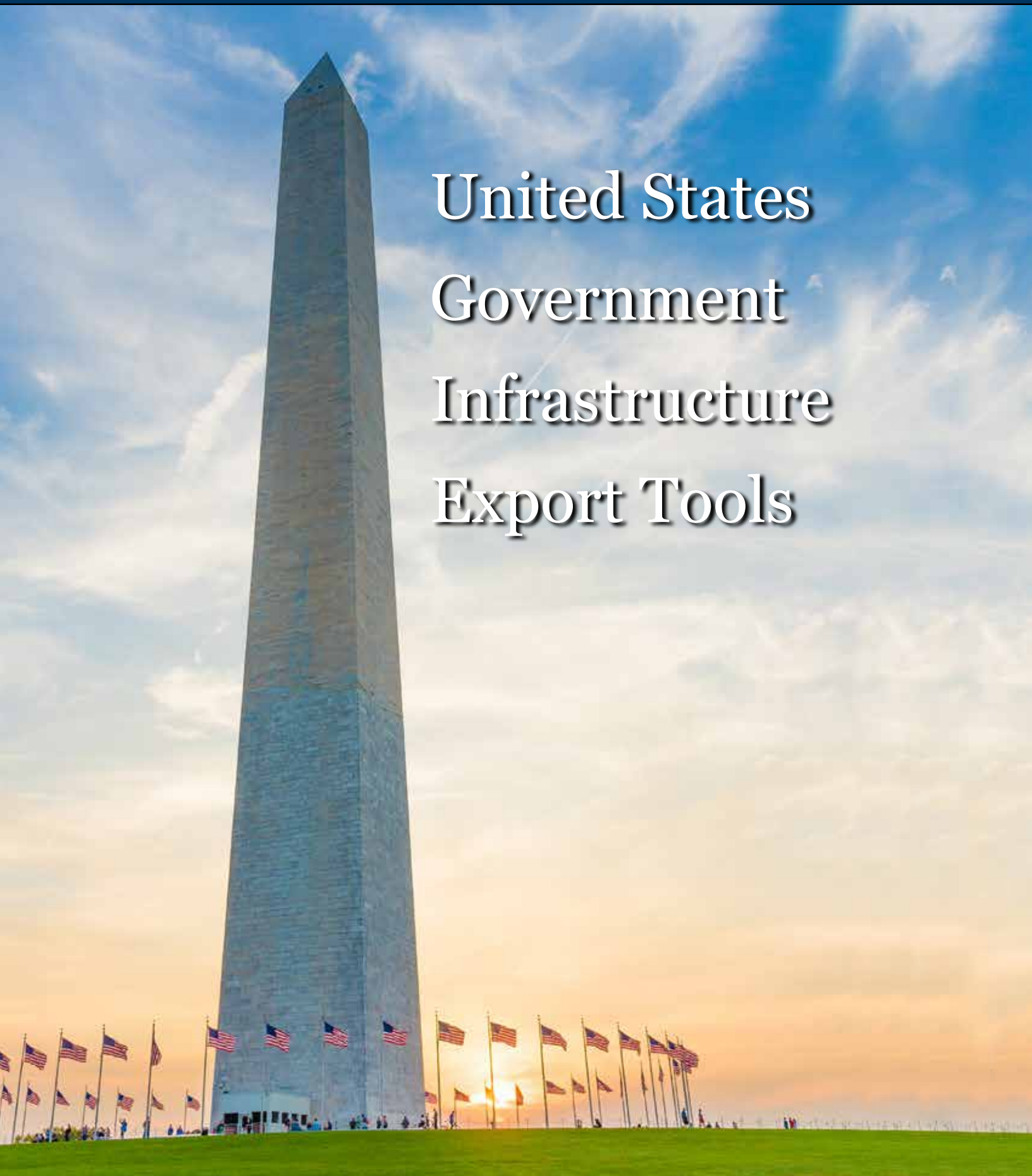
INTERNATIONAL TRADE ADMINISTRATION



United States Government Infrastructure Export Tools

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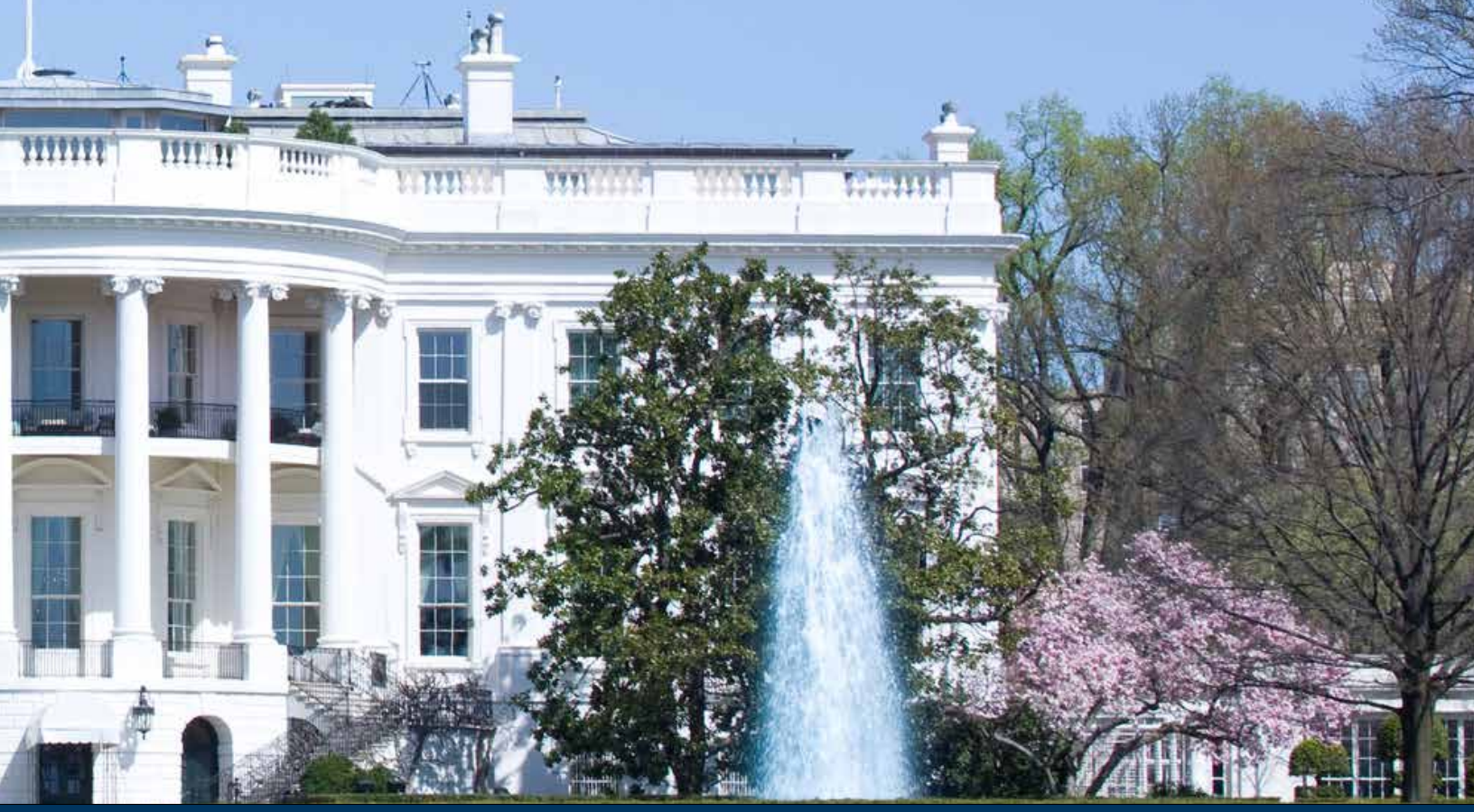
This toolkit identifies federal government tools to support American companies as they compete for infrastructure projects abroad, including where they can be applied along the project life cycle. Foreign governments and U.S. companies should use this as a general guide to learn how the U.S. government can support individual projects. To begin discussing specific project needs, visit www.export.gov/locations to find your local U.S. Department of Commerce contact.



