

# INTERNATIONAL TRADE ADMINISTRATION



## **BUDGET ESTIMATES**

FISCAL YEAR 2022

**CONGRESSIONAL SUBMISSION**

**PRIVILEGED**

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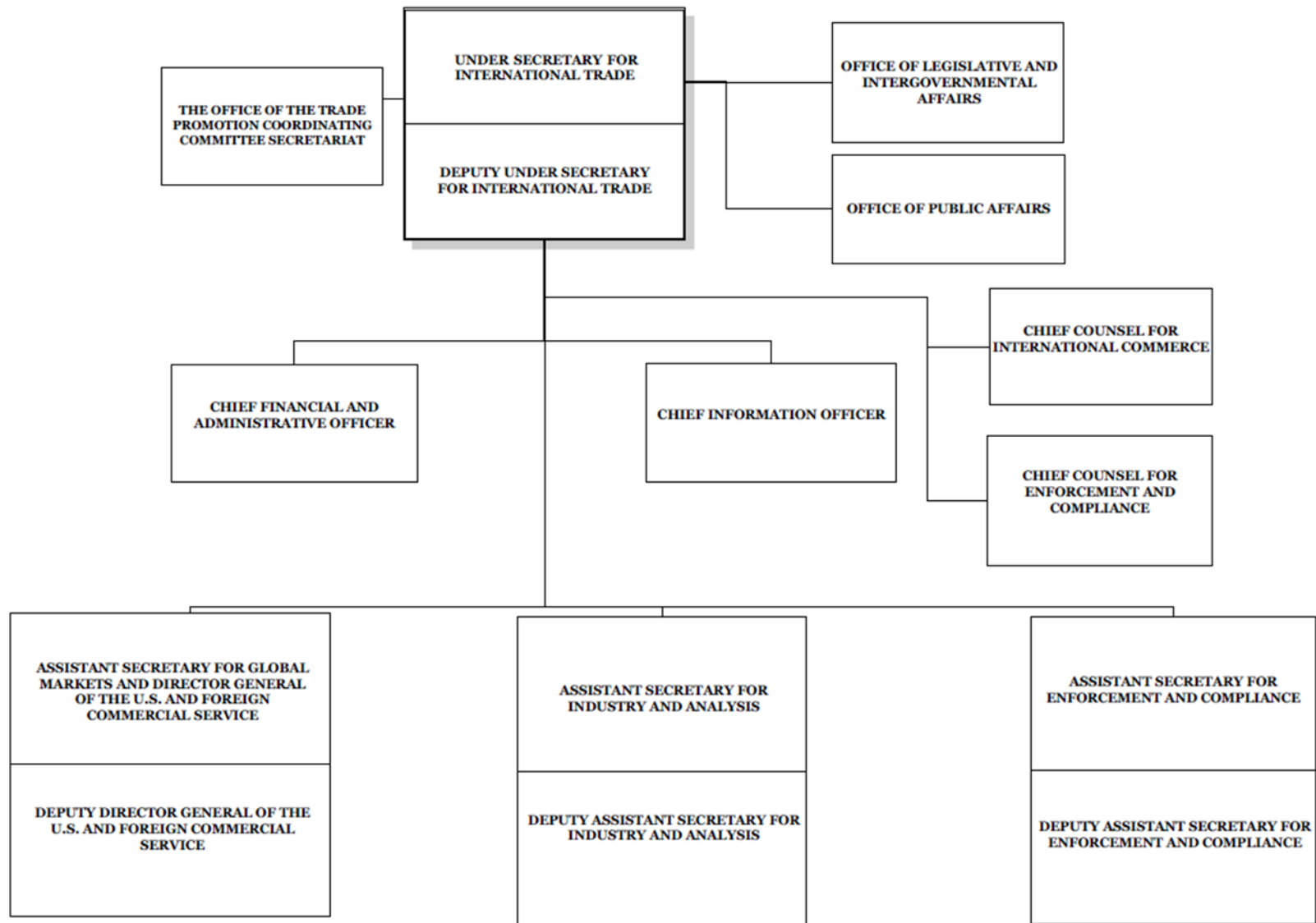


**DEPARTMENT OF COMMERCE  
INTERNATIONAL TRADE ADMINISTRATION  
Budget Estimates, Fiscal Year 2022  
Congressional Submission  
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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION**



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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Budget Estimates, Fiscal Year 2022**  
Executive Summary

Free and fair trade is critical to the economy and the strategic position of the United States. The International Trade Administration (ITA)'s mission is to create prosperity by strengthening the international competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements. For Fiscal Year (FY) 2022, ITA proposes a budget of \$559,315,000 to support its mission. This represents an increase of \$29,315,000 from the FY 2021 President's Budget. ITA plays a critical role implementing the President's trade and investment agenda and helping U.S. companies overcome the challenges they face abroad. ITA is uniquely able to leverage its network of industry, regional, and issue expertise strategically located with a presence in 118 international and 106 U.S. locations plus Washington, D.C. to eliminate foreign trade barriers, negotiate fair trade deals, ensure compliance with trade laws and agreements, expand opportunities for U.S. exports, and promote foreign investment to the United States.

ITA's mission is particularly important now as the United States continues to recover from the impacts of the COVID-19 pandemic. U.S. exports will be a key contributor to U.S. economic recovery as they supported 10.7 million U.S. jobs in 2019, with each billion dollars of exports estimated to support 5,095 jobs. In addition, ITA facilitated \$17.7 billion in foreign direct investment into the United States in FY 2020, supporting more than 14,063 American jobs. Global supply chains have also been greatly impacted by the global pandemic, disrupting the flow of international trade. ITA is contributing to the U.S. Government's efforts to identify and address supply chain vulnerabilities that were exacerbated by the COVID-19 pandemic.

ITA's work promotes fair and reciprocal trade through removal of trade barriers and enforcement of international agreements, expanding U.S. exports and growing the American economy. Today, there is foreign competition in virtually every industry, challenging U.S. firms to keep up with both domestic and foreign competitors in rapidly changing markets and sectors. In addition, trade barriers and unfair foreign trade practices have a significant impact on U.S. businesses. ITA recognizes these barriers and unfair practices must be addressed if U.S. companies and workers are to succeed internationally and support the American economy and workers across the country. ITA is committed also to combatting foreign government intervention in the form of preferential financing, import bans, and public procurement preferences that hurt U.S. industry, small businesses, and workers.

From a national economic security perspective, ITA continues to lead interagency efforts and work collaboratively with the rest of the Department of Commerce to counter the threats posed by China through industry specific analysis, trade law enforcement and compliance, trade and investment promotion, bilateral and multilateral commercial diplomacy, national security reviews of acquisitions, and efforts to incentivize the reshoring of important and strategic supply chains.

Rising global competition and unfair trade practices have also resulted in a historic rise in the number of filings of antidumping and countervailing duty petitions, as U.S. industries increasingly seek relief from unfairly traded imports. ITA will therefore continue to effectively manage its historic

workload to ensure the rigorous enforcement of U.S. trade remedy laws that provide relief to American businesses, farmers and workers injured by imported products that are sold at dumped prices or at prices that reflect foreign government subsidies.

This request also includes an additional \$5.0 million on top of the \$3.0 million ITA received in FY 2021 Enacted for Section 232 activities to sustain ITA's role in support of the Bureau of Industry and Security in analyzing the growing number of exclusion requests from Section 232 duties on imported steel and aluminum products. ITA will provide staff and product experts to examine duty exclusion requests and domestic industry objections and provide recommendations to BIS whether to grant or deny contested Section 232 exclusion requests for steel and aluminum products.

ITA will continue to conduct the Survey of International Air Travelers (SIAT), which provides critical data to calculate the balance of payments for the U.S. Bureau of Economic Analysis and critical market intelligence for industry to increase travel and tourism exports. To improve the utility of the data collected, the FY 2022 President's Budget provides an additional \$3.1 million in funding to (1) support the current sample size of the SIAT; (2) collect data in non-traditional, non-urban markets not usually covered by the SIAT, allowing ITA to assist smaller states and destinations with market Intelligence; and (3) provide additional data required by the U.S. Government and stakeholders to design economic programs to help the travel and tourism industry recover from the economic impacts of the COVID-19 pandemic.

#### **Performance:**

The effectiveness of ITA investments is assessed using numerous internal and external performance measures including the Government Performance and Results Act (GPRA) goals. These efforts have been institutionalized in ITA operations to maintain quality control and use objective methods to assess ITA performance. For current performance please see the FY 2020 Performance Plan and Report.

#### **Adjustments:**

##### *Inflationary Adjustments*

ITA's FY 2022 Base includes a total of \$21,210,000 to account for the full funding requirement for inflationary adjustments to current programs for ITA activities. This includes the estimated annualization of the 2021 civilian pay raise of 2.7 percent as well as inflationary increases for labor and non-labor activities, including benefits, service contracts, utilities, field office lease payments, and rent charges from the General Services Administration (GSA).

##### *Technical Transfer:*

The Department of Commerce (DOC) is proposing to transfer two projects and funding out of the Working Capital Fund and the Advances and Reimbursable account to the Departmental Management Salaries and Expense account as part of its annual review to properly align and account programs and costs. This transfer executes the International Trade Administration portion of the DOC transfer. For more information regarding the specific projects and funding transfers for the Department of Commerce please refer to Exhibit 3 of the Departmental Management FY 2022 President's Budget.



**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**TRANSFER CHANGE DETAIL 2022 OBJECT CLASS**  
(Direct Obligations amounts in thousands)

Activity: Operations and Administration  
Subactivity: ITA Transfer to Departmental Management Salaries and Expenses Account

	2021 Enacted	2022 Transfer	2022 Base
11.1 Full-time permanent compensation	0	0	0
11.3 Other than full-time permanent	0	0	0
11.5 Other personnel compensation	0	0	0
11.8 Special personnel services payments	0	0	0
11.9 Total personnel compensation	0	0	0
12 Civilian personnel benefits	0	0	0
13 Benefits for former personnel	0	0	0
21 Travel and transportation of persons	0	0	0
22 Transportation of things	0	0	0
23 Rent, communications, and utilities	0	0	0
23.1 Rental payments to GSA	0	0	0
23.2 Rental Payments to others	0	0	0
23.3 Communications, utilities and misc. charges	0	0	0
24 Printing and reproduction	0	0	0
25.1 Advisory and assistance services	0	0	0
25.2 Other services from non-Federal sources	0	0	0
25.3 Other goods and services from Federal sources	107,235	(26)	(26)
25.4 Operation and maintenance of facilities	0	0	0
25.5 Research and development contracts	0	0	0
25.6 Medical care	0	0	0
25.7 Operation and maintenance of equipment	0	0	0
25.8 Subsistence and support of persons	0	0	0
26 Supplies and materials	0	0	0
31 Equipment	0	0	0
32 Lands and structures	0	0	0
33 Investments and loans	0	0	0
41 Grants, subsidies and contributions	0	0	0
42 Insurance claims and indemnities	0	0	0
43 Interest and dividends	0	0	0
44 Refunds	0	0	0
99 Total obligations	107,235	(26)	(26)

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**FY 2022 PROGRAM INCREASES / DECREASES / TERMINATIONS**

(Dollar amounts in thousands)  
(2022 Appropriation, Largest to Smallest)

**Increases**

Page No In CJ	Appropriations	Budget Program	Title of Increase	Positions	Budget Authority
ITA - 49	Operations and Administration	Enforcement and Compliance	Steel & Aluminum Exclusion Requests Review Program Section 232	0	\$5,000
ITA - 31	Operations and Administration	Industry and Analysis	Survey of International Air Travelers	1	3,131
Total, Increases				1	\$8,131

**Decreases**

None

**Terminations**

None

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**FY 2022 TRANSFER SUMMARY TABLE**

(Dollar amounts in thousands)  
 (By Appropriation, Largest to Smallest)

Page No In CJ	Budget Program	Appropriations	Title of Transfer	Positions	Budget Authority
ITA - 5	International Trade Administration	Operations and Administration	Departmental Management Salaries and Expenses Account	0	(26)
Total, Transfers				0	(26)

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**SUMMARY OF RESOURCE REQUIREMENTS**  
(Dollar amounts in thousands)

