

**Developing Environmental Business
in the Near East:
A Guide to Government Resources**

Prepared for:

**Project in Development and the Environment
2000 M Street, N.W., Suite 200
Washington, D.C. 20036**

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**Developing Environmental Business
in the Near East:
A Guide to Government Resources**

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BACKGROUND ON PRIDE

The Project in Development and the Environment (PRIDE) provides technical assistance in environmental and natural resources (ENR) management to the Near East and Europe bureaus and missions of the U.S. Agency for International Development (AID) and to host-country institutions. The five-year project, which is funded by AID, began in 1991. PRIDE offers technical, analytical, and information support for the AID objectives of fostering ENR management consistent with sustainable economic growth. The project has a core-funded, level of effort contract to help Near East missions and host-country institutions, and a buy-in requirements contract to help Near East and Europe missions and host-country institutions do the following:

- Identify critical ENR issues and problems
- Develop improved economic and environmental strategies and policies
- Strengthen institutions in the public and private sectors and NGOs of host countries
- Promote exchange of ENR information

PRIDE works to prevent and mitigate pollution, improve management of wastewater and water resources, enhance efficient, environmentally sound energy use, and strengthen sustainable agricultural practices. The project has four components: strategic planning, environmental policy analysis, environmental education, and private sector initiatives.

In addition, under a cooperative agreement with AID, the World Environment Center is involved in implementation of the PRIDE private sector initiatives component.

HOW TO ACCESS PRIDE SERVICES

Mission environmental officers are the key liaison between the field and the PRIDE project officer for implementing core-contract task orders and requirements-contract delivery orders.

Near East missions may access the core contract by sending a draft scope of work to the project officer who determines how the activity falls within PRIDE's terms of reference. The PRIDE team then proposes candidates through the project officer for approval by the mission. Upon acceptance of the candidates, the project officer approves a task order authorizing the PRIDE team to implement the scope of work.

U.S. industries interested in accessing PRIDE resources may contact either the project officer or the private sector specialist listed below. If interested in a specific Near East country, they may contact the mission environmental officer of that country.

KEY PERSONNEL

Curt Nissly, PRIDE Project Officer, USAID/NE/DR/EENR
Larry Morgan, PRIDE Team Leader, Chemonics International
Jim Westfield, PRIDE Private Sector Specialist, RCG/Hagler, Bailly
John Woods, PRIDE Education Specialist, Chemonics International

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PREFACE

The Guide of Government Resources for Private Sector Development and Environmental Management was prepared by RCG/Hagler, Bailly, Inc. in conjunction with the Environmental Management Business Opportunities workshop held at Georgetown University, Washington, D.C., on May 20, 1992. The workshop was sponsored by the Agency for International Development Bureau for the Near East and its Project in Development and the Environment (PRIDE). RCG/Hagler, Bailly staff who contributed to the Guide include Bill Meade, Jan Mueller Vollmer, and Taj Ait-Laoussine. Elizabeth Magill, PRIDE project assistant, assisted in the research. The Guide was edited and formatted by Paula Hirschhoff, Georgina Forester, and Denise Liedquist of the Publications Department at Chemonics International. Near East Bureau support and advice was provided by Curt Nissly and Gil Jackson.

Workshop participants expressed interest in knowing the range of available U.S. government support for environmental management in the Near East. The Guide is a reference document for programs and projects undertaken by U.S. Agency for International Development (AID), the Department of Commerce, the Department of Energy, the Environmental Protection Agency, the Export Import Bank, the Overseas Private Investment Corporation, the Small Business Administration, and the U.S. Trade and Development Program.

Information contained in the Guide is current as of July 31, 1992. Each program or project entry was extracted from published sources and sent to the program or project contact for review. AID, the PRIDE project, and RCG/Hagler, Bailly, Inc. make no claims regarding the accuracy of the contents of this report. Readers are advised to contact the office listed in each program or project description for more information and to learn how to take advantage of the support provided.

OVERVIEW

The U.S. government offers a variety of services in private sector environmental management to U.S. companies and other institutions. Private sector environmental management is defined here as the environment or natural resource management efforts that involve the private sector, as either provider or recipient of the assistance. The assistance ranges from background information and market assessments to funding for project feasibility studies, to infrastructure financing. The guide includes more than 45 entries from six federal agencies or departments that operate in the Near East. See pages 61-62 for a summary of other current directories of U.S. government assistance to the private sector.

This guide was prepared as a reference document to provide an overview of types of assistance available in the Near East region. For U.S. companies and individuals, it provides a handy guide to business opportunities. For Near East government agencies, it describes the funding and other areas of assistance available from the U.S. government. For USAID missions, it illustrates the types of projects and programs in place or under development that can be tapped as part of local environmental management efforts. Each entry in the guide contains the following information in a summary format:

- **Title**—The official project, program, or activity title.
- **Contact**—The address, telephone, and facsimile number to contact for more information.
- **Project Status**—The project status (under development or ongoing) at the time the guide was prepared.
- **Duration of Project**—The time during which the program or project is available (e.g., 1992-96).
- **Description**—A brief description of the project or program objectives, components, and sample activities.
- **Services**—A list of services covered under the project or program, including business development, technology transfer, education/information, technical assistance, training, and policy development.

Exhibit 1 is a map of Africa and the Near East; countries that AID assists in the Near East are shaded on the map and listed at left. Exhibit 2 is a matrix summarizing government projects and programs for private sector development and environmental management by types of service. Exhibit 3 is a matrix showing the geographic focus of each project or program in Exhibit 2. The two matrices provide a quick reference to the resources available for certain types of activities in a given country. They also indicate where additional assistance efforts might be focused.

