

PN-ABQ-785

8674 J



U.S. AGENCY FOR
INTERNATIONAL
DEVELOPMENT

***BUSINESS ASSISTANCE PROGRAMS
IN ENERGY AND THE ENVIRONMENT***

Prepared by

**Cecilia Ciepiela
Center for Trade & Investment Services
U.S. Agency for International Development
SA-2, Room 100
Washington, DC 20523-0229**

CENTER FOR TRADE AND INVESTMENT SERVICES (CTIS)

The U.S. Agency for International Development (USAID) established the Center for Trade & Investment Services (CTIS) to foster commercial linkages between the private sectors in USAID-assisted developing countries and the U.S. business community to stimulate private enterprise, technology transfer and sustainable economic growth. CTIS acts as a central point of contact for U.S. and developing country entrepreneurs for information and counseling regarding USAID programs, policies and projects; procurement and contracting opportunities; and, business intelligence and opportunities generated by USAID's development activities. CTIS acts as a clearinghouse for information, utilizing the resources of USAID in the interest of private business development, including USAID's field missions and representative offices around the world, field projects, and contractors. CTIS taps into this pool of expertise, experience and knowledge about the development needs of USAID-assisted countries to identify commercially-relevant information and make it available to the public.

Contact: **Center for Trade and Investment Services**
USAID, G/IBD/CTIS
SA-2, Room 100
Washington, DC 20523-0229
Tel: 1-800-872-4348
Fax: (202) 663-2670

<u>Region</u>	<u>Extension</u>
New Independent States	2
Eastern Europe	3
Middle East and Africa	4
Asia	5
Latin America and the Caribbean	6

Table of Contents

I. U.S. Agency for International Development	
A. <u>Technical assistance for project development</u>	
1. Middle East: Project in Development and the Environment (PRIDE)	4
2. India: Trade in Environment Services and Technology (TEST)	4
3. Eastern Europe: Capital Development Initiative (CDI)	5
4. Environmental Pollution Prevention Project (EP3)	5
5. U.S.-Asia Environmental Partnership (US-AEP)	6
- Infrastructure Finance Advisory Service (IFAS)	6
- National Association of State Development Agencies (NASDA)	6
B. <u>Pre-feasibility and feasibility study support programs</u>	
1. Energy Project Development Fund (EPDF)	7
2. International Fund for Renewable Energy and Energy Efficiency (IFREE)	7
3. Renewable Energy Pre-Investment Support Fund (REPS)	7
C. <u>Project financing</u>	
1. Environmental Enterprises Assistance Fund (EEAF)	8
2. Enterprise Funds	9
D. <u>Commodity Import Programs</u>	
1. Russia Energy and Environment Commodity Import Program (EECIP)	10
2. Commodity Import Program for Egypt, Jordan and Mozambique (CIP)	10
II. Other U.S. Government Programs	
A. Access to Capital--AXCAP	11
B. Export-Import Bank (Eximbank)	11
C. Overseas Private Investment Corporation (OPIC)	11
1. Global Environment Emerging Markets Fund (GEEMF)	12
D. Small Business Administration (SBA)	12
E. Trade and Development Agency (TDA)	12
III. International Financial Institutions	
A. Multilateral Development Banks (MDBs)	13
B. Inter-American Investment Corporation (IIC)	13
C. International Finance Corporation (IFC)	14
D. North American Development Bank (NADBank)	14
E. EBRD Baltic Sea Environment Program (BSEP)	14
F. United Nations Global Environment Facility (GEF)	15
G. United Nations Industrial Development Organizations (UNIDO)	15
IV. Private Investment Funds	
A. Global Environment Fund (GEF)	16

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

The U.S. Agency for International Development (USAID) sponsors projects aimed at finding market-based solutions to developing country environmental and energy problems by providing services and financial assistance that facilitate the transfer of appropriate technologies. USAID's approach includes information dissemination, market development, partner identification, transaction assistance, and financial support or assistance.

Technical Assistance for Project Development

MIDDLE EAST: PROJECT IN DEVELOPMENT AND THE ENVIRONMENT (PRIDE)

The Project in Development and the Environment (PRIDE) provides technical assistance in environmental and natural resources management to USAID missions and host-country institutions. The private sector component of PRIDE offers a specialized database identifying pollution problems in the Middle East region and matching them to appropriate U.S. technology and service vendors. PRIDE focuses on pollution prevention and mitigation, improved waste water and water resources management, energy-use efficiency, and sustainable agricultural practices. U.S. companies can be placed on the database so that regional entities interested in their technologies and services can contact them directly. PRIDE provides follow up services to facilitate transactions and obtain financing.