	Positions	FTE	Budget Authority	Direct Obligations
Appropriation Available, 2021	2,144	1,531	530,000	535,438
2022 Adjustments to Base				
Plus: Change in unobligated balance, start of year	0	0	0	(5,438)
Plus: Inflationary adjustments to base	0	0	21,210	21,210
Less: Technical Transfer	0	0	(26)	(26)
2022 Base	2,144	1,531	551,184	551,184
Plus: 2022 Program changes	1	1	8,131	8,131
2022 Estimate	2,145	1,532	559,315	559,315

Comparison 2022 activity /subactivity with totals 2022			2020		2021		2022		2022		Increase/Decrease	
			Actual		Enacted		Base		Estimate		from 2022 Base	
			Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
ITA - 19	Industry and Analysis	Pos./BA	213	62,450	243	66,024	243	68,980	244	72,111	1	3,131
		FTE/Obl	202	63,257	212	66,159	212	68,980	213	72,111	1	3,131
ITA - 37	Enforcement and Compliance	Pos./BA	353	91,800	368	99,203	368	105,569	368	110,569	0	5,000
		FTE/Obl	337	101,107	353	99,796	353	105,569	353	110,569	0	5,000
ITA - 53	Global Markets	Pos./BA	1,343	333,000	1,422	340,750	1,422	351,328	1,422	351,328	0	0
		FTE/Obl	845	338,838	856	345,344	856	351,328	856	351,328	0	0
ITA - 67	Executive Direction and Administration	Pos./BA	98	23,000	111	24,023	111	25,307	111	25,307	0	0
		FTE/Obl	94	22,835	110	24,139	110	25,307	110	25,307	0	0
	Total	Pos./BA	2,000	510,250	2,144	530,000	2,144	551,184	2,145	559,315	1	8,131
		FTE/Obl	1,478	526,037	1,531	535,438	1,531	551,184	1,532	559,315	1	8,131
Adjustments for												
	Recoveries			(14,658)								
	Unobligated balance, start of year			(7,861)		5,438						
	Unobligated balance transferred			0								
	Unobligated balance, end of year			5,438								

Unobligated balance expiring	1,294				
Financing from transfers					
Transfer from other accounts (-)	0	0	0	0	
Transfer to other accounts (+)	0	0	0	0	
Appropriation	510,250	530,000	551,184	559,315	8,131



**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**SUMMARY OF REIMBURSABLE OBLIGATIONS**  
(Dollar amounts in thousands)

Comparison by activity		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	11	5,300	11	5,300	11	5,300	11	5,300	0	0
	FTE/Obl.	8	5,300	8	5,300	8	5,300	8	5,300	0	0
Enforcement and Compliance	Pos./BA	0	41	0	41	0	41	0	41	0	0
	FTE/Obl.	0	41	0	41	0	41	0	41	0	0
Global Markets	Pos./BA	36	22,236	36	22,236	36	22,236	36	22,236	0	0
	FTE/Obl.	23	22,236	23	22,236	23	22,236	23	22,236	0	0
Executive Direction and Administration	Pos./BA	1	789	1	789	1	789	1	789	0	0
	FTE/Obl.	1	789	1	789	1	789	1	789	0	0
Total	Pos./BA	48	28,366	48	28,366	48	28,366	48	28,366	0	0
	FTE/Obl.	32	28,366	32	28,366	32	28,366	32	28,366	0	0

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**SUMMARY OF FINANCING**  
(Dollar amounts in thousands)

	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
Total Obligations	526,037	535,438	551,184	559,315	8,131
Offsetting collections from:					
Federal funds	(17,366)	(17,366)	(37,366)	(37,366)	0
Trust funds					
Non-Federal Sources	(11,000)	(11,102)	(11,000)	(11,000)	0
Recoveries	(14,658)				
Unobligated balance, start of year	(7,861)	5,438	0	0	0
Unobligated balance, transferred	0	0	0	0	0
Unobligated balance, end of year	5,438	0	0	0	0
Unobligated balance, expiring	1,294	0	0	0	0
Budget Authority	510,250	530,000	551,184	559,315	8,131
Financing:					
Transfer from other accounts (-)	0	0	0	0	0
Transfer to other accounts (+)	0	0	0	0	0
Appropriation	510,250	530,000	551,184	559,315	8,131

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**ADJUSTMENTS TO BASE**  
(Dollar amounts in thousands)

	Positions	Amount
Adjustments		
Technical Transfer: ITA Transfer to Departmental Management		(26)
<b>Other Changes</b>		
2021 Pay raise		1,676
2022 Pay raise		5,222
Awards		797
Full-year cost in 2022 of positions financed for part-year in 2021	6	207
Change in compensable days		0
Civil Service Retirement System (CSRS)		54
Federal Employees Retirement System (FERS)		973
Thrift Savings Plan		2,823
Federal Insurance Contribution Act (FICA) – OASDI		2
Health Insurance		463
Employees Compensation Fund		(2)
Travel:		
Mileage		(1)
Per Diem		54
Rental payments to GSA		(416)
GSA Furniture and IT Program (FIT)		2,161
Postage (Included in GPL adjustment)		0
Working Capital Fund, Departmental Management		1,328
National Archives and Records Administration (NARA)		(2)
General Pricing Level (GPL) Adjustment		1,594
Continuous Diagnostics and Mitigation Charges		91
Enterprise Services		316
Telecommunications Services – Enterprise Infrastructure Services (EIS)		(225)
HCHB Utilities		0
Commerce Business System (CBS)		38
Federal Protective Service		92
ICASS		1,640
CSCSP/MCSP		325
Subtotal, other changes	6	21,210
Total, adjustments to base	6	21,184

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Industry and Analysis

Line Item		2020		2021		2022		2022		Increase/Decrease	
		Actual		Enacted		Base		Estimate		from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	213	62,450	243	66,024	243	68,980	244	72,111	1	3,131
	FTE/Obl	202	63,257	212	66,159	212	68,980	213	72,111	1	3,131
Total	Pos./BA	213	62,450	243	66,024	243	68,980	244	72,111	1	3,131
	FTE/Obl	202	63,257	212	66,159	212	68,980	213	72,111	1	3,131

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**PROGRAM AND PERFORMANCE: REIMBURSABLE OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Industry and Analysis

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	11	3,536	13	3,638	13	3,638	13	3,638	0	0
	FTE/Obl.	8	3,536	10	3,638	10	3,638	10	3,638	0	0
Activities Supported by Federal Sources (Reimbursable)	Pos./BA	0	1,764	0	1,764	0	1,764	0	1,764	0	0
	FTE/Obl.	0	1,764	0	1,764	0	1,764	0	1,764	0	0
Total	Pos./BA	11	5,300	13	5,402	13	5,402	13	5,402	0	0
	FTE/Obl.	8	5,300	10	5,402	10	5,402	10	5,402	0	0

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**JUSTIFICATION OF PROGRAM AND PERFORMANCE**  
(Dollar amounts in thousands)

Activity: Industry and Analysis

Goal Statement

Industry and Analysis's (I&A) mission is to ensure fair competition in international trade for U.S. firms and workers and to strengthen the export capabilities of U.S. businesses. With its sector experts and analytical capacity, I&A works across Commerce, the rest of the U.S. Government (USG), and U.S. industry to protect and enhance the competitive position of U.S. business in an increasingly global marketplace.

Base Program

I&A's workforce of trade specialists, business and industry specialists, and economists provide unique sectoral and analytical expertise that supports U.S. government efforts to protect U.S. businesses and help them grow their exports. Their specialized knowledge across a broad range of sectors, policy programs, and economic activity is specifically tailored to inform decisions across the government, from trade negotiations, to trade enforcement, to investment and national security. I&A has also created data tools specifically designed to support our analytic work in trade and competitiveness. As a result, I&A analyses and data programs cannot be found in the private sector or in any other agency. In addition to providing internal analysis, I&A also makes data, analytical tools, and market intelligence easily accessible to external decision-makers in the private sector and in government. I&A analysis and data are used by individual firms, industry associations, internal stakeholders, other U.S. government agencies (e.g., the Departments of State, Transportation, and Homeland Security), and the White House (including the Office of the U.S. Trade Representative).

Many of the U.S. government's efforts to improve U.S. competitiveness rely on I&A's analysis. I&A sectoral and analytical capabilities are used to support trade negotiations; to analyze supply chain vulnerabilities under President Biden's executive order (EO 14017); to analyze domestic production as part of the Miscellaneous Tariff Bill process; to execute required sector reviews for Section 232 of the Trade Expansion Act of 1962 (19 U.S.C. §1862) (Section 232 exclusion cases); to evaluate remedies proposed to address industry injury under Section 201 of the Trade Act of 1974 (19 U.S.C. §2251) (Section 201 cases); to conduct national security reviews as a statutory member of the Committee on Foreign Investment in the United States (CFIUS), where ITA intends to spend \$2.9 million in support of 12 positions in FY 2022; and to provide information on potential harm to domestic industry as part of Free Trade Zone application reviews. I&A expertise is also sought in U.S. government policy discussions on critical sectors such as fifth generation (5G), semiconductors, critical minerals, autos, space, civil nuclear, biotechnology, and digital trade. Most recently, I&A's expertise has been sought to inform government-wide discussions on how the United States should respond to international supply chain vulnerabilities that came to light during the COVID-19 crisis. I&A also works with other ITA units on efforts to engage with foreign governments on issues impacting U.S. firms and to educate industry on export markets.

I&A contains four subunits focused on sectors and one subunit focused on economic analysis and cross-cutting trade issues. I&A also executes a collection of trade programs for U.S. firms at the I&A level. Some of I&A's programs meet the needs of specific sectors such as textiles and apparel, travel and tourism, and energy and environmental goods. This includes the Survey of International Air Travelers, an original travel data series produced by I&A's National Travel and Tourism Office. Other programs cut across various industries, such as the U.S.-EU Privacy Shield, the U.S.-Swiss Privacy Shield, and the Export Trading Company Act. I&A's largest asset category is employee expertise, which must be maintained through both training and interaction with stakeholders in the private sector. Delivery of I&A products and services is dependent on reliable secure information technology platforms for research and analysis and for dissemination.

### Statement of Operating Objectives

#### **Schedule and Milestones**

FY 2022–2026

- Provide economic modeling for trade, enforcement, and competitiveness policy options.
- Provide sector analysis for trade, enforcement, and competitiveness policy options.
- Engage with foreign governments to remove barriers to U.S. exports for services and manufactured goods.
- Engage with U.S. industry to promote U.S. exports for services and manufactured goods.
- Engage with U.S. industry to support domestic competitiveness for services and manufactured goods.
- Coordinate Department of Commerce-wide input for the Committee on Foreign Investment in the United States (CFIUS).
- Coordinate U.S. government policy for travel and tourism exports.
- Renegotiate and then administer the U.S.-EU and U.S. Swiss Privacy Shield Programs, which enable data transfers between those markets and the United States.
- Administer the Industry Trade Advisory Committee program, which enables U.S. industry input into trade negotiations.
- Administer the Export Trade Certificate of Review program, which enables firms to collaborate on export activities.
- Administer the provisions of U.S. trade agreements for textiles and apparel and trade preference programs for textiles and apparel.
- Administer the formal dispute settlement process under 14 current free trade agreements.

**Deliverables**

- Provide domestic production information to the U.S. International Trade Commission for Miscellaneous Tariff Bills.
- Maintain and improve trade data tools for U.S. exporters, such as Trade Stats Express, the Market Diversification Tool, and the Free Trade Agreement Tariff Tool.
- Maintain and improve Stopfakes.gov, which provides exporter information on protecting intellectual property.
- Produce Top Markets Reports and other information and data products for targeted services and manufactured goods.
- Produce trade and economic data products such as the longest publicly-available time series of detailed U.S. merchandise trade statistics, metropolitan area export data, and a suite of “*Jobs Supported by Exports*” products.
- Produce inputs for sectoral and cross-cutting chapters of trade agreements.
- Annual Conflict Minerals Smelter report mandated in the 2010 Dodd–Frank Wall Street Reform and Consumer Protection Act
- Conduct the Survey of International Air Travelers (SIAT), which provides critical data to calculate the balance of payments for the U.S. Bureau of Economic Analysis (BEA) and critical market intelligence for industry to increase travel and tourism exports. SIAT data includes demographic and psychographic data collected from overseas visitors to the United States.
- Interpret and disseminate full suite of interconnected travel and tourism data that provide critical market intelligence. SIAT data are one component of this overall suite of programs utilized on a monthly basis by the Department of Homeland Security (DHS), Department of State, Centers for Disease Control and Prevention (CDC), BEA and the private sector.

