT	84138	125 South State Street, Room 2237	(314) 524-5800
	DO	Sioux Falls	SD	57102	101 South Main Avenue Suite 101	(605) 336-2980
	RO	San Francisco	CA	94102	450 Golden Gate Avenue, Room 15307	(415) 556-7487
	DO	San Francisco	CA	94105	211 Main Street, 4th Floor	(415) 556-0642
	DO	Fresno	CA	93721	2202 Monterey Street, Room 108	(209) 487-5189
	BO	Sacramento	CA	95814	660 J Street, Room 215	(916) 440-4461
	DO	Las Vegas	NV	89125	301 East Stewart Street	(702) 385-6611
IX	POD	Reno	NV	89505	50 S Virginia Street, Room 238	(702) 784-5268
	DO	Honolulu	HI	96850	300 Ala Moana, Room 2213	(808) 546-8950
	BO	Agana	Guam	96910	Pacific Daily News Bldg , Room 508	(671) 472-7277
	DO	Los Angeles	CA	90071	350 S Figueroa Street, 6th Floor	(213) 688-2956
	BO	Santa Ana	CA	92701	2700 North Main Street, Room 400	(714) 836-2494
	DO	Phoenix	AZ	85012	3030 North Central Avenue, Suite 1201	(602) 241-2200
	POD	Tucson	AZ	85701	301 West Congress Street, Room 3V	(602) 629-6715
	DO	San Diego	CA	85701	880 Front Street, Room 4-S-29	(619) 293-5540
	POD	San Jose	CA	95113	111 West St John Street, Room 424	(408) 275-7584
	RO	Seattle	WA	98121	2615 4th Avenue, Room 440	(206) 442-5676
	DO	Seattle	WA	98174	915 Second Avenue, Room 1792	(206) 442-5534
	DO	Anchorage	AK	99501	701 C Street, Room 1068	(907) 271-4022
X	BO	Fairbanks	AK	99701	101 12th Avenue	(907) 452-0211
	DO	Boise	ID	83701	1005 Main St , 2nd Floor	(208) 334-1696
	DO	Portland	OR	97204	1220 S W Third Avenue, Room 676	(503) 221-5221
	DO	Spokane	WA	99210	W920 Riverside Avenue, Room 651	(509) 456-5310

DISASTER AREA OFFICES (DAO)

DAO 1	Fair Lawn	NJ	07410	15-01 Broadway	(201) 794-8195
DAO 2	Atlanta	GA	30303	75 Spring Street, S W , Suite 822	(404) 221-5822
DAO 3	Grande Prairie	TX	75051	2306 Oak Lane, Suite 110	(214) 767-7571
DAO 4	Sacramento	CA	95825	77 Cadillac Dr , Suite 158	(916) 440-3651

REGIONAL OFFICE (RO) DISTRICT OFFICE (DO) BRANCH OFFICE (BO) POST-OF-DUTY (POD)

SBA Form 348 (06-84) Previous Editions are Obsolete

8.4 SBA BUDGET

Funding levels for the various SBA loan programs are described in Exhibit 19 below.

Exhibit 19
SBA BUDGET

	FY 84 ($M)		FY 85 ($M)	
	Direct	Guaranteed	Direct	Guaranteed
Business Loan Program	$108.3	$2,600*	108	2,650*
Energy Loan Program	3	15	3	15
Export Revolving Line of Credit	n.a.	included in $2,600 above	n.a.	included in $2,650 above
Export Loan Guarantees	n.a.	included in $2,600 above	n.a.	included in $2,650 above
Small Business Investment Co.	41	250	41	250

*total volume of private loans for which guarantees are available.

n.a. - not applicable

TRADE AND DEVELOPMENT PROGRAM HIGHLIGHTS

- TDP finances feasibility studies and other planning services that have a high potential for leading to follow-on projects involving significant U S exports (i e , 75 to 100 times the TDP expenditure in 3 to 5 years)
- TDP operates in middle-income developing countries, with particular emphasis on the Caribbean
- TDP services must contribute to the development goals of the country
- TDP has identified the energy sector as a high priority area, receiving 37 percent of total project activities in FY83.
- TDP planning services must be requested or formally endorsed by the host government.

