



U.S.-Southeast Asia Aviation Cooperation Program:

Call for Initial Proposals

The U.S. Trade and Development Agency connects the U.S. private sector to infrastructure projects in emerging markets. The Agency achieves its mission by funding feasibility studies, technical assistance, pilot projects, and partnership-building activities that integrate the innovation and expertise of U.S. companies.

In 2019, USTDA created the U.S.-Southeast Asia Aviation Cooperation Program (SEA ACP), a public-private partnership that aligns aviation stakeholders in the region with design programs that promote technical, policy and commercial cooperation. SEA ACP is industry-led and government-supported with cooperation from USTDA and some of its most prominent government partners: the U.S. Department of Transportation, Federal Aviation Administration, Transportation Security Administration and U.S. Department of Commerce.

Potential activities this USTDA initiative will support include grant-based feasibility studies, technical assistance, pilot projects and training that will help structure viable infrastructure projects. Program activities will match the needs of Southeast Asian countries with the technical innovation of U.S. companies. Countries of the Pacific Islands are also eligible.

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 11, 2021 at 5:00pm EST.

Eligibility Criteria

USTDA accepts proposals to support infrastructure projects in the following Southeast Asian countries: Indonesia, Laos, Malaysia, the Philippines, Thailand, Timor-Leste and Vietnam, as well as other eligible developing and middle-income countries throughout Southeast Asia and the Pacific Islands. Please direct any country eligibility questions to USTDA prior to submitting an initial proposal.

Teams comprised of qualifying U.S. businesses and eligible Southeast Asian or Pacific Islands project sponsors from the public or private sectors may submit proposals.



Eligible Southeast Asian or Pacific Islands project sponsors may also submit proposals, provided the sponsor intends to engage a U.S. business for the project preparation, but has not yet selected a business partner. If selected for funding, USTDA will assist these project sponsors to identify a U.S. business to conduct a mutually agreed scope of work.

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 development 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.

Strength of the project sponsor: Initial proposals shall describe the credentials, capability and commitment of the host country 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.