Explanation and Justification

Line Item	2020 Actual		2021 Enacted		2022 Base	
	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	213 62,450	243 66,024	243 68,980		
	FTE/Obl	202 63,257	212 66,159	212 68,980		

In FY 2020, I&A continued to support its CFIUS coordinator role by hiring 12 new CFIUS staff to support FIRRMA implementation, which took place in February 2020. I&A also hired additional sector specialists and economists to fulfill growing mandatory requirements such as CFIUS and Miscellaneous Tariff Bill reviews. I&A drafted the Commerce Department’s Miscellaneous Tariff Bill report, which covered 3,496 petitions compared to 2,592 in 2016-2017. This is an increase of 35 percent from the previous cycle. I&A continued to cover emerging sectors crucial to U.S. long-term competitiveness such as 5G, advanced manufacturing, digital trade, and blockchain. I&A also provided information on industry supply chains to support the administration’s response to COVID-19.

In FY 2021, I&A continued to implement the United States–Mexico–Canada Agreement (USMCA), which requires that the Trade Agreement Secretariat (TAS) establish an electronic filing system for trade agreement dispute cases. USMCA is also expected to increase the number of dispute cases filed in the TAS, resulting in increased administrative costs for I&A. I&A’s National Travel and Tourism Office worked with the Travel and Tourism Advisory Board on

recommendations to help the industry recover from the COVID-19 crisis. SIAT collections were interrupted for several months due to COVID-19 but are slowly being resumed at airports. I&A began supporting a new set of Market Development Cooperator Program agreements for the first time since 2016. I&A continued to manage high demand for analytical work (1) to address supply chain imbalances that impact national security and economic competitiveness, (2) to address and counter U.S. trading partners' retaliatory actions, (3) to maintain support for ITA and other agencies with data analytics and sectoral expertise in trade compliance and export promotion work. In 2022, I&A will continue to work on these activities.

I&A maintains the following programs to accomplish these and other mission critical activities:

**Office of the Assistant Secretary (OAS):** OAS provides direction and policy guidance to I&A's five Deputy Assistant Secretaries and is responsible for general administrative management and oversight of I&A programs. OAS provides strategic guidance on analytical work conducted by I&A. OAS also houses several cross-cutting programs that it administers on behalf of ITA and other U.S. government agencies.

- **Trade Agreement Secretariat (TAS):** TAS is responsible for the fair and impartial administration of dispute settlement provisions under all U.S. free trade agreements (FTAs).
- **Market Development Cooperator Program (MDCP):** OAS administers MDCP awards on behalf of I&A. This program establishes cooperative agreements between ITA and non-profit industry groups like trade associations to support projects that help U.S. companies to compete in international markets. On average, MDCP projects generate \$334 in exports for every \$1 invested.
- **Industry Trade Advisory Committees (ITACs):** OAS administers the ITAC program on behalf of the Secretary of Commerce and the United States Trade Representative (USTR). The 14 ITACs are part of the USTR-led trade advisory committee system. They provide detailed policy and technical advice and recommendations regarding trade barriers, negotiations of trade agreements, and implementation of existing trade agreements; and perform other advisory functions relevant to U.S. trade policy matters.

**Trade Policy and Analysis (TP&A):** TP&A provides data, analysis, recommendations and engagement on trade policy issues affecting U.S. industry competitiveness in a global setting. TP&A also develops, maintains, and supports tools used by the private sector, state and local governments, and other federal agencies that enable decision-making. A sampling of TP&A activities includes:

- **Cross-Sectoral Policy Analysis:** TP&A provides analysis on standards development, intellectual property, trade law compliance, tariffs, government procurement and rules of origin to inform policymakers in the federal government and in the private sector.
- **Economic Analysis:** TP&A provides in-depth economic analysis and economic modeling on a wide-variety of trade related issues including Section 232 investigations, Section 201 and Section 301 actions, removal of foreign trade barriers, and the downstream effects of trade actions.
- **Data & Data Tools:** TP&A creates and makes publicly available, in coordination with other Commerce agencies, unique data series (metropolitan export data, jobs supported by exports, exporter database). It also develops and maintains I&A's external trade data tools, including TradeStats Express, the FTA Tariff Tool, and the Market Diversification Tool.
- **Commerce CFIUS Coordinator:** TP&A coordinates the Department of Commerce's participation in CFIUS national security reviews of transactions involving the acquisition of U.S. companies by foreign firms.
- **IPR Outreach and Toolkits:** TP&A manages the STOPfakes Roadshows that deliver critically important information about intellectual property protection and enforcement to U.S. small and medium enterprises. TP&A also maintains the Stopfakes.gov website, which houses industry-specific toolkits and country snapshots providing information on intellectual property protections.

- **Standards:** TP&A is the principal ITA advisor on standards issues and leads a 200-member team that helps experts across ITA identify and resolve standards trade barriers faced by U.S. exporters. TP&A also provides training and support to the Standards Attaché program operated by the Foreign Commercial Service.

**Manufacturing:** The Manufacturing unit provides specialized sectoral and analytical expertise that underpins the U.S. government's trade and competitiveness objectives for manufactured goods in transportation and machinery products, health and information technologies, and energy and environmental industries. A sampling of Manufacturing recent activities includes:

- **Fifth Generation (5G) Wireless Technology Initiative:** Manufacturing leads a strategic initiative to support and promote the competitiveness of U.S. companies in international markets for 5G wireless technology.
- **Semiconductor Initiative:** Manufacturing's policy expertise on semiconductors has been critical to shaping the executive branch's approach to the industry since 2015 when we led interagency efforts on the development and implementation of the National Semiconductor Leadership Strategy.
- **Asia-Pacific Economic Cooperation (APEC) Cybersecurity Workstream:** Manufacturing received funding from State-USAID for a five-year (2019-2024) APEC workstream focused on cybersecurity policy and standards to support U.S. competitiveness in the ICT sector. The team has implemented two cybersecurity and Internet of Things (IoT) security engagements, with a third planned for 2021.
- **APEC Telehealth Workstream:** Manufacturing is implementing a 3-year (2020-2023) APEC workstream, "Empowering Telehealth Solutions Across APEC" to promote resilient health streams in the wake of COVID-19, highlight strength and ingenuity of U.S. telehealth technologies, and shape regulatory environments in APEC economies to provide greater opportunity for U.S. companies. The team received funding from State-USAID for 3 years of work.
- **Conventional Arms Transfer Policy:** Manufacturing was part of the interagency team that developed this new policy, issued in April 2019. Manufacturing is currently implementing tasks assigned to ITA under the new policy.

**Textiles, Consumer Goods, and Materials (TCGM):** The TCGM unit provides specialized sectoral and analytical expertise that underpins the U.S. government's trade and competitiveness objectives for manufactured goods in textiles, apparel, footwear, processed foods, wine and spirits, recreational transportation, safety and security equipment, chemicals, building materials, forest products, metals, and composites. A sampling of TCGM's activities includes:

- **Implementation of Textile Agreements:** TCGM is responsible for matters affecting textile trade policy; supervising the implementation of certain textile and apparel provisions in Free Trade Agreements and preference programs, such as AGOA; and coordinating efforts to combat illegal textile and apparel transshipment. TCGM's Deputy Assistant Secretary chairs the Committee for the Implementation of Textile Agreements (CITA) that includes USTR, Treasury, State, and Labor, which are integral to developing and implementing textile trade policy.
- **Smart Fabrics Summit:** TCGM is collaborating with industry on the fourth Smart Fabrics Summit in 2022. The Summit will encourage U.S. manufacturing and trade in advanced technical fabrics for use in the defense, construction, infrastructure, health, and fashion industries.
- **Asia-Pacific Economic Cooperation (APEC) Food Safety Initiative:** TCGM administers a public-private partnership in APEC on food safety capacity building and trade facilitation. The Food Safety Cooperation Forum receives funding from State, USAID, and the United States Trade and Development Agency.

- **Critical Minerals:** TCGM coordinates the Department's participation in the implementation of the *Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals*, especially activities that ensure international trade and cooperation related to critical minerals. These activities enhance national and economic security and U.S. global competitiveness.
- **Data Collection and Analysis:** TCGM collects, analyzes, and publishes data on textile and apparel trade and employment. It also collects and analyzes data for the Department of Defense on consumption of critical and strategic materials in the defense industrial base.

**Services:** The Services unit works to address impediments to the global flows of finance, services, goods, and people—as well as the cross-border data flows underpinning them all—that enable U.S. exports in virtually every industry. A sampling of Services activities includes:

- **Privacy Shield:** Renegotiating, and then administering, the EU-U.S. and Swiss-U.S. Privacy Shield Frameworks that allowed over 5000 U.S. companies to securely transfer personal data from Europe to the United States in support of the \$7.1 trillion transatlantic economic relationship. More than 70 percent of Privacy Shield clients are small and medium enterprises.
- **APEC Cross Border Privacy Rules (CBPR) System:** Leading the U.S. Government's administration of the APEC CBPR system. The CBPR mechanism facilitates cross border data flows and promotes internationally recognized data protection best practices. I&A received support from USAID, the State Department, and APEC to work on this issue.
- **Digital Trade Negotiations:** Providing industry-grounded expertise on digital trade negotiations in bilateral and multilateral fora, including the WTO. I&A's knowledge contributed to several advances in the digital trade chapter in the U.S.-Mexico-Canada Agreement. I&A also advocates on digital services tax issues, which have been proposed in several countries and could have a negative impact on U.S. industry.
- **Supply Chain Competitiveness:** Collaborating with industry stakeholders, other U.S. Government agencies and international partners to enhance the competitiveness of the U.S. supply chain and to improve supply chain recovery and resiliency critical to the health and safety of American citizens and the economic security of the United States.
- **Trade and Development Finance:** Supporting the Department's engagement with the Export-Import Bank and the International Development Finance Corporation, including the Secretary of Commerce role as a member of the relevant boards.
- **Blockchain Competitiveness:** Leading ITA's initiative to promote global U.S. blockchain competitiveness (with a particular focus on the insurance, trade finance, and supply chain industries) and leading discussions with industry, U.S. and foreign policymakers, and multilateral institutions.
- **Financial Services Market Access:** Managing ITA's effort to ensure financial services, insurance, and private pensions market access including engagement in bilateral and multilateral trade discussions, leading the U.S. delegation to the Organization for Economic Cooperation and Development Insurance and Private Pensions Committee, and catalyzing multiple interagency efforts to ensure a level playing field for U.S. financial services firms competing around the world.

**National Travel and Tourism Office (NTTO):** ITA is the lead agency and primary point of contact for travel and tourism (T&T) within the federal government. The agency is responsible for ensuring data for private- and public-sector decision-making, representing economic interests in national security discussions, and coordinating private-sector input and interagency progress on the National Travel and Tourism Strategy. NTTO also supports the Secretary of Commerce in her role as chair of the Tourism Policy Council, which was established by law to coordinate national policies related to travel and tourism.



- **Travel and Tourism Trade Data:** NTTO is responsible for collecting, analyzing, and disseminating international travel and tourism statistics for the United States. T&T is the nation's largest services sector – representing 30 percent of U.S. services exports and 10 percent of all U.S. exports in 2019 (goods and services).
- **Survey of International Air Travelers (SIAT):** NTTO conducts the Survey of International Air Travelers as a key component of its statistical system to comply with requirements of the National Tourism Organization Act of 1996 that states Commerce is to collect and publish comprehensive international travel and tourism statistics and other marketing information. These data are used by the Bureau of Economic Analysis to calculate the balance of payments and by ITA to provide critical market intelligence to enable the private sector to target international markets and develop products that will grow travel and tourism exports. These data are also used to inform national security policy.
- **Corporation for Travel Promotion (d/b/a Brand USA):** Brand USA is the nation's destination marketing organization. The Secretary of Commerce appoints the Board of Directors and approves Brand USA's annual objectives in consultation with the Secretary of State and the Secretary of Homeland Security. DOC is the primary U.S. government liaison to Brand USA.
- **U.S. Travel and Tourism Advisory Board (TTAB):** This CEO-level private sector board works with stakeholders represented by the membership and provides advice to the Secretary of Commerce on public policy and programs to address current and emerging issues in the travel and tourism sector, ensuring regular contact between the government and industry.

