

United States
Trade and Development
Program



FY 1983
Congressional Presentation

United States International Development Cooperation Agency



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TO THE UNITED STATES CONGRESS:

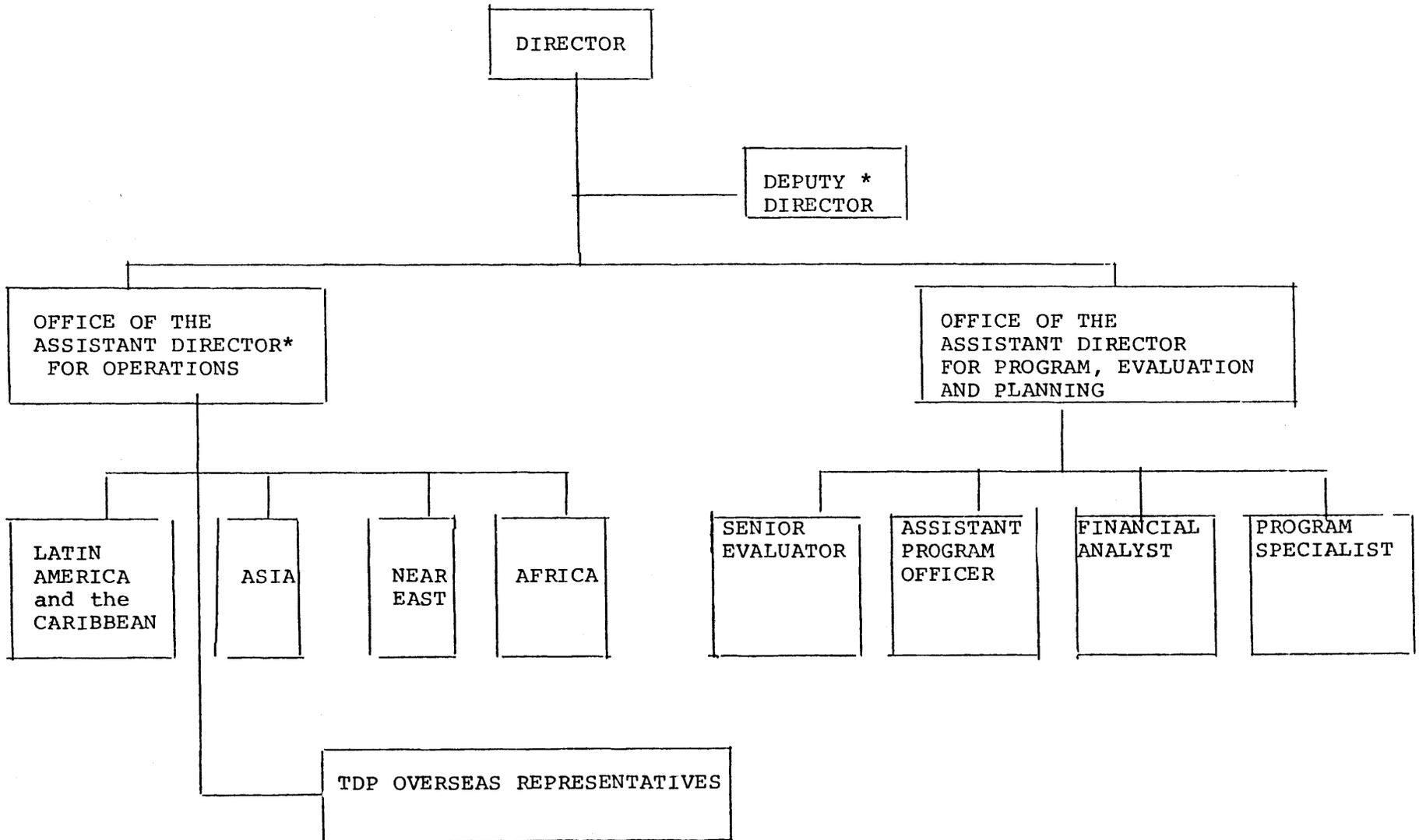
I am pleased to transmit the Congressional Presentation of the United States Trade and Development Program for Fiscal Year 1983.

This Program is administered under authority of Sections 607(a) and 661 of the Foreign Assistance Act of 1961, as amended.

By promoting the sale of the U.S. technology, goods and services for major development projects in the Third World, the Program constitutes an important element in United States foreign economic assistance and trade policy.

Christian R. Holmes
Director
Trade and Development Program

ORGANIZATION CHART



*DUAL POSITION

CHAPTER I: OBJECTIVES

The United States Trade and Development Program (TDP) - a component of the International Development Cooperation Agency - has three primary objectives:

- o To promote the economic development of friendly countries.
- o To promote the export of U.S. goods and services related to development.
- o To facilitate U.S. access to natural resources of interest to the United States.

The requested \$10.5 million in funding for the TDP program and operating expenses during FY 1983 is a modest amount considering the impact the Program will have on overseas development and U.S. trade. The Trade and Development Program is a major component of the Reagan Administration's initiative to involve the U.S. private sector in foreign assistance efforts in such a way that both the U.S. private sector and the developing country are benefitted. The Program only involves itself in facilitating U.S. trade when it is clear that, without the Program's involvement, trade opportunities would be lost to the United States. Given the very active involvement of foreign governments in supporting their firms in international trade, the Program's support of the competitive position of U.S. firms facilitates U.S. participation in major development projects in the Third World.

