

Resources for American Companies Seeking International Projects



US Department of Commerce's Global Design & Construction Team

<http://www.export.gov/industry/architecture/>

<http://www.export.gov/industry/construction>

The Advocacy Center - <http://export.gov/advocacy/>

The Advocacy Center helps to ensure that sales of U.S. products and services have the best possible chance competing abroad. Advocacy assistance is wide and varied but often involves companies that want the U.S. Government to communicate a message to foreign governments or government-owned corporations on behalf of their commercial interests, who are typically involved in a competitive bid process. Since its creation in 1993, the Advocacy Center has helped hundreds of U.S. companies — small, medium and large enterprises in various industry sectors — to win government contracts across the globe. In pursuing foreign business opportunities, we encourage you and your company to contact the Advocacy Center early and often.

The Advocacy Center also has Commercial Service liaisons to five Multilateral Development Banks (World Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, Africa Development Bank and Asia Development Bank) to assist U.S. firms and advocate on their behalf when they compete for Bank tenders. The liaisons counsel U.S. companies on how to work with the Banks and advocate on procurement and contracting issues to ensure fair and equal treatment for U.S. companies.

World Bank - <http://export.gov/worldbank/>

The World Bank lends and invests billions of dollars in developing countries every year. This constant stream of funds is used to buy goods, consulting services, and civil works projects that contribute to economic development in those countries. The system of doing business with the World Bank is similar to government procurement systems in many countries.

Inter-American Development Bank - <http://export.gov/idb/>

The Advocacy Center Commercial Liaison Office to the Inter-American Development Bank (IDB) is an integral part of the United States Executive Director's Office to the Bank. The Commercial Liaison Office's mission is to help American businesses take advantage of commercial opportunities through the IDB's numerous projects. Established in 1959 and with more than \$100 billion in capital, the IDB is the oldest and largest regional development bank. Its primary goal is to help accelerate economic growth and social development in Latin America and the Caribbean. The IDB has 48 member countries: 26 borrowing members and 22 non-borrowing members, including the United States, its largest stakeholder. The region's primary source of multilateral financing, the IDB provides loans, guarantees, and technical assistance for public- and private-sector projects and generates tens of thousands of contracts every year, ranging in size from a few thousand to hundreds of millions of dollars. These represent numerous commercial possibilities for businesses, including small- and medium-sized enterprises, in public works, supply of goods, and consulting services.

The IDB Group is composed of the Inter-American Development Bank, the Inter-American Investment Corporation (IIC) and the Multilateral Investment Fund (MIF). The IIC focuses on support for small and medium-sized businesses, while the MIF promotes private sector growth through grants and investments, with an emphasis on microenterprise.

European Bank for Development and Reconstruction - <http://export.gov/ebrd/>

The U.S. is the largest single shareholder in the EBRD, the world's newest multilateral development bank. The Bank's

program promotes the growth of market-based economies in 30 countries in Central and Eastern Europe and the Former Soviet Union. With US\$20 billion of capital, the Bank offers a wide range of financing mechanisms to promote privatization, restructuring, and liberalization in this highly dynamic region.

The U.S. Commercial Service Liaison Office to the European Bank for Reconstruction and Development (CS-EBRD) is an integral part of U.S. representation at the EBRD and works closely with the Executive Director's office to increase the effectiveness of U.S. participation in Bank programs. CS-EBRD provides information to U.S. businesses on how the EBRD works and how U.S. companies can participate in EBRD projects. CS-EBRD also offers guidance to U.S. companies throughout the project cycle.

African Development Bank - <http://export.gov/afdb>

The African Development Bank (AfDB) is a regional, multilateral development bank whose shareholders include 53 countries in Africa and 24 non-African countries from the Americas, Asia, and Europe. The United States is the second largest non-regional shareholder, with approximately 6.62% of the Bank's total share holdings. The latter are also participants in the African Development Fund (ADF). The Bank was created in 1964, and began operations in 1967 to promote economic development and social progress of its regional member countries (RMCs)—individually and jointly.