I&A statutory authority includes:

- Tariff Act of 1930
- Export Trading Company Act of 1982 P.L. 97-290
- American Manufacturing Competitiveness Act of 2016 (P.L. 114-159)
- Trade Expansion Act of 1962 (19 U.S.C. §1862) (Section 232 exclusion cases)
- Market Development Cooperator Program (15 USC 4723)
- Travel Promotion Act of 2009 (Pub. L. 111–145)
- Tourism Policy and Export Promotion Act of 1992 (P.L. 102-372)
- Federal Advisory Committee Act (P.L 92-463)
- Trade Act of 1974 (Pub.L 93-618)
- Mutual Educational and Cultural Exchange Act (MECEA) of 1961 (22 U.S.C. §§ 2455(f) and 2458(c))
- Omnibus Trade and Competitiveness Act of 1988 (PL 100-418)

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**PROGRAM CHANGES FOR 2022**  
(Dollar amounts in thousands)

		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos/BA	243	68,980	244	72,111	1	3,131
	FTE/Obl.	212	68,980	213	72,111	1	3,131

**Survey of International Air Travelers Program (\$3,131,000, 1 FTE/1 Positions)** - This request provides funding to (1) support the current sample size of the Survey of International Air Travelers (SIAT) and to (2) collect data in non-traditional, non-urban markets not usually covered by the SIAT allowing ITA to assist smaller states and destinations with market Intelligence and, (3) provide additional data required by the U.S. government and stakeholders to design economic programs to help the Travel and Tourism industry recover from the COVID-19 pandemic. This request adds \$3.1 million to an existing program amount of \$4.8 million for a total of \$7.9 million and 2 positions.

The SIAT (conducted monthly since 1983) provides statistical data on visitation patterns and traveler characteristics of international air passenger markets (overseas, Mexico air, and Canada air), which is used to facilitate and guide planning (market selection and justification, marketing and promotion, media outreach, partner developments, policy developments and related items) in both the public and private sectors. Funding this initiative will enable ITA to provide data and market intelligence for markets not currently served by the SIAT. An expansion in the SIAT survey data will provide more in-depth and robust data due to the increased frequencies of responses to visitation and traveler characteristic questions. This will enhance 'reliability' (i.e. reduce variations) of the data and provide more meaningful data to the end user. In addition, ITA expects to see recovery first in non-traditional, non-urban markets not usually covered by the SIAT. Without the additional funds, ITA will not be able to measure recovery from COVID-19 in those markets as a bell-weather to overall recovery and would not be able to assist smaller states and destinations with market intelligence. Many travel and tourism programs are funded through taxes and fees on products such as air travel and hotel stays. This means that many organizations will have limited capacity to get this data through other means.

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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: Industry and Analysis  
Subactivity: Survey of International Air Travelers (SIAT)

Full-time permanent

Title	Grade	Number	Annual Salary	Total Salaries
International Trade Specialist	12	1	90,599	90,599
Total		1		90,599
Less lapse	25.0%			(22,650)
Total full-time permanent (FTE)		1		67,949
2022 Pay Adjustment	2.7%			1,882
				69,831

**Personnel Data Summary**

Full-time Equivalent Employment (FTE)

Full-time permanent	1
Total FTE	1

Authorized Positions

Full-time permanent	1
Total Positions	1

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**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**PROGRAM CHANGE DETAIL 2022 OBJECT CLASS**  
(Direct Obligations amounts in thousands)

Activity: Industry and Analysis

Object Class	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1 Full-time permanent compensation	24,504	24,945	25,865	25,935	70
11.3 Other than full-time permanent	554	0	0	0	0
11.5 Other personnel compensation	708	18	23	25	2
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	25,766	24,963	25,888	25,960	72
12.1 Civilian personnel benefits	8,569	12,397	13,294	13,321	27
13 Benefits for former personnel	2	0	0	0	0
21 Travel and transportation of persons	446	1,074	1,080	1,081	0
22 Transportation of things	2	4	4	4	0
23 Rent, communications, and utilities					
23.1 Rental payments to GSA	2,043	3,956	4,359	4,368	10
23.2 Rental payments to others	3	0	0	0	0
23.3 Communications, utilities, and misc. charges	701	1,898	1,889	1,890	1
24 Printing and reproduction	42	37	38	38	0
25 Other contractual services					
25.1 Advisory and assistance services	6,413	9,158	9,158	9,158	0
25.2 Other services from non-Federal sources	6,342	1,750	1,616	1,671	55
25.3 Other goods and services from Federal sources	5,402	7,795	8,467	11,423	2,956
25.4 Operation and maintenance of facilities	1,218	0	0	0	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	0	0	0	0	0
25.7 Operation and maintenance of equipment	6	0	0	0	0
25.8 Subsistence and support of persons	1	0	0	0	0
26 Supplies and materials	1,039	728	742	742	1
31 Equipment	2,469	2,400	2,446	2,455	9
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	2,792	0	0	0	0
42 Insurance claims and indemnities	0	0	0	0	0
43 Interest and dividends	0	0	0	0	0
44 Refunds	0	0	0	0	0
99.9 Total obligations	63,257	66,159	68,980	72,111	3,131

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Enforcement and Compliance

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	353	91,800	368	99,203	368	105,569	368	110,569	0	5,000
	FTE/Obl.	337	101,107	353	99,796	353	105,569	354	110,569	0	5,000

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**Department of Commerce**  
**International Trade Administration**  
**Operations and Administration**  
**PROGRAM AND PERFORMANCE: REIMBURSABLE OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Enforcement and Compliance

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	17	0	17	0	17	0	17	0	0
	FTE/Obl.	0	17	0	17	0	17	0	17	0	0
Activities Supported by Federal Sources (Reimbursable)	Pos./BA	0	24	0	24	0	24	0	24	0	0
	FTE/Obl.	0	24	0	24	0	24	0	24	0	0
Total	Pos./BA	0	41	0	41	0	41	0	41	0	0
	FTE/Obl.	0	41	0	41	0	41	0	41	0	0

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE**  
(Dollar amounts in thousands)

Activity: Enforcement and Compliance

Goal Statement

Enforcement and Compliance (E&C) takes prompt and proactive action against unfair foreign trade practices and foreign government-imposed trade barriers by enforcing U.S. trade laws, monitoring and seeking compliance with existing trade agreements, and aiding in the negotiation of new trade agreements that address trade-impeding and trade-distorting practices.

Base Program

E&C promotes a level playing field for U.S. manufacturers, farmers, exporters, and workers by addressing unfairly traded imports and foreign trade barriers. E&C supports the competitive strength of U.S. industries against unfairly dumped or subsidized imports through the enforcement of U.S. antidumping duty (AD) and countervailing duty (CVD) trade remedy laws. E&C also engages with U.S. trading partners to foster and promote adoption of fair and transparent practices in the administration of their own trade remedy laws. E&C experts identify and address foreign government subsidy programs that unfairly disadvantage U.S. exporters competing overseas. E&C works to monitor, investigate, evaluate, and secure foreign government compliance with bilateral and multilateral international trade agreements, helping American companies and their workers reap the intended benefits of those agreements. E&C supports U.S. manufacturing and jobs through its administration of the U.S. Foreign-Trade Zones (FTZ) program.

American businesses and workers should have a full and fair opportunity to compete in global markets. To help them realize that opportunity, E&C strives to address and resolve unfair trade practices and to enforce international trade agreements. E&C also encourages commercial activity in the U.S. through FTZ facilities that provide for the use of special customs procedures that facilitate the import and export of goods.

E&C administers the AD/CVD enforcement program as set forth by the Tariff Act of 1930, as amended. E&C supports the Department of Commerce's Bureau of Industry and Security (BIS) in work related to Section 232 of the Trade Expansion Act of 1962 (19 U.S.C. §1862) involving imported steel and aluminum products and the national security of the United States. E&C's trade agreements compliance authority is from Reorganization Plan No. 3 of 1979, which appears in the notes of 19 U.S.C. §2171 (describing the functions of the United States Trade Representative under the Trade Act of 1974) and assigns the Secretary of Commerce "general operational responsibility for major non-agricultural international trade functions of the United States Government, including monitoring compliance with international trade agreements to which the United States is a party.

Statement of Operating Objectives

**Schedule and Milestones**

FY 2022 -2026

- Work with U.S. companies and workers to ensure their full access to trade remedy laws and enforcement and compliance services;
- Exercise the functions of the “Secretary” and “administering authority” under U.S. Antidumping Duty (AD) and Countervailing Duty (CVD) laws within the meaning of Section 303 and Title VII of the Tariff Act of 1930, as amended;
- Coordinate the formulation and implementation of U.S. AD/CVD policies and programs;
- Ensure the proper enforcement of AD/CVD laws, including the expeditious conduct of investigations and administrative reviews, the administration of AD/CVD findings and orders, the issuance of instructions directing the U.S. Customs and Border Protection to collect duties under those findings and orders, and the administration of AD/CVD suspension agreements and other related bilateral and multilateral trade agreements;
- Work with program counsel in litigation defending actions taken by the Department under the AD/CVD laws;
- Conduct negotiations with foreign manufacturers or governments to suspend AD/CVD investigations in lieu of other appropriate remedial actions and address other unfair trade practices and trade barriers, where appropriate;
- Represent U.S. commercial interests in bilateral, multilateral, and regional trade and investment agreement negotiations and oversee formulation and implementation of policies related to a wide range of areas covered by trade agreement disciplines, as well as areas where agreement disciplines are still being created.
- Monitor and ensure foreign government compliance with bilateral, multilateral, and regional trade and investment agreements;
- Administer the Steel and Aluminum Import Monitoring and Analysis programs;
- Administer the Foreign-Trade Zones program as alternate for the Secretary of Commerce on the Foreign-Trade Zones Board and act in conjunction with the U.S. Department of Treasury’s appointed Board member in all matters, including granting new foreign-trade zones or modifying operations in existing zones; and
- Maintain staff and contractor resources needed to ensure timely and accurate analysis of Section 232 duty tariff exclusion requests when opposed by domestic steel and aluminum industries.

**Deliverables**

- Provide information through E&C’s Petition Counseling Unit to U.S. parties about remedies available under U.S. trade law and provide support and counseling to any party considering filing an AD or CVD petition.

- Conduct investigations under the AD/CVD laws in response to U.S. industry petitions alleging that imports are being dumped or unfairly subsidized, and that those imports are materially injuring, or threatening material injury to, the competing U.S. industry.
- Where appropriate, self-initiate AD/CVD anti-circumvention inquiries, to defend existing AD/CVD orders against exporter schemes designed to evade and undermine the effectiveness of such orders.
- Enforce nearly 600 existing AD/CVD orders against products sold by foreign exporters at dumped prices or unfairly subsidized by their governments, of which more than one-third impose remedial AD/CVD duties on unfairly traded Chinese exports.
- Enhance and administer the current steel import monitoring and licensing system as well as the new system designed to track imports of aluminum products and provide early warning of import surges.
- Administer the renegotiated suspension agreement on Mexican tomatoes and the amendments to the suspension agreement on Mexican sugar and the recent amendment to the Russian uranium suspension agreement.
- Fulfill the Department's statutory mandate to monitor multilateral, regional, and bilateral trade agreement operation and seek foreign governments' compliance with their obligations.
- Process applications for new Foreign-Trade Zone activities, including new operating sites and new manufacturing activities at existing sites.
- Provide technical analysis of steel and aluminum exclusion requests and objections in support of BIS's administration of the Section 232 tariff exclusion process.