9 0 TRADE AND DEVELOPMENT PROGRAM

Room 309
SA-16
Washington, DC 20523
(703) 235-3663

9.1 AGENCY OVERVIEW

The mission of the Trade and Development Program (TDP), established in 1980, is to promote economic development in Third World countries by financing feasibility studies and other planning services for development projects that will eventually lead to significant exportation of U.S. goods. TDP also provides reimbursable grants to U.S. companies considering an equity investment in a project. TDP operates in about 40 middle income countries, (i.e., non-AID developing nations) that can finance their own development through either domestic resources or access to international financing. Currently, there is a particular emphasis by TDP on providing services to eligible Caribbean countries. Exhibit 20,provides a listing of TDP countries. Since recipient countries pay the full cost of follow-on project implementation from their own resources or from international financial sources, TDP must follow the host country lead in selecting sectors for its planning and grant services with a high development priority by the host country. This has caused TDP to be involved in a wide range of public sector and private investor projects, including energy, food production, minerals development, industry, transportation, communications and technical training.

9.2 KEY TDP PROGRAMS

TDP offers assistance to firms in two key areas (1) project planning, and (2) investor projects.

9.2.1 Project Planning Services

The Trade and Development Program finances a variety of project planning services including, but not limited to, the following

9.2.1.1 Definitionial Studies. TDP finances small teams of experts at the early 'idea stage of project development to (1) make an initial assessment of project potential, and (2) recommend whether or not to pursue further technical assessments. The definitional study may also include preparation of a scope of work for a pre-feasibility or feasibility study.

9.2.1.2 Technology Symposia. Technology symposia are held when the host country is considering major project investments in a particular sector and is interested in U S. technological participation. These workshops typically involve (1) a technical presentation by U.S. experts on the application of U.S. technology to proposed projects, (2) reports by host country officials on their project investment plans and technology needs, and (3) visits to potential project sites. Symposia are planned to lead to pre-feasibility studies and/or direct contracts between U.S. companies and foreign participants.

9.2.1.3 Pre-feasibility Studies. TDP finances preliminary technical, economic and financial analyses to assess whether a project should be undertaken and on

Exhibit 20

TDP COUNTRIES

Mexico
Guatemala
Costa Rica
Colombia
Venezuela
Surinam
Ecuador
Peru
Brazil
Chile
Argentina
Paraguay
Portugal
Morocco
Nigeria
Ivory Coast
Gabon
Lesotho
Botswana
Zimbabwe
Mozambique
Kenya
Sudan
Egypt
Turkey
Yugoslavia
Pakistan
India
China
Burma
Thailand
Malaysia
Phillippines
Indonesia
New Guidea
Jamaica
Swaziland
Panama

what basis. These analyses provide approximations of overall project cost and expected benefits, as well as define the parameters for feasibility studies.

9.2.1.4 Feasibility Studies. TDP finances studies to determine the technical, economic and financial feasibility of projects, and to provide detailed data for making decisions on how to proceed with project implementation. These studies provide a sufficient engineering basis on which to make a firm cost estimate. Feasibility studies include calculations of cost-benefit ratios, market and cash flow assessments, plans for processing raw materials, plant operations analyses, market assessments of final products and potential sources of project financing. Depending on the size and complexity of the project, the pre-feasibility and feasibility studies may be combined.

9.2.1.5 Technology Orientation Missions. If a country is considering a major project investment, TDP may arrange for visits by key host country decision makers to review U.S. technology. Such visits are typically one to three weeks in length, with itineraries to include meetings with U.S. firms and agencies. These visits are often undertaken in conjunction with one or more of the planning services listed above.