Exhibit 1. Map Illustrating Near East Countries that Receive AID Assistance

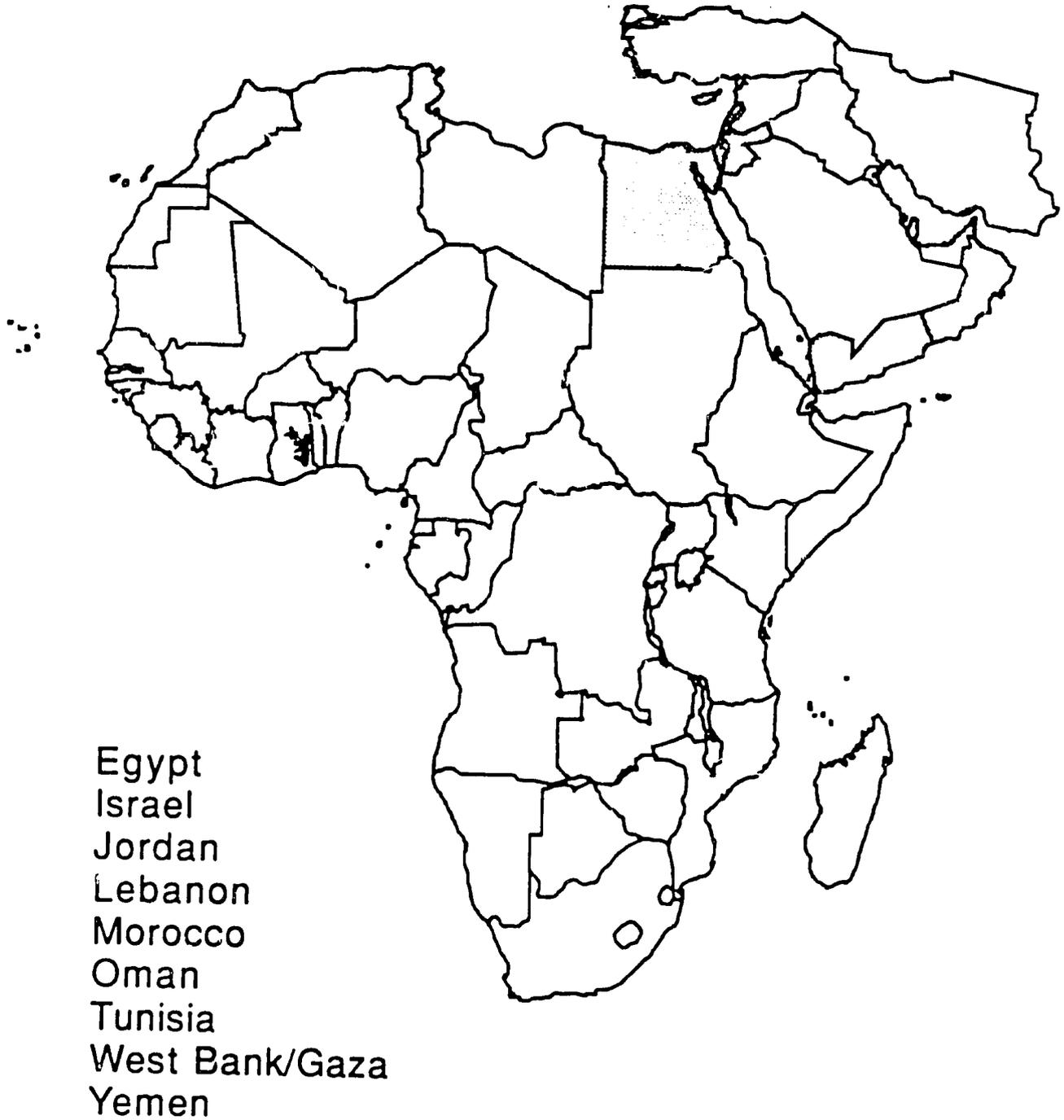


Exhibit 2. Summary of Government Programs by Type of Assistance

AGENCY/DEPARTMENT Program/Project	Business Development	Technology Transfer	Education/ Information	Technical Assistance	Training	Policy Development
AGENCY FOR INTERNATIONAL DEVELOPMENT						
Consultant Registry Information System, p. 14			☐			
Energy Training Program, p. 15					☐	
Environmental and Natural Resources Policy and Training Project, p. 16				☐	☐	☐
Environmental Pollution Prevention Project, p. 17	☐	☐	☐	☐		☐
Internat'l Environmental & Dev. Service, p. 18	☐	☐		☐	☐	
Market and Technology Access Project, p. 19	☐			☐	☐	
Municipal Development Project, p. 20			☐	☐	☐	
Private Sector Investment Program, p. 21	☐			☐	☐	
Private Sector Energy Development, p. 22	☐		☐	☐		☐
Global Energy & Environmental Mgmt., p. 23			☐	☐	☐	
Regional Housing & Urban Development Office, p. 24	☐			☐	☐	☐
Trade and Investment Services, p. 25	☐					
Water and Sanitation for Health, p. 26	☐		☐		☐	☐
Project in Development and the Environment, p. 27	☐		☐	☐	☐	☐
Alexandria Wastewater Expansion, p. 28		☐				
Cairo Water Supply II, p. 29		☐		☐	☐	
Cairo Sewerage II, p. 30		☐		☐		
Canal Cities Water and Wastewater, p. 31		☐		☐	☐	

Key: ☐ indicates types of assistance offered

Exhibit 2. Summary of Government Programs by Type of Assistance (continued)

AGENCY/DEPARTMENT Program/Project	Business Development	Technology Transfer	Education/ Information	Technical Assistance	Training	Policy Development
Commodity Import Program, p. 32	<input checked="" type="checkbox"/>					
Decentralization Sector Support Program, p. 33		<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>
Irrigation Management Systems, p. 34	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Jordan Commodity Import Program, p. 35	<input checked="" type="checkbox"/>					
Jordan Environmental Services Development, p. 36		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Oman Water Resources Development, p. 37		<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>
Private Sector Development & Tech. Transfer, p. 38	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
DEPARTMENT OF COMMERCE						
U.S. & Foreign Commercial Service, p. 40	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
Trade Development Program, p. 41	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
International Economic Policy, p. 42	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
DEPARTMENT OF ENERGY						
Committee on Renewable Energy Commerce and Trade, p. 43	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Coal and Technology Export Program, p. 44	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
Export Initiatives Program, p. 45	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
ENVIRONMENTAL PROTECTION AGENCY						
Office of International Activities, p. 47			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Environmental and Energy Efficient Technology Clearinghouse, p. 48			<input checked="" type="checkbox"/>			
Technical Information Packages, p. 49			<input checked="" type="checkbox"/>			

Key: indicates types of assistance offered

Exhibit 2. Summary of Government Programs by Type of Assistance (continued)

AGENCY/DEPARTMENT Program/Project	Business Development	Technology Transfer	Education/ Information	Technical Assistance	Training	Policy Development
EXPORT IMPORT BANK						
Export Finance Group, p. 51	<input checked="" type="checkbox"/>					
Engineering Multiplier Program, p. 52		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
OVERSEAS PRIVATE INVESTMENT CORPORATION						
Finance Department, p. 53	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
Insurance Department, p. 54	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
Investment Development Department, p. 55	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
Environmental Investment Fund, p. 56	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			
SMALL BUSINESS ADMINISTRATION						
Office of International Trade, p. 57	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	
TRADE AND DEVELOPMENT PROGRAM						
Regional Director for Africa and the Middle East, p. 59	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>	
OTHER						
U.S. Environmental Training Institute, p. 61		<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	
U.S. Investment Promotion Office, p. 62	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
World Environment Center, p. 63		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

Key: indicates types of assistance offered

Exhibit 3. Summary of Government Programs/Offices by Geographic Focus

AGENCY/DEPARTMENT Program/Project	Global	Near East Region	Egypt	Jordan	Morocco	Oman	Tunisia	Yemen
AGENCY FOR INTERNATIONAL DEVELOPMENT								
Consultant Registry Information Systems, p. 14	☐							
Energy Training Program, p. 15	☐							
Environmental and Natural Resources Policy and Training Project, p. 16	☐							
Environmental Pollution Prevention Project, p. 17	☐							
Internat'l Environmental & Dev. Service, p. 18	☐							
Market and Technology Access Project, p. 19	☐							
Municipal Development Project, p. 20	☐				☐			
Private Sector Investment Program, p. 21	☐							
Private Sector Energy Development, p. 22	☐		☐		☐		☐	
Global Energy & Environmental Mgmt., p. 23	☐							
Regional Housing & Urban Development Office, p. 24	☐							
Trade and Investment Services, p. 25	☐		☐		☐			☐
Water and Sanitation for Health, p. 26	☐							
Project in Development and the Environment, p. 27		☐	☐	☐	☐	☐	☐	
Alexandria Wastewater Expansion, p. 28			☐					
Cairo Water Supply II, p. 29			☐					
Cairo Sewerage II, p. 30			☐					
Canal Cities Water and Wastewater, p. 31			☐					

Key: ☐ indicates countries for which assistance is available

Exhibit 3. Summary of Government Programs/Offices by Geographic Focus (continued)

AGENCY/DEPARTMENT Program/Project	Global	Near East Region	Egypt	Jordan	Morocco	Oman	Tunisia	Yemen
Commodity Import Program, p. 32			☐					
Decentralization Sector Support Program, p. 33			☐					
Irrigation Management Systems, p. 34			☐					
Jordan Commodity Import Program, p. 35				☐				
Jordan Environmental Services Development, p. 36				☐				
Oman Water Resources Development, p. 37						☐		
Private Sector Development & Tech. Transfer, p. 38							☐	
DEPARTMENT OF COMMERCE								
U.S. & Foreign Commercial Service, p. 40	☐							
Trade Development Program, p. 41	☐							
International Economic Policy Office, p. 42	☐							
DEPARTMENT OF ENERGY								
Committee on Renewable Energy Commerce and Trade, p. 43	☐							
Coal and Technology Export Program, p. 44	☐							
Export Initiatives Program, p. 45	☐							
ENVIRONMENTAL PROTECTION AGENCY								
Office of International Activities, p. 47	☐							
Environmental and Energy Efficient Technology Clearinghouse, p. 48	☐							
Technical Information Packages, p. 49	☐							

Key: ☐ indicates countries for which assistance is available

Exhibit 3. Summary of Government Programs/Offices by Geographic Focus (continued)