Explanation and Justification

Line Item		2020 Actual		2021 Enacted		2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	353	91,800	368	99,203	368	105,569
	FTE/Obl.	337	101,107	353	99,796	353	105,569

- In FY 2020, E&C initiated 104 new AD/CVD investigations, the most investigations initiated in a single year since FY 2001. As of April 14, 2021, E&C has initiated 28 new AD/CVD investigations. In FY 2020, E&C also self-initiated two anti-circumvention inquiries involving exports of stainless steel sheet and strip made with substrate from China.
- Through its Trade Agreements Negotiations Compliance program, in FY 2021 so far, E&C has successfully closed 12 compliance cases in support of U.S. exporters.
- As the operational arm of the U.S. FTZs program, E&C's FTZ staff oversaw the licensing and regulation of U.S. foreign-trade zones, including decisions addressing the reorganization or expansion of 7 zones, 64 applications for new or expanded production authority, and over 230 additional staff-level cases.
- E&C will continue to administer the suspension agreement on fresh tomatoes from Mexico, ensuring that the domestic tomato industry can fairly compete in the North American market. In FY 2020, E&C also negotiated new amendments to the AD and CVD suspension agreements on sugar from Mexico ensuring that the U.S. sugar industry could continue to compete fairly and, in FY 2021, E&C facilitated a new amendment to the AD suspension agreement on uranium from Russia that extends the agreement through 2040 and reduces U.S. reliance on uranium from Russia
- In FY 2022 E&C will continue to vigorously enforce the AD/CVD trade laws, ensure compliance with trade agreements and administer the FTZ program. E&C anticipates a continued significant number of new AD/CVD investigations and anti-circumvention inquiries resulting from domestic manufacturers filing petitions and requests for relief from duty evasion schemes. In FY 2022, E&C will continue to support these ongoing activities.
- Additionally, E&C continues to provide BIS with recommendations on the technical merits of Section 232 product exclusion requests for which U.S. steel or aluminum manufacturers have objected. As of April 7, 2021, E&C has delivered nearly 22,000 recommendations to BIS in FY 2021.

E&C maintains the following programs to accomplish these and other major trade enforcement activities:

- **AD/CVD Enforcement:** E&C conducts investigations under the AD/CVD laws in response to U.S. industry petitions alleging that imports are being dumped or unfairly subsidized, and that those imports are materially injuring, or threatening material injury to, the competing U.S. industry. After examining evidence in a petition, if an AD or CVD investigation is initiated, E&C is required by law to complete the proceeding and issue its final determination within 215 days (305 days if fully extended). During that time, E&C analysts and accountants must collect and examine detailed product sales and manufacturing cost information from the foreign exporters, compute preliminary dumping or subsidies rates, conduct overseas verifications to ensure the accuracy of the exporters' data, and draft comprehensive explanations of the methods and reasoning underlying their final duty rate calculations. While AD/CVD investigations vary widely in scope and complexity, E&C ensures that each proceeding is conducted in an open, transparent, and fair manner. E&C is responsible for the negotiation and administration of AD and CVD suspension agreements (agreements between Commerce and the foreign government or respondent companies that suspend underlying AD/CVD investigations) and other bilateral agreements.



- Once an AD/CVD investigation is completed, if E&C finds that the imported products are being dumped or unfairly subsidized and the International Trade Commission subsequently finds that those imported products injure the U.S. industry, E&C issues an order instructing U.S. Customs and Border Protection (CBP) to begin collecting remedial duty deposits on the imported merchandise. In each succeeding year, interested parties may request an administrative review of the AD/CVD order to determine the actual amount of duties that are to be collected to remedy the unfair trade practices. Administrative reviews of AD and CVD orders are, in effect, the means by which E&C determines the amount of dumping or the amount of subsidization on a yearly basis.
- To ensure the collection of AD/CVD duties owed to the U.S. Government and to help make certain that AD/CVD laws provide the intended relief to U.S. manufacturers, farmers, and workers, E&C also works closely with CBP to help stop duty evasion by foreign exporters and their U.S. importers. Dishonest exporters and importers increasingly resort to circumvention or illegal evasion schemes to avoid or minimize the payment of AD/CVD duties. E&C is elevating its efforts to counter such activities by working in partnership with CBP, the Department of Justice, and other federal agencies to identify and address fraudulent activity, in some cases leading to fines, felony indictments, and imprisonment of offending parties.
- E&C's AD/CVD petition counseling staff provide information to U.S. parties about remedies available under U.S. trade law and provide support and counseling to any party considering filing an AD or CVD petition. Information, counseling, and support are available to all U.S. businesses, workers, and industry associations that have questions about the AD/CVD laws. In FY 2020, petition counseling sessions were conducted with a wide variety of U.S. businesses and industries. In addition, in FY 2020 E&C's petition counseling staff implemented a program of proactive outreach to connect with growers of seasonal and perishable fruits and vegetables, as well as other agricultural products, to enhance their understanding of applicable trade remedy laws and processes. This outreach will continue throughout FY 2021.
- **Trade Agreements Compliance:** E&C fulfills the Department's statutory mandate to monitor multilateral, regional, and bilateral trade agreement operation and seek foreign governments' compliance with their obligations. E&C leads ITA efforts to identify trade barriers caused by non-compliance; pursue foreign government compliance through securing voluntary changes to laws, regulations, and procedures; and engage industry stakeholders and interagency partners to execute this mission. In FY 2020, ITA initiated 230 new trade agreements compliance cases and concluded 165, 30 of them as successes (unsuccessful case closures were often the result of changes in company priorities or lack of needed engagement with ITA). E&C works closely with USTR, representing the compliance mission in trade policy-making, including decisions on utilizing dispute settlement and/or other trade enforcement actions when compliance is not obtainable. E&C also evaluates whether existing trade agreement obligations are sufficient to guarantee fair treatment of U.S. companies and employs this expertise to seek strong, enforceable disciplines during U.S. trade agreement negotiations.
- **Foreign-Trade Zones (FTZ) Program:** The FTZ program helps to encourage commercial activity at U.S. facilities in competition with foreign alternatives by allowing companies to use special FTZ customs procedures. Reducing costs through FTZ use can lead to more competitive U.S. operations, thereby helping to maintain U.S. activity and jobs. States and local communities also use zones as an element of their economic development efforts. E&C staff serve as the operational arm of the interagency FTZ Board, chaired by the Department of Commerce. Under the FTZ Act of 1934 (19 U.S.C. §81) and the Board's regulations (15 CFR 400), the Board licenses and regulates FTZs that are administered and operated on a local level. As of the end of 2020, there were over 250 FTZs that sponsored more than 1,000 single-user locations in the United States. In 2019, employment in U.S. foreign-trade zones and subzones exceeded 460,000 persons. In 2020, the FTZ Board processed 80 applications that included zone reorganizations, site/subzone designations, and manufacturing

authority for individual companies within zones. Under delegated authority, FTZ Board staff processed an additional 232 requests – primarily requests for site designations for individual companies. E&C conducts monitoring and spot checks of FTZ activity and local administration for statutory, regulatory and policy compliance. E&C is also involved in outreach to communities to enhance awareness and understanding of the FTZ program as an economic development tool.

- Section 232 Product Exclusion Analysis:** E&C is conducting technical reviews of the requests for product-specific exclusions from the Section 232 tariffs on imported steel and aluminum, for which U.S. producers submit objections. The Bureau of Industry Security (BIS), which administers the exclusion process, assigns, via the online portal, these requests to E&C following the mandated 30-day comment period, to evaluate the technical merits of the requests and objections submitted by U.S. steel or aluminum producers. E&C must then evaluate information submitted by parties in connection with the requests, objections, rebuttals and surrebuttals, and then send a recommendation to BIS regarding whether the submitted evidence suggests that U.S. producers can supply the requested product. Since the announcement of the tariffs in March 2018, E&C established a team of detailed government staff, augmented by outside contractors, to process the very high volume of these product exclusion requests and associated objections, rebuttals and surrebuttals – totaling over 256,000 submissions as of April 4, 2021. In FY 2022, ITA intends to spend approximately \$3 million on this program.
- Steel and Aluminum Import Monitoring and Analysis:** E&C oversees a web-based steel import licensing and monitoring program, the Steel Import Monitoring and Analysis (SIMA) system, providing both government officials and the public with the earliest accurate information regarding imports of all basic steel mill products. As of the end of FY 2020, over 4.2 million import licenses had been issued by the web-based system. In mid-2016, E&C launched an initiative to complement the SIMA data available to the public by developing and publishing regular country-specific steel reports that provide detailed, in-depth analysis of top steel exporting and importing countries' changing patterns of steel trade. The reports have now been enhanced with an interactive online steel trade data analysis portal. Enhanced monitoring tools will help steel industry and other steel users follow the general trade patterns and better assess the impact of the displacement to traditional steel trade patterns caused by substantial increases in foreign exports. SIMA and its extensive archive of steel industry data and expertise also serves as a critical resource to the Department's broader enforcement initiatives for the steel and certain other industries. In 2020, an extensive regulatory and technical modernization of the SIMA system was completed, to address steel industry concerns about import surges and potential circumvention of U.S. import programs and a new dashboard was added to the SIMA monitor showing where the steel entering the United States was originally melted and poured. In 2021, E&C launched the Aluminum Import Monitoring (AIM) system, modeled on SIMA, to address import surge and potential circumvention concerns from the U.S. aluminum industry. The aluminum licensing requirement is expected to begin in mid-2021 and the license data will be incorporated in the AIM monitor after the data have been reviewed for quality assurance. At that point the AIM monitor will closely mirror the SIMA. In FY 2022, ITA intends to spend approximately \$800 thousand on this program.
- Foreign Trade Remedy Compliance:** E&C tracks foreign government use of trade remedies, evaluating AD, CVD and safeguard laws and assisting U.S. companies facing potential obstacles in accessing export markets due to foreign trade remedy cases. E&C works with U.S. companies targeted by foreign trade remedy actions, including engaging foreign governments when circumstances warrant and, if necessary, assisting USTR in addressing such problems at the WTO. Advocacy efforts helped bring about the successful termination of 24 of these types of measures in FY 2020, keeping open approximately \$350 million in U.S. export markets.

- **Subsidies Enforcement:** E&C provides monitoring, analysis, counseling, and advocacy services to U.S. parties harmed by unfair foreign government subsidization and related practices. As directed by law, activities include: (1) coordinating U.S. CVD and multilateral subsidies enforcement efforts; (2) assisting the private sector by monitoring and identifying foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and, (3) producing an annual report to Congress on subsidy monitoring and enforcement activities. Subsidies enforcement staff identified, and is currently evaluating, over 1,600 foreign subsidies and government support practices, more than half of which relate to China. E&C works closely with USTR to coordinate the U.S. Government's response to foreign CVD investigations brought against U.S. exports, involving outreach to all relevant federal, state, and local government agencies that administer alleged U.S. subsidy programs.
- **Commerce's Trade Policy Staff Committee Secretariat:** E&C administers the Commerce Trade Policy Staff Committee (CTPSC) Secretariat, serving as the primary vehicle for the Department to convey its official view on interagency trade policy matters. The CTPSC Secretariat is the first-line for consultation and interagency consensus building as part of the United States Government trade policy decision-making process led by USTR. In FY20, the CTPSC Secretariat administered 221 formal TPSC document review and clearance tasks that required collaboration across all Commerce bureaus (e.g., BIS, NIST, NTIA, NOAA, USPTO) that engage in trade policy. The CTPSC Secretariat also serves as the Department's lead coordinator for interagency consensus building when the Department's equities arise on trade matters concerning the United Nations and the Organisation for Economic Cooperation and Development.

E&C statutory authority includes:

- Tariff Act of 1930, as amended
- Trade Act of 1974, as amended
- Uruguay Round Agreements Act
- U.S. – Mexico – Canada Agreement Implementation Act
- Foreign-Trade Zones Act of 1934

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
PROGRAM CHANGES FOR 2022**  
(Dollar amounts in thousands)

		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos/BA	368	105,569	368	110,569	0	5,000
	FTE/Obl.	353	105,569	353	110,569	0	5,000

**Steel & Aluminum Section 232 Exclusion Requests Review Program (\$5,000,000 0 FTE/0 Positions)** – This request provides additional funding to ITA for research and analysis contractors and product and industry experts who examine exclusion requests, objections by U.S. producers and rebuttals/surrebuttals in connection with Section 232 tariffs on imported steel and aluminum products. In FY2022, with this program change ITA will support the Section 232 program at \$8.0 million.