Asian Development Bank - <http://export.gov/adb>

ADB is a multilateral financial institution, which aims to improve the living standards of its Developing Member Countries (DMCs) throughout the Asia and Pacific region. ADB business opportunities arise primarily in the following sectors, where ADB actively funds development projects:

- Agriculture and Natural Resources Sector (including disaster management)
- Education and Training Sector (including distance learning)
- Energy Sector (including electric power, oil & gas and renewable energy)
- Environment Sector (including water supply, waste treatment and environmental management)
- Industry, Finance and Other Services Sector (including banking, insurance and project finance)
- Healthcare and Nutrition Sector
- Information Technology and Telecommunications Sector (incl. e-government services)
- Transportation Sector (including road, rail, port and airport projects)
- Urban Development Sector (including housing and infrastructure)

Overseas Private Investment Corporation - <http://www.opic.gov>

OPIC is the U.S. Government's development finance institution. OPIC mobilizes private capital to help solve critical development challenges and in doing so, advances U.S. foreign policy. Because OPIC works with the U.S. private sector, it helps U.S. businesses gain footholds in emerging markets, catalyzing revenues, jobs and growth opportunities both at home and abroad. OPIC achieves its mission by providing investors with financing, guarantees, political risk insurance, and support for private equity investment funds.

Established as an agency of the U.S. Government in 1971, OPIC operates on a self-sustaining basis at no net cost to American taxpayers. OPIC services are available for new and expanding business enterprises in more than 150 countries worldwide. To date, OPIC has supported more than \$200 billion of investment in over 4,000 projects, generated an estimated \$75 billion in U.S. exports and supported more than 277,000 American jobs.

US Trade and Development Agency - <http://www.ustda.gov/>

USTDA is an independent U.S. Government foreign assistance agency that is funded by the U.S. Congress.

USTDA's mission is to help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project

planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA provides grant funding to overseas project sponsors for the planning of projects that support the development of modern infrastructure and an open trading system. The hallmark of USTDA development assistance has always involved building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges.

League of Green Embassies Program - <http://www.leagueofgreenembassies.org/>

The League of Green Embassies is a global network of over ninety diplomatic missions formulating a common agenda for energy efficiency, renewable energy and water conservation. Member embassies aspire to introduce innovative solutions, influence individuals and institutions in host countries and to play an important role in mobilizing public action.

U.S. State Department Overseas Building Operations - <http://www.state.gov/obo/>

The Bureau of Overseas Buildings Operations (OBO) directs the worldwide overseas building program for the Department of State and the U.S. Government community serving abroad under the authority of the chiefs of mission. In concert with other State Department bureaus, foreign affairs agencies, and Congress, OBO sets worldwide priorities for the design, construction, acquisition, maintenance, use and sale of real properties and the use of sale proceeds.

US Army Corp of Engineers - <http://www.usace.army.mil/BusinessWithUs.aspx>

The U.S. Army Corps of Engineers has approximately 37,000 dedicated Civilians and Soldiers delivering engineering services to customers in more than 130 countries worldwide.

Millennium Challenge Corporation - <http://www.mcc.gov>

The Millennium Challenge Corporation (MCC) is an innovative and independent U.S. foreign aid agency that is helping lead the fight against global poverty.

Created by the U.S. Congress in January 2004 with strong bipartisan support, MCC is changing the conversation on how best to deliver smart U.S. foreign assistance by focusing on good policies, country ownership and results.

U.S. Agency for International Development – <http://www.usaid.gov>

U.S. foreign assistance has always had the twofold purpose of furthering America's interests while improving lives in the developing world. USAID carries out U.S. foreign policy by promoting broad-scale human progress at the same time it expands stable, free societies, creates markets and trade partners for the United States and fosters good will abroad.

Spending less than one (1) percent of the total federal budget, USAID works in over 100 countries to:

- Promote broadly shared economic prosperity;
- Strengthen democracy and good governance;
- Protect human rights;
- Improve global health,
- Advance food security and agriculture;
- Improve environmental sustainability;
- Further education;
- Help societies prevent and recover from conflicts and
- Provide humanitarian assistance in the wake of natural and man-made disasters.

Export-Import Bank of the United States - www.exim.gov

The Export-Import Bank of the United States (Exim) is the official export credit agency of the United States. Exim's mission is to assist in financing the export of U.S. goods and services to international markets.

Exim enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy.

Exim does not compete with private sector lenders but provides export financing products that fill gaps in trade financing. Exim assumes credit and country risks that the private sector is unable or unwilling to accept. It also helps to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters.

Exim provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of its transactions directly benefit U.S. small businesses.

With more than 78 years of experience, Exim has supported more than \$456 billion of U.S. exports, primarily to developing markets worldwide.

U.S. Small Business Administration Office of International Trade - <http://www.sba.gov/oit>

The Office of International Trade's mission is to enhance the ability of small businesses to compete in the global marketplace by offering loan guarantees and export working capital loan guarantees for export transactions.

American Institute of Architects - International Practice Checklist

<http://www.aia.org/aiaucmp/groups/aia/documents/pdf/aias078437.pdf>

Federal Government Business Opportunities - <https://www.fbo.gov/>

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