Infrastructure Project Life Cycle

1 | Business Environment Improvement

Department of Commerce
- Technical Assistance on Improving the Local Business Environment
- Commercial Law Development Program
- Overcoming Trade Barriers

Department of State
- Economic Diplomacy

Department of Treasury
- Technical Assistance on Managing Public Finances

U.S. Agency for International Development (USAID)
- Enabling Environment Technical Assistance Programs

U.S. Trade and Development Agency
- Global Procurement Initiative (GPI): Understanding Best Value

2 | Infrastructure Solution Identification

Department of Commerce
- Private Sector Solution Identification
- Commercial Diplomacy and Advocacy
- Business Matchmaking
- Trade Counseling

Department of State
- Business Information Database System (BIDS)
- Direct Line

Department of Transportation
- Guidance on Project Planning and Development

Department of Treasury
- Government Debt and Infrastructure Finance Program

Millennium Challenge Corporation (MCC)
- Grant Funding

U.S. Agency for International Development (USAID)
- Global Architecture and Engineering (A&E) Services

U.S. International Development Finance Corporation (DFC)
- Technical Development

U.S. Trade and Development Agency
- Feasibility Studies
- Reverse Trade Missions
- Technical Assistance
- Pilot Projects

3 | Project Design, Financing, and Construction

Department of Commerce
- Private Sector Solution Identification
- Market Intelligence
- Commercial Diplomacy and Advocacy
- Multilateral Development Banks

Department of Treasury
- Government Debt and Infrastructure Finance Program

Export-Import Bank of the United States
- Loans, Loan Guarantees, and Insurance

U.S. Agency for International Development (USAID)
- Transaction Advisory Fund[NEW]
- Enabling Environment Technical Assistance Programs

U.S. International Development Finance Corporation (DFC)
- Equity Financing
- Debt Financing
- Political Risk Insurance

U.S. Trade and Development Agency
- Feasibility Studies
- Reverse Trade Missions
- Technical Assistance
- Pilot Projects

4 | Project Close-out, Operations, and Maintenance

Department of Commerce
- Commercial Diplomacy and Advocacy

Department of State
- Economic Diplomacy

Department of Transportation
- Guidance on Asset Management and Long-Term Oversight

Department of Treasury
- Government Debt and Infrastructure Finance Program

1 | Business Environment Improvement

Department of Commerce

Technical Assistance on Improving the Business Environment (www.export.gov/locations)

Facilitates government-to-business and government-to-government exchanges on sectors and issues via dialogues, CEO forums, working groups, and other fora.

Commercial Law Development Program (www.cldp.doc.gov)

Provides commercial law technical assistance, legislative and policy advisory services, institutional capacity building, and legal risk assessments to host country governments in support of their economic development goals.

Overcoming Trade Barriers (www.export.gov/report-a-trade-barrier)

Provides government services to protect commercial interests. Works with businesses to overcome unfair foreign government-imposed trade barriers and remedy unfair trade practices. Operates the U.S. government's online "report a trade barrier" hotline.

Department of State

Economic Diplomacy (www.state.gov/e/eb)

Promotes global rules and norms that create a level playing field for businesses from all countries to compete and win on their merits. Reduces barriers to business and economic growth by working with host governments and opinion leaders to build support for open investment and trade frameworks.

Department of Treasury

Technical Assistance on Managing Public Finances

(www.treasury.gov/about/organizational-structure/offices/pages/technical-assistance-.aspx)

Offers technical assistance to finance ministries and central banks of developing and transitional countries to strengthen their capacity to manage public finances, collect revenue, execute and plan budgets, manage debt and finance infrastructure, and implement sound banking systems and strong controls to combat economic crimes, including corruption.

U.S. Agency for International Development (USAID)

Enabling Environment Technical Assistance Programs

(www.usaid.gov/what-we-do/economic-growth-and-trade/economic-policy-and-analysis)

Offers comprehensive enabling environment programs for energy and infrastructure. Supports trade and regulatory reforms at the bilateral and regional level. Provides technical assistance to help governments improve efficiency in how they spend their money, limit waste, strengthen investment, and provide better services for citizens. Supports improving infrastructure like roads, bridges, water supply, and electrical grids, which are critical to lifting the limits on a country's growth.

U.S. Trade and Development Agency

Global Procurement Initiative (GPI): Understanding Best Value

(www.ustda.gov/program/globalprocurement-initiative-0)

Educates public officials in emerging markets on how to establish procurement practices and policies that integrate life-cycle cost analysis and best value determination in a fair, transparent manner. Doing this helps them acquire high-quality, long-lasting technologies, while building smart, sustainable infrastructure with overall savings to their governments. These procurement methods also open up markets to greater international competition. Assistance under the GPI includes but is not limited to: in-country training workshops, study tours to the United States, and procurement advisory services at the ministry/state-owned enterprise level.

Department of Commerce

Private Sector Solution Identification (www.export.gov/promote-and-expand)

Brings foreign delegations to trade shows and conferences. Organizes platforms to introduce U.S. company capabilities to foreign government and private sector decision makers. Promotes foreign project opportunities with U.S. companies via online and in-person events.