The means to achieve the objectives of the Trade and Development Program are authorized under Sections 607(a) and 661 of the Foreign Assistance Act, as amended. Under Section 607(a) TDP authorizes USG agencies to provide U.S. goods and services to friendly foreign countries on a fully reimbursable basis. In FY 1981 TDP handled 47 requests for Section 607(a) authorizations for U.S. Agencies to respond to requests for assistance from foreign governments for technical expertise and U.S. goods and services.

Most of TDP's resources, however, are devoted to implementation of the functions authorized by Section 661 of the Act. That section authorizes the use of funds to stimulate both Section 607(a) activities and comparable activities in which U.S. private firms plan development projects overseas. In the last several years, the Program has increasingly concentrated on U.S. private firms as the principal planners and suppliers in the development of projects; in so doing the Program has provided grants to U.S. firms to carry out feasibility studies of large scale projects to which the developing country attaches a high priority.

The countries requesting TDP services often have substantial foreign exchange or access to international public and private lending sources to finance their development. They turn to the industrialized countries for the technology they need and for planning assistance to help them initiate major projects. TDP provides them with access to U.S. technology and provides planning assistance for major projects in the hope that U.S. firms will win contracts associated with these projects.

By financing planning services, TDP enables the United States to compete more effectively with other industrialized countries which use concessional aid and export credits to secure major implementation contracts for their export industries.

Our competitors have discovered there is often a direct correlation between providing planning services and subsequently winning substantial contracts for project implementation. Thus, many use their assistance programs, including grant-in-aid planning services, to generate business opportunities for their export industries. In 1979 Japan spent \$56.7 million for such planning services; the European Community, an average of \$70 million a year between 1976 and 1980; the Federal Republic of Germany, \$60 million in 1978 and France \$20.5 million in 1979.

TDP, although a relatively modest program, plays an important role in the overall U.S. strategy in seeking to meet this competition. It is the only U.S. Government program which finances planning services to promote U.S. exports (as opposed to investments) related to host-government sponsored major capital projects. No other U.S. Government program brings to bear the unique combination of planning services, ranging from definitional missions to feasibility studies, to encourage the selection of U.S. firms for participation in overseas development projects.

TDP constitutes an inextricable part of both the U.S. development assistance program and U.S. trade policy. Its development impact on middle income countries makes it a valuable instrument of U.S. foreign economic policy. Its efforts are focused on the countries in the developing world of particular economic and political importance to the United States. For example, TDP has unique authority to promote both trade and development activities in China. TDP also has projects in those countries in which the Agency for International Development ("A.I.D.") has no program or only one which is now winding down. TDP's presence in these countries is important politically for the transitional role it can play when a country moves away from concessional assistance. Having a U.S. presence during this transitional phase reflects an on-going U.S. interest in the welfare of the country.

Thus far, U.S. exports of goods and services attributable to existing 607(a) "determinations" alone will exceed \$1 billion. It is anticipated that of that amount the U.S. private sector will provide in excess of 80 percent of the exports and the Federal Government will provide the rest in the form of advisory and training services.

Similarly, TDP Section 661 Program activities over the past 3 years, at a cumulative cost of \$9.6 million, are projected additionally to generate more than \$1 billion in sales of U.S. goods and services. These activities will contribute substantially to the development of Third World countries.

CHAPTER II: OPERATIONS

The Trade and Development Program has made it possible for the U.S. Government and the U.S. private sector to provide goods and services for major development projects in more than 40 countries. Many of these goods and services have been provided to upper and middle income developing countries which have "graduated" from A.I.D. programs.

The countries requesting TDP services are most interested in energy generation systems, including converting their oil-fuel power generation systems to coal and developing their renewable energy resources; large infrastructure projects such as airport and harbor development and renovation; and basic industrial facilities such as cement plants and petrochemical facilities. In assisting these countries to plan their development, TDP sponsors a wide range of planning services from the conceptual stages of project definition in technology symposia to feasibility studies.

PROJECT PLANNING SERVICES

TDP financed project planning services include but are not limited to:

Definitional studies, which involve small teams of experts at the early "idea stage" of project development. They make initial assessments of project potential and may prepare a scope of work for a pre-feasibility or feasibility study.

Pre-feasibility studies, which include preliminary technical, economic and financial analyses to assess whether projects should be undertaken. These studies provide approximations of overall project cost and expected benefits and define parameters for feasibility studies.

Feasibility studies, which provide detailed technical, economic and financial data required for final decisions on whether to proceed with project implementation. These studies provide sufficient engineering analyses to make firm cost estimates, including calculations of cost-benefit ratios, market and cash flow assessments, and plans for organizing raw materials, plant operations and marketing of final products. Depending on the size and complexity of the project, pre-feasibility and feasibility studies may be combined.

Technology workshops are sponsored in instances where host governments are considering major project investments and are interested in exploring a wide range of U.S. technological participation. These workshops typically involve technical presentations by U.S. experts on the application of U.S. technology to proposed projects and discussions with host country officials and private entrepreneurs about their project investment plans and technology needs. Workshops may lead to definitional or pre-feasibility studies and/or direct contracts between U.S. companies and foreign participants.

Technology orientation missions are held when a country is considering purchasing U.S. goods and services and seeks knowledge of a specific U.S. technology. TDP may arrange for visits by key host country decision-makers to review U.S. technology in operation. Such visits are typically one to three weeks in length; itineraries include meetings with U.S. firms and agencies. These visits are usually undertaken in conjunction with one or more of the planning services described above.