9.2.2 Investor Projects

Investor project feasibility studies are financed by TDP on a cost shared, reimbursable grant' basis, to provide assistance to investors in obtaining risk capital for investigating and developing prospective projects. An investor project requires that a private firm make a capital investment if the feasibility study establishes the existence of long-term profit potential. TDP will provide a 'reimbursable grant" to finance up to 50 percent of the cost of the feasibility study on condition that the investor reimburse TDP in the amount of its grant if and when the investment is made. Overall, these grants enable a company to analyze the technical economic and financial aspects of a proposed investment project, and to develop data for planning.

In both its planning and investor projects, TDP encourages, to the maximum extent possible, private sector commercial contracts as a follow-up to U.S. agency services in project implementation. For further TDP program information, contact the following individuals on (703) 235-3663

- Joe Sconce, Regional Director, Latin American
- Raymond Dinkin, Regional Director, Africa
- Jim Grossman, Regional Director, Asia
- Ron Bobel, Regional Director, Middle East

9.3 FUNDING ELIGIBILITY

The criteria for TDP participation in a project are listed below.

9.3.1 Development Priority.

Projects must be high on the list of development priorities of the host country's development plan or the planning of international development institutions, such as the World Bank. Planning services must be requested or formally endorsed by the host government. The U.S. Embassy must certify that the requested planning assistance meets TDP program objectives. Investor projects also must be consistent with the development priorities of the host government.

9.3.2 Procurement Potential

Projects must involve (1) substantial procurement of goods or services (i.e., must evidence likely minimum procurement from U.S. sources of 75 to 100 times the TDP expenditure within three to five years) through direct contracts with U.S. suppliers, joint venture or counter trade investments by U.S. firms, and/or (2) the provision of technical services by U.S. government agencies on a full payment basis by the host country, and/or (3) facilitation of open and fair access to natural resources of interest to the United States.

9.3.3 Project Implementation Funding Availability

Funding for project implementation must be (1) available from the host country's own foreign exchange, international financial institutions, U.S. Export Import Bank credits, commercial borrowing, foreign investments, or counter trade, and (2) open to U.S. firms or agencies (i.e., not tied to procurement from non-U.S. sources).

9.3.4 Facilitative Role

Planning services must facilitate and lead to project implementation. TDP will not provide assistance where procurement of U.S. technology is likely to proceed without TDP intervention, or where U.S. technology is unlikely to be employed regardless of the occurrence of TDP financial planning services (e.g., where U.S. technology required for project implementation may not be internationally competitive).

9.3.5 Country Eligibility

Countries eligible for TDP planning services must be (1) "friendly countries,' as determined by the Department of State, and (2) developing countries which plan to allocate substantial resources for procurement of foreign goods and services for major development projects. Eligible countries include those often categorized as 'middle- or upper-income' countries. However, bilateral U.S. AID-recipient countries maybe eligible.

Requests for TDP assistance and support can be generated from U.S. firms, Embassy personnel, AID missions and other U.S. officials overseas.

9.4 CONTRACTING PROCEDURES

If a proposal meets the Program's criteria, TDP can provide planning assistance in one of the following ways (1) through a grant to a developing country to finance such services on condition that a U.S. firm, competitively selected, performs the study, (2) through a grant provided to the host country when it is in the process of selecting a contractor and when a U.S. firm, bidding on the project, risks losing the project to foreign competition due to assistance from their governments, or (3) through a reimbursable grant (fully reimbursable if the project goes forward) made to an investor who is taking an equity position in the project and who will cost share the study.

Planning services for all major non-investor projects in which TDP participates are undertaken by U.S. firms chosen through the use of federal competitive procurement procedures or through the use of internationally accepted competitive

selection procedures. The equity investor may choose the contractor performing feasibility study services for an investor project.

When a U.S. firm has established a special relationship with the host country regarding a particular project, TDP may not require competitive selection. TDP will, however, require reimbursement of its expenditures in the project if the U.S. firm, as a consquence of its role in the planning stage, acquires significant follow-on contracts.

9.5 RENEWABLE ENERGY PROJECT EXPERIENCE

To date, renewable energy studies have been sponsored by TDP in Papua New Guinea, Jamaica, Sri Lanka and Kenya.