Commercial Diplomacy and Advocacy (www.export.gov/help-with-trade-problems)

Assists U.S. companies in overcoming trade obstacles and entering and competing on a level playing field in international markets. Coordinates U.S. government engagement with foreign governments to maximize U.S. participation in international competition and protect U.S. business interests, including seeking foreign government compliance with relevant trade agreements. Coordinates whole-of-government resources and high-level advocacy support for U.S. companies pursuing foreign government projects and procurements.

Business Matchmaking (www.export.gov/promote-and-expand)

Promotes U.S. products and services to prospective buyers and arranges individualized meetings with international industry and government decision makers in target markets.

Trade Counseling (www.export.gov/promote-and-expand)

Assists U.S. companies in developing effective market entry and sales strategies; understanding export documentation requirements and import regulations of foreign markets; and navigating U.S. government export controls, compliance, and trade financing options.

Department of State

Business Information Database System (bids.state.gov)

Identifies leads for multilateral development bank project opportunities and connects U.S. businesses with relevant U.S. government economic officers overseas via a web-based platform.

Direct Line (www.state.gov/direct-line-for-american-business)

Delivers information from U.S. Ambassadors and their teams about investment or export opportunities, business climates, and specific sectors to facilitate U.S. company access to their international markets.

Department of Transportation

Guidance on Project Planning and Development (www.transportation.gov/policy/international-policy-and-trade/about-us)

Provides technical assistance and guidance for foreign Ministries of Transportation, Infrastructure, Finance, and other relevant agencies to help deliver and maintain high quality transportation infrastructure. The Department of Transportation (USDOT) also authors a range of guidance documents available to the public that foreign agencies can use to improve their transportation planning and delivery process, such as the "P3 Toolkit" (www.fhwa.dot.gov/ipd/p3/toolkit) that features model documents, contracts, and other helpful guidance on how to manage Public-Private Partnerships.

Department of Treasury

Government Debt and Infrastructure Finance Program
(www.treasury.gov/about/organizational-structure/offices/pages/technical-assistance-.aspx)

Offers technical assistance to help countries implement sound public debt management practices and develop domestic debt markets, including for infrastructure finance. Provides technical assistance to assist host countries to develop and finance basic infrastructure, and to build capacity to accelerate infrastructure development and apply effective approaches to economically and financially sound infrastructure projects.

Millennium Challenge Corporation (MCC)

Grant Funding (www.mcc.gov)

Provides compacts which are five-year grants for selected countries that meet MCC's eligibility criteria including commitment to good governance and control of corruption, an opportunity to reduce poverty and generate economic growth, and the availability of funds. Threshold programs are smaller grants focused on policy and institutional reform in selected countries that come close to passing MCC's eligibility criteria and show a firm commitment to improving their policy performance. Compact and threshold programs also provide targeted technical assistance and capacity building and support for infrastructure master planning, feasibility studies, and designs.

U.S. Agency for International Development (USAID)

Global Architecture and Engineering (A&E) Services
(www.usaid.gov/what-we-do/economic-growth-and-trade/infrastructure/engineering)

Provides USAID Professional A&E Services including needs assessment and prioritization, project planning and preparation, design, tendering, and construction oversight and management. Conducts pre-feasibility studies, feasibility studies, and training and capacity building for host country governments and private sector and non-governmental organizations on infrastructure project development and sector reform.

U.S. International Development Finance Corporation (DFC)

Technical Development (www.dfc.gov/what-we-offer/our-products/feasibility-studies)

Provides feasibility studies and technical assistance to accelerate project identification and preparation, and attract and support private investment in development.

U.S. Trade and Development Agency

Feasibility Studies (www.ustda.gov/program)

Links foreign project sponsors with U.S. businesses at the critical early stages of a project and provides the comprehensive analysis required for major infrastructure investments to achieve financing and implementation.

Reverse Trade Missions (www.ustda.gov/events)

Brings foreign decision-makers to the United States to observe the design, manufacture, and operation of U.S. products and services that can help partner countries achieve their development goals.

Technical Assistance (www.ustda.gov/program)

Supports legal and regulatory reforms related to commercial activities and infrastructure development, as well as the establishment of industry standards, ultimately facilitating favorable business and trade environments for U.S. goods and services.