CRITERIA

TDP focuses on priority development projects in key economic sectors of developing countries which coincide with U.S. interests and which are most likely to lead to follow-on U.S. private sector sales of goods and services. Specific criteria used to determine TDP-financed activities include:

- . Development priority
- . U.S. export potential
- . Funding availability
- . Facilitative role
- . Country eligibility
- . Access to natural resources

TDP projects must rank high on the list of development priorities of the host country and be of special importance in the country's development plan. Planning services must be requested or formally endorsed by the host government as facilitating a priority development project. The U.S. Embassy must endorse TDP's involvement in the proposed project.

Projects must have a positive development impact and involve (a) an opportunity for substantial sales of U.S. goods or services through direct contracts with U.S. suppliers, joint venture or counter-trade investments by U.S. firms, and/or (b) the provision of technical services by U.S. Government agencies on a full

payment basis by the host country, and/or (c) the generation of open and fair access to critical natural resources of interest to the United States.

TDP's involvement at the planning stage of projects is intended to (a) enhance the position of U.S. suppliers in any international competition for follow-on procurement and (b) underscore the early responsiveness of the U.S. to the host country's development needs.

Prior to TDP's sponsorship of planning services there must be reasonable assurance that funding for project implementation will be available from host country foreign exchange earnings or external sources, not including U.S. aid programs. Additionally, follow-on procurement must be open to U.S. firms or agencies and not tied to procurement from non-U.S. sources.

TDP planning services must facilitate and have a direct relationship to promoting project implementation. The Program will not finance studies or other activities which are not reasonably likely to result in development of a specific project. Moreover, TDP will not provide assistance where procurement of U.S. technology is likely to result regardless of TDP planning efforts; and will not provide assistance where, regardless of TDP planning efforts, the host country intends to procure the project equipment and commodities from other countries.

Countries eligible for TDP planning services must be (a) "friendly countries," as determined by the Department of State, and (b) developing countries which have allocated substantial resources for procurement of foreign goods and services for major development projects. The countries most suitable for utilization of TDP activities include AID "graduates," i.e. middle and upper income developing countries no longer eligible for assistance provided by AID. However, TDP activities are also conducted in countries currently receiving U.S. bilateral assistance.

In determining whether to fund a project, TDP also gives consideration to whether reimbursement and cost-sharing would be possible. At present, TDP's policy on seeking reimbursement and/or cost-sharing is applied on a case by case basis, as follows:

- o When a host country is the recipient of a TDP grant, cost-sharing of TDP planning services is sought. The host country might pay: (a) an equitable portion of the total project cost, and/or (b) the cost of in-host country travel, housing, U.S. personnel per diem, publication costs, technical orientation per diem and the like.
- o Reimbursement by the host government may also be sought; however, this transforms a grant into a loan. Loans are not advantageous in situations where TDP is competing with grants offered by our foreign competitors to a country to provide planning services.
- o When an investor seeks feasibility study financing from TDP, we request full reimbursement if the project goes forward. We also seek cost-sharing in all investment projects, following OPIC guidelines. TDP only considers investor projects if there is the strong likelihood that the investment will result in the procurement of U.S. goods and services.

Development Sectors

In assessing project priority and procurement potential, TDP concerns itself with several major development sectors where growth is required for rapid economic development. These major development sectors are of special interest to both host countries and the U.S. foreign assistance program:

- . Energy
- . Agriculture
- . Major Infrastructure, Industry and Mining

In each of these sectors TDP support of a number of U.S. technologies has contributed to the development of the economic sectors throughout the Third World.

In the energy production technologies which can serve as economical and practical alternatives to the use of imported petroleum. Coal and alternate energy sectors are areas both in which the United States has a competitive advantage and which provide viable alternatives for the developing countries.

Since FY 1980 TDP's world-wide exposure in the energy field has been divided among the coal, gas, and new and renewable energy subsectors, as follows:

- o Coal: Botswana, Greece, Singapore, Thailand, Brazil, Panama and Jamaica
- o Gas: Brazil, Thailand and Tanzania
- o Oil: Morocco, Lebanon and the Philippines
- o New and Renewable Energy: Brazil, Morocco, and Qatar

In the agriculture area, TDP plans to concentrate on the production and processing of food. The Program seeks to capitalize on the unique U.S. resources in this area so that through the transfer of food growing and processing technologies, the U.S. can play a major role in facilitating the development of this critical sector, reducing hunger and increasing employment. TDP's world-wide exposure in the agriculture field has been divided among the agribusiness, fisheries, cattle and livestock, food processing and storage, and fertilizers and pesticides subsectors, as follows:

- o Agribusiness: Nigeria, Portugal, Jamaica and Venezuela
- o Fisheries: Nigeria and Morocco
- o Cattle/Livestock: Gabon and Colombia
- o Food Processing/Storage: Burma and Venezuela
- o Fertilizers/Pesticides: Paraguay and ASEAN

In the infrastructure area, TDP plans to concentrate on large projects such as port development and renovation and basic institutional infrastructure. TDP's world-wide exposure in the infrastructure-related field, since FY 1980, has been divided among roads and railways, harbors and airports, pipeline and transmission systems, hydropower dams, riverways and industrial development and minerals subsectors, as follows:

- o Roads and Railways: Gabon, Turkey and Malaysia
- o Harbors and Airports: Gabon, Peru, Kenya, Turkey, Portugal and the Philippines
- o Pipeline and Transmission Systems: Tanzania and Thailand
- o Steel: Philippines, Thailand and Peru
- o Hydropower: Sudan, Portugal, Malaysia, People's Republic of China, Sri Lanka, and Suriname
- o Industrial development: Economic Community of West African States, Nigeria, Tunisia, Turkey and Venezuela
- o Minerals: Botswana, Turkey, Bangladesh, Thailand, Venezuela and Morocco

In addition to each of the priority development sectors above, TDP also emphasizes human resources development as a means to help developing countries meet their urgent requirements for skilled manpower.