AGENCY/DEPARTMENT Program/Project	Global	Near East Region	Egypt	Jordan	Morocco	Oman	Tunisia	Yemen
EXPORT IMPORT BANK								
Export Finance Group, p. 51	<input checked="" type="checkbox"/>							
Engineering Multiplier Program, p. 54	<input checked="" type="checkbox"/>							
OVERSEAS PRIVATE INVESTMENT CORPORATION								
Finance Department, p. 53	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>					
Insurance Department, p. 54	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>					
Investment Development Department, p. 55	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>					
Environmental Investment Fund, p. 56	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>					
SMALL BUSINESS ADMINISTRATION								
Office of International Trade, p. 57	<input checked="" type="checkbox"/>							
TRADE AND DEVELOPMENT PROGRAM								
Regional Director for Africa and the Middle East, p. 59		<input checked="" type="checkbox"/>						
OTHER								
U.S. Environmental Training Institute, p. 61	<input checked="" type="checkbox"/>							
U.S. Investment Promotion Office, p. 62			<input checked="" type="checkbox"/>					
World Environment Center, p. 63	<input checked="" type="checkbox"/>							

8

Key: indicates countries for which assistance is available

SECTION I AGENCY FOR INTERNATIONAL DEVELOPMENT

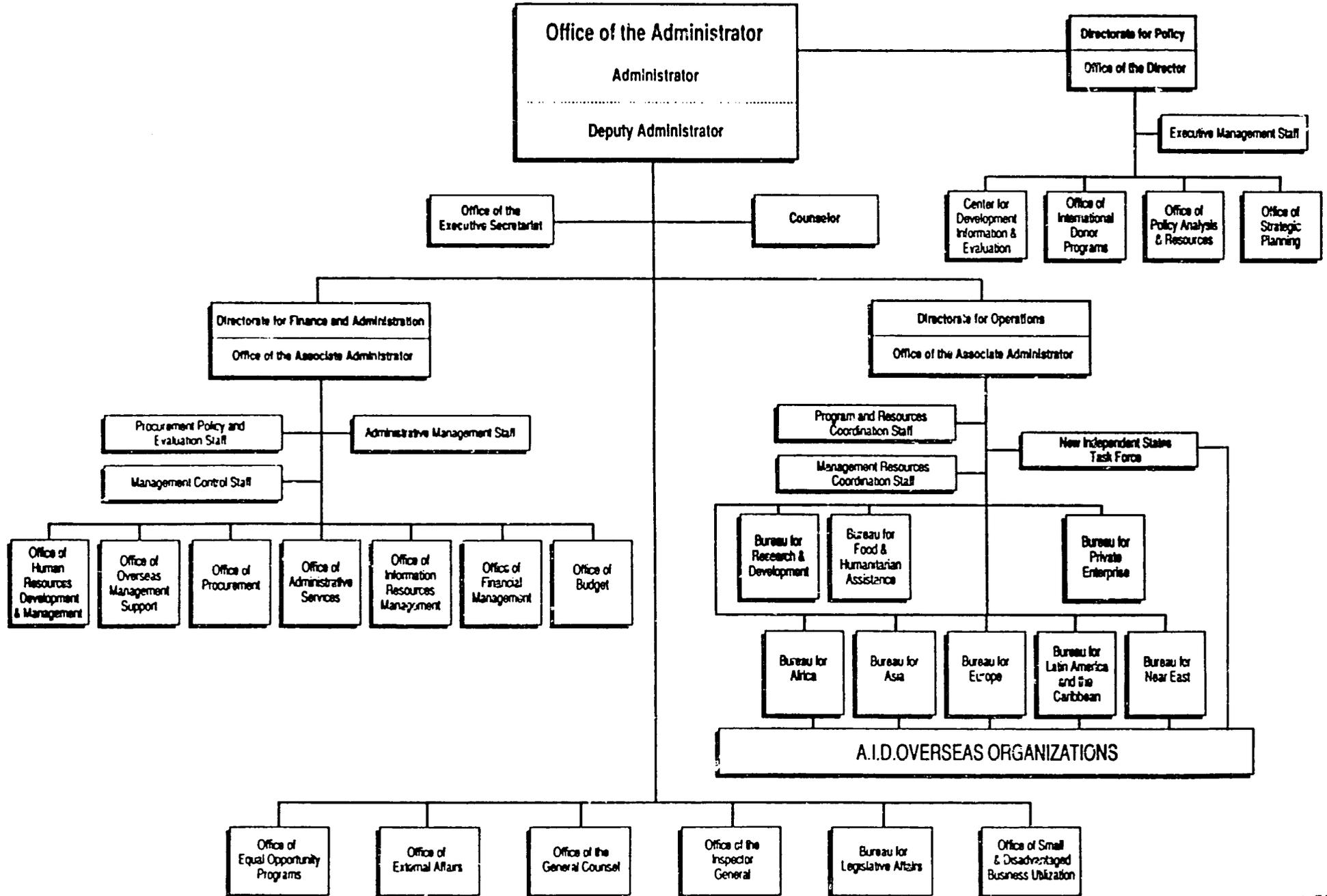
The Agency for International Development (AID) administers most of the foreign economic assistance programs of the U.S. government. It operates from headquarters in Washington, D.C., or through field missions or representatives in about 60 countries in Africa, Asia, Europe, Latin America, and the Near East. AID programs are authorized by the U.S. Congress under the Foreign Assistance Act. Congress annually appropriates funds for loans and grants to carry out these programs. AID fits into two main categories foreign economic assistance:

- 1) Development assistance aims to improve the lives of people in underdeveloped countries, which cover two-thirds of the earth's land and contain about three-quarters of its people.
- 2) Economic support funds promote economic progress and political stability in selected countries whose well-being is important to the security of the United States.

Exporting firms may be able to participate in two basic types of AID programs. In some countries, AID provides loan or grant assistance in the form of Commodity Import Programs (CIP), which finance the procurement of a wide variety of basic commodities needed in the economy. Under CIP, a foreign government allocates funds to its various ministries and to the private sector to provide the foreign exchange needed to purchase commodities such as machinery, industrial chemicals, farm equipment, and medical supplies. To participate in a CIP, suppliers submit bids or quotations in response to competitive public tenders or solicit orders from the private sector through normal commercial channels.

In many countries, AID provides project loans or grants to finance specific facilities and undertakings such as construction of wastewater treatment facilities or education and policy studies. Commodities purchased as part of these undertakings are called project procurement. Projects for the Near East are developed and administered through several bureaus and offices, as described on page 14 and presented in Exhibit 4.

Exhibit 4. AID Organizational Structure as of April 1992



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Bureau for Research and Development

The Bureau for Research and Development (formerly the Bureau for Science and Technology) is responsible for enhancing AID's capabilities to use science and technology to further economic and social progress in developing countries. To this end, the bureau provides professional leadership and technical support to AID activities, particularly its field missions, in a wide variety of technical areas including agriculture, economic institutional development, environment and natural resources, energy, forestry, health and nutrition, population, and women in development. Two offices supporting private sector development and environmental management activities:

- Office of Energy and Infrastructure
- Office of Environment and Natural Resources

Bureau for Private Enterprise

The Bureau for Private Enterprise (PRE) is responsible for developing a closer and more effective partnership between AID and the private sectors of the U.S. and developing countries. The PRE also is responsible for facilitating private sector participation not only in AID-financed transactions, but in privately financed projects and activities, which can accelerate the development process in developing countries. The principal offices supporting private sector development and environmental management are:

- Office of Capital Projects and Engineering
- Office of Housing and Urban Programs
- Office of International Business Development
- Office of Investment

Bureau for the Near East

The Bureau for the Near East is responsible for planning, formulating, implementing, managing and evaluating all U.S. bilateral economic assistance programs in the Near East region. (Exhibit 1 on page 2 illustrates the AID-assisted countries in the Near East.) The Bureau's environment and natural resources strategy is based on promoting sustainable economic growth through more-efficient production and use of natural resources at free market prices, and sound economic management of natural resources and the environment.

The NE Bureau's Office of Development Resources manages the design, review, approval, implementation, and central administration of all loan- and grant-financed projects/programs, credit guarantees, and sector analyses. It also generates ideas and methods for stimulating expansion of the local private sector in the region. The Production Investment and Environment Division is the focal point for private sector and environmental management activities.

AID Centrally Funded Projects

The following pages present summaries of selected centrally funded projects applicable to private sector development and environmental management.