Contact:

Chris Stathes

Pollution Prevention Database
c/o Capital Systems Group, Inc.
1355 Piccard Drive, Suite 350
Rockville, MD 20850
Tel: (301) 948-3033
Fax: (301) 948-2242

Jack Stafurik

Private Sector Advisor
Chemonics International
2000 M Street, NW, Suite 200
Washington, DC 20036
Tel: (202) 331-1860
Fax: (202) 331-1871

INDIA: TRADE IN ENVIRONMENTAL SERVICES AND TECHNOLOGIES (TEST)

The Trade in Environmental Services and Technologies (TEST) project provides a focused set of services and resources for Indian and U.S. firms to draw upon in pursuit of environmental transactions and sustainable business linkages. TEST is implemented by the Industrial Credit and Investment Corporation of India (ICICI), India's premier development finance institution. USAID has provided ICICI with \$20 million for loans, grants and other assistance to qualified Indo-U.S. environmental ventures. TEST offers services to identify qualified Indian partner companies, assist in meeting potential partners and understanding the business climate and culture in India, facilitate on-going relationships and negotiations to conclude transactions. TEST often works in conjunction with US-AEP.

Contact:

Jeff Hallett

Sanders International, Inc.
1616 P Street, NW, Suite 410
Washington, DC 20036 USA
Tel: (202) 939-3486
Fax: (202) 939-3487

K. Harinathan

The ICICI Limited
Scindia House, 5th Floor
N.M. Marj, Ballard Estate
Bombay, India 400 038-50
Tel: 91-22-261-8251
Fax: 91-22-262-5444

EASTERN EUROPE: CAPITAL DEVELOPMENT INITIATIVE (CDI)

The Capital Development Initiative (CDI) Environmental and Energy Components are designed to assist countries in Central and Eastern Europe to address their environmental pollution and energy efficiency problems through development of infrastructure projects and local environmental businesses. CDI contractors have regional offices in Warsaw, Prague and Budapest, staffed by U.S. and local personnel trained and experienced in environmental and energy issues and business development. Washington staff assist the regional offices by locating U.S. environmental and energy firms with specific technologies needed in the region that are interested in investing or engaging in joint ventures. CDI services include arranging meetings, identifying local regulatory and legal requirements, and serving as a conduit for information exchange and transaction facilitation.

Environment: Steven Swanson

Project Manager
Sanders International, Inc.
1616 P Street, NW, Suite 410
Washington, DC 20036
Tel: (202) 939-3480
Fax: (202) 939-3487

Mark Raczynski

Regional Vice President
Sanders International, Inc.
22 Fort Wola Street
00-961 Warsaw, Poland
Tel: (48-22) 372-099
Fax: (48-22) 368-555

Laura Keresty

Solimar, Spol s.r.o.
Legerova 15
120-00 Prague 2, Czech Republic
Tel: (42-2) 294-584
Fax: (42-2) 297-256

Erzsebet Strebely

Forenviron/Sanders International
V. Deak Ferenc u.10
1052 Budapest, Hungary
Tel: (36-1) 118-4062
Fax: (36-1) 118-4062

GLOBAL: ENVIRONMENTAL POLLUTION PREVENTION PROJECT (EP3)

The Environmental Pollution Prevention Project (EP3) is a joint project of USAID and the Environmental Protection Agency (EPA), providing technical assistance in urban and industrial environmental management to USAID missions and host-country institutions. The goal of EP3 is the reduction of pollution associated with urbanization and industrialization in developing countries. EP3 offers technical, analytical and informational support to facilitate the adoption of pollution prevention approaches and technologies through a number of activities, including conducting plant-level assessments to identify options for improving productivity and reducing end-of-pipe control requirements; supporting technology development and transfer through demonstration of innovative approaches, identifying business opportunities and assisting in mobilizing investment capital.

A new project, EP3 is currently operating in Chile and Tunisia, performing assessments and demonstrations at commercial and industrial facilities. EP3 will conduct study tours bringing industrialists from both countries to the United States to observe U.S. pollution prevention technologies. EP3 will also disseminate information regarding business opportunities identified by the assessment activity, through its central database of U.S. vendors.

Contact:

Dr. James Gallup
USAID/R&D/ENR
Room 509 SA-18
Washington, DC 20523-1812
Tel: (703) 875-4323
Fax: (703) 875-4639

Dr. James Westfield
RCG/Hagler Bailly
1530 Wilson Boulevard, Suite 900
Arlington, VA 22209-2904
Tel: (703) 351-0300
Fax: (703) 351-0342

ASIA: UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP (US-AEP)

The United States-Asia Environmental Partnership (US-AEP) program links U.S. environmental businesses and opportunities in Asia. The program mobilizes U.S. technology, expertise and financial resources to strengthen environmental protection and promote sustainable development in Asia and the Pacific. An initiative promoted by core funding from USAID, the US-AEP coordinates the participation of 25 U.S. government departments and agencies, numerous businesses and non-governmental organizations to work with 34 countries and territories in Asia and the Pacific. The US-AEP has launched an information network to identify business opportunities in Asia for U.S.-based environmental technologies and services, including a vendor database and an on-line trade opportunities information system.