Support from this program is vital to ensuring that ITA can meet the 30-day processing deadline for each exclusion request and any related objection. This will allow the Bureau of Industry and Security (BIS) to promptly grant exclusions for imported steel and aluminum products in instances of no domestic supply or when in the national interest. While BIS administers the Section 232 tariff programs for steel and aluminum imports, ITA is currently responsible for providing technical analyses where objections have been filed in opposition to the original exclusion requests. ITA staff examine Section 232 tariff exclusion requests, objections, and any subsequently filed rebuttal and surrebuttal information and, based on their examination, recommends to BIS whether to accept or reject a particular request.

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**Department of Commerce**  
**International Trade Administration**  
**Operations and Administration**  
**PROGRAM CHANGE DETAIL BY OBJECT CLASS**  
(Direct Obligations amounts in thousands)

Activity: Enforcement and Compliance

Object Class	2020 Actuals	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11					
11.1					
11.3					
11.5					
11.8					
11.9					
12					
13					
21					
22					
23.1					
23.2					
23.3					
24					
25.1					
25.2					
25.3					
25.4					
25.5					
25.6					
25.7					
25.8					
26					
31					
32					
33					
41					
42					
43					
44					
99					

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Department of Commerce  
International Trade Administration  
Operations and Administration  
**PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Global Markets

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos./BA	1,343	333,000	1,422	340,750	1,422	351,328	1,422	351,328	0	0
	FTE/Obl.	845	338,838	856	345,344	856	351,328	856	351,328	0	0

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**Department of Commerce**  
**International Trade Administration**  
**Operations and Administration**  
**PROGRAM AND PERFORMANCE: REIMBURSABLE OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Global Markets

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	7,447	0	7,447	0	7,447	0	7,447	0	0
	FTE/Obl.	0	7,447	0	7,447	0	7,447	0	7,447	0	0
Activities Supported by Federal Sources (Reimbursable)	Pos./BA	36	14,789	36	14,789	36	14,789	36	14,789	0	0
	FTE/Obl.	23	14,789	23	14,789	23	14,789	23	14,789	0	0
Total	Pos./BA	36	22,236	36	22,236	36	22,236	36	22,236	0	0
	FTE/Obl.	23	22,236	23	22,236	23	22,236	23	22,236	0	0

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE**

Activity: Global Markets

Goal Statement

Global Markets (GM), also known as the U.S. Commercial Service, creates jobs in the United States and strengthens U.S. economic and national security by promoting U.S. exports, attracting inward investment, and ensuring market access and a level playing field in international trade for U.S. companies and industries.

Base Program

Strategically located with a presence in 118 international locations and 106 domestic locations, GM's global network of trade and investment professionals ensures that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers. GM has a presence in international markets that represent more than 95 percent of world GDP; in domestic locations that cover all U.S. states and Puerto Rico; and at the table in U.S. interagency policy decision-making forums. GM's trusted expertise, impartial assistance, affordable services, and global reach through its network of local and overseas trade professionals makes it unique in the U.S. government as the only mandated U.S. government agency that is positioned to work hand-in-hand with U.S. companies – on the ground locally and in markets around the world – to promote and protect U.S. commercial and economic interests abroad.



Maintaining a robust overseas presence carries significant costs, including contributions for shared expenses to U.S. Department of the State. These costs accounted for 16 percent of the GM budget in fiscal year 2020. The shared costs are the International Cooperative Administrative Support Services (ICASS) program and the Capital Security Cost Sharing/Maintenance Cost Sharing (CSCS/MCS) program. ICASS is the program through which agencies with an overseas presence share the cost of overseas administrative services. CSCS/MCS is the program through which the Department of State replaces and maintains overseas facilities.

In addition to assisting U.S. businesses, GM also plays a key role in supporting the Administration's trade agenda. The Administration has taken aggressive actions to improve U.S. competitiveness and national/economic security, many of which have relied on GM's global network of experts. Demand is increasing for GM's assistance to help U.S. businesses impacted by market access barriers around

world; to support trade negotiations and policy dialogues; to combat competitor nation influence in 3<sup>rd</sup> country markets; and to garner a larger share of foreign direct investment for U.S. localities.

GM is organized into four sub-programs (**International Field, U.S. Field, Advocacy Center and SelectUSA**) that are focused on:

1. **Promoting U.S. Exports** by connecting U.S. companies, particularly small and medium-sized enterprises (SMEs), to foreign markets and buyers.
2. **Advocating for U.S. Business Interests** by demanding and ensuring fair and open competition for U.S. companies competing for foreign government contracts and combatting restrictive and unfair procurement rules and practices.
3. **Eliminating Foreign Trade Barriers** by addressing U.S. business and industry needs directly with foreign governments and in the U.S. interagency community to bring about an official host government action or decision benefiting the U.S. objectives in a market.
4. **Attracting Foreign Investment** into the United States by promoting the U.S. as the world's prime investment destination to stimulate U.S. economic growth and prosperity, create highly compensated jobs, spur innovation, and drive exports.

GM statutory authority and other relevant links:

- [Basic authorities for GM \(15 U.S.C. §4721\)](#)
- [Advocacy \(15 U.S.C. §634c\)](#)
- [Increasing the Volume of Exports by Small Business \(15 U.S.C. §649\)](#)

#### Statement of Operating Objectives

U.S. exports and inward investment are critical factors for America's economic prosperity. GM will continue to connect U.S. companies, especially small and medium-sized enterprises, to global business opportunities, distribution channels and decision-makers. GM will also continue to advance U.S. commercial interests and level the playing field for American businesses and workers by addressing market barriers and unfair trading practices. In addition, GM will continue assisting U.S. states and localities to attract high-impact inward investment.

#### **Schedule and Milestones**

FY 2022–2026

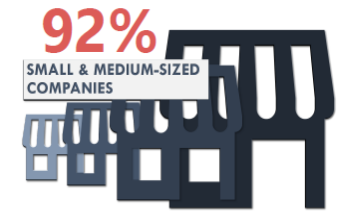
- Defend U.S. business interests against foreign influence and competition on the ground overseas;
- Identify, reduce, and remove foreign trade barriers;
- Collect commercial intelligence in real time around the globe to help shape U.S. trade policy;
- Provide early warning on trade policy issues affecting U.S. government interests, and market issues impacting U.S. firms;
- Solve problems and address market access issues overseas daily for American companies;
- Deliver services and support on the ground to U.S. businesses and economic development organizations;
- Convene meetings and connections between business, government, and industry contacts around the world;
- Deepen networks with senior foreign government and industry interlocutors to affect U.S. policy interests;
- Lead U.S. government advocacy efforts for U.S. companies bidding on foreign government contracts;
- Identify and attract high impact, job creating foreign direct investment into the United States; and
- Provide rural companies with in-depth, customized, and actionable market intelligence to grow their exports.

**Deliverables**

- Facilitate \$118 billion in U.S. exports and inward investment supporting over 500,000 American jobs;
- Respond to over 130,000 client inquiries from U.S. businesses, economic development organizations and foreign investors;
- Connect 35,000 U.S. companies (90% small and medium-sized enterprises) to contacts and information overseas;
- Assist 6,500 U.S. economic development organizations and investment clients to increase foreign direct investment in U.S. localities;
- Convene tens of thousands of U.S. entities and foreign buyers/investors at events around the world and across the country;
- Identify, reduce, remove and/or prevent more than 100 trade barriers impacting U.S. businesses/industry;
- Help U.S. companies to secure 100 foreign government procurements;
- Boost two-way trade and investment between the United States and Africa through the Prosper Africa initiative;
- Increase U.S. private sector engagement in and U.S. exports to the Indo-Pacific region;
- Facilitate policy and commercial dialogues between the public and private sectors in the United States and partner countries;
- Conduct outreach events to educate U.S. companies on the benefits of the United States-Mexico-Canada Agreement;
- Host the 8<sup>th</sup> annual SelectUSA Summit; the largest inward investment promotion event in the United States;
- Conduct the largest annual export promotion event in the United States (Discover Global Markets);
- Lead the largest annual USG trade mission overseas (Trade Winds);
- Grow rural exports through the Rural America Intelligence Services for Exporters (RAISE) initiative; and
- Establish a world-class digital interface for assisting clients and providing market intelligence to U.S. companies.

		<u>Explanation and Justification</u>					
Line Item		2020 Actual		2021 Enacted		2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos./BA	1,343	333,000	1,422	340,750	1,422	351,328
	FTE/Obl	845	338,838	856	345,344	856	351,328

Over the past three years (FY 2018-2020), GM's global network of trade and investment experts:



Assisted  
**more than 78,900**  
export and investment  
clients around the globe.



Facilitated  
**\$350 BILLION**  
in U.S. exports and  
inward investment.



Supported  
**over 1.6 MILLION**  
American jobs.

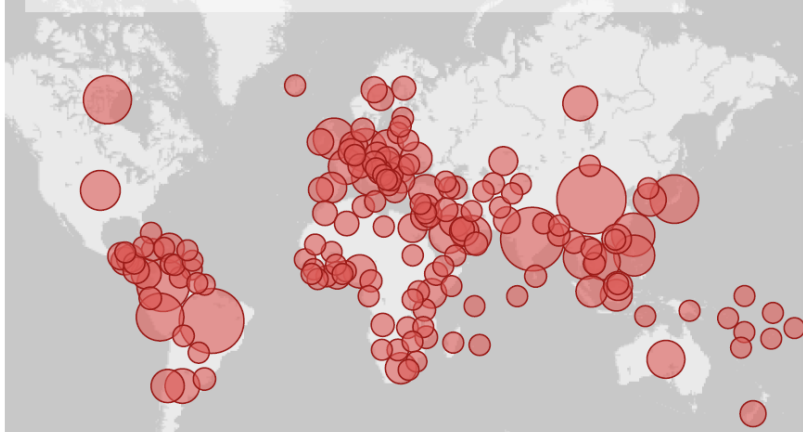


Returned over  
**\$360 to the U.S. economy**  
for every \$1 appropriated.

In FY 2020 alone, GM helped almost 38,000 clients achieve \$104.5 billion in U.S. exports and inward investment, which supported over 467,000 American jobs. As a result, GM returned \$313 in U.S. exports and inward investment to the American economy for every \$1 appropriated (Included in \$360 three-year cumulative impact above, which reflects the Return on Investment of FY 2018 – FY 2020 for total dollar value impact related to total appropriated funds).



And helped American companies achieve success in **173 international markets.**



Each bubble represents the location and number of WINS reported by GM clients, FY18-FY20.



**\$2.9 MILLION in U.S. EXPORTS  
WIN IN COLOMBIA**

Small AL-based manufacturer wins procurement against aggressive European competition to provide its weather radar system to the Colombian Civil Aviation Authority.



**OVER 300% EXPORT GROWTH  
GLOBAL WIN**

Small ND-based manufacturer of air ambulance medical systems takes advantage of customized market research to get off the ground in four new markets -- supporting 30 rural manufacturing jobs.



**\$127 MILLION in INWARD INVESTMENT  
WIN FOR NORTH CAROLINA**

Indian investment in a state-of-the-art greenfield aluminum forging mill and a high-precision machine shop; creating 460 new jobs in advanced manufacturing and adding millions of dollars into the local economy.



**\$12.5 BILLION in U.S. EXPORTS  
WIN IN EU**

Industry secures delayed implementation of controversial medical devices regulation allowing U.S. companies to focus on the transport of protective equipment needed to combat COVID.



**\$102 MILLION IN EXPORTS  
WIN IN CHINA**

Small Pennsylvania coal supplier secures tariff exemptions leading to sale of seven cargo ships of U.S.-origin coal.

GM maintains the following programs to accomplish these results and other mission critical activities:

- International Field:** Includes Foreign Service Officers and Locally Employed Staff located in 76 countries of U.S. commercial significance worldwide who advance U.S. commercial interests, identify opportunities for U.S. exports, clarify local regulations and standards, resolve disputes with foreign local government officials, and counsel companies on the best strategies to succeed in overseas markets. The program helps companies of all sizes to identify opportunities and develop strategies for successful market entry or expansion in countries around the globe. This includes bringing foreign buyers and U.S. companies together through business matchmaking services, promotional support and representation at trade shows and fairs, trade events, product launches, and technical seminars. Program staff also conduct advocacy on behalf of U.S. firms, providing official support for U.S. companies bidding on government contracts in overseas markets. GM international field staff collaborate with U.S. businesses and trade associations, other Department of Commerce units, and U.S. embassies, to investigate transactional problems or market access barriers that could disrupt a U.S. company's access to foreign markets. GM specialists work to resolve trade problems before companies have to resort to lengthy, formal dispute settlement procedures. Headquarters-based country and regional experts provide technical knowledge and detailed country and issue expertise needed for addressing and resolving trade issues through formal and informal bilateral and regional discussions. GM's international field regional units initiate a variety of public-private programs to promote pro-growth policies in foreign markets and pre-empt potential trade barriers. GM operates such programs through government-to-government and public/private dialogues seeking to improve the overall level of U.S. trade. GM international field staff also help U.S. companies determine their rights under U.S. trade agreements and resolve market access barriers on their own.