Project\Program Title:	Consultant Registry Information System (ACRIS)
Contact:	Office of Small and Disadvantaged Business Utilization/Minority Resource Center Agency for International Development Washington D.C. 20523-1414 Telephone: (703) 875-1551 Fax: (703) 875-1862
Project Status:	Ongoing
Duration of Project:	No termination date
Description:	ACRIS is a computerized database established by AID to assist small, medium, and disadvantaged U.S. businesses, as well as individual consultants that are competing for participation in AID-funded technical service contracts. ACRIS brings U.S. technical service businesses and individual consultants to the attention of AID personnel who are considering the use of private sector technical service firms or individuals for AID-financed projects. ACRIS also provides businesses in the database with contact information regarding specific AID-financed projects.
Services:	Information Services
Geographic Focus:	Global
Funding:	N/A

Project\Program Title: Energy Training Program

Contact: Bureau for Research and Development
Office of Energy and Infrastructure
Agency for International Development
Washington, D.C. 20523
Telephone: (703) 875-4056
Fax: (703) 875-4053

Project Status: Ongoing

Duration of Project: 1987-97

Description: The Energy Training Program designs energy-related training activities and study tours to meet the specific needs of governmental, parastatal, and private employers in developing nations. Courses include energy planning, petroleum management, utility engineering, and energy efficiency improvement. Courses typically last from two to seven months and emphasize a "hands on" approach in actual work settings.

Services: Training

Geographic Focus: Global

Funding: \$22,000,000

Project\Program Title: Environmental and Natural Resources Policy and Training Project (EPAT)

Contact: EPAT Technical Assistance
Winrock International Environmental Alliance
1611 Kent Street, Suite 600
Arlington VA 22209
Telephone: (703) 525-9430
Fax: (703) 516-0481

Project Status: Ongoing

Duration of Project: 1991-2001

Description: The aim of the project is to help developing country policy makers recognize the linkages between economic policy and sustainable environment and natural resource use and development. The project also aims to ensure that policymakers have the requisite analyses to develop appropriate policy options. The project consists of six components: 1) state-of-the-art policy research; 2) applied in-country policy research on the economic and ENR interactions; 3) information and dissemination, including publications, workshops, and networking; 4) support for policy dialogue in AID-assisted countries; 5) institutional strengthening in formulating or implementing economic policies; and 6) human resources development, including short courses and workshops on economics, policy, and the environment.

Services: Training
Technical Assistance
Policy Development

Geographic Focus: Global

Funding: \$5,250,000

Project\Program Title: Environmental Pollution Prevention Project (EP³)

Contact: Bureau for Research and Development
Office of Environment and Natural Resources
Washington, D.C. 20523
Telephone: (703) 875-4106
Fax: (703) 875-4639

Project Status: Begins 1992

Duration of Project: 1992-97

Description: EP³ provides missions, regional bureaus, and host governments with environmental expertise in water and air pollution prevention and control and solid and hazardous waste management. The project's focus is industrial pollution prevention, waste minimization, and cleaner product processes. The project includes a centralized International Support Network arrangement with the U.S. Environmental Protection Agency (USEPA) and private sector environmental expertise in key industrial sectors. EP³ will access pro bono experts through such environmental associations as the U.S. Water Environment Federation, Air and Waste Management Association, and the National Solid Waste Management Association. USEPA and AID will also collaborate to provide missions with access to EPA and state/local environmental experts.

Services: Technical Assistance
Technology Transfer
Policy Development
Information Services
Investment Promotion

Geographic Focus: Global

Funding: Not specified to date

Project\Program Title: International Environmental and Development Service (IEDS)

Contact: Office of Environmental and Natural Resources
Bureau for Research and Development
Room 509, SA-18
U.S. Agency for International Development
Washington, D.C. 20523
Telephone: (703) 875-4518
Fax: (703) 875-4639

Project Status: Ongoing

Duration of Project: N/A

Description: IEDS facilitates and provides free or subsidized technical services to rapidly developing countries to enhance urban/industrial health, safety, and pollution prevention. Using volunteer experts and donated services, as well as materials from industry, academia, and government, IEDS provides pro bono assistance worldwide. IEDS conducts institutional and factory assessments, technology transfers, and training workshops, and arranges study tours and on-the-job internships for environmentalists as well as government and industry officials. More than 70 AID missions have worked with or trained more than 500 individuals from 24 countries.

Services: Business Development
Training
Technical Assistance
Technology Transfer
Facility Assessments

Geographic Focus: Global

Funding: N/A

Funding Sources: Agency for International Development, Environmental Protection Agency, Trade and Development Program.

Project\Program Title: Market and Technology Access Project (MTAP)

Contact: Bureau for Private Enterprises
Room 100, SA2
Agency for International Development
Washington, D.C. 20523
Telephone: (202) 663-2680
Fax: (202) 663-3670

Project Status: Ongoing

Duration of Project: 1982-93

Description: The aim of this project is to examine options for stimulating participation by a broad range of service providers in trade and technology promotion. Specialized consulting, training, and business development support is available to address trade and technology problems. Areas of focus include agribusiness, forestry products, and nature tourism.

Services: Business Development
Training
Technical Assistance

Geographic Focus: Global

Funding: \$4,760,000 in core budget

Project\Program Title: Municipal Development Project

Contact: Office of Housing and Urban Programs
Agency for International Development
515 22nd Street, NW, Suite 401
Washington, D.C. 20523-0214
Telephone: (202) 663-2542
Fax: (202) 663-2552

Project Status: Ongoing

Duration of Project: 1991-95

Description: The Municipal Development Project is an AID-funded program of the International City/County Management Association (ICMA). Through this program, ICMA shares U.S. urban management expertise with municipal managers and elected officials in developing countries. The Municipal Development Project has four components: urban management, municipal finance, assistance to municipal associations, and environmental planning. ICMA recently organized a workshop on the privatization of solid waste in Morocco. ICMA maintains a talent bank or database of individuals familiar with all aspects of urban environmental management.

Services: Information Services
Training
Technical Assistance

Geographic Focus: Global, Morocco

Funding: Total: \$20,000,000

Project\Program Title: Private Sector Investment Program (PSIP)

Contact: Bureau for Private Enterprise
Office of Investment
Agency for International Development
Washington, D.C. 20523
Telephone: (202) 663-2280
Fax: (202) 663-2148

Project Status: Established in 1981

Duration of Project: N/A

Description: The Bureau for Private Enterprise administers the PSIP, a loan and loan guaranty program for private sector businesses, either joint ventures with U.S. companies or 100 percent locally owned companies. In addition to directly funding businesses, the PSIP has been used to capitalize financial intermediaries which on-lend to smaller projects and businesses. Funding amounts range from \$150,000 to \$3 million per project. Projects must demonstrate a substantial development impact such as changing methods of financing, promoting women's and minorities' role in development, promoting U.S. exports, and protecting the environment.

Services: Technical Assistance
Business Development
Training

Geographic Focus: Global

Funding: \$57,000,000 in guaranty authority
\$5,000,000 in direct loans

Project\Program Title: Private Sector Energy Development (PSED)

Contact: PSED
1601 N. Kent St.
Suite 1102
Rosslyn, Virginia 22209
Telephone: (703) 524-4400
Fax: (703) 524-3164

Project Status: Ongoing

Duration of Project: 1991-94

Description: Concentrating on electric power, the PSED program encourages private ownership, financing, and operation of energy facilities in selected developing countries. The program offers a wide range of technical assistance and information-disseminating activities for developing country government and utility officials. These include conferences, workshops, a private power database, internships and study tours, and experts to solicit and evaluate projects, and draft and negotiate private power project financing. The program's feasibility study fund promotes privately financed, owned, and operated energy/power facilities by sharing with developers up to 50 percent of the cost of feasibility studies for private energy or power projects.