Pilot Projects (www.ustda.gov/program)

Funds pilot projects that test and scale innovative U.S. solutions to global development challenges, particularly in the energy and ICT sectors. Pilot projects demonstrate the effectiveness of commercially proven U.S. solutions and provide the analysis, evaluation, and empirical data needed for foreign projects to secure funding.

3 | Project Design, Financing, and Construction

Department of Commerce

Private Sector Solution Identification (www.export.gov/promote-and-expand)

Brings foreign delegations to trade shows and conferences. Organizes platforms to introduce U.S. company capabilities to foreign government and private sector decision makers. Promotes foreign project opportunities with U.S. companies via online and in-person events.

Market Intelligence (www.export.gov/market-intelligence)

Assists with analysis of market potential and foreign competition providing useful information on best prospects, financing, laws, trade restrictions, and cultural issues. Conducts background checks on potential buyers and distributors.

Commercial Diplomacy and Advocacy (www.export.gov/help-with-trade-problems)

Assists U.S. companies in overcoming trade obstacles so that they can enter and compete on a level playing field in international markets. Coordinates U.S. government engagement with foreign governments to maximize U.S. participation in international competition and protect U.S. business interests, including seeking foreign government compliance with relevant trade agreements. Coordinates whole-of-government resources and high-level advocacy support for U.S. companies pursuing foreign government projects and procurements.

Multilateral Development Banks (2016.export.gov/advocacy/eg_main_022753.asp)

Embeds "Liaison Officers" at multilateral development banks around the world who are responsible for protecting and promoting U.S. commercial interests in bank-funded projects.

Department of Treasury

Government Debt and Infrastructure Finance Program

(www.treasury.gov/about/organizational-structure/offices/pages/technical-assistance-.aspx)

Offers technical assistance to help countries implement sound public debt management practices and develop domestic debt markets, including for infrastructure finance. Provides technical assistance to assist host countries to develop and finance basic infrastructure, and to build capacity to accelerate infrastructure development and apply effective approaches to economically and financially sound infrastructure projects.

Export-Import Bank of the United States (EXIM)

Loans, Loan Guarantees, and Insurance (www.exim.gov/what-we-do)

EXIM provides three products: Direct Loans with fixed-rate financing for terms of up to 12 years (18 years for renewable energy projects) available to creditworthy international buyers in both the private and public sector including support for local costs up to 30%. Loan Guarantees in which an unconditional guarantee is issued to a financial institution lender to support its loan to a foreign buyer of U.S. capital equipment or related services. The guarantee covers local costs up to 30% and may cover ancillary services. It is available in some foreign currencies. Insurance protection against the risk of foreign buyer or other foreign debtor default for political or commercial reasons. Policy coverage is up to $10M for terms of up to seven years.

U.S. Agency for International Development (USAID)

Enabling Environment Technical Assistance Programs
(www.usaid.gov/what-we-do/economic-growth-and-trade/economic-policy-and-analysis)

Offers comprehensive enabling environment programs for energy and infrastructure. Supports trade and regulatory reforms at the bilateral and regional level. Provides technical assistance to help governments improve efficiency in how they spend their money, limit waste, strengthen investment, and provide better services for citizens. Supports improving infrastructure like roads, bridges, water supply, and electrical grids, which are critical to lifting the limits on a country's growth.

Transaction Advisory Fund NEW (www.state.gov/development-finance/taf)

Helps foreign governments gain access to private legal and financing advisory services to negotiate contracts to financial close.

U.S. International Development Finance Corporation (DFC)

Equity Financing (www.dfc.gov/what-we-offer-our-products/equity-financing)

Provides direct equity and support for investment funds.

Debt Financing (www.dfc.gov/what-we-offer-our-products-debt-financing)

Provides direct loans and guaranties of up to $500 million for tenors as long as 25 years, with specific programs targeting small and medium U.S. businesses.

Political Risk Insurance (www.dfc.gov/what-we-offer-our-products/political-risk-insurance)

Provides coverage of up to $500 million against losses due to currency inconvertibility, government interference, and political violence including terrorism. DFC also offers reinsurance to increase underwriting capacity.

U.S. Trade and Development Agency

Feasibility Studies (www.ustda.gov/program)

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Reverse Trade Missions (www.ustda.gov/events)

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Department of State

Economic Diplomacy (www.state.gov/e/eb)

Promotes global rules and norms that create a level playing field for businesses from all countries to compete and win on their merits. Reduces barriers to business and economic growth by working with host governments and opinion leaders to build support for open investment and trade frameworks.

