



U.S.-Southeast Asia Aviation Cooperation Program:

Call for Initial Proposals

The U.S. Trade and Development Agency (USTDA) links U.S. businesses to international infrastructure opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

USTDA achieves its mission by funding feasibility studies, technical assistance and pilot projects that integrate U.S. private sector innovation into infrastructure projects at the critical early stages when design choices and technology options are determined. The Agency also connects overseas project sponsors with U.S. partners through its reverse trade missions, industry conferences and expert workshops.

U.S.-Southeast Asia Aviation Cooperation Program (SEA ACP)

SEA ACP is an industry-led and government-supported public-private partnership that was established in 2019 by USTDA, the U.S. Department of Transportation, Federal Aviation Administration, Transportation Security Administration, U.S. Department of Commerce and U.S. industry. SEA ACP aligns aviation stakeholders in the region and designs programs that promote technical, policy and commercial cooperation.

Potential grant-based activities that USTDA will support under this call for initial proposals include feasibility studies, technical assistance, pilot projects and training that will help structure viable aviation infrastructure projects and regulatory systems. Program activities will match the needs of Southeast Asia and the Pacific Island with the technical innovation of U.S. companies.

Deadline

Entities are invited to submit an initial proposal (not to exceed five pages) for civil aviation projects to USTDA, at seaacp@ustda.gov, no later than Monday, January 10, 2022, at 5:00pm EST.



Eligibility Criteria

USTDA accepts proposals to support infrastructure projects in the following Southeast Asian and Pacific Island countries: Fiji, Indonesia, Kiribati, Laos, Malaysia, Marshall Islands, Micronesia, Niue, Papua New Guinea, the Philippines, Samoa, Solomon Islands, Thailand, Timor-Leste, Tonga, Tuvalu, Vanuatu and Vietnam.

Please direct any country eligibility questions to USTDA prior to submitting an initial proposal.

USTDA accepts sole-source proposals from qualifying U.S. businesses that have partnered with eligible overseas projects sponsors. USTDA also accepts proposals directly from eligible overseas project sponsors and will support a competitive U.S. contractor selection process for projects that it has approved for funding.

For reference, [USTDA's Document Center](#) contains agreement templates, due diligence forms, template guidelines, and the Agency's nationality, source and origin requirements.

The availability of USTDA grant funds in a given country may be subject to limitations, based on the country's level of income, U.S. government restrictions on foreign assistance and other related policy considerations.

Initial Proposal Content and Evaluation Criteria

Initial proposals shall include a description of the infrastructure project, including the objectives and project location, and address criteria that USTDA will utilize to evaluate proposals and make programming decisions:

Potential for U.S. exports: Part of USTDA's dual mission is to help U.S. companies create jobs through the export of goods and services for priority infrastructure projects in emerging economies. Initial proposals shall describe the project's equipment and technology requirements, including its potential for exports of U.S. goods and services.

Potential for development impact: USTDA's project preparation activities develop sustainable infrastructure and foster economic growth in partner countries. USTDA helps communities utilize U.S. private sector expertise, integrate cutting-edge U.S. technologies, and drive public and private investment across the continent. Initial proposals shall describe the project's developmental impact potential. USTDA will evaluate proposals based on their potential to add passenger or cargo capacity, modernize airports, advance air traffic management, and/or build aviation capacity.



Potential for financing and implementation: Initial proposals shall describe the project's economic fundamentals and demonstrate how USTDA's grant funds will catalyze public/private investment and lead to new infrastructure capacity. Initial proposals will be evaluated on the project's potential to achieve financial close and implementation.

Project size: USTDA supports large-scale infrastructure projects. While there is no formal minimum or maximum for project size, projects generally are in the US \$20 million – \$500 million capital expenditure range. Initial proposals shall describe the anticipated size of the project.

Relevance to USTDA's Global Partnership for Climate-Smart Infrastructure: If applicable, describe how the project contributes to the development of low and zero-carbon emission as well as resilient transportation projects in emerging markets. Potential projects could include sustainable alternative fuels for aviation that meet rigorous international standards for quality and climate effectiveness, sustainable aviation including improved efficiency, weather forecasting and air traffic management, as well as intelligent transportation systems.

Strength of the project sponsor: Initial proposals shall describe the credentials, capability and commitment of the Southeast Asian/Pacific Island project sponsor and, where applicable, the expertise of the U.S. firm proposed to perform the project preparation work.

Implementation risks: Initial proposals shall describe potential risks associated with the successful implementation of the project, including legal and regulatory considerations, and economic, technology, political and other risk factors.

Terms of reference and budget: Initial proposals shall include an overview of the tasks needed to be carried out under the proposed feasibility study, technical assistance, pilot project or training, as well as an estimated budget.

Sector Information

Aviation Transportation: USTDA promotes mobility, safety and security in the transportation sector by enhancing flight safety, air navigation services, airport development and expansion, airport and airlines management, airport security and airspace capacity.



USTDA's mission involves promoting U.S. exports. The Agency is committed to assist in the protection of project developers' intellectual property, and any project proposals submitted to USTDA are protected from improper disclosure under U.S. law. Please note that proposals submitted by different developers may contain ideas for similar projects, and USTDA reserves the right to select proposals for further consideration without regard to potential competition or conflict with other similar project proposals.

For further information, please visit [our website](#) or contact seaacp@ustda.gov.