



## WORLD TRADE CENTER® DELAWARE

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at [cstone@wtcde.com](mailto:cstone@wtcde.com).

### **MAY 2024 LEADS**

#### **ENVIRONMENTAL TECHNOLOGY**

- **EL SALVADOR: Program for Strengthening the Water and Sanitation Sector in El Salvador**
  - El Salvador's Administracion Nacional de Acueductos y Alcantarillados (ANDA) has received financing from the Inter-American Development Bank (IDB) to fund the cost of the "Program for Strengthening the Water and Sanitation Sector in El Salvador" up to USD\$870,000.
  - Acquisition of Test Stations for Macrometers and Micrometers, Project ID ES-L1152: <https://www.iadb.org/en/whats-our-impact/ES-L1152>
  - Lic. Sara Guadalupe Chávez de Portillo, Public Procurement Unit Manager, [contrataciones.cp5577@anda.gob.sv](mailto:contrataciones.cp5577@anda.gob.sv) / [licitaciones@anda.gob.sv](mailto:licitaciones@anda.gob.sv) / [ucp.central@anda.gob.sv](mailto:ucp.central@anda.gob.sv)
  - Questions? Contact [daniela.portillo@trade.gov](mailto:daniela.portillo@trade.gov)
  
- **FIJI: Water Loss Reduction and Management for the Suva Nausori Water Supply System**
  - The Government of Fiji has received financing from the Asian Development Bank (ADB) (with co-financing from European Investment Bank (EIB) ) toward the cost of Urban Water Supply and Wastewater Management and Investment Program (Tranche 1).
  - The Water Authority of Fiji invites bids from eligible Bidders for the operation and maintenance, and Minor Works of Water Loss Reduction and Management for the Suva Nausori Water Supply System. The cost estimate of this package in the project procurement plan is USD\$25M.
  - For more information please refer to the contact in the IFB.
  - Tender Notice: <https://www.adb.org/sites/default/files/tenders/fij3512-g0531-wlrms-121-rev.pdf>
  - Questions? Contact [Losana.Mavaeao@trade.gov](mailto:Losana.Mavaeao@trade.gov)
  
- **GEORGIA: The First Waste Treatment Plant**

- The European Bank for Reconstruction and Development released a General Procurement Notice (GPN) for a Waste Treatment project in the country of Georgia
  - The Tbilsevice Group Ltd. Intends to set up the first waste treatment plant in Tbilisi, Georgia. The proposed plant shall consist of a material recovery facility and mechanical-biological treatment.
  - The project has an estimated total value of EUR 26,000,000.
  - Link to General Procurement Notice : <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=30492075>
  - EBRD Client Contact Information: David Bodokia, Tbilservice Group LLC, +995 32 2 619050, [dbodokia@gmail.com](mailto:dbodokia@gmail.com)
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) & [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **GEORGIA: EBRD-Financed Kvemo Kartli Solid Waste Project**
    - The project aims to introduce a modern solid waste management system covering the collection and EU-compliant disposal of municipal solid waste and is expected to provide major environmental and social benefits for approximately 300,000 people in the Kvemo Kartli region.
    - Based on updated scope, the EBRD financing is provided in two tranches: EUR 4.3 million from the original loan provided in 2015 and EUR 6 million from the loan increase provided in 2024.
    - Link to Project Details: <https://www.ebrd.com/work-with-us/projects/psd/kvemo-kartli-solid-waste-project.html>
    - Link to General Procurement Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=23623342>
    - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) & [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **JORDAN: Pre-Tender Announcement for Wadi Zarqa Wastewater Treatment Plant**
    - The Wadi Zarqa Wastewater Treatment Plant project, sponsored by the Ministry of Water and Irrigation in Jordan, seeks a contractor to Design, Build, and Operate (DBO) the country's second-largest wastewater treatment facility.
    - The total cost is \$262 million and involves financing from the European Investment Bank (EIB) in the form of soft loan (up to 75% of project cost), an intended grant financing of \$100 million from the United States Agency for International Development (USAID), and a local contribution of \$10.6 million for land acquisition from Government of Jordan (GOJ), with an expected award (close date) of November 2025.
    - The project is scheduled to be online in June 2028.
    - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
    - Questions? Contact [Lubna.Abdelhadi@trade.gov](mailto:Lubna.Abdelhadi@trade.gov)
- **KAZAKHSTAN: Pre-Tender Announcement for EBRD Financing for Wastewater Treatment Plant Modernization**