CHAPTER III: REGIONAL OUTLOOK

Activities of the Trade and Development Program are conducted in the four major developing regions of the world:

- . Asia
- . Latin America, Caribbean
- . Africa
- . Middle East, North Africa, Mediterranean

Within these regions, TDP initiatives are directed at countries friendly to the United States which have substantial ability to finance their own development projects.

ASIA

The Asia region is economically and strategically important to the United States as a major source of raw materials and as the second largest market in U.S. trade. In order to help stimulate greater U.S. economic involvement in the region, TDP in FY 1981 sponsored 22 projects in eight countries (Philippines, Thailand, Peoples Republic of China, Indonesia, Singapore, Malaysia, Burma and New Caledonia) and ASEAN (regional) representing a total obligation of \$1,913,606 or 47.8% of the TDP FY 1981 budget.

Due to the considerable time lag between TDP project obligation and host-country project implementation, follow-on business for U.S. private sector firms resulting from prior TDP activities is only now beginning to appear. The Thai Natural Gas Pipeline project, which generated over \$120 million in contracts for U.S. firms as a result of a \$225,000 TDP financed feasibility was an early example of such follow on. Other U.S. trade resulting directly from TDP participation in overseas development projects in Asia include the following:

- o Lemco Engineering has received a \$500,000 contract for design work on an extra high voltage transmission line project in Mae Moh, Thailand after undertaking a TDP financed pre-design engineering and feasibility study in conjunction with the Bonneville Power Administration.
- o DC Associates has been awarded a contract for \$120,000 as a result of a FY 1980 Railroad Training Study in Malaysia financed by TDP at a cost of \$17,270.
- o U.S. Steel has been awarded a \$5.1 million contract to undertake a feasibility study of a proposed expansion of a steel mill in Mindanao, Philippines. The study was initially intended to be much narrower in scope and to cost approximately \$500,000, to which TDP contributed \$300,000.

- o The Planning Research Corporation was awarded a \$700,000 follow-on contract after it performed a feasibility study, partially financed by TDP at a cost of \$300,000, for the design and construction of Manila's Mactan Airport.

In FY 1983, TDP in Asia will continue to emphasize facilitating the transfer of advanced technology for major infrastructure projects and for energy and agriculture projects.

LATIN AMERICA and the CARIBBEAN

This region continues to be of great importance to U.S. business; it offers diverse opportunities for further expansion of development-related trade. TDP is playing an important role in the Administration's Caribbean Basin Initiative by identifying and financing planning services for key development projects in energy, agribusiness and industry which will attract U.S. private investment. In this regard, TDP engaged in 17 projects in FY 1981 in eight countries: (Brazil, Peru, Jamaica, Venezuela, Panama, Paraguay, Ecuador, and Netherland Antilles) with a total obligation of \$1,143,693 or 29% of the TDP budget.

Thus far, TDP activities in Latin America have achieved the following results, among others:

- o Browning, Ferris of Houston, Texas has been awarded a contract with a U.S. firm valued at \$80 million for providing residential waste disposal services to the City of Maricao, Venezuela as a result of a TDP financed study which cost \$33,036.
- o The Caribbean Renewable Energy Symposium, conducted this past summer, to which TDP contributed \$20,000, resulted in the sale of \$287,000 in U.S. energy conservation equipment during the symposium. It is anticipated that because of the symposium an additional \$5 million in sales of such equipment will be made in the twelve months following the symposium.

In FY 1983, TDP's strategy in Latin America and the Caribbean will continue to emphasize the most promising opportunities to engage U.S. technology in sectors of the highest developmental priority, in countries where the international competition for major projects is intense. In so doing, TDP will apply the full range of its project planning services and its reimbursable agreement determination authority to identify development-related business opportunities for U.S. private firms.

AFRICA

As a source of critical materials, and as a market for American businesses, the Africa region is very important to the United States. To further these linkages, TDP engaged in 10 projects in FY 1981 in six countries: (Botswana, Gabon, Kenya, Nigeria, Sudan and Tanzania) with a total obligation of \$558,229 or 14% of the entire TDP world-wide FY 1981 budget.

Thus far, follow-on activities in the Africa region include the following:

- o As a result of a TDP financed technical assistance team, Gabon in FY 1980 awarded a \$475,000 contract to the Corps of Engineers for a shoaling study of Gabon's Port of Owendo and is currently negotiating contracts with U.S. firms for both a \$300 million road maintenance program and the multi-million dollar construction of a new port facility in Gabon.
- o As a result of TDP financed technical assistance, the Government of Nigeria in FY 1980 awarded a \$100,000 contract to the United States Immigration and Naturalization Service for training services to the Nigerian Immigration Service. This contract to INS has already resulted in over \$200,000 paid to the United States for the training of Nigerian immigration officers and is expected to result in an additional \$100,000 per year for the next three years.
- o In FY 1978 TDP funded a definitional mission to Nigeria which resulted in a contract with the USDA to utilize their technical expertise in the area of soil conservation, for which more than \$750,000 has already been paid for U.S. goods and services.

TDP has also been instrumental in facilitating the work of the U.S.-Nigeria Joint Agricultural Consultative Committee, which was established to promote joint business ventures in Nigerian agricultural development.

In FY 1983, TDP will increasingly focus on countries such as Gabon and Nigeria which, by virtue of their comparatively advanced economic growth and mineral wealth, offer special promise for the procurement of U.S. technology.