*Globalstar, located in Covington, Louisiana, develops and delivers worldwide satellite communication services. A GM client for several years, their most recent success comes from working with the New Orleans U.S. Export Assistance Center, and GM offices in Mozambique and Mongolia to create entry strategies to Mozambique's burgeoning oil & gas sector and Mongolia's communications network. This assistance resulted in a conservative estimate of \$5 million in new revenue for data products only, with additional revenue anticipated in other business segments. Globalstar estimates they added 10 full-time-equivalent jobs that are fully attributed to international business since they began working closely with GM.*

- U.S. Field:** Includes a network of trade specialists serving 106 U.S. Export Assistance Centers (USEACs) across the United States that focus primarily on the exporting needs of small and medium-sized enterprises (SMEs). Many U.S. companies, particularly SMEs, do not possess international business expertise in critically important functional areas, such as marketing, global logistics, international strategy development and export promotion. U.S. Field trade specialists help identify opportunities for U.S. exporters, develop international marketing strategies, find partners, overcome a range of hurdles to exporting, clarify foreign regulations and standards, provide support to clients who have business disputes abroad or encounter foreign market barriers, and counsel U.S. companies on the best strategies to succeed in overseas markets. The U.S. Field plays a primary role in educating U.S. firms, especially SMEs that may not be aware of their rights, obligations, and opportunities in foreign markets or of the assistance ITA can provide in resolving their trade problems. Working with other ITA programs, the U.S. Field organizes educational outreach programs to U.S. businesses and industry associations across the country, enabling U.S. companies to compete more effectively in the global marketplace.
- Advocacy Center:** Based in Headquarters, the Advocacy Center leads the federal government's advocacy effort for U.S. companies bidding on foreign government procurement and project opportunities by coordinating federal agency resources to level the playing field on behalf of U.S. business interests as they compete against foreign firms. The Advocacy Center is comprised of both GM U.S. Field and International Field staff, including commercial liaisons to the five multilateral development banks, to deliver on its mission of levelling the playing field on behalf of U.S. business interests. GM domestic staff provides outreach to clients, serves as case managers on specific projects, coordinates case strategies, and counsels companies on advocacy services. The GM international field staff provides counseling to companies on advocacy; performs and coordinates advocacy efforts overseas; and provides key market intelligence that guides national interest determinations and advocacy campaigns. The Advocacy Center is the primary interagency coordinator across 14 different agencies to execute a "whole of government" approach to help U.S. exporters win business overseas.
- SelectUSA:** Established in June 2011 to strengthen federal inward investment promotion efforts, SelectUSA coordinates investment-related resources across more than 20 federal agencies and operates as a partner to state and local economic development efforts to promote the United States as the best market for investment in the world and addresses business climate concerns that may impede investment. SelectUSA serves as an information clearinghouse for the global investment community, an ombudsman for investors, and an advocate for U.S. cities, states, tribes, and regions. The SelectUSA program leverages the resources of GM's international field and the U.S. Department of State around the world to promote inward investment into the United States. With the cooperation of U.S. commercial and economic teams overseas, coordinated, global teams actively work with current and potential investors, U.S. economic development organizations, service providers, foreign governments, and multiplier organizations to facilitate investment and create U.S. jobs.

*The Denver U.S. Export Assistance Center, GM office in Turkey and Advocacy Center guided Colorado-company Millennium Sensor through the certifications and testing process, shipping process, government regulations and cultural/political environment in Turkey. As a result, Millennium Sensor successfully signed a contract with the Turkey Ministry of Defense. Their first delivery was valued at \$820,000 with additional RFQ of up to \$1.7 million in additional sales. "Were it not for [the staff in Denver and Turkey], I don't think we could have completed the ordering, testing and export process as successfully as we did, if at all. They have been invaluable in their advice, and I highly recommend that any company in the Western region of the [United States] looking at exporting contact [these individuals] or their colleagues before and during their process," Vonne Wade, CEO Millennium Sensor.*

Operationally, GM uses cross-cutting ITA-wide global teams of international, domestic, and headquarters specialists whose portfolios focus on specific industries and markets.

In fiscal years 2020-23, ITA will continue a phased rollout of its new web presence to build on ITA's successful implementation of a world-class customer relationship management system. This effort will enable GM to reach and support more U.S. exporters into the future.

## OVER THE PAST THREE YEARS



U.S. exporter clients achieved results with our assistance in **173 countries**.

**91%** of our clients with international sales **exported to multiple markets** while only 42% of all U.S. exporters typically do so.



**8 out of 10** U.S. exporter clients assisted reported that **we played a significant role** in achieving their international business objectives.

U.S. exporters reported that, due to our assistance, they **increased their annual revenue by \$2 MILLION** (or 9%).



## Take it from our clients across the country



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**Department of Commerce**  
**International Trade Administration**  
**Operations and Administration**  
**PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Executive Direction and Administration

Line Item	2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base		
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Executive Direction and Administration	Pos./BA	98	23,000	111	24,023	111	25,307	111	25,307	0	0
	FTE/Obl.	94	22,835	110	24,139	110	25,307	110	25,307	0	0

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**Department of Commerce**  
**International Trade Administration**  
**Salaries and Expenses**  
**PROGRAM AND PERFORMANCE: REIMBURSABLE OBLIGATIONS**  
(Dollar amounts in thousands)

Activity: Executive Direction and Administration

Line Item		2020 Actual		2021 Enacted		2022 Base		2022 Estimate		Increase/Decrease from 2022 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Activities Supported by Federal Sources (Reimbursable)	Pos./BA	1	789	1	789	1	789	1	789	0	0
	FTE/Obl.	1	789	1	789	1	789	1	789	0	0
Total	Pos./BA	1	789	1	789	1	789	1	789	0	0
	FTE/Obl.	1	789	1	789	1	789	1	789	0	0

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**Department of Commerce**  
**International Trade Administration**  
**Salaries and Expenses**  
**JUSTIFICATION OF PROGRAM AND PERFORMANCE**  
(Dollar amounts in thousands)

Activity: Executive Direction and Administration (ExAd)

Goal Statement

Executive Direction and Administration (ExAd) guides and supports both enforcement of and compliance with U.S. trade laws, U.S. trade and investment expansion, and industry and trade expertise to drive policy and rules for trade and investment to enable U.S. businesses to compete internationally. ExAd accomplishes this through executive leadership; strategic planning to ensure efficient and effective allocation of resources; and the integration and coordination of policy and operations across the International Trade Administration (ITA) business units.

Base Program

Funding from this Activity supports ITA's Industry and Analysis, Global Markets, and Enforcement and Compliance business units, in their areas of responsibility, in direct support of ITA's mission to create prosperity by strengthening the international competitiveness of U.S. industry, promoting trade and investment, ensuring fair trade and compliance with trade laws and agreements, and fostering economic growth and prosperity through global trade.

ExAd provides the critical role of integrating the operations of ITA business units in the areas of strategic direction, policy, finance, administration, and information technology. ExAd develops, leads, and guides actions that are critical to the effectiveness and efficiency of ITA in the delivery of core missions and accountability to the public which include:

- Strategic management – ensuring policy, planning, and operational resources across ITA most effectively and efficiently meet the needs of U.S. business and the American economy, especially with respect to trade enforcement and compliance.
- Operational integration – strengthening the ITA business model in a manner that ensures customers can access and efficiently receive the full value of information and services across business units.
- Digital transformation – growing the capacity of ITA to deliver digitally to customers more timely and better information and services to improve the success of U.S. business competing internationally on a level playing field.
- Information Technology (IT) modernization – integrating best-of-class information technology to reduce operational cost and facilitate improved customer service delivery.
- Data services - enables strategic use of Federal data for mission, service, and the public good by practicing ethical governance, conscious design, and a learning culture.
- Cybersecurity – ensuring the protection of mission-critical information and systems within a disperse, worldwide operations network.

- ExAd accomplishes its activities primarily through federal staff and contract support. Contract support provides specialized expertise for critical activities, particularly for information technology in areas such as application development, infrastructure operations, IT governance, digital services, information security, and help desk support. Contract costs are shared costs supported by all business units. Resources in FY 2021 will primarily continue to fund the necessary federal staff providing inherently governmental services and support to business units on core functions such as finance, travel, legislative affairs, human resources and workplace planning and management, as well as services and support that are delivered at a lower cost than contractors including employee training and development, strategic planning, and digital operations.

### Statement of Operating Objectives

#### **Schedule and Milestones**

FY 2022-2025

#### The Trade Promotion Coordinating Committee Secretariat (TPCC)

- Engage with U.S. states to coordinate trade promotion activities across federal, state, and local governments.
- Conduct outreach to small business, startup, and entrepreneurship community to promote the benefits of trade and to provide trade education.

#### Office of the Chief Financial and Administrative Officer (Office of the Chief Financial and Administrative Officer OCFAO)

- Implement an ITA-wide workforce and recruitment plan to assist hiring managers to better plan and be prepared to make well-informed decisions regarding recruitment needs.
- Enhance and implement new hire onboarding orientation training.

#### Office of the Chief Information Officer (OCIO) - Technology, Services and Innovation

- Complete integration machine learning capabilities for digital experiences to enhance the cost-effective, predictive analytics of trade data, efficient identification of customer needs and effective dynamic response.
- Execute the deliverables as identified in the Federal Data Strategy 2022 Action Plan: Mature data skills and data literacy.
- Enhance user authentication and transactional processing capabilities for faster, higher quality and more secure digital interactions.
- Integrate human-centered design across all projects and initiatives in accordance with the 21<sup>st</sup> Century Integrated Digital Experience Act.
- Mature the Enterprise Architecture Program to enable management of a comprehensive technology roadmap, ensure a mission-enabling and future-ready architecture and drive strategic decision making.
- Mature Technology Business Management (TBM) program to enable transparency of IT spend in alignment with mission programs.

#### **Deliverables**

Office of the Under Secretary:

- Plan and develop integrated cross-ITA strategies, and lead activities that advance FY 2021 trade and investment goals.
- Coordinate an integrated outreach strategy for ITA's U.S. Field staff to communicate with state-based legislative and intergovernmental stakeholders on ITA's mission and services.
- USMCA website for small business exporters (TPCC).
- Two Startup Global events (TPCC).
- Evaluate the trade events programs to ensure additional value-added and trade shows that have TPCC agency involvement to support U.S. exporters (TPCC).

**Office of the Chief Financial and Administrative Officer (OCFAO)**

- Deliver a workforce plan that offers tools to assist hiring managers to plan for attrition and for new workforce needs.
- Provide the tools necessary for hiring managers to choose the appropriate job occupational series, grades, and the right skill set for employees in the various ITA mission critical occupations.
- Develop a plan for training and onboarding new hires.

**Office of the Chief Information Officer (OCIO) - Technology, Services and Innovation**

- Deliver end user computing lifecycle upgrades.
- Provide an open data analytics portal enabling Small and Medium Businesses (SMBs), researchers, citizen data scientists, and other stakeholders the ability to interrogate trade data for their own tailored insights.
- Publish management dashboards that tie Enterprise Resource Planning (ERP) data to mission outcomes, allowing for data driven decision making around program priorities and resource allocation.
- Achieve compliance with Federal Information Technology Acquisition Reform Act (FITARA)/Megabyte as evidenced by the implementation of centralized management of IT hardware acquisition and software licensing, as well as accurate hardware and software inventory data list and SOPs for data accuracy.
- Increase digital strategy awareness and engagement with ITA programs/program offices and achieve compliance with the 21st Century IDEA.
- Complete MyITA Portal Enhancements to enable the events management capability.