9.6 BUDGET

The planned 1985 budget for the TDP Program is $21 million, up from $16.25 million in 1984. Traditionally, energy sector projects have received the highest proportion of TDP program funding, ranging from 49 percent of the total budget in 1981 to 37 percent in 1983. However, TDP energy funding to date has focused primarily on the development of resources such as coal, lignite, natural gas, oil shale and large scale hydropower.

OTHER FEDERAL AGENCY HIGHLIGHTS

- Under the recently passed Renewable Energy Industry Development Act of 1983 (P.L. 98-370), the DOE Secretary of Energy will be Chairing an interagency government working group to identify steps that the federal government can take to accelerate renewable energy exports.

- The Patent and Trademark Office provides information to businesses on procedures for filing patent applications in several countries simultaneously.

- The IRS provides extensive tax information for businesses operating worldwide.

- The Department of State provides country-specific economic and investment information to companies interested in doing business overseas.

- The Department of Interior can provide information about energy development plans and needs in the U.S. territories and can refer firms to appropriate contacts and will handle unsolicited proposals

10 0 OTHER FEDERAL AGENCY EXPORT ACTIVITIES

In addition to the eight major federal government agencies involved in export activities, there are a number of other U.S. government agencies that provide programs and services that can assist U.S. renewable energy firms in overseas trade and investment.

10.1 U.S. DEPARTMENT OF DEFENSE

The Department of Defense purchases energy systems of various sizes and types for use at both domestic and overseas facilities and in independent field systems. Military facility managers place a high premium on independence from local power grids. For this reason, DOD facilities can be expected to offer better near-term market opportunities for large-scale power systems than other domestic or overseas grid-connected users. Developing this market, however, will be complicated by the difficulty of applying financial subsidies to purchased systems such as are available within the United States. Information about both domestic and overseas military procurement notices are listed in the Commerce Business Daily, other appropriate contacts are the energy managers of each DOD base.

10.2 DEPARTMENT OF ENERGY

In addition to financing research and development activities of renewable energy firms to improve technology cost, efficiency and reliability, DOE conducts activities in four other areas which can benefit the U.S. renewable energy industries in developing international markets.

First, under a Memorandum of Understanding with the Department of Commerce, DOE provides financial support for a wide range of export development activities on behalf of the renewable energy sector. This program is administered by the DOC's International Trade Administration, with funding of approximately $500,000 available in FY84. This support directly assists U.S. firms in overseas trade promotion, by sharing the costs of their participation in DOC-sponsored trade events including trade fairs, industry missions and product catalogue shows. Funds are also used to assist foreign government officials to attend domestic U.S. trade fairs such as the Renewable Energy Technologies Symposium and International Exposition (RETSIE). In addition, specific projects are conducted on behalf of the industry, which include an assessment of foreign government support for renewable energy exports, identification of relevant industrial classification code for statistical analysis of renewable energy system and component exports, and a technology primer and product catalogue for overseas audiences. For a detailed description of DOE/DOC activities for renewable energy refer to Chapter 4.0 of this report on Department of Commerce activities, with particular reference to Exhibit 12. Additionally, further information is available by contacting

Mr. Les Garden
Renewable Energy Industry Specialist
International Trade Administration
Room 2811
U.S. Department of Commerce
Washington, DC 20230
(202) 377-0556

Second, from mid-1980 through late 1981, the Department of Energy conducted a series of studies to analyze the market conditions and potential for solar energy equipment in 28 countries around the world. These include. Australia, Mexico, Italy, Argentina, Bangladesh, China, Canada, Republic of Germany, Israel, Nigeria, Kenya, Algeria, United Kingdom, Saudi Arabia, Singapore, Botswana, Egypt, Jamaica, Spain, New Zealand, Colombia, Peru, Cape Verde, Malaysia, Indonesia, Mali, Brazil and Phillipines. Copies of these reports are available at no cost from

Marci Schweda
Technical Information Branch
1617 Cole Boulevard
Solar Energy Research Institute
Golden, CO 80401
(303) 231-1158