- The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to USD 105.7M . The financing will be used to improve the quality of wastewater and sewage sludge treatment in Aktobe, Kazakhstan.
  - EBRD client is Aqtobe Su-Energy Group JSC and project scope includes the installation of a 100,000 m3 capacity WWTP will utilize biogas fueled heat and electricity generation that will reduce odor and GHG emissions from wastewater treatment.
  - Project Summary Document: <https://www.ebrd.com/news/2024/ebrd-finances-largest-municipal-project-in-kazakhstan-to-date.html>
  - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
  - Questions?Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) & [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KOSOVO: Pre-Tender Announcement for EBRD Financing of €20M Waste Water Treatment Plant**
    - The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to EUR 20million to the state-owned utility company Regional Water Company Bifurkacioni in Kosovo. The financing will be used for the construction of a new wastewater treatment plant and improvements of the sewerage system in the city of Ferizaj and the surrounding areas.
    - More information about the project can be found in this press release: [www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html](http://www.ebrd.com/news/2023/ebrd-helps-improve-wastewater-management-in-kosovo.html)
    - The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54538.html](http://www.ebrd.com/work-with-us/projects/psd/54538.html)
    - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
    - Questions?Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) & [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **MEXICO: Wastewater Treatment Plant for Food & Dairy Company in Northern Mexico**
    - Design and /or construction of a wastewater treatment plant with treatment capacity of 45 liters per second, client is in the city of Durango, State of Durango.
    - The wastewater project aims to eliminate organic waste specifically with a biological oxygen demand (BOD) of 3,000 mg/L, chemical oxygen demand (COD) OF 30,000 MG/L and total suspended solids (TSS) of 9,000 mg/L but also to recover for reuse and utilize gas generation as an energy source.
    - Contact Jorge Mojica, General Manager, Diseno y Construcciones Tecnologicas (DICTSA) [jormojican@gmail.com](mailto:jormojican@gmail.com) or reach out to CS Mexico City contacts: Diana Leon, Construction Specialist, [diana.leon@trade.gov](mailto:diana.leon@trade.gov) or Francisco Ceron, Water Trade Specialist, [francisco.ceron@trade.gov](mailto:francisco.ceron@trade.gov)
- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Waste Water Treatment Plants**

- European Bank for Reconstruction and Development (EBRD) sovereign loan of up to EUR 12 million (MAD 130 million) to the Guelmim-Oued Noun Region of Morocco to finance investments aimed to improve drinking water supply for households in rural areas and to upgrade four existing Waste Water Treatment Plants, enabling the reuse of treated water for watering green spaces in the region.
  - In addition to the financing above, a Technical Cooperation package totaling EUR 1,650,000 will be provided. This will include dedicated support to the Region on implementation and monitoring to ensure effective project implementation as well as the development of a Green Cities Action Plan, which will include a gender and inclusion assessment.
  - Project Summary Document: [www.ebrd.com/work-with-us/projects/psd/54158.html](http://www.ebrd.com/work-with-us/projects/psd/54158.html)
  - Borrower Contact: Omar ABELADIM, [abeladim.omar@gmail.com](mailto:abeladim.omar@gmail.com), +212 52 87 70 113
  - Questions?  
Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **T Ü R K I Y E: Pre-Tender Announcemetrn for EBRD Financing of €35M Municipal and Environmental Infrastructure**
    - The European Bank for Reconstruction and Development (EBRD) intends to finance a municipal and environmental infrastructure project in Türkiye to support its Earthquake recovery efforts. The project will finance the rehabilitation, expansion and construction of six wastewater treatment plants ("WWTPs") and deep-sea discharge pipelines for three existing WWTPs.
    - Project Objectives: support the wastewater treatment capacity of the city of Mersin that is strained due to the sudden population increase caused by the migration received from the areas heavily impacted by the devastating earthquakes which hit 11 provinces in South-Eastern Türkiye on February 6, 2023.
    - Approval Date: Expected October 9, 2024
    - Project Summary Document: <https://www.ebrd.com/work-with-us/projects/psd/54894.html>
    - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
    - Questions?  
Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **UKRAINE: Pre-Tender Announcement for EBRD Financing of €10M Aging Water Supply and Treatment Infrastructure**
    - The European Bank for Reconstruction and Development (EBRD) will provide a loan of up to EUR 10million to the city of Mykolayiv, Ukraine (Communal Enterprise Mykolayivvodokanal) to rehabilitate its aging water supply and treatment infrastructure.
    - The overall project cost is EUR 33million and involves EBRD financing, grants, and local contributions. The proceeds of the loan and grant funds will finance

- (i) rebuilding of preliminary treatment unit at Dnipro water intake, including installation of new microfilters,
  - (ii) replacement of rotating screens at the Dnipro water intake preliminary treatment unit,
  - (iii) renovation of pumping station 1, including building repairs, replacement of pumps and control equipment and
  - (iv) replacement of priority steel pipelines within the water distribution network.
- The local co-financing will cover:
    - (i) renovation of pumping station 0, including building repairs, replacement of pumps and control equipment and
    - (ii) renovation of electrical transformer substation.
  - The Project Summary Document (PSD) for this project can be found here: [www.ebrd.com/work-with-us/projects/psd/54575.html](http://www.ebrd.com/work-with-us/projects/psd/54575.html)
  - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) & [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)