MIDDLE EAST, NORTH AFRICA, MEDITERRANEAN

This region, which includes both oil-producing and non-oil-producing countries, provides an increasingly attractive market for U.S. goods and services in a wide range of development sectors. In an effort to exploit these opportunities, TDP sponsored 19 projects in FY 1981 in ten countries: (Morocco, Qatar, Lebanon, Portugal, Algeria, Greece, Kuwait, Turkey, Oman, and the United Arab Emirates) with a total obligation of \$380,897 or 9% of the overall TDP world-wide FY 1981 budget. In FY 1980, TDP activities in the Middle East region totaled \$1,069,166, constituting 29% of the budget in that year.

FY 1981 saw the beginning of follow-on business for U.S. private sector firms resulting from TDP financed activities in the near East region. Thus far, successes include:

- o Following a TDP financed oil shale symposium in Morocco, the U.S. subsidiary of Davey McKee has been awarded a \$2.3 million contract to construct a pilot plant which would test a U.S. oil shale development process.
- o A contract to purchase \$6 million worth of equipment is being negotiated as a result of a groundwater study in Tunisia financed by TDP in FY 1979 at a cost of \$25,000.

TDP will continue to explore potential project opportunities in the Middle East region in FY 1983, especially in the agriculture sector.

CHAPTER IV: MANAGEMENT, ORGANIZATION AND ADMINISTRATION

The Trade and Development Program is located within the International Development Cooperation Agency ("IDCA"). TDP coordinates closely with A.I.D.'s Bureau for Private Enterprise and purchases support services from A.I.D.

Funds being requested by TDP for FY 1983 operating expenses (\$2.5 million) will cover overseas offices in Hong Kong and Caracas, as well as the salaries, benefits, and office overhead and support costs for 18 full-time and two part-time direct-hire employees. These positions are shown on the TDP organization chart, following this page. A schedule of operating expenses is shown in Table A, following the organizational chart.

In terms of Program management, TDP will continue to focus on the following initiatives:

- o Strengthening Management and Evaluation
- o Strengthening the Section 607(a) Program
- o Facilitating U.S. Access to Natural Resources
- o Promoting Coal and Alternative Energy Utilization
- o Supporting the Agribusiness/Food Processing Sector

Management and Evaluation

In January 1981, the GAO issued an assessment of TDP which discussed several shortcomings in the Program, particularly in accounting, financial analysis and evaluation. We have undertaken numerous measures to rectify these deficiencies in order that TDP will have a sound administrative base on which to build. We have reorganized TDP to establish an efficient administrative and management structure and to accommodate skilled positions necessary to the development of the Program. We have also significantly improved our financial analysis and accounting. We recently met with the GAO to review our progress in meeting their recommendations; they strongly approved of the progress we have made.

We have been paying a significant amount of attention to the evaluation of past TDP projects so as to determine what has and has not been effective. Even though the majority of the projects on which we are conducting feasibility studies are several years away from actual implementation, we feel that we can learn much from them as how better to target our resources. To this end we have developed a project evaluation methodology and begun several evaluations.

Our first evaluation was of the Gabon Ports, Roads and Forestry project which was begun in FY 1979 and continued into FY 1981, with a series of incremental obligations totaling \$255,112. The evaluation entailed in-person and in-country interviews with all key project participants, including the Corps of Engineers, the U.S. Ambassador to Gabon and an Advisor to the President of Gabon. The purpose of the evaluation was to ascertain: (1) what the project has achieved to date, (2) how its progress compares with previous plans, and (3) what is the likelihood of the project achieving its ultimate development and export objectives.

The findings of the evaluation are summarized below:

- o According to the Advisor to the President of Gabon:
 - TDP helped open the door to U.S. participation in French-dominated Gabon.
 - TDP project planning financing provided evidence to the Gabonese of continuing U.S. interest in furthering Gabon's development.
 - The TDP projects assisted the Government of Gabon in diversifying its sources of technical expertise and technology.
- o The project was of high development priority since Gabon's entire development program depends upon the completion of adequate infrastructure, including a transportation network. The TDP roads and ports projects is critical to this process.
- o The U.S. export potential is high--
 - A \$425,000 Section 607(a) contract was awarded to the Corps as a result of the Corps participation in the TDP-financed roads study.
 - A purchase of \$226,000 worth of U.S. equipment was made by the Government of Gabon based on the recommendation of the Corps.
 - A consortium of U.S. firms will probably participate in over \$200 million worth of contracts for port construction.
 - A contract worth \$63 million over five years will likely be awarded to the Corps to manage a road maintenance program.
 - The project facilitated U.S. access to natural resources--the port development project will facilitate the shipment of Gabon's manganese and iron ore to the U.S.

In the coming months, TDP will be engaging in similar evaluations of its on-going and completed projects.

Strengthening the Section 607(a) Program

As previously noted, under Section 607(a) of the Foreign Assistance Act, TDP can authorize any agency of the U.S. Government to furnish services and commodities to friendly governments on a reimbursable basis. The number and value of such determinations issued by TDP increased each year from 1979 to 1981. We intend to promote an even greater increase in the number and value of the determinations in the future.

We believe that the Section 607(a) program, like the Section 661 program, has a great deal of potential for promoting the sale of U.S. goods and U.S. Government services. To the extent that the reimbursable programs involve the provision of U.S. equipment, a supply channel may be established for the subsequent acquisition of replacements and supplemental equipment. To the extent that training services are involved, U.S. advisors and trainers may be able to establish constructive relationships and create positive impressions which may be carried over to influence procurement decisions.