Third, as indicated in Chapter 4.0, legislation was recently enacted entitled the Renewable Energy Industry Development Act of 1983 (P.L. 98-370), which establishes the DOE Secretary of Energy as Chairman of an interagency working group (IWG) to encourage cooperation among key federal agencies, and the renewables industry, in promoting U.S. renewable energy exports. The working group is to consist of industry representatives and key staff from the Agency for International Development, Departments of Defense, Energy, State Commerce and Transportation, Export Import Bank, Overseas Private Insurance Corporation, Small Business Administration and the Trade Development Program. The IWG may provide a valuable means for bringing together key government and industry officials to accelerate the promotion of U.S. renewable energy technology exports.

For further information contact:

Kenneth G. Moore
Director of the Research, Technology
and Integration Staff
Office of Conservation and Renewable Energy
Mailstop 6B-070
1000 Independence Avenue, SW
U.S. Department of Energy
Washington, DC 20585
(202) 252-9275

10.3 DEPARTMENT OF STATE

The Department of State's (DOS) Bureau of Economic and Business Affairs, particularly the Office of Business and Export Affairs (BEA), can also assist renewable energy firms. BEA works closely with all business sectors to increase exports and helps companies to resolve problems involved in securing contracts

and investments abroad. BEA also maintains close relations with the Foreign Commercial Service of the Department of Commerce and other agencies with mandates to develop U.S. trade, thus enabling it to refer businesses to the agencies that can properly meet their needs. Specific services provided by BEA include

- Country Specific Market Information - Country officers at DOS provide information on the political, economic and investment climate in a particular country. Additionally, overseas commercial officers in U.S. embassies are available to assist firms in trade and investment activities including bidding on major contracts and identifying potential joint venture partners, buyers and representatives. Officers gather data on trends in trade, investment and markets for industry, and maintain legal information affecting the conditions under which U.S. companies operate in a particular host country.

- Business Risk Assessment - The Office of Business and Export Affairs provides information useful in performing business risk assessments, and develops and reviews commercial action programs for the 74 countries in which the Department of State has primary responsibility for business support.

- Business Assistance - The Office of Business and Export Affairs is a point of contact for U.S. companies requiring assistance with international business negotiations and foreign investments.

- Publications - DOS offers three general publications for exporters.

  - Background Notes These notes appear by country. They are issued by the DOS Bureau of Public Affairs and include general information on the economic, geographic, demographic and trade profiles of individual countries.

  - Key Officers of Foreign Service Posts Guide for Business Representatives This book lists key U.S. embassy personnel including commercial officers.

  - Atlas of United States Foreign Relations: Includes trade, investment, development assistance and other economic information.

For further information on a particular country, or the agency overall, contact

Office of Public Affairs
U S. Department of State
Washington, DC 20520
(202) 632-6575

Renewable energy inquiries should be directed to

Brad Miller
Deputy Director
Bureau of Ocean and International
Environment and Scientific Affairs
Room 7820
U.S. Department of State
Washington, DC 20520
(202) 632-9436

10.4 DEPARTMENT OF LABOR

The Department of Labor provides a number of services to Americans interested in doing business abroad, including information on the labor climate in certain countries and on foreign projects for which technical assistance is sought. The Department has made the Caribbean Basin a high-priority area and offers current information on labor conditions in countries of this region. For further information contact

Robert W. Searby
Deputy Undersecretary for International Affairs
Bureau of International Labor Affairs
Department of Labor
200 Constitution Avenue, NW
Washington, DC 20210
(202) 523-6243/6043

10.5 FEDERAL COMMUNICATIONS COMMISSION

The Federal Communications Commission provides information on communication systems worldwide, including the availability of particular communications services and the regulations governing communications in foreign countries. For further information contact.

