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For further information, contact TVA Communications, 400 West Summit Hill Drive, Knoxville, TN 37902–1499. Phone, 423–632–8039; or TVA Washington Office, One Massachusetts Avenue NW., Washington, DC 20044. Phone, 202–898–2999.

TRADE AND DEVELOPMENT AGENCY

Suite 200, 1621 North Kent Street, Arlington, VA 22209–2131
Phone, 703–875–4357. Fax, 703–875–4009. E-mail, info@tda.gov.
Internet, http://www.tda.gov/.

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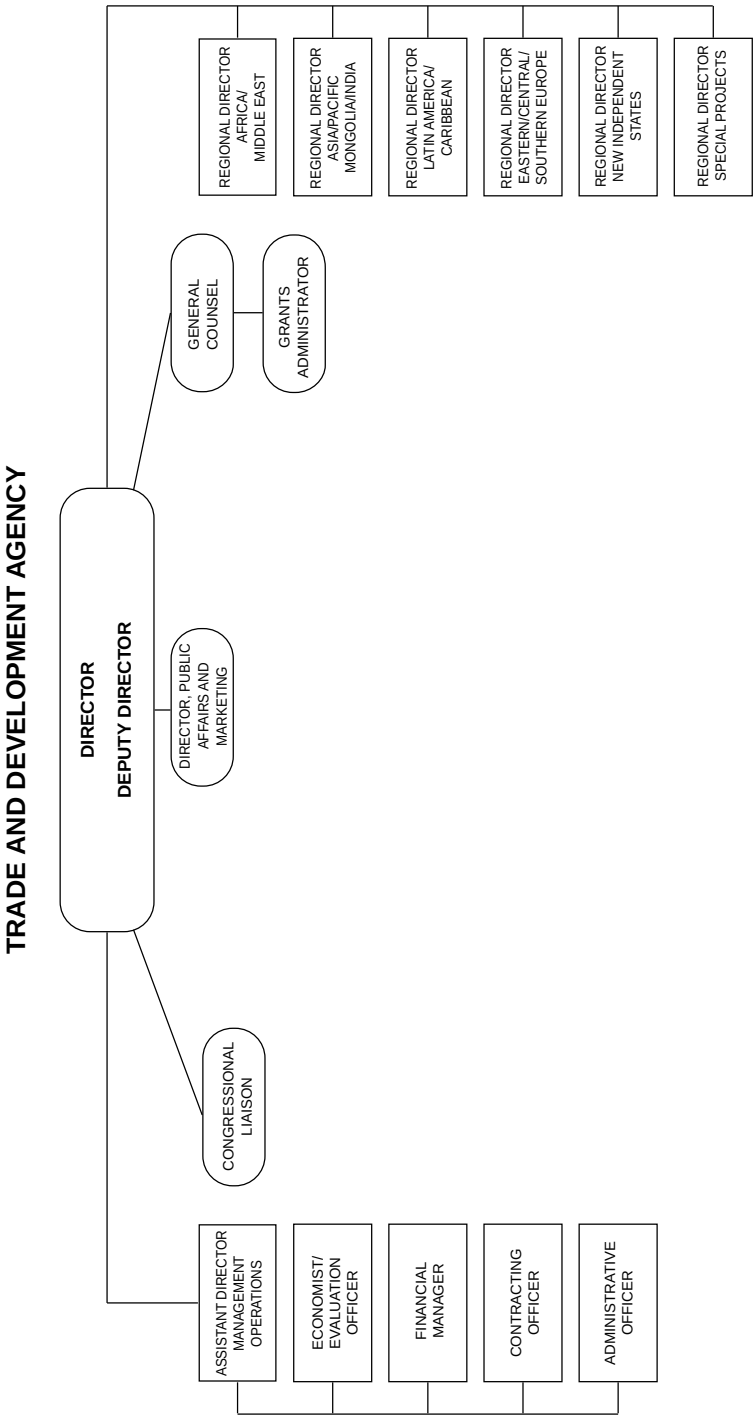
The Trade and Development Agency's mission is to promote economic development in, and simultaneously export U.S. goods and services to, developing and middle-income nations in the following regions of the world: Africa/Middle East, Asia/Pacific, Central and Eastern Europe, Latin America and the Caribbean, and the New Independent States.

The Trade and Development Program was established on July 1, 1980, as a component organization of the International Development Cooperation Agency. Section 2204 of the Omnibus Trade and Competitiveness Act of 1988 (22 U.S.C. 2421) made it a separate component agency. The organization was renamed the Trade and Development Agency (TDA) and made an independent agency within the executive branch of the Federal Government on October 28, 1992, by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the Jobs Through Exports Act of 1992 (22 U.S.C. 2421).

The Trade and Development Agency assists in the creation of jobs for Americans by helping U.S. companies pursue exports and other overseas business opportunities. It funds feasibility studies, orientation visits, training grants, business briefings, and various forms of technical assistance in support of specific projects, enabling American businesses to become involved in the planning of infrastructure and industrial projects in emerging markets. Working closely with a foreign nation sponsor, TDA makes its funds available on the condition that the foreign entity contract with a U.S. firm to perform the study. This affords American firms market entry, exposure, and information, thus helping them to establish a position in markets that are otherwise difficult to penetrate.

The Agency's focus is the planning phase of major infrastructure and industrial projects. It is involved in several sectors, including: agriculture, aviation, energy, environment, health care, manufacturing, mining and minerals development, telecommunications, transportation, and water resources.

Activities

The Agency funds feasibility studies (or project plans) which evaluate the technical, economic, and financial aspects of a development project. These studies advise the host nation about the availability of U.S. goods and services and are required by financial institutions in assessing the creditworthiness of the undertaking. Funding activities are based upon an official request for assistance made by the sponsoring government or private sector organization of a developing or middle-income nation, and costs for a study typically are shared between TDA and the U.S. firm developing the project.

The Agency makes decisions on funding requests for feasibility studies based on the recommendations contained in the definitional mission or desk study report, the advice of the U.S. Embassy, and its internal analysis.

Sources of Information

Requests for proposals (RFP's) to conduct feasibility studies funded by TDA are listed in the *Commerce Business Daily.* Information on definitional mission opportunities can be obtained by calling TDA's ''DM Hotline'' at 703–875–7447. Small and minority U.S. firms that wish to be included in TDA's consultant database and considered for future solicitations should contact TDA's Contracts Office at 703–875–4357.

In an effort to provide timely information on Agency-supported projects, TDA publishes the *Pipeline* and a calendar of events which are available together on a paid subscription basis by calling 703–875–4246. They are also available through the Internet, at http://www.tda.gov/. A quarterly publication, *TDA Update,* contains current items of interest on a variety of program activities. Region- or sector-specific fact sheets and case studies also are available. An annual report summarizes the Agency's activities.

Agency news, reports, and lists of upcoming orientation visits and business briefings are available through the Internet, at http://www.tda.gov/.

Regional program inquiries should be directed to the assigned Country Manager. Phone, 703–875–4357. Fax, 703–875–4009. E-mail, info@tda.gov.

TDA's library maintains final reports on all TDA activities. These are available for public review Monday through Friday from 8:30 a.m. to 5:30 p.m. Copies of completed feasibility studies must be purchased through the Department of Commerce's National Technical Information Service (NTIS).

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