TDP recently retained the firm of Checchi and Co. to perform an updated review of U.S. procurement resulting from Section 607(a) determinations. Their review provided the following up-to-date data:

- o U.S. exports of goods and services attributable to 607(a) determinations made from FY 1979 to the present should exceed \$1 billion. The executing agencies reported exports to date of \$944 million; however, not all related exports were reported and some follow-on exports could not be quantified.
- o Reported exports should average \$150 million a year over the next four years. The number and value of the determinations issued by TDP increased sharply from 1979 to 1981. If this continues, new determinations could add significantly to U.S. exports in the coming years.
- o The U.S. private sector is projected to provide approximately 84 % of reported exports of goods and services; Federal Government agencies will provide the rest in the form of advisory and training services.

In order to ensure the strongest and most beneficial Section 607(a) program in the future, TDP has designated, in its staffing pattern, a senior level position to manage the program on a full time basis. Particular attention will be given to identifying target countries and matching their needs with specialized U.S. capabilities.

Facilitating U.S. Access to Natural Resources

Section 661 of the FAA authorizes TDP to undertake measures to facilitate U.S. access to natural resources of interest to the United States. TDP is presently studying how it can best achieve this mandate, particularly with regard to strategic minerals and metals.

Our strategy is being developed in conjunction with the Bureau of Mines, USGS, Department of State and other USG agencies. At least initially, we propose to finance studies of the feasibility of the extraction of strategic minerals and metals, with the intent that our efforts will lead to joint ventures of U.S. firms with host country governments. In this regard, we have undertaken a project to assess the feasibility of mining cobalt in Morocco and are considering another project concerned with cobalt deposits in Nepal.

Promoting Coal and Alternate Energy Resources Utilization

Developing nations desperately need to move away from oil-based energy sources to other sources of energy. We thus plan to concentrate increasingly on the coal and alternate energy sectors. Both the U.S. Government and the private sector have devoted huge sums of money to develop new energy technologies with the result that the United States is highly competitive in these areas. TDP seeks to marry the needs of the developing nations with appropriate U.S. technology. Moreover, by helping a nation convert its power generation base from oil to coal--as TDP is now doing in Jamaica--we also help open up export markets for U.S. coal.

Supporting the agribusiness/food processing sector.

Increased agricultural production continues to be a critical need in the developing world. A strengthened agricultural sector serves both as a source of food and as a source of employment in countries whose economies are rural. The United States possesses unique capabilities in the production and processing of food. We believe that TDP should capitalize on the unique U.S. resources in this area so that through the transfer of food growing and processing technology the United States can play a major role in facilitating development of this critical sector, reducing hunger and increasing employment. In this regard, we have recently approved a feasibility study for the development of a food canning facility in Burma.

TABLE A

US TRADE AND DEVELOPMENT PROGRAM
FY 1983 BUDGET REQUEST
(\$000)

TOTAL REQUEST		\$10,500
Program Funds	\$8,000	
Operating Expenses	\$2,500	
Personnel Compensation:		
Full-time positions	\$724	
Other than full-time	74	
Other:		
Personnel benefits	\$ 72	
Travel	275	
Transportation of things	75	
Communications, utilities and other rent	130	
Printing and reproduction	37	
Other Services	948	
Supplies and materials	98	
Equipment	67	

TABLE B

TRADE AND DEVELOPMENT PROGRAM SECTION 661 ACTIVITIES
FISCAL YEARS 1979, 1980, 1981, FIRST QUARTER 1982

Sector/ Country	Project Description	Fiscal Year	Amount
ENERGY			
Botswana	Coal Technology Assessment	81	60,000
Brazil	Southern Cone Development	81	269,000
	Southern Cone Development	81	225,000
	Fluidized Bed Combustion	81	60,000
	Coal Utilization Study	80	445,990
	Solar Energy Application	80	193,235
	Gas Pipeline Assessment	80	9,950
China	Hydroelectric Survey	80	53,847
Ecuador	Hydroelectric Project	80	5,000
Greece	Wind/Solar Energy Study	82	95,000
	Coal Conversion Mission	81	15,000
Jamaica	Coal Conversion	81	9,950
	Renewable Energy	81	20,000
	Coal Conversion	81	100,000
Kenya	New/Renewable Energy	81	173,500
Korea	Energy Resources Assessment	79	6,500
Lebanon	Oil Refinery Survey	81	28,975
Morocco	Energy Sector Tour	81	6,855
	Oil Shale Tech Workshop	80/81	100,000
Papua-N.G.	Alternative Fuels Development	80	75,000
Portugal	Energy Needs Assessment	81	2,000
Qatar	Energy Workshop	81	58,000
	Solar Energy Project	81	5,718
Singapore	Coal Fired Power Plant	81	253,800
Sri Lanka	Alternative Gas Supply Study	80	9,580
Thailand	Oil Shale Symposium	81	120,000
	Mae Moh Power Plant	80/81	440,000
	Lignite Exploration Study	80	238,000
	Hydropower Plant Expansion	79	4,000
Tunisia	Geothermal Energy Devel	80	50,000
	Renewable Energy Technology	80	50,000
	Lignite Deposits Assessment	80	260,000
	Oil Refinery/Natural Gas Study	79	9,000
Uruguay	Gasahol Development Study	80	225,703
Zimbabwe	Coal Gasification Mission	80	8,500