Services: Technical Assistance
Policy Development/Analysis
Information Dissemination
Business Development-Feasibility Funding

Geographic Focus: Global

Funding: \$10,000,000

Project\Program Title: Global Energy and Environmental Management (GLEEM)

Contact: Bureau for Research and Development
Office of Energy and Infrastructure
Agency for International Development
Washington D.C. 20523
Telephone: (703) 875-4047
Fax: (703) 875-4053

Project Status: Ongoing

Project Duration: 1992-2000

Description: GLEEM promotes environmentally sustainable economic growth in developing countries by strengthening and expanding donor collaboration, adopting least-cost power investment planning approaches, promoting sound environmental management practices in the energy sector, improving the performance of electric power systems in developing countries, and developing and strengthening technology innovation and commercialization programs.

Services: Education/Information
Technical Assistance
Training

Geographic Focus: Global

Funding: \$40,000,000

Project\Program Title: Trade and Investment Services

Contact: Bureau for Private Enterprise/International Business Staff
Agency for International Development
Washington, D.C. 20523
Telephone: (202) 663-2680
Fax: (202) 663-2670

Project Status: Ongoing

Duration of Project: Through May 1993

Description: The aim of the Trade and Investment Services Project is to assist indigenous private businesses through technology transfer and investments, as well as to promote joint ventures with U.S. companies.

Services: Trade/Investment Promotion

Geographic Focus: Global

Funding: \$1,400,000 (1992)

Project\Program Title: Water and Sanitation for Health (WASH)

Contact: Office of Health
Bureau for Research and Development
Agency for International Development
R&D-H SA-18, Room 1200
Washington, D.C. 20523-1817
Telephone: (703) 875-4601
Fax: (703) 875-4686

Project Status: Ongoing

Duration of Project: Through September 1993

Description: The aim of this project is to provide short-term technical assistance in water supply and sanitation sectors. Work is carried out in urban and rural areas and also deals with solid wastes and other related environmental issues. Completed projects include a water-scarcity management project in Oman and an environmental assessment of the Danube River in Hungary, Bulgaria, Romania, and the Czech and Slovak Federal Republics. The project assisted with a long-term institutional project in Tunisia and has provided technical assistance to the Cairo Water Authority.

Services: Business Development
Training
Policy Development
Information Services

Geographic Focus: Global

Funding: \$2,500,000 per year

Project\Program Title: Project in Development and the Environment (PRIDE)

Contact: PRIDE Project Officer
Near East Bureau
Agency for International Development
USAID/NE/DR/EENR
Washington, D.C. 20523
Telephone: (202) 663-2493
Fax: (202) 663-2494

Project Status: Ongoing

Duration of Project: 1992-96

Description: This is a centrally funded project to provide technical assistance in environmental and natural resource management to the Near East Bureau, missions, and host-country institutions. PRIDE focuses on pollution prevention and mitigation, improved wastewater and water resources management, energy-use efficiency, and sustainable agricultural practices. The project has four components: strategic planning, environmental policy analysis, environmental education, and private sector initiatives.

Services: Business Development
Strategic Planning
Technical Assistance
Education/Information/Training
Policy Development

Geographic Focus: Near East (existing project activities in Morocco, Tunisia, Jordan, and Egypt)

Funding: Total: \$19,000,000

AID Mission-funded Projects

The following pages present summaries of selected mission-funded projects and programs applicable to private sector development and environmental management.

Project\Program Title: Alexandria Wastewater Expansion

Contact: Office of Urban Administration and Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-202-3548211
Fax: 011-202-3562932

Project Status: Ongoing

Duration of Project: 1979-94

Description: A grant to the Government of Egypt financed the first stage of this program (Alexandria Wastewater Master Plan) to rehabilitate and expand the sewerage and wastewater disposal system. The project involves the following improvements: 1) construction of two primary treatment plants and effluent disposal system; 2) construction of sewerage collection and conveyance facilities (collectors, mains, laterals, force main, and pump station) for the Smouha area; 3) construction of collectors, force main, and pump station in the Siouf Keblia area; 4) rehabilitation of eight existing pump stations and some new construction in the East zone; and 5) upgrading of a treatment plant and construction of collectors, pump stations, and a force main in the Nouzha area.

The Organization for Sewerage and Sanitary Drainage under the Government of Egypt's Ministry of Housing is responsible for overall project management. Facilities are being designed and constructed by contractors under a turnkey-type arrangement.

Services: Technology Transfer

Geographic Focus: Alexandria, Egypt

Funding: Total: \$328,400,000

Project\Program Title: Cairo Water Supply II

Contact: Office of Urban Administration and Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-202-3548211
Fax: 011-202-3562932

Project Status: Ongoing

Duration of Project: 1988-96

Description: This is a follow-on to a previous project to improve water supply in Egypt's greater Cairo area by 1) expanding the central city water transmission and distribution capacity, and 2) strengthening the general Organization for Greater Cairo Water Supply's capacity to operate and maintain the entire Cairo water supply system. To improve the central city water system, the project is rehabilitating and installing pipeline and storage reservoirs and is producing an operations maintenance manual.

Services: Training
Technical Assistance
Technology Transfer

Geographic Focus: Egypt

Funding: \$145,000,000

Project\Program Title: Cairo Sewerage II

Contact: Office of Urban Administration and Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-20-2-3548211
Fax: 011-20-2-3562932

Project Status: Ongoing

Duration of Project: 1984-94

Description: This follow-on to a previous project to construct a comprehensive wastewater collection and treatment system on the West Bank of Cairo aims to improve infrastructure and train Egyptian personnel. One of the three subprojects, the Giza Relief subproject, will install gravity sewers, collectors, and force mains. The second will provide collection in the currently unserviced Embaba area. The third involves the construction of 39 km of interceptors, collectors, and laterals in the currently unserviced southwest area of Giza. A final project element will be to rehabilitate the Zenein treatment plant.

Services: Technology Transfer
Technical Assistance

Geographic Focus: Egypt

Funding: \$816,000,000

Project\Program Title: Canal Cities Water and Wastewater

Contact: Office of Urban Administration and Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-20-2-3548211
Fax: 011-20-2-3562932

Project Status: Ongoing

Duration of Project: 1987-97

Description: The aim of this follow-on to a previous project is to help the Government of Egypt provide badly needed water and wastewater structures in the canal cities of Port Said, Ismailia, and Suez. The project will provide wastewater treatment facilities in each city, expand Port Said's water supply, and strengthen the operation and maintenance capacity of wastewater organizations and the Suez Canal Authority.

Services: Training
Technical Assistance
Technology Transfer

Geographic Focus: Egypt

Funding: Total: \$380,000,000

Project\Program Title: Commodity Import Program (CIP), Public and Private Sectors

Contact: Office of Commodity Management and Trade
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-202-3548211
Fax: 011-202-3562932

Project Status: Ongoing

Duration of Project: Continuing since FY 1975

Description: CIP provides a grant of up to \$200 million per year to the Government of Egypt (GOE) for importing U.S. intermediate goods and consumable goods, industrial raw materials, commodity-related services, and capital goods included in the GOE's official budgets for public sector end-users (national and governmental entities).

Services: Business Development

Geographic Focus: Egypt

Funding: \$4,886,000,000

Project\Program Title: Decentralization Sector Support Program

Contact: Office of Local Administration and Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-202-3548211
Fax: 011-202-3562932

Project Status: Ongoing

Duration of Project: 1982-92

Description: The aim of this program is to help the Government of Egypt achieve its policy objective of economic and administrative decentralization. The program incorporates five previously independent projects—Development Decentralization I, Basic Village Services, Provincial Cities, Decentralization Support Fund, and Neighborhood Urban Services. The program also adds a sixth activity called Decentralization Planning and Management (later changed to Sector Development Support). Overall objectives are to institutionalize a planning and implementation capacity for local development at the national, governorate, district, and village levels, and to establish a national budget process appropriate to this end. Procured equipment includes water purification and desalination plants.

Services: Policy Development
Technology Transfer

Geographic Focus: Egypt

Funding: \$100,000,000

Project\Program Title: Irrigation Management Systems

Contact: Office of Irrigation and Land Development
USAID/Egypt
Cairo Center Building
106, Kasr El Aini St.
Cairo, Egypt
Telephone: 011-202-3548211
Fax: 011-202-3562932

Project Status: Ongoing

Duration of Project: 1981-95

Description: The aim of this project is to optimize agricultural water use in Egypt by improving the efficiency of the Nile irrigation system and strengthening the operation, maintenance, and planning capabilities of the implementing agency, the Ministry of Public Works and Water Resources. The project supports 1) a countrywide structural replacement program for the irrigation system, 2) the development of a preventive maintenance program in eight directorates, 3) technical and financial assistance for the existing Regional Irrigation Improvement Project and the Water Research Center, 4) installation of a telemetry system to monitor the Nile River and major canal flows, 5) development of a major training program and construction of training facilities, 6) development of computer models for the irrigation distribution system, and 7) preparation of detailed topographic maps and aerial photography of the irrigated lands of Egypt.