Janice Obuchowski
Legal Assistant to the Chairman
1919 M Street, NW, Room 814
Federal Communications Commission
Washington, DC 20554
(202) 632-6600

10.6 GOVERNMENT PRINTING OFFICE

"An Introduction to Contract Procedures in the Near East and North Africa" is published for business representatives who are involved in major projects and equipment sales in the Near East and North Africa. It describes contract conditions, regulations, and procedures in each of the countries and gives tips on bargaining and negotiating contracts. Each country is covered separately. Of special interest are the introduction, containing an overview of the region, and the chapter on Islamic law and its commercial implications/impact. The cost of this publication is $4.50. For further information contact

Superintendent of Documents
U.S. Government Printing Office
Washington, DC 20402
(202) 783-3238

10.7 INTERNAL REVENUE SERVICE

U.S. corporations are taxed on worldwide income. To assist international taxpayers, the Department of Treasury's Internal Revenue Service (IRS) provides four publications

No. 54, Tax Guide for U.S. Citizens Abroad
No. 514, Foreign Tax Credits for U.S. Citizens and Resident Aliens
No. 901, Tax Treaties and Rates
No. 686, Certification Required to Reduce Rates under Tax Treaties.

Your State IRS Forms Distribution Center can provide these publications. Additionally, new businesses may benefit from IRS Publication 454, "Your Business Tax Kit." When requesting this publication, specify the nature of your business to receive additional specific information.

The IRS also provides services to U.S. citizens through IRS representatives attached to U.S. embassies and consulates in Bonn, Caracas, Jidda, Johannesburg, London, Manila, Mexico City, Nassau, Ottawa, Paris, Rome, Sao Paulo, Singapore, Sydney and Tokyo. Furthermore, the IRS maintains offices in San Juan, Guam, and the Virgin Islands.

10.8 INTERNATIONAL TRADE COMMISSION

The Commission prepares the "International Economic Indicators, a quarterly report providing basic data on the economies of the United States, France, West Germany, Italy, the Netherlands, England, Japan and Canada. It includes current statistics for 68 economic indicators, including gross national product, industrial production, trade, prices, finance and employment. Annual trends since 1970 and recent quarterly changes are presented for various time intervals. The annual subscription cost is $15. For further information contact

Superintendent of Documents
U.S. Government Printing Office
Washington, DC 20402
(202) 783-3238

Additionally, ITC's annual report the Operation of Trade Agreements Program includes information on the General Agreement of Tariffs and Trade (GATT), the Export Import Bank, U.S. actions on imports and revisions of trade laws. For further information contact

Office of Publications
701 E Street, NW
International Trade Commission
Washington, DC 20436
(202) 523-5178

10.9 PATENT AND TRADEMARK OFFICE

The Patent and Trademark Office can provide information on the Patent Cooperation Treaty. This treaty enables individuals and companies to file a patent application in several countries simultaneously. The Patent Office's Legislation and International Affairs Office provides information on treaties covering patents and trademarks, along with countries participating in these treaties. For further information contact

Office Legislation and International Affairs
Patent and Trademark Office, Box 4
Washington, DC 20231
(703) 557-3065

10.10 PEACE CORPS

The Peace Corps offers feasibility study grants to assist local businesses and farmers in determining the viability of small- and medium-sized agribusiness projects in the Caribbean. Trained in-country volunteers work with local counterparts and outside experts to provide market, technical and financial analyses as well as strategy planning for promising agribusiness ventures. The cost of volunteers and outside commercial experts is paid for by the Peace Corps. U.S. companies are eligible for this service if they are working to establish a joint venture project with local companies or farm groups. The project must create local jobs and a host country agency must request assistance through the Peace Corps country director. For further information contact

Bill Gschwend
Caribbean Basin Initiative Coordinator
Inter-American Operations
806 Connecticut Avenue, NW
U.S. Peace Corps
Washington, DC 20526
(202) 254-9616

10.11 U.S. INTERNATIONAL DEVELOPMENT COOPERATION AGENCY

The International Development Cooperation Agency (IDCA) was established in 1979 to be a focal point within the U.S. government for economic matters affecting U.S. relations with developing countries. IDCA's mission is twofold (1) to ensure that development goals are taken fully into account in all Executive Branch decisions on trade, financing and monetary affairs, technology, and other economic policy matters affecting developing nations, and (2) to provide strong direction for U.S. economic policies toward the developing world and a coherent development strategy through the effective use of U.S. bilateral development assistance programs and U.S. participation in multilateral development organizations. The Director of IDCA is specifically assisted in the pursuit of the agency's mission by the three major organizations within the federal government that deal with developing country assistance the Agency for International Development, the Overseas Private Investment Corporation, and the Trade Development Program. Organizationally these three agencies report to IDCA.