Contact: Maria Chen	Camille Richardson
Environmental Technology Network for Asia	Trade Information Center
USAID, G/IBD/CTIS	Room H-7424
SA-2, Room 100	Department of Commerce
Washington, DC 20523-0229	Washington, DC 20230
Tel. 1-800-872-4348 or (202) 663-2660, Ext. 5	Tel: 1-800-872-8723
Fax: (202) 663-2670	Fax: (202) 482-4473

INFRASTRUCTURE FINANCE ADVISORY SERVICE (IFAS)

US-AEP initiated the Infrastructure Finance Advisory Service (IFAS) to provide information and advisory services to U.S. firms interested in pursuing environmental and energy infrastructure projects in Asia and the Pacific. IFAS offers three services: providing environmental and energy project and market information; identifying U.S. government technical resources to enhance the competitiveness of U.S. companies bidding for energy and infrastructure projects in Asia; helping to identify and evaluate U.S. government and commercial sources of finance. IFAS serves U.S. environmental and energy equipment manufacturers, contractors, project developers, and services that have an interest in bidding on public tenders, developing private *Build-Own-Operate* or *Build-Operate-Transfer* projects, or establishing joint ventures in Asia.

Contact: K&M Engineering & Consulting Corporation
2001 L Street NW, Suite 906
Washington, DC 20036
Tel: (202) 466-6485
Fax: (202) 466-4772

NATIONAL ASSOCIATION OF STATE DEVELOPMENT AGENCIES (NASDA)

US-AEP has formed a partnership with the National Association of State Development Agencies (NASDA) to establish an Environmental/Energy Technology Fund. The Fund provides grants to facilitate the transfer of environmentally responsible and energy-efficient technologies from the United States to Asia and the Pacific. Small and medium-sized businesses in the environmental/energy sectors may be eligible to receive Fund grants up to a maximum of \$20,000. Grants match from 20 to 50 percent of total project costs. Grants may be used to fund engineering and technology workshops or seminars, technology and equipment demonstrations, business development missions, professional exchange programs, and promotional and marketing activities.

Contact: Dan Waterman, Senior Program Manager
National Association of State Development Agencies
750 First Street, NE, Suite 710
Washington, DC 20002
Tel: (202) 898-1302
Fax: (202) 898-1312

production of fuels from waste biomass associated with agricultural and forest products industries.

The REPS Fund can provide up to 50 percent of the costs of pre-feasibility or feasibility studies to private developers for projects using commercially-proven biomass, geothermal, small hydro, solar, and wind energy technologies. Cost-sharing takes the form of an interest-free reimbursable grant to the project developer, to be repaid if the project reaches financial closure. Both host country developers and U.S. developers working with a local country are eligible to apply. Only solicited proposals will be evaluated. Grants are awarded on a competitive basis.

Contact: Renewable Energy Pre-Investment Support Fund
Renewable Energy and the Environment Program
1611 N. Kent Street, Suite 600
Arlington, VA 22209-2134
Tel: (703) 525-9430
Fax: (703) 243-1175

Biomass Energy Systems and Technology (BEST)
John Kadyszewski
Winrock International
1611 North Kent Street, Suite 600
Arlington, VA 22209-2134
Tel: (703) 5259430
Fax: (703) 243-1175

Renewable Energy Applications and Training Project (REAT)
Scott Sklar
U.S. Export Council for Renewable Energy (US/ECRE)
777 North Capitol Street, NE, Suite 805
Washington, DC 20002-4226
Tel: (202) 408-0665
Fax: (202) 408-8536

Project Financing (equity, loans and loan guarantees)

ENVIRONMENTAL ENTERPRISES ASSISTANCE FUND (EEAF)

The Environmental Enterprises Assistance Fund (EEAF) invests in small-scale renewable energy and environmental companies in developing countries by providing loans and equity capital for environmentally attractive projects that are commercially viable, but require financing to move ahead. EEAF provides financial support for projects under \$2 million in renewable energy systems, energy efficient energy conversion technologies, and environmentally responsible management of organic waste. Proposals submitted to EEAF are evaluated on their financial viability as well as their environmental, economic, and social impact. Direct loans are made at concessional rates, but equity investments are expected to provide higher returns than conventional financing arrangements.

Contact: Environmental Enterprises Assistance Fund
1611 N. Kent Street, Suite 202
Arlington, VA 22209
Tel: (703) 522-5928
Fax: (703) 522-6450

ENTERPRISE FUNDS

Established under the Support for Eastern European Democracy Act (SEED), the Enterprise Funds are mandated to promote private sector development in the Czech and Slovak Republics, Hungary, Poland and Bulgaria, through equity investments, loans and other related services. Support is considered for wholly-owned indigenous investments, joint ventures with U.S. partners and, to a lesser extent, subsidiaries of U.S. companies. The Fund's mandate is to support smaller to medium size companies with investments and loans in the \$500,000 to \$2 million range.