Services: Commodities
Training
Technical Assistance

Geographic Focus: Egypt

Funding: \$340,000,000

Project\Program Title: Jordan Commodity Import Program (CIP)

Contact: USAID/Jordan
c/o American Embassy
PO Box 354
Amman, Jordan
Telephone: 011-962-6-604171
Fax: 011-962-6-820143

Project Status: Ongoing

Duration of Project: 1991-94

Description: CIP focuses on helping the Government of Jordan (GOJ) finance private and public sector importation of materials, equipment, and services needed to spur economic growth and increase employment opportunities. The private sector portion of the CIP—targeted by the GOJ to be at least half of the total—will be implemented by local banks and aimed at private firms and public stock and joint venture companies. The public sector CIP will be coordinated by the Ministry of Planning and implemented by the Ministry of Supply, Trade, and Industry.

Services: Business Development

Geographic Focus: Jordan

Funding: \$187,251,000

Project\Program Title: Jordan Environmental Services Development

Contact: USAID/Jordan
c/o American Embassy
P.O. Box 354
Amman, Jordan
Telephone: 011-962-6-604171
Fax: 011-962-6-820143

Project Status: Planned

Duration of Project: 1991-N/A

Description: This project is designed to improve industry environmental protection capabilities with the objective of helping Jordan become a regional environmental center that provides the Near East with the required environmental services. Assistance is for both institutional development as well as the cleanup and protection of the environment, especially in two areas: the Zarqa River and the Gulf of Aqaba.

The project has five major components: (1) design and construction of appropriate industrial wastewater treatment plants at the industries identified as having hazardous/toxic waste; (2) water quality management of the Zarqa River Basin; (3) a surface and groundwater monitoring program that includes the installation of observation wells; (4) equipped laboratories capable of sampling, testing, and analyzing results; and (5) a comprehensive training program dealing with industrial waste and water-quality monitoring.

Services: Technical Assistance
Technology Transfer
Policy Development
Training

Geographic Focus: Jordan

Funding: \$5,000,000

Project\Program Title: Oman Water Resources Development

Contact: USAID/Oman
Muscat, Oman
Telephone: 011-968-703000
Fax: 011-968-797778

Project Status: Ongoing

Duration of Project: 1986-96

Description: This project is designed to develop Oman's water resources by 1) developing an institution to plan and manage water resources, 2) strengthening and expanding the water and wastewater systems of the Capital Region and the institutions which operate them, and 3) providing pilot integrated water and wastewater facilities in towns and villages and strengthening related institutions. The Ministry of Electricity and Water is the lead implementing agency.

Services: Policy Development
Technology Transfer

Geographic Focus: Oman

Funding: \$62,491,000

Project\Program Title: Private Sector Development and Technology Transfer

Contact: USAID/Tunisia
Ambassade des Etats-Unis d'Amérique
144 Avenue de la Liberté
2002 Tunis-Belvedere
Tunis, Tunisia
Telephone: 011-216-1-784300
Fax: 011-216-1-782464

Project Status: Ongoing

Duration of Project: 1985-92

Description: The goal of this project is to increase production and employment in the Tunisian economy, particularly the private sector. This is being done by facilitating the transfer of public enterprises and services to the private sector, and expanding capital markets in support of increased private investment. Principal inputs have been technical assistance and short-term training.

Services: Technical Assistance
Business Development
Training

Geographic Focus: Tunisia

Funding: \$7,100,000

SECTION II

DEPARTMENT OF COMMERCE

The Department of Commerce (DOC), through the International Trade Administration (ITA), is the chief source of export assistance provided by the federal government. ITA promotes world trade and is the official U.S. government organization to coordinate trade development, international economic policy, and trade administration.

The Department of Commerce also chairs the Trade Promotion Coordinating Committee, which is an interagency group formed to coordinate all U.S. export promotion programs. In addition to the Department of Commerce, membership includes the Department of State, U.S. Treasury, Department of Defense, Department of Agriculture, Department of Labor, Department of Energy, Office of Management and Budget, U.S. Trade Representative, Council of Economic Advisors, U.S. Environmental Protection Agency, Small Business Administration, AID, Export Import Bank, Overseas Private Investment Corporation, Trade and Development Program, and U.S. Information Agency. The Trade Promotion Coordinating Committee operates the Trade Information Center, which provides details on federal export assistance programs, foreign market research, and planning for trade missions and fairs.

The Department of Commerce recently entered into a three-year contract with the Water Environment Federation (formerly the Water Pollution Control Federation) and other environmental trade associations to establish a trade network and to set up an office in Eastern Europe to service market needs of U.S. companies. Relevant offices in the Department of Commerce (DOC) are presented on the following pages.

Office Title: U.S. and Foreign Commercial Service (FCS) Offices

Contact:

Egypt

U.S. and Foreign Commercial Service
Unit 64900, Box 11
APO AE 098394900
3 Lazoghli Street
Garden City, Cairo

Morocco

U.S. and Foreign
Commercial Service
APO AE 09718
8 Boulevard Moulay Youssef
Casablanca

International Trade Association in Washington—Country Desks

Country Desk Office

U.S. Department of Commerce
International Trade Association
Room 2039
Washington, D.C. 20230
Telephone

Egypt desk:	(202) 377-4441
Tunisia desk:	(202) 377-2515
Morocco desk:	(202) 377-2515
Oman/Yemen/Jordan desk:	(202) 377-4652

Description:

Seventy FCS offices in the United States and commercial sections located in U.S. embassies overseas conduct a wide variety of export promotion efforts for DOC. Trade promotion activities include trade fairs, missions, and seminars and a range of business information and counseling services. Most of these programs are driven by country and regional markets rather than industry sectors.

Services:

Business Development
Information Services

Geographic Focus: Global

Project Title: Trade Development Program

Contact: Department of Commerce
Room 3832
Washington, D.C. 20230
Telephone: (see below)

Description: Located in Washington, D.C., Trade Development Program offices promote the export interests of specific industry sectors and offer information on markets and trade practices worldwide. The group publishes industry and market reports, and conducts policy development and trade promotion along industry lines. The trade development offices with particular relevance to the environmental private sector in the Near East include:

Office of Energy, Environment and Infrastructure: Industry specialists for energy and environmental equipment and services help U.S. businesses develop export markets.
Telephone: (202) 377-5225
Fax: (202) 377-3954

Office of Finance and Countertrade: Liaison officials assist U.S. firms interested in bidding on goods and services contracts financed by the World Bank and other multilateral development banks.
Telephone: (202) 377-4471
Fax: (202) 377-5702

Services: Business Development
Information Services

Geographic Focus: Global

Office Title: International Economic Policy (IEP) Office

Contact: Trade Information Center
U.S. Department of Commerce
HCHB Room 7424
Washington, D.C. 20230
Telephone: 1-800-USA-TRADE

Description: The IEP office provides advice on formulating and implementing U.S. government trade policies relating to multilateral and country-specific issues. The resulting commercial information is made available to businesses through person-to person counseling and market research reports and other publications. IEP also conducts outreach programs to promote U.S. exports. IEP regional managers, in coordination with the U.S. and Foreign Commercial Service (FCS) director general, provide oversight for the relevant policy and program activities carried out by the overseas posts. IED country desk officers can provide interested companies with information on local markets and industries in the Near East region.

Services: Business Development
Information Services

Geographic Focus: Global

**SECTION III
DEPARTMENT OF ENERGY**

The Department of Energy (DOE) houses several offices that support U.S. industry's efforts to increase trade and investment. The offices responsible for energy conservation, renewable energy, and clean energy technologies offer feasibility study funding and sponsor overseas trade events. They may also provide various types of technical assistance for demonstration and cooperative technology transfer programs.