10.12 DEPARTMENT OF INTERIOR

The Department of Interior's Office of Territorial and International Affairs may be able to assist the renewable energy industry with information relating to potential energy development projects in the U.S. territories. Of the seven territories, Palau, the Federated States of Micronesia, and the Marshall Islands are in the process of coming under the status of 'Free association with the U.S., the Northern Mariana Islands are a U.S. Commonwealth, and Guam,

American Samoa, and the Virgin Islands will remain "Flag Territories" (They will remain under the U.S. flag). Because of their status, the latter three territories will be eligible for more Federal programs and support and will have more Federal expertise available to aid in the development of economic self sufficiency, including reliable, cost effective energy sources. Therefore, information regarding these 3 territories will be more accessible from the Interior Department than for the other territories.

The Office of Territorial and International Affairs serves as the coordination point for all Federal aid as described above. Specifically, the Technical Assistance group within this office is responsible for providing (1) technical analysis, information, and training to planners in the territories, (2) aid in policy formulation, evaluation or review, (3) referral to appropriate expertise or programs on the Federal level, and (4) information and assistance in contacting and dealing with private contractors or vendors. The Technical Assistance staff is familiar with small scale solar energy projects that have been performed in the past, as well as a wind energy system project in Guam. In its capacity as a technical/policy focal point and advisor, the Technical Assistance group must keep abreast of energy development plans and activities in the territories and therefore may be able to provide information helpful to the renewable energy industry such as recent or future development plans, specific contact people, the investment climate, local resources, special marketing problems, etc. In addition, the Technical Assistance group has also accepted unsolicited proposals from private firms in the past, although none of these have been accepted to date.

For more information contact

Frank Solomon
Director of Technical Assistance
Office of Territorial and International Affairs
Interior Department
18th and C Streets, N.W.
Washington, D.C. 20240
(202) 343-4707

Another potential source of information is the Washington-based territorial liaison offices. Liaison officers and their telephone numbers are located below

American Samoa - Mr. Fred Radewagon	(202) 737-9740
Federal States of Micronesia - Mr. Epel Ilon	(202) 544-2640
Guam - Ms. Bernice Carbullido	(202) 624-5425
Marshall Islands - Office for Micronesian Status Negotiations	(202) 343-9143
Palau - Mr. Noriwo Ubedei	(202) 624-7793
Virgin Islands - Dr. Carlyle Corbin	(202) 737-0800

10.13 MARITIME ADMINISTRATION

Public Law 96-320 (the Ocean Thermal Energy Conversion Act of 1980) includes legislation which offers financial incentives to OTEC development through loan guarantees. These loan guarantees are part of the Maritime Administration Title XI Mortgage Guarantees and a separate account was

initiated under the OTEC Demonstration Fund. Title XI Mortgage Guarantees from the Capital Construction Fund for OTEC Development allow equipment developed to be eligible for federal loan (mortgage) guarantees of up to 87.5% of cost. The OTEC Demonstration Fund guarantees obligations of up to $1.65 billion (cumulative at any point in time). In addition, it makes construction and operating subsidies available for OTEC support vessels.

At present, the OTEC Development Fund Guarantee may be the only method of obtaining commercial bank financing for the initial investment required to build the number of plants judged necessary to establish a creditable reputation among the private investment community and lay the foundation for non-guaranteed, follow-on investment in commercial-scale development.

Application Forms for Title XI (Form MA-163) may be obtained upon request from the Maritime Administration at the address below.

Maritime Administration
James Westcott
Office of Ship Financing
400 7th Street, SW RM 81-22
Washington, DC 20590
(202) 382-0389