AGRICULTURE

Algeria	Water Resources Development	79	10,000
	Arid Lands Study	79	40,000
Argentina	Agri. Extension Services	79	40,000
ASEAN	Regional Pesticide Plant	81	25,000
Brazil	Environmental Impact Study	79	3,000
	Sao Francisco Valley Devel	80	7,000
Burma	Food Processing Study	81/82	189,157
Colombia	Agro-Industry Study	80	59,000
	Livestock Technology Study	80	4,000
Gabon	Agricultural Assessment	80	44,600
Jamaica	Agro-Industry	81	9,900
	Agri-Tour	81	17,920
Korea	Environmental Engineering	79	2,700
Morocco	Fisheries Development	81	4,500
	Fisheries Modernization	81	2,520
	Fisheries Development	81	20,000
Nigeria	Agri-business	81	93,170
	Tuna Fisheries Study	81	3,370
Papua-N.G.	Fisheries Surveillance	79/80	70,975
Paraguay	Synthetic Fertilizer	81	20,000
Portugal	Agro-Industry Development	80/81	43,600
	Agribusiness Study	81	31,193
Sri Lanka	Irrigation System Development	80	10,000
Suriname	Potable Water System Study	80	6,000
Tunisia	Agro-Industry Development	80	15,000
	Hydrology Project	79	13,000
	Water Resources Assessment	79	25,000
	Agri-business Assessment	79	17,000
	Dairy Development Orientation	82	3,000
Venezuela	Fisheries Development	80	4,000
	Food Storage/Processing Study	80	12,947
	Agribusiness Complex	81	110,000

HUMAN RESOURCE DEVELOPMENT

Bahrain	Educational Technology Wkshp	79/80	92,965
Brazil	Computer Equipment Study	80	1,100
China	Engineering Needs Assessment	80	12,478
Ecuador	Custom Service Training	81	2,200
	Tax Administration Training	81	4,527
Guatemala	Manpower Planning Project	79	2,000
Korea	Manpower Planning Project	79	19,996
Kuwait	Vocational Training	81	14,260
Lebanon	Hospital Expansion Planning	81	25,667
Malaysia	Railroad Training Study	80	17,200
Mexico	Tourism Development Study	80	49,940
Netherlands/ Antilles	Manpower Development Study	81	5,000
Nigeria	Coop-Health Program	81	3,000
	Educational Technology Ass.	79	32,000
	Curriculum Development Project	79	5,500
	Immigration Training Services	80	2,500
Oman	Educational Development	81	9,990
	Educational Technology Study	80	2,000
Qatar	Educational Development	81	7,678
	Statistical System Study	80	7,200
Singapore	Education Technology Wkshp.	80/81	104,000
Sudan	Computer Assistance	81	3,655
	Data Management Assistance	81	6,400
Trinidad- Tobago	Computer Procurement Study	80	3,214
UAE	Education Development	79	9,000
Venezuela	Education Project	79	912
	Vocational Training Program	79	2,900
	Banking Assessment	79	2,400
	Min. of Devel. Reorganization	79	15,000
	Fire Prevention Assessment	79	14,000
	Health Care System Project	79	1,844
	Medi-system Planning Project	80	5,500
	Science & Technology Study	80	3,200

INFRASTRUCTURE, INDUSTRY, MINING		
Algeria	Earthquake Reconstruction	81 12,500
ASEAN	Science & Technology Devel.	80 5,000
Bahrain	Bridge/Causeway Construction	79 4,000
Bangladesh	Potash Resource Development	80 18,000
Botswana	Mineral Resources Development	80 44,961
China	Changjian Riverway Development	80 15,143
	Hydropower Development	80 13,904
	Hydropower Development	80 3,200
	Hydropower Development	80 21,600
	Hydropower Development	80 85,000
	Hydropower Development	80 35,000
	Hydro Sec. 1.2	81 35,000
	Hydro Sec. 5.1	81 85,000
	Hydro Sec. 5.2	81 17,000
	Hydro Sec. 1.1	81 75,000
	Hydro Sec. 3.1	81 97,000
	Hydro Sec. 6.2	82 25,000
	Landsat Station	81 4,000
	ACEC Engineering Orientation	81 15,000
	Gabon	Roads Maintenance
Ports/Roads/Forestry Assess.		79 152,000
Greece	Aviation Equipment Mission	79 10,000
Indonesia	Gombong Cement Plant	81 225,000
	Transport Industry Assessment	79 240,000
	Phosphoric Acid Plant	79 130,000
Kenya	Mombasa Port Development	81/82 41,619
Malaysia	Mini-Hydro Plant	81 35,000
Morocco	Strategic Minerals Survey	82 7,000
	Civil Aviation Modernization	81 12,274
	Civil Aviation Design	81/82 17,564
	Industrial Investment Study	80 54,600
	Non-Ferrous Metals Workshop	81 60,000
	Niger River Dredging Project	79 3,000
Panama	Coal Transshipment Facility	81 100,000
Peru	Steel Industry Modernization	81 9,415
	Port Development Study	80/81 321,372
Philippines	Illigan Steel Project	81 300,000
	Airport Development	81/82 281,000
	Petrochemical Plant	81 250,000
	Mactan Airport Construction	80 200,000
	Navigational Aids Study	80 3,500
Portugal	Civil Aviation	81 5,498
	Alqueva Dam	81 4,678
Qatar	Urban Planning Project	79 11,600

Saudi Arabia	Red Sea Mining Assessment	79	3,500
Singapore	Telecommunication Conference	81	7,950
	Electronics Industry Study	81	4,400
Somalia	Ports and Roads Study	79	100,000
Sri Lanka	Water/Sewage System Devel.	80	11,000
Sudan	Nile River Transport Project	80	35,000
Suriname	Parabaribo Port Channel	82	40,000
Tanzania	Songo Songo Gas Pipeline	81	105,266
Thailand	Steel Mill Site Survey	80	150,000
	Potash Deposits Assessment	80	18,000
Tunisia	Regional Entrepot Study	80	100,000
	Phosphate Mining Study	79	350,000
	Lead/Zinc Mining Study	79	150,000
	Steel Mill Expansion Mission	79	7,700
Turkey	Engineering Assessment	79	19,000
	Highway Maintenance	81	18,000
	Copper Mine Development	81	5,000
	Bosphorous Tube Tunnel Project	79/80	281,265
Venezuela	Pulp & Paper Mill Study	80	405,000
	Bauxite Development Study	80	6,000
	Solid Waste Disposal Project	80	33,000