Bulgarian-American Enterprise Fund

333 West Wacker Drive, Suite 2080
Chicago, IL 60606
Tel: (312) 629-2500
Fax: (312) 629-2929 (F)
President & CEO: Frank L. Bauer
Chairman: Gary E. MacDougal

In Bulgaria:

3 Shipka Street
Sofia 1504, Bulgaria
Tel: (359-2) 44-18-62
Fax: (359-2) 44-30-18

Czech and Slovak American Enterprise Fund

1620 Eye Street, N.W.
Suite 703
Washington, DC 20006
Tel: (202) 467-5480
Fax: (202) 467-5466
President: Stephen L. Wald (Prague)
Chairman: John R. Petty

In the Czech Republic:

Blanicka ul. 28
120-00 Praha 2
Czech Republic
Tel: (42-2) 2424-7046, 2424-7082
Fax: (42-2) 2424-6048

In the Slovak Republic:

Radinskeho 27
QUATTRO-P.O. Box 66/1
810-05 Bratislava 15
Slovakia
Tel: (42-7) 32-65-44, 36-15-80
Fax: (42-7) 36-25-30

Hungarian American Enterprise Fund

1620 Eye Street, N.W.
Suite 703
Washington, DC 20006
Tel: (202) 467-5444
Fax: (202) 467-5496
President: vacant
Chairman: John C. Whitehead

In Hungary:

East-West Building (6th Floor)
Rakoczi ut. 1-3
1088 Budapest
Tel: (36-1) 266-7175, 266-7230
Fax: (36-1) 266-7086

Polish-American Enterprise Fund

535 Madison Avenue
New York, NY 10022
Tel: (212) 339-8330
Fax: (212) 339-8359
President & CEO: Robert G. Faris
Chairman: John P. Birkelund

In Poland:

Polsko-Amerykanski Fundusz
Przedsiębiorczosci
ul. Nowy Swiat 6/12
00-920 Warszawa, Poland
Tel: (48-2) 625-1921, 625-2017
Fax: (48-2) 625-7933

ENTERPRISE FUNDS Cont'd

Russian-American Enterprise Fund
c/o Federal Reserve Bank of New York
33 Liberty Street
Room 1101
New York, NY 10045
Tel: (212) 720-7595
Chairman: Gerald Corrigan

Commodity Import Programs

COMMODITY IMPORT PROGRAM (CIP) FOR EGYPT, JORDAN AND MOZAMBIQUE

Under the Commodity Import Program (CIP), USAID makes dollars available to the Egypt, Jordan and Mozambique on a loan or grant basis to pay for essential commodity imports from the United States. The CIP finances a variety of goods, including agricultural goods, construction and transportation equipment, fertilizer, chemicals, raw materials, semi-finished products and foodstuffs. CIP funds are allocated by the recipient government among its importers in the public and private sector. Public sector procurements are normally conducted using formal bidding procedures, while purchases by the private sector are through regular commercial channels. CIP opportunities are widely advertised in the *Commerce Business Daily* and USAID's *Procurement Information Bulletin (PIB)* to ensure maximum competition. Transactions are handled directly between American and foreign importers, but must meet the requirements of USAID Regulation 1 to be eligible for payment from USAID funds.

Contact: Jack Warner
Office of Procurement
Tel: (703) 875-1411
Fax: (703) 875-1957

Mailing list for PIB:
USAID Office of Small and Disadvantaged
Business Utilization (OSDBU)
Tel: (703) 875-1551
Fax: (703) 875-1862

RUSSIA ENERGY AND ENVIRONMENT COMMODITY IMPORT PROGRAM (EECIP) (\$125 MILLION)

The Energy and Environment Commodity Import Program (EECIP) will finance provision of U.S. equipment and related services designed to increase the efficiency of energy use and to improve environmental quality, primarily in the energy sectors in Russia and other CIS republics. Items that will be financed include such things as equipment to recover methane gas emissions, improve efficiency in district heating, pollution measurement and control instrumentation. Interested U.S. suppliers are advised to contact Russian importers, both commercial and governmental in the relevant sectors, to lay the groundwork for potential financing of purchases under this program at the earliest opportunity. Transactions should be selected in early 1994. Tenders for equipment (IFBs and RFQs) will be advertised by USAID's Office of Small and Disadvantaged Business Utilization beginning early 1994. To ensure receiving announcements of these tenders, U.S. suppliers are urged to call (703) 875-1551 or fax (703) 875-1862 and request to be placed on the OSDBU mailing list.

Contact: USAID, Office of Procurement
Tel: (703) 875-1411
Fax: (703) 875-1957

USAID/Moscow
Energy Office
(7) 095-956-4281

OTHER U.S. GOVERNMENT AGENCY PROGRAMS

ACCESS TO CAPITAL PROGRAM -- AXCAP

Access to Capital, or AXCAP, supported by the Department of Commerce and managed by the Bankers' Association for Foreign Trade (BAFT), serves as a national catalogue listing all banks involved in trade finance and the programs that they offer. In addition, the database will include information on environmental projects of interest to exporters and banks. Thirdly, AXCAP will contain a national inventory of services offered by government export credit agencies. The AXCAP service will provide assistance with all aspects of trade financing procedures.