Office Title: Committee on Renewable Energy Commerce and Trade (CORECT)

Contact: Office of Conservation and Renewables
Department of Energy
1000 Independence Avenue
Washington, D.C. 20585
Telephone: (202) 586-5517
Fax: (202) 586-1605

Description: CORECT established in 1983, operates programs providing a range of informational, technical assistance, and project planning services for private sector representatives interested in Near Eastern renewable energy markets. In addition, CORECT conducts trade events and export promotion programs for U.S. renewable energy technology companies.

Services: Technical Assistance
Information Services
Business Development

Geographic Focus: Global

Office Title: Coal and Technology Export Program (CTEP)

Contact: Office of Fossil Fuels
Department of Energy
1000 Independence Avenue, SW
Washington, D.C. 20585
Telephone: (202) 586-7297
Fax: (202) 720-1188

Description: The Office of Fossil Fuels operates CTEP, which was established in 1988. CTEP serves as a focal point for international information on U.S. coal and coal technologies, as DOE's intradepartmental coordinator, and as the U.S. Government interagency liaison for coal companies and technology firms.

Services: Information Services
Business Development

Geographic Focus: Global

Office Title: Export Initiatives Program

Contact: Department of Energy
1000 Independence Avenue, SW
Washington, D.C. 20585
Telephone: (202) 586-7997
Fax: (202) 586-0823

Description: The mission of the Export Initiatives Program, which was created in 1990, is to coordinate all DOE's export-related activities and to promote and facilitate the export of energy-related goods and services by U.S. companies.

Services: Business Development
Information Services

Geographic Focus: Global

**SECTION IV
ENVIRONMENTAL PROTECTION AGENCY**

The Environmental Protection Agency (EPA) has launched a number of programs to share its extensive experience with public and private sector environmental managers in developing countries. The EPA is a leading source of manuals, directories, clearinghouses, databases, and other forms of information on environmentally sound technologies applicable to the Near East region. In addition, EPA sponsors and participates in technology cooperation programs and provides information on the implementation of environmental regulations in developing countries.

EPA offices relevant to private sector development and environmental management are presented on the following pages.

Office Title: Office of International Activities

Contact: Environmental Protection Agency Headquarters A-106
401 M Street SW, Room W1135
Washington, D.C. 20460
Telephone: (202) 260-5870
Fax: (202) 260-4470

Description: EPA has become increasingly active in promoting international environmental cooperation through a range of bilateral and multilateral initiatives. Principal areas of cooperation include training and institution building, scientific cooperation, information dissemination and networking, and technical assistance. EPA also expands opportunities for export of U.S. environmental technologies and services through efforts to elevate and harmonize environmental standards and regulations; improves environmental management, monitoring, and enforcement capacity; assists in disseminating information on U.S. environmental technologies and services; and institutionalizes a range of EPA public-private sector partnership programs.

Services: Technical Assistance
Training
Information

Geographic Focus: Global (all regions of the world)

Office Title: Environmental and Energy Efficient Technology Clearinghouse

Contact: Environmental Protection Agency
Office of International Activities
401 M Street SW
Washington, D.C. 20460
Telephone: (202) 260-4870
Fax: (202) 260-4470

Description: This clearinghouse is an interactive, computerized information tool that gives developing countries access to commercial databases, U.S. government technical experts and databases, technology overviews, descriptions of specific environmental control technologies, and the names and addresses of vendors. The clearinghouse was officially unveiled at the U.N. Conference on Environment and Development in June 1992.

Services: Environmental Information Services

Geographic Focus: Global, developing countries

Office Title: Technical Information Packages (TIP)

Contact: EPA Library/Infoterra
401 M St, SW
Mail code PM-211A
Washington, D.C. 20460
Telephone: (202) 260-5917
Fax: (202) 260 3923

Description: The brochure of each TIP explains the environmental issue, the related environmental and health effects, the standards and regulations, the technologies for addressing the issue, and annotations of each document included in the TIP. In addition, each TIP includes a list of EPA experts, a more extensive bibliography, and contacts for access to existing databases and training opportunities.

Packages for the following topics are available:

- Hazardous Waste Management
- Air Quality
- Water Quality
- Mining Waste Management
- Small Community Wastewater Management
- Environmental Impact Assessments
- Pesticide Waste Disposal
- Solid Waste Disposal
- Risk Assessment
- Pesticide Usage Guidelines
- Pollution Prevention
- Ensuring Safe Drinking Water
- EPA Information Sources
- Environmental Management

Services: Information Services

Geographic Focus: Global

SECTION V
EXPORT IMPORT BANK

The Export Import (EXIM) Bank is an independent U.S. government agency that facilitates the export financing of U.S. goods and services. EXIM offers a wide range of financial support programs, including loans and guaranties of loans made by others. The loan guaranty program covers up to 85 percent of U.S. export values with repayment terms of one year or more. EXIM must find reasonable assurance of payment in each transaction it supports. Factors considered are credit worthiness of buyer, buyer's country, and exporter's ability to perform.

Relevant offices of the EXIM Bank are presented on the following pages:

Office Title:	Export Finance Group (under The International Lending Group)
Description:	This group is responsible for the bank's export finance operations. It provides direct loans and guaranties to finance the export of U.S. goods and services to world countries.
Contact:	For countries in Africa and the Middle East: Office for Africa and the Middle East 811 Vermont Avenue, NW Washington, D.C. 20571 Telephone: (202) 566-8011 Fax: (202) 566-7524
Services:	Business Development
Geographic Focus:	Active in Morocco, Algeria, Tunisia, Egypt (private buyers only), Jordan, and Oman, and open for business in Saudi Arabia, the United Arab Emirates, Kuwait, Yemen, etc.

Office Title: Engineering Multiplier Program

Description: Loans and guaranties from feasibility studies, engineering design services, and other engineering services contracted prior to the start of project construction.

Contact: 811 Vermont Avenue, NW
Washington, D.C. 20571
Telephone: (202) 566-8802
Fax: (202) 566-7524

Services: Technology Transfer (financial support)
Technical Assistance
Education

Geographic Focus: Global

SECTION VI
OVERSEAS PRIVATE INVESTMENT CORPORATION

The Overseas Private Investment Corporation (OPIC) is a self-sustaining U.S. government agency whose mission is to promote economic growth in developing countries by encouraging U.S. private investment. OPIC operates three types of programs: financial assistance (direct loans, loan guaranties, and some equity), underwriting of political risk insurance (war, currency inconvertibility, and expropriation), and investment promotion (opportunity brokering, information services, and investment missions).

Relevant Offices of the Overseas Private Investment Corporation are described on the pages that follow.

Office Title:	Finance Department
Contact:	1100 New York Avenue, 12th floor Washington, D.C. 20527 Telephone: (202) 336-8516 Fax: (202) 408-9866
Description:	This department is responsible for OPIC's direct loan and loan guaranty programs.
Services:	Business Development Information Services (provided by the Investment Development Department)
Geographic Focus:	Global, bilateral agreements with Morocco, Tunisia, Algeria, Egypt, Oman, Yemen, Jordan, and others

Office Title: Insurance Department

Contact: 1100 New York Avenue, 12th floor
Washington, D.C. 20527
Telephone: (202) 336-8593
Fax: (202) 408-5142

Description: This department is responsible for OPIC's political risk and contract insurance services. It can also provide country information.

Services: Business Development
Information Services

Geographic Focus: Global, bilateral agreements with Morocco, Tunisia, Algeria, Egypt, Oman, Yemen, Jordan, and others

Office Title: Investment Development Department

Contact: Information Officer
Telephone: (202) 336-8636
Fax: (202) 408-5155

Description: This department provides business advisory services and country information to U.S. companies interested in projects in the Near East. In addition, it organizes investment missions and funds feasibility studies.