Department of Transportation

Guidance on Asset Management, Long-term Oversight

(www.fhwa.dot.gov/asset/plans)

Provides technical assistance for foreign Ministries of Transportation, Infrastructure, Finance, and other relevant agencies to help deliver and maintain high quality transportation infrastructure.

Department of Treasury

Government Debt and Infrastructure Finance Program

(www.treasury.gov/about/organizational-structure/offices/pages/technical-assistance-.aspx)

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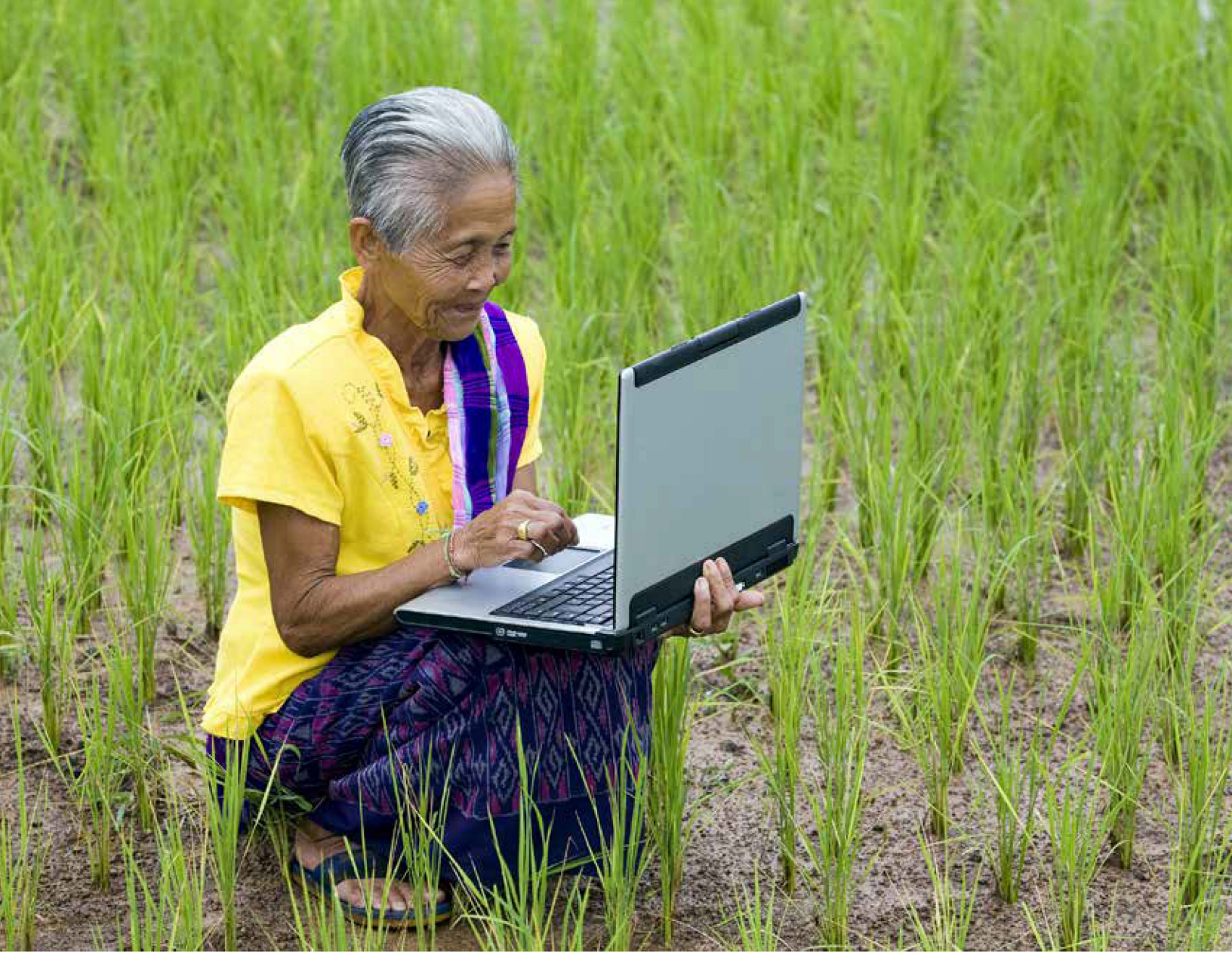

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