Contact: Eric Price
Bankers' Association for Foreign Trade
1600 M Street, NW, Suite 7F
Washington, DC 20036
Tel: 1-800 49AXCAP, (202) 452-0925
Fax: (202) 452-0959

EXPORT-IMPORT BANK (EXIMBANK)

The Export-Import Bank is an independent U.S. government agency that helps finance the sale of U.S. goods and services to foreign buyers. Eximbank supports export sales by providing direct loans to foreign buyers; guarantees to U.S. and foreign commercial lenders for credit risk protection, export credit insurance to U.S. exporters against failure of foreign buyers to meet payment obligations, and pre-export financing for small business through its Working Capital Guarantee Program to support production or marketing of products or services for export. Eximbank finances renewable energy projects, that incorporate geothermal, solar, wind, hydroelectric, cogeneration and biomass technologies. It finances a wide variety of U.S. environmental exports such as design and construction services for a large public sector waste water treatment facility, pollution control equipment, clean, energy-efficient technologies for industrial and manufacturing companies in the private sector, and clean-up or treatment of water, air and solid waste.

Contact: John Wisniewski, Vice President
Environment & Renewable Energy
Engineering Division
Eximbank
811 Vermont Avenue, NW
Washington, DC 20571-0999
Tel: (202) 566-8802
Fax: (202) 566-7524

OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)

The Overseas Private Investment Corporation (OPIC) supports economic growth in developing countries by facilitating U.S. private investment through investment loans, loan guarantees and equity, insuring investments against political risks, and providing pre-investment information and referral services.

Contact: Overseas Private Investment Corporation
1100 New York Avenue, NW
Washington, DC 20527
OPIC InfoLine: (202) 336-8799
OPIC FactsLine: (202) 336-8700

GLOBAL ENVIRONMENT EMERGING MARKET FUND (GEEMF)

OPIC has recently supplemented its finance products by supporting privately-owned and managed equity investment funds, such as the Global Environment Emerging Market Fund (GEEMF). The Fund's target capitalization will be \$80 million. The Global Environment Fund (GEF), based in Washington, DC, will manage the GEEMF and be its general partner. The Fund will invest in equity and debt securities of qualified, privately-owned companies, chosen on the basis of their sound financial condition, attractive growth potential and their environmental and developmental benefits. The Fund invest in new companies and privatized companies engaged in alternative energy, water treatment, air pollution control and waste management in Asia, Latin America and Eastern Europe.

Contact:	Graham Williams, Manager of Special Projects Overseas Private Investment Corporation 1100 New York Avenue, N/W Washington, DC 20527 Tel: (202) 363-8649 Fax: (202) 408-9866	Jeffrey Leonard President GEF Management Corporation 1250 24th Street, NW, Suite 300 Washington, DC 20037 Tel: (202) 466-0529 Fax: (202) 466-6454
-----------------	--	--

SMALL BUSINESS ADMINISTRATION (SBA)

The Small Business Administration (SBA) offers loan guarantees to qualifying companies to assist them in entering international commerce or in expanding existing businesses. SBA guarantees pre-export financing of expenses for production, purchase and marketing of goods and/or services for export. SBA guarantees reduce the risk to lenders of lending to small business, and allows small businesses to borrow on more reasonable terms, such as longer-term maturities (rather than low interest rates). SBA guarantees up to \$1 million for facilities and equipment and up to \$250,000 for working capital.

Contact: **Sheldon Snook**
Office of International Trade
U.S. Small Business Administration
409 Third Street, SW
Washington, DC 20416
Tel: (202) 205-6720
Fax: (202) 205-7272

TRADE AND DEVELOPMENT AGENCY (TDA)

The U.S. Trade and Development Agency (TDA) promotes economic development by funding feasibility studies, training programs, consultancies, and seminars in developing countries. TDA supports major projects in the public sector that offer large export or investment potential for U.S. companies. All proposed projects must have the host government's approval, meet a development priority, U.S. export potential, and untied financing options. It is the responsibility of the host government agencies to request financing, either directly to TDA or through the local U.S. Embassy, but U.S. companies may bring these projects to the attention of TDA. TDA's participation usually ranges from \$150,000 to \$750,000. Eighteen percent of TDA's program budget goes to environmental projects.

Contact: **U.S. Trade and Development Agency**
Room 309, SA-16
Washington, DC 20523-1602
Tel: (703) 875-4357
Fax: (703) 875-7447

INTERNATIONAL FINANCIAL INSTITUTIONS (IFIS)

MULTILATERAL DEVELOPMENT BANKS (MDBs)

The Multilateral Development Banks (MDBs) finance environmental and energy infrastructure projects for which procurement of technical assistance, civil works, materials and equipment are necessary. The MDBs provide loans to host country government ministries and agencies, which implement projects under local procurement and contracting regulations. A U.S. business wishing to compete for these opportunities, must participate in the countries' government procurement bidding process. The Department of Commerce manages a Liaison Team to assist U.S. businesses in pursuing these opportunities and obtaining information about projects and the procurement process.