TABLE C

TRADE AND DEVELOPMENT PROGRAM SECTION 607 ACTIVITIES
FISCAL YEARS 1979, 1980, 1981, FIRST QUARTER 1982

Sector/ Country	Project Description	Fiscal Year	Agency
ENERGY			
Germany	Energy Resources Ident.	82	Interior
Kenya	Hydropower Study	81	C.O.E
Saudi Arabia	Elec. Procurement/Install	79	Treasury
AGRICULTURE			
India	Irrigation Technical Assist.	80/81	Interior
Korea	Water Resource Development	80	Interior
Nigeria	Soil Conservation	80	Agric
Pakistan	Soil Conservation	80	Interior
United Nations	Nile River Irrigation Systems	80	Interior
INFRASTRUCTURE, INDUSTRY, MINING			
Algeria	Earthquake Reconstruction	81	Defense
Australia	Coast Guard Training	80	U.S.C.G.
Bangladesh	Irrigation Assistance	82	Interior
Bermuda	Coast Guard Training	79	U.S.C.G.
Brazil	Aviation Spare Parts	81	F.A.A.
	Aviation Spare Parts	80	F.A.A.
Chile	Navigation Spare Parts	81	F.A.A.
Ecuador	Coast Guard Training	80	U.S.C.G.
Egypt	Construction Services (Sinai Peacekeeping)	81	Defense
Gabon	Port Dredging Assistance	80/81	C.O.E.
Gambia	Moving Boat Equipment	81	Interior
Greece	Aviation Spare Parts	81	F.A.A.
	Air Traffic Control	79	F.A.A.
India	Water Resources Equipment	79	Interior
Indonesia	Dam Site Assessments	82	Interior
Iran	Air Navigation/Communications	79	F.A.A.
Ireland	Aviation Spare Parts	81	F.A.A.
Jamaica	Roads Reconstruction	79	Defense
Japan	Expressway Extension	81	C.O.E.
Morocco	Specialized Imagery Products	80	Interior
New Zealand	Air Accident Investigation	79	Defense
Nigeria	Lagos Lagoon Study	81	E P A
	Comprehensive Soil Survey	80	USDA
Oman	Technical Assist./Training	81	Interior
	Aviation Spare Parts	81	F.A.A.
Saudia Arabia	Red Sea Mining Assessment	79	C.O.E.
Spain	Purchase of Rescue Boats	80	U.S.C.G.
Swaziland	Aviation parts	81	F.A.A.

Tunisia	Aquifer Testing	81	Interior
United Kingdom	Road Resurfacing	81	F.A.A.
	Aviation Spare parts	80/81	F.A.A.
	Navigational Aids	81	F.A.A.
United Nations	Aviation Spare Parts	81	F.A.A.
United Nations	Aviation Spare Parts	81	F.A.A.
	Technical Cooperation	81	Energy
Venezuela	Aviation Spare Parts	81	F.A.A.
	Navigational Studies	80	C.O.E.
	Boat Equipment	79/80	Interior
	Field Reconnaissance	82	Interior
HUMAN RESOURCES DEVELOPMENT			
Bahrain	Manpower Technical Assistance	81	Labor
Bangladesh	Minerals Exploration Training	81	Interior
Botswana	Trust Fund Account	81	USAID
Brazil	Safety/Health Equipment	80	Labor
Canada	Value Management Workshop	81	C.O.E.
	Computer Training	79	C.O.E.
CENTO	Training Manual Preparation	79	Interior
Ecuador	Census Training	81	Commerce
India	River run-off forecasting	81	Interior
	River run-off forecasting	81	Interior
Iceland	Search and Rescue Training	79	U.S.C.G.
Indonesia	Computer Programming Assist.	81	Commerce
INTELSAT	Procurement Services GSA	79	G.S.A.
Israel	Medical Services	81	V.A.
Kenya	Geological Field Training	81	Interior
Korea	Commodities Support System	79	D.O.E.
	Contract Administration		
	Assistance	81	C.O.E.
	Management Training	80	D.O.E.
Kuwait	Manpower Development	81	H.H.S
Malaysia	Data Storage and Retrieval	80	Interior
Mexico	Irrigation Services	80	Interior
Nigeria	Statistical Advisory Services	81	Commerce
	Health Services	81	H.H.S.
	Immigration Training	80	I.N.S.
Norway	Search and Rescue Training	81/80	U.S.C.G
	Seismological Equipment	80	Interior
Oman	Computer Systems Assistance	79	Commerce
Pakistan	Dam Safety Training	79	C.O.E.
Paraguay	Consumer Price Indexing	80	Labor
Portugal	Census Tabulation	80	Commerce
Saudi Arabia	Traffic Administration		
	Assistance	80/81	Treasury

Sinai	Training Services	82	Defense
Sweden	Search and Rescue Training	81	U.S.C.G.
Trinidad/ Tobago	Computer Management Assist.	81	IRS
United Arab Emirates	Customs Administration Training	81	Customs
Venezuela	Statistical Packaging and Miscellaneous Analysis	81	Census