Services: Business Development
Information Services

Geographic Focus: Global, bilateral agreements with Morocco, Tunisia, Algeria, Egypt, Oman, Yemen, Jordan, and others

Office Title:	Environmental Investment Fund
Contact:	Environmental Investment Fund 1615 M Street, NW Washington, D.C. 20537 Telephone: (202) 336-8400 Fax: (202) 408-5155
Description:	In recent years, OPIC has used its loan guaranty facility to create the Environmental Investment Fund. The Environmental Investment Fund will be a \$100 million privately owned and managed investment fund that will invest in new or expanding businesses in developing countries that use natural resources on a sustainable basis or otherwise practice sound environmental management. The fund will invest in five broadly defined sectors: sustainable agriculture, renewable and alternative energy, forest management, ecotourism, and pollution prevention and abatement technologies. The fund will be a limited partnership. A joint venture between Kidder, Peabody & Co. and Booz, Allen, Hamilton will act as general partner. It is expected that the limited partners will be U.S. corporations with investments of \$5 million each. To date, the fund has not been capitalized.
Services:	Business Development Information Services
Geographic Focus	Global, bilateral agreements with Morocco, Tunisia, Algeria, Egypt, Oman, Yemen, Jordan, and others

SECTION VII
SMALL BUSINESS ADMINISTRATION

The Small Business Administration (SBA) offers a range of financial and educational services through a national network of more than 100 regional and district offices. District international trade officers can refer small businesses to a wide range of SBA, state, and other federal resources. SBA's low/no-cost services are designed to encourage small businesses to consider global markets for their products and services, and to help guide them through the export process. SBA also offers the Procurement Automated Source System to help small businesses obtain a fair share of U.S. government contracts and subcontracts.

The relevant SBA office is described below:

Office Title:	Office of International Trade
Contact:	409 3rd Street, SW Washington, D.C. 20416 Telephone: (202) 205-6720 Fax: (202) 205-7272
Description:	This office plans and coordinates all SBA international programs and directs SBA business development and training services for exporters. It also promotes SBA's two loan guaranty programs designed specifically for international trade.
Services:	Business Promotion Training Information Services
Geographic Focus:	Global

SECTION VIII
TRADE AND DEVELOPMENT PROGRAM

The U.S. Trade and Development Program (TDP) is an independent U.S. government agency with a mandate to promote U.S. exports for major development projects in middle-income and developing countries. TDP provides grant assistance to Near East governments for planning studies of major public sector projects for which there are plans to allocate substantial resources for foreign goods and services. In the Near East, TDP assists U.S. firms by identifying major development projects that offer large export potential and by funding U.S. private sector involvement in project planning.

Delivery Address: 1621 North Kent Street, Suit 309
Rosslyn, Virginia 22209
Telephone: (703) 875-7447
Fax: (703) 875-4009

The TDP office that is relevant to private sector development and environmental management is described below:

Office Title: Regional Director for Africa and the Middle East

Contact: Trade and Development Program
SA-16, Room 309
Washington, D.C. 20523-1602
Telephone: (703) 875-4357
Fax: (703) 875-4009

Description: TDP's regional programs provide funding for feasibility studies, consultancies, training programs, and other project planning services related to major projects. Contracts funded by TDP grants must be awarded to U.S. companies. U.S. involvement in project planning helps position potential U.S. suppliers of goods and services for follow-on contracts when these projects are implemented. TDP also conducts training programs and reverse trade missions.

Services: Business Development
Training

Geographic Focus: All countries except Libya, Syria, Iraq, and Iran

**SECTION IX
OTHER**

Three additional offices relevant to private sector development and environmental management are described on the following pages.

Office Title: U.S. Environmental Training Institute

Contact: Executive Director
3000 K St., Suite 690
Washington, D.C. 20007
Telephone: (202) 338-3400
Fax: (202) 333-4782

Description: This effort is a joint venture between the environmental industry and the federal government to provide training on environmental technology and project management to key public and private decision makers from developing and redeveloping countries. The institute uses existing laboratories, training facilities, and factories of major U.S. corporations and government agencies for its training programs.

Services: Training
Technology Transfer

Geographic Focus: Global

Funding: Private sector funding totalling \$150,000 per year plus in-kind contributions.
U.S. government contributions totalling \$100,000 plus in-kind contributions.

Office Title: U.S. Investment Promotion Office (USIPO)

Contact: 21 Giza Street, Nile Tower Building
Giza, Egypt
Telephone: 202-627006
Fax: 202-623120

Description: USIPO offers a broad range of business contacts and facilitation services to both U.S. and Egyptian business executives. USIPO's services include: arranging proper contacts between business executives, identifying potential joint-venture partners and projects, gathering investment information from appropriate Egyptian and U.S. agencies, and assisting in locating sources of local financing and equity capital for projects.

Services: Business Development
Technical Assistance
Information Services

Funding Source: USAID, Egypt's Ministry of Investment, the Egypt-U.S. Business Council

Geographic Focus: Egypt

Project\Program Title: World Environment Center

Contact: 419 Park Avenue South, Suite 1404
New York, NY 10016
Telephone: (212) 683-4700
Fax: (212) 683-5053

Project Status: Ongoing

Duration of Project: Continuous

Description: The World Environment Center (WEC) is an independent, non-profit, non-advocacy organization whose mission is to contribute to sustainable development by strengthening industrial and urban environmental, health, and safety policy and practices worldwide. The WEC implements its mission primarily through three programs: 1) the International Environment and Development Service (IEDS), which uses expert volunteers and donated services and materials from industry, academia, and government to provide pro bono assistance worldwide; 2) the International Environment Forum, which creates an environment for technical and managerial information exchanges, workshops, and informal dialogue between government and industry; and 3) the Annual WEC Gold Medal Award for International Corporate Environmental Achievement, that recognizes innovative programs and projects that stimulate nations and industry to protect the global environment.

Services: Technical Assistance/Training
Technology Transfer
Public/Private Dialogue

Geographic Focus: Global

Funding: \$4,500,000 (FY 1992); \$8,700,000 (Projected FY 1993)

Source of Funding: U.S. Agency for International Development
World Bank
U.S. Trade and Development Program
U.S. Environmental Protection Agency
Private Sector

SECTION X ADDITIONAL RESOURCES

Other publications and reports that identify government programs and services are also available to private sector investors and business people. They do not, however, focus specifically on the private sector in the Near East. Listed below is information needed to obtain them. An overview table comparing these government resource directories and this guide appears on the next page.

- *U.S. Asian Environmental Partnership Brochure*, 1992, US-AEP Secretariat, (202) 647-6903
- *OPIC Investor Services Brochure*, undated, 1615 M Street, N.W., Washington, D.C. 20527, (202) 457-7010
- U.S. Trade Promotion Coordinating Committee, *Export Programs: A Business Directory of U.S. Government Resources*, May 1992, 1(800) 872-8723
- Small Business Administration, *Exporter's Guide to Federal Resources for Small Business*, 1992, Superintendent of Documents, U. S. Government Printing Office, Washington, D.C. 20402
- U.S. Agency for International Development, *The AID/Washington Private Sector Handbook*, September 1992, (202) 663-2358 (Pat Lee)
- U.S. Agency for International Development, *We Mean Business: How USAID Provides Opportunities for Business*, August 1992, (202) 647-9620

OVERVIEW OF GOVERNMENT RESOURCE DIRECTORIES

Source	AID/W	AID/M	DOS	USTR	DOC	DOE	EPA	EXIM	OPIC	SBA	TDP	DOA	MOBs
AEP Brochure	•				•		•	•	•	•	•		•
OPIC Investor Services Brochure									•				
TPCC Business Directory	•		•	•	•	•		•	•	•	•		•
SBA Exporter's Guide	•	•	•	•	•	•		•	•	•	•	•	
AID Private Sector Handbook	•												
AID, We Mean Business	•	•	•		•			•	•	•	•	•	
PRIDE Business Guide	•	•			•	•	•	•	•	•	•		

KEY:

AID/W U.S.: Agency for International Development, Washington, D.C. bureaus.
 AID/M U.S.: Agency for International Development missions
 DOS: Department of State
 USTR: Office of the U.S. Trade Representative
 DOC: Department of Commerce
 DOE: Department of Energy
 EPA: Environmental Protection Agency
 EXIM: Export Import Bank
 OPIC: Overseas Private Investment Corp.
 SBA: Small Business Administration
 TDP: U.S. Trade and Development Program
 DOA: Department of Agriculture
 MOBs: Multilateral development banks (e.g., World Bank)