Contact: Mima Nedelcovych
African Development Bank
P.O. Box V 316
Abidjan 01 Cote D'Ivoire
Tel: (225) 20-40-15
Fax: (225) 21-96-82
DC contact: Barbara White
Tel: (202) 482-4160
Fax: (202) 482-4775

Janet Thomas
Asian Development Bank
6 ADB Avenue
1501 Mandaluyong
Metro Manila, Philippines
Tel: (63-2) 632-6050
Fax: (63-2) 632-4003
DC Contact: Mary Alice Healy
Tel: (202) 482-4333
Fax: (202) 482-4775

Thomas Kelsey
European Bank for Reconstruction
and Development
122 Leadenhall
London EC3V 4EB, United Kingdom
Tel: (44-71) 408-6503
Fax: (44-71) 491-6487
DC Contact: Michelle Miller

Michelle Miller
Inter-American Development Bank
1300 New York Avenue, NW
Suite 1101 NE
Washington, DC 20577
Tel: (202) 623-1150
Fax: (202) 623-3612

Janice Mazur
The World Bank
1818 H Street, NW
Washington, DC 20433
Tel: (202) 458-0118
Fax: (202) 477-2967

INTER-AMERICAN INVESTMENT CORPORATION (IIC)

The Inter-American Investment Corporation (IIC) is an affiliate of the Inter-American Development Bank that provides medium and long-term financing and equity investment to private investors. The IIC invests in projects in Latin America's developing countries, assigning priority to small and medium-scale companies. The IIC also provides financial and technical counseling for the preparation of project pre-investment and feasibility studies. Applications for financing should be made directly to the IIC.

Contact: Maximo E. Flugelman
Inter-American Investment Corporation
1300 New York Avenue, NW
Washington, DC 20577
Tel: (202) 623-3930
Fax: (202) 623-2360

INTERNATIONAL FINANCE CORPORATION (IFC)

The International Finance Corporation (IFC) supports its clients with a full array of financial and advisory services. Project financing is offered through loans, equity investments and other financial instruments, such as hedging and swap transactions. IFC mobilizes additional financing from international commercial banks through loan syndications and securities underwriting. IFC advisory services and technical assistance help private businesses to increase their chances of success. IFC provides minimum support of \$10 million.

Contact: **Jerry Esmay**, Environmental Projects Specialist
Technical and Environmental Department
International Finance Corporation
1850 I (Eye) Street, NW
Washington, DC 20433
Tel: (202) 473-7954
Fax: (202) 473-8705

NORTH AMERICAN DEVELOPMENT BANK (NADBANK)

The North American Development Bank (NADBank) has been established by the NAFTA implementing legislation to facilitate border environmental clean-up and to provide additional support for community adjustment and investment related to NAFTA. Ninety percent of the \$2-3 billion in financing will be dedicated to border environmental projects. Initially, priority will be placed on waste water treatment, water pollution, and municipal waste problems. Projects financed by the NADBank will require certification by the Border Environment Cooperation Commission (BECC). The NADBank will be capitalized in October 1994.

Contact: **Matthew Hennessey**, Director
Office of Multilateral Development Banks
Under Secretary for International Affairs
U.S. Department of the Treasury
1500 Pennsylvania Avenue, NW
Washington, DC 20220
Tel: (202) 622-1810
Fax: (202) 622-0073

EBRD BALTIC SEA ENVIRONMENT PROGRAM (BSEP)

The Baltic Sea Environment Program (BSEP) is a joint effort by the countries in the Baltic Sea area and the European Bank for Reconstruction and Development (EBRD) to devise and implement a coordinated program of investments in environmental infrastructure, policy reform, and institutional reform, aimed at restoration of the Baltic Sea, its coastal waters, and the rivers of the Baltic Sea catchment area. The BSEP provides support such as financing pre-feasibility studies and participation in technical work. The BSEP focuses specifically on investment in pollution control infrastructure, policy and regulatory reforms, and institutional capacity building. Priority sites are located in Russia, Estonia, Latvia, Lithuania, Belarus, Ukraine, Poland, the Czech Republic and Slovakia. Principal investment priorities are: emergency support and systems, municipal and industrial waste water treatment systems, industrial pollution control, and control of pollution loads from the agriculture sector.