Explanation and Justification

Line Item	2020 Actual		2021 Enacted		2022 Base	
	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	98	23,000	111	24,023	111	25,307
FTE/Obl	94	22,835	110	24,139	110	25,307

The ExAd budget is organized into three main units:

- Office of the Under Secretary
- The Office of the Chief Financial and Administrative Officer (OCFAO)
- Office of the Chief Information Officer (OCIO) - Technology, Services and Innovation

**Office of the Under Secretary (OUS):** The OUS plans, determines, and coordinates policy, directs the programs, and is responsible for all activities of ITA. The Under Secretary coordinates all issues concerning trade promotion, commercial policy, market access, agreements, trade law enforcement, import administration, domestic, and international competitiveness. OUS also includes the following offices:

- **Office of Legislative and Intergovernmental Affairs (OLIA):** This office serves as the primary liaison for ITA with the members and staff of Congress. The office is responsible for the planning, direction, and coordination of legislative programs that are of immediate concern to the Office of the Under Secretary. Informs legislative and intergovernmental stakeholders about ITA services and activities resulting in increased U.S. exports and foreign market access, current international trade and investment matters and export opportunities; and advises on new trade-and-investment-related legislative initiatives.
- **Office of Public Affairs (OPA):** This office advises on issues that may be of interest to the public on international trade matters; communicates to the public the ITA mission while promoting the Administration's trade agenda; responds to inquiries directed to OPA concerning public affairs and information service matters; provides oversight for publications programs.
- **The Trade Promotion Coordinating Committee Secretariat (TPCC):** The TPCC encompasses 20 federal agencies and ensures the coordination and development of a government-wide export promotion plan, through an integrated U.S. government effort that works to streamline government interaction, reduce potential for duplicative services, and provide improved client services. (15 U.S.C. 4727). The Secretariat supports the Secretary as chair of the interagency TPCC, coordinates formulation and development of the National Export Strategy within ITA and with other TPCC agencies; and develops ITA strategies to promote exports to priority markets and in priority sectors.

**Deputy Under Secretary for International Trade Office (DUS):** The DUS is responsible for the day-to-day management of ITA and represents ITA within and outside the Department at major meetings and fora. The Office of the Deputy Under Secretary includes:

- **Office of the Chief Financial and Administrative Officer (OCFAO):** Provides financial, administrative support to ITA. OCAO also includes the following offices:
  - **Human Capital:** This office plans and evaluates ITA's strategic human capital and workforce planning needs for the organization by performing people data analytics and HR policy research for improvement of programmatic work. The office serves as a conduit for HR activities and support performed by the HR shared services provider to ensure seamless delivery of services its workforce. Support includes consultative and advisory services advocating on behalf of executives (political and non-political), managers and employees on all HR operational services. It leads and coordinates programs and initiatives that support outreach and hiring, employee recognition and engagement, and development by enhancing technical and non-technical skills to meet mission, organizational, and employee performance goals.
  - **Management Operations:** This office conducts organizational management studies, develops and administers ITA's internal control program in accordance with the Federal Managers Financial Integrity Act of 1982; develops policies for the international and domestic travel program; administers organizational directives, records, forms, files, correspondence, reports, facilities and space management, and property asset management functions for ITA; and manages the Freedom of Information Act Program. In addition, the office directs the ITA Continuity of

Operations (COOP), Emergency Management, Operational Security, Physical Security, Information Security, Communications Security, and Personnel Security programs and acts as the Overseas Security Liaison.

- **Budget & Finance:** This office formulates, presents and executes the ITA budget; administers financial and budgetary controls; provides accounting services and maintains ITA's integrated accounting system, including financial reporting and financial internal controls; prepares budget and accounting reports; and prepares formal financial statements. This office assures the availability, quality and cost effectiveness of centrally-provided administrative services.
- **Analysis & Reporting:** This office plans and manages ITA's organizational excellence strategies, including performance management, knowledge management, data analysis, enterprise risk management, change management, evidence based reporting, Employee Viewpoint Survey efforts, and internal program reviews. This office serves as the ITA liaison to the Government Accountability Office and the Office of the Inspector General. Activities in support of enterprise-wide strategic initiatives include coordinating the Agency Priority Goal, supporting special reviews such as employee workforce planning, knowledge capture and retention activities for existing and retiring ITA subject matter experts, the development and execution of a succession plan to ensure critical knowledge remains in ITA, the expansion of the current ITA taxonomy to capture internal business processes.
- **Office of the Chief Information Officer (OCIO) - Technology, Services and Innovation:** Enables ITA to fulfill its mission through the innovative use of technology, and is responsible for managing the disciplined capital planning and investment controls necessary to acquire, use, maintain, and dispose of information technology. TSI includes the following directorates:
  - **Enterprise Architecture:** Conducting enterprise analysis, design, planning, and implementation, using a comprehensive approach, for the successful development and execution of strategy in accordance with Federal Information Technology Acquisition Reform Act (FITARA). Applies architecture principles and practices to guide organizations through the business, information, process, and technology changes necessary to execute their strategies.
  - **Customer Success:** Ensures that ITA technology consumers and businesses attain the maximum value and support from IT services and investments, through consistent and thorough enterprise-wide communications, Business Relationship Management (BRM), change management, training and user adoption.
  - **Digital Strategy & Engagement:** Defines and stewards best-in-class, innovative digital customer experiences and an online channel that delivers on organizational, business unit & functional-level strategy & goals, in accordance with the 21<sup>st</sup> Century Integrated Digital Experience Act.
  - **Enterprise Applications:** Provides application development services to include business requirements, solution development, testing, and quality assurance. Provides operations and maintenance for all application products and services.
  - **Enterprise Operations:** Provides secure, resilient, and highly available infrastructure, as well as access to applications, data, and technology platforms. Provides 24/7 technical support to ITA employees via the Customer Support Center (CSC).
  - **Information Technology Security:** Protects the confidentiality, integrity, and availability of information and information systems at ITA. This includes real-time security operations monitoring and Privacy Assessments.
  - **Policy & Strategic Planning:** Performs the development, implementation, and management of IT policies. Develops and manages governance oversight of ITA IT investments, monitors performance of projects and other investments in accordance with FITARA.
  - **Records Management:** Responsible for leading Electronic Records Management at ITA and implementing a Modern Records Management Program to enable compliance with DOC requirements, the Federal Records Act, and all National Archives and Records Administration (NARA) requirements.
  - **Resource Management:** Ensures that TSI has the proper people and logistical resources to deliver on ITA's mission. Provides administrative support to TSI, including hiring, inventory, travel, office space, equipment, and supplies. Manages and executes TSI's budgets, ensuring all

transactions are accurately documented. Analyzes data and reports financial information to senior leadership. Facilitates acquisitions, monitors contracts, and manages assets

- **Technology Transformation & Data Services:** Implements Foundations for Evidence-Based Policymaking Act and manages the Data services program and systems that enable ITA to leverage data as a strategic asset.



**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**SUMMARY OF REQUIREMENTS 2022 OBJECT CLASS**  
(Dollar amounts in thousands)

<b>Object Class</b>		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1	Full-time permanent	167,140	184,011	190,242	190,312	70
11.3	Other than full-time permanent	28,394	30,680	30,680	30,680	0
11.5	Other personnel compensation	8,780	2,942	8,739	8,741	2
11.8	Special personnel services payments	(35)	29	29	29	0
11.9	<b>Total personnel compensation</b>	204,279	217,662	229,690	229,762	72
12.1	Civilian personnel benefits	75,600	82,264	86,450	86,477	27
13	Benefits for former personnel	2,623	2,800	2,800	2,800	0
21	Travel and transportation of persons	9,122	8,204	8,257	8,257	0
22	Transportation of things	2,860	3,179	3,239	3,239	0
23	Rent, communications, and utilities					
23.1	Rental payments to GSA	15,945	18,031	19,868	19,878	10
23.2	Rental payments to others	9,816	9,220	9,395	9,395	0
23.3	Communications, utilities, and misc. charges	7,817	9,856	9,810	9,811	1
24	Printing and reproduction	891	1,068	1,088	1,088	0
25	Other contractual services					
25.1	Advisory and assistance services	34,440	26,455	23,455	23,455	0
25.2	Other services from non-Federal sources	29,197	32,039	21,601	26,656	5,055
25.3	Other goods and services from Federal sources	100,595	107,235	117,787	120,743	2,956
25.4	Operation and maintenance of facilities	7,474	0	0	0	0
25.5	Research and development contracts	470	0	0	0	0
25.6	Medicare care	219	0	0	0	0
25.7	Operation and maintenance of equipment	700	0	0	0	0
25.8	Subsistence and support of persons	133	0	0	0	0
26	Supplies and materials	3,230	2,515	2,563	2,563	1
31	Equipment	17,606	14,185	14,454	14,463	9

Object Class		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	3,018	727	727	727	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	1	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total obligations	526,037	535,438	551,184	559,315	8,131
	Less prior year recoveries	(14,658)	0	0	0	
	Restoration of recoveries	(1,128)	(5,438)	0	0	
	Less prior year unobligated balance	(14,658)	0	0	0	
	Total Budget Authority	510,250	530,000	551,184	559,315	8,131
<b><u>Personnel Data</u></b>						
<b><u>Full-time Equivalent Employment</u></b>						
	Full-time permanent	1,374	1,427	1,427	1,428	1
	Other than full-time permanent	104	104	104	104	0
	Total	1,478	1,531	1,531	1,532	1
<b><u>Authorized Positions:</u></b>						
	Full-time permanent	1,903	2,040	2,040	2,041	1
	Other than full-time permanent	104	104	104	104	0
	Total	2,007	2,144	2,144	2,145	1

**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**Industry and Analysis**  
**SELECT ACTIVITIES 2022 OBJECT CLASS**  
(Dollar amounts in thousands)

	<b>Object Class</b>	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1	Full-time permanent compensation	24,504	24,945	25,865	25,935	70
11.3	Other than full-time permanent	554	0	0	0	0
11.5	Other personnel compensation	708	18	23	25	2
11.8	Special personnel services payments	0	0	0	0	0
11.9	<b>Total personnel compensation</b>	25,766	24,963	25,888	25,960	72
12.1	Civilian personnel benefits	8,569	12,397	13,294	13,321	27
13	Benefits for former personnel	2	0	0	0	0
21	Travel and transportation of persons	446	1,074	1,080	1,081	0
22	Transportation of things	2	4	4	4	0
23	Rent, communications, and utilities					
23.1	Rental payments to GSA	2,043	3,956	4,359	4,368	10
23.2	Rental payments to others	3	0	0	0	0
23.3	Communications, utilities, and misc. charges	701	1,898	1,889	1,890	1
24	Printing and reproduction	42	37	38	38	0
25	Other contractual services					
25.1	Advisory and assistance services	6,413	9,158	9,158	9,158	0
25.2	Other services from non-Federal sources	6,342	1,750	1,616	1,671	55
25.3	Other goods and services from Federal sources	5,402	7,795	8,467	11,423	2,956
25.4	Operation and maintenance of facilities	1,218	0	0	0	0
25.5	Research and development contracts	0	0	0	0	0
25.6	Medical care	0	0	0	0	0
25.7	Operation and maintenance of equipment	6	0	0	0	0
25.8	Subsistence and support of persons	1	0	0	0	0
26	Supplies and materials	1,039	728	742	742	1
31	Equipment	2,469	2,400	2,446	2,454	9

Object Class		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase / (Decrease) over 2022 Base
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	2,792	0	0	0	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total obligations	63,257	66,159	68,980	72,111	3,131
	Less prior year recoveries	(665)	0	0	0	
	Restoration of recoveries	(142)	(135)	0	0	
	Less prior year unobligated balance	62,450	66,024	68,980	72,111	3,131
	Total Budget Authority	63,257	66,159	68,980	72,111	3,131
<b><u>Personnel Data</u></b>						
<b><u>Full-time Equivalent Employment</u></b>						
	Full-time permanent	197	207	207	208	1
	Other than full-time permanent	5	5	5	5	0
	Total	202	212	212	213	1
<b><u>Authorized Positions:</u></b>						
	Full-time permanent	208	238	238	239	1
	Other than full-time permanent	5	5	5	5	0
	Total	213	243	243	244	1

**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**Enforcement and Compliance**  
**SELECT ACTIVITIES 2022 OBJECT CLASS**  