Contact: **Thomas Kelsey**
Senior Commercial Officer, U.S. Department of Commerce
European Bank for Reconstruction and Development
One Exchange Square
London, England EC2A 2EH, United Kingdom
Tel: (44) 71-338-6569
Fax: (44) 71-338-6487

GLOBAL ENVIRONMENT FACILITY (GEF)

The Global Environment Facility (GEF) is a three-year experiment established in 1990 that provides grants for investment projects and technical assistance in developing countries with per capita incomes of less than \$4,000. The purpose of the GEF is to help these countries bear the additional costs associated with activities necessary to achieve global environmental benefits. GEF resources are to be used to explore ways to assist developing countries to protect the global environment and to transfer environmentally benign technologies. GEF was set up to address four global problems: global warming, pollution of international waters, destruction of biodiversity, and depletion of the ozone layer. *Projects that are economically viable on the basis of local costs and benefits would not normally be eligible for GEF funds, whatever the benefits for the global environment. GEF funding is possible only if a project offers substantial global benefits but is unlikely to be viable without some concessional funding.* All projects must be endorsed by the government of the country in which the project is situated. In most cases, governments will submit project ideas directly to implementing agencies.

Contact: United Nations Development Programme
GEF Technical Advisory Division
One United Nations Plaza
New York, NY 10017
Tel: (212) 906-5044
Fax: (212) 906-5365

United Nations Environment Programme	The World Bank
GEF/UNEP	GEF Administrator
Clearing House	Environment Department
P.O. Box 30552	Washington, DC 20433
Nairobi, Kenya	Tel: (202) 473-1053
Tel: (254-2) 333-930	Fax: (202) 477-0551
Fax: (254-2) 226-886	

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO)

The United Nations Industrial Development Organization (UNIDO) has established the Industrial and Technological Information Bank (INTIB) to act as a clearinghouse for information about industry in developing countries to support sound technological and business decisions. INTIB offers the Industrial Inquiry Service (IIS), which is staffed by highly qualified industrial information specialists, who can provide immediate answers and comprehensive follow up to a broad range of inquiries. INTIB has developed a database of information of technology offers, joint venture opportunities, information sources, technology transfer agreements, and environmental technologies. Most services are free of charge, however, modest fees are indicated for extensive research, packaging or copying.

Contact: V. Podshibyakin, Chief
Industrial and Technological Information Bank (INTIB)
UNIDO
P.O. Box 300
Wagramerstrasse 5
A1400 Vienna, AUSTRIA
Tel: (1) 21131-3691
Fax: (1) 230-7584

PRIVATE INVESTMENT FUNDS

GLOBAL ENVIRONMENT FUND MANAGEMENT CORPORATION

The Global Environment Fund Management Corporation is an investment partnership whose primary objective is to realize long-term capital appreciation through investments that promote environmental improvement. The fund is designed for institutional and qualified investors seeking to benefit from increased worldwide demand for pollution control services, waste minimization techniques, advanced resource recovery processes, improved natural resource systems, and cleaner and more efficient methods of producing and using energy. The Fund maintains a broadly diversified portfolio of investments in well-managed, growth-oriented companies engaged in the development, manufacture and distribution of innovative technologies, products and services that contribute significantly to improving environmental quality.

Contact: Summer Pingree
1250 24th Street, NW
Suite 300
Washington, DC 20037
Tel: (202) 466-0629
Fax: (202) 466-6454



U.S. AGENCY FOR
INTERNATIONAL
DEVELOPMENT

CENTER FOR TRADE & INVESTMENT SERVICES (CTIS)

The USAID Center for Trade & Investment Services is a Washington-based information center providing a central point of contact at USAID for the U.S. business community and a vital link with USAID and the developing countries it serves. USAID plays an important role in developing markets and creating economic opportunity for U.S. companies in the developing world, and is a valuable source of commercially-relevant information about developing country economies.

The Center is the focal point in USAID for information collection and dissemination on the Agency's programs and activities in the development-related sectors, such as environment, energy, agribusiness, health, and training. CTIS ensures that the opportunities and information generated by USAID activities are made available to the U.S. business community. CTIS serves to educate the public about USAID and its missions in order to broaden the participation of businesses and private voluntary organizations (PVOs) in sustainable development and to encourage the U.S. business community to respond to opportunities generated by USAID's development activities.

The Center is set up as an information clearinghouse with regional analysts specializing in the USAID-assisted countries in Asia, Africa, Latin America and the Caribbean, Near East, Eastern Europe and the New Independent States. Clients ranging from U.S. and developing country firms, PVOs, other U.S. government agencies, international organizations and foreign governments can access CTIS by a toll-free 1-800 number (within the continental United States), phone, fax, mail, or on-line through Internet. Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely.

CTIS offers valuable counseling assistance to small and medium businesses interested in pursuing contracting and procurement with USAID and proactively distributes materials on these opportunities. By providing information about process, procedures, programs, and opportunities, CTIS helps to foster a larger, more competitive pool of knowledgeable and qualified companies that can bring new ideas and solutions to development work with USAID.

On behalf of its clients, CTIS has undertaken many initiatives to offer greater access to information, assistance and opportunities:

- **Established networks:** CTIS has established close working relationships with development and business organizations, whose established networks "multiply" the reach of its information. Among these are the National Association of State Development Agencies, the Small Business Foundation, World Trade Centers, and Chambers of Commerce. CTIS also coordinates closely with other U.S. Government agencies, especially the Commerce Department, Trade and Development Agency, Overseas Private Investment Corporation, Export-Import Bank, Small Business Administration and the Environmental Protection Agency.

- **Outreach conferences, workshops, and seminars:** CTIS participates actively in events designed to reach targeted groups with an interest in business opportunities in the developing world. CTIS staff are invited by associations and conference organizers to speak at local and national events. CTIS has developed a laptop PC-based demonstration so that USAID systems can be brought directly to audiences around the United States and to the overseas missions.
- **Information systems and publications:** CTIS develops and disseminates sector-specific guides to USAID programs and information. For example, in response to the great demand by CTIS clients for information, assistance and financing for environmental and energy business ventures, CTIS produced the *CTIS Guide to Business Assistance Programs for Energy and Environment*. CTIS also distributes USAID publications such as the *Guide for Doing Business* and provides information on how to access the *Procurement Information Bulletin* and USAID documents through the Development Information Services Clearinghouse (DISC) and the Development Information System (DIS). In addition, CTIS utilizes other information systems, such as the Department of Commerce's National Trade Data Bank and Economic Bulletin Board, databases of the International Monetary Fund, World Bank, United Nations and Organization for Economic Cooperation Development databases, and commercial databases.
- **Business Opportunities:** CTIS utilizes advanced computer and communications technologies that offer innovative vehicles for disseminating opportunities. CTIS has developed an automated fax broadcast system, the *CTIS Business Opportunities Broadcast*, to disseminate timely and relevant information about USAID opportunities. CTIS derives targeted groups from its client database of over 6,000 companies and broadcasts information via fax-modem. CTIS also helps clients identify upcoming procurement and contracting needs through the on-line USAID Procurement Information Access System (PIAS). CTIS utilizes Internet to receive requests and provide responses, and to access research databases. USAID is establishing an Internet service to allow on-line access to USAID information.

CTIS also manages the *Environmental Technology Network for Asia (ETNA)*, a service of the U.S.-Asia Environmental Partnership (US-AEP). ETNA electronically matches business leads, submitted by in-country representatives, to appropriate U.S. environmental companies registered within its database, and faxes announcements within 48 hours of receipt of the leads.

- **Resources:** The CTIS staff works closely with the professional and technical staff located in Washington, DC, and the field missions, and with the numerous contractors and private voluntary organizations implementing USAID programs overseas. USAID program activities offer CTIS regular contact with visiting entrepreneurs, business associations and government officials from USAID-assisted countries. As a result, CTIS has built a wide network of government and private sector contacts in developing countries.

CONTACT INFORMATION

Center for Trade and Investment Services
 USAID, G/EG/CTIS
 SA-2, Room 100
 Washington, DC 20523-0229
 Tel: 1-800-872-4348 (outside Washington, DC)
 Tel: (202) 663-2660 (local)
 Fax: (202) 663-2670
 INTERNET: CTIS@USAID.GOV (electronic mail only)

ENVIRONMENTAL TECHNOLOGY NETWORK FOR ASIA (ETNA)

If you represent a U.S. energy and environmental technology company and you are interested in possible business opportunities in Asia, the Environmental Technology Network for Asia (ETNA) is here to assist you.

What is ETNA?

Under an initiative of the United States-Asia Environmental Partnership (US-AEP) and the Center for Trade and Investment Services of the U.S. Agency for International Development, ETNA provides timely energy and environmental technology trade leads and market information from nine Asian countries with US-AEP Environmental Technology Representatives. ETNA is staffed with engineers who qualify each trade lead from Asia and electronically match them with appropriate U.S. environmental technology companies that are registered with ETNA's environmental trade opportunity database.

Where are the environmental technology representatives located?

- Bangkok, Thailand
- Jakarta, Indonesia
- Seoul, Korea
- Bombay, India
- Kuala Lumpur, Malaysia
- Singapore
- Hong Kong
- Manila, Philippines
- Taipei, Taiwan

What information is available in the trade leads?

The specific products or services requested, payment and shipping terms, company information, company contact person, US-AEP technology representative, nature of environmental problem, etc.

How accurate and timely are the trade leads?

The trade leads are first-hand market opportunity information developed by US-AEP's technology representatives in Asia through their personal contacts and relationships within their Asian government and business communities.

What other services does ETNA provide in addition to the trade leads?

ETNA has country-specific environmental trade and investment laws and policies, regional trade shows, regional agents, licensees and joint venture partners.

To register with ETNA's trade opportunity database or to find out additional information, contact:

Maria Chen or Brendan Walsh at
Environmental Technology Network for Asia,
USAID, Center for Trade and Investment Services, Room 100, SA-2,
Washington DC 20523-0229, Tel: (202)663-2674 or (202)663-2758
Fax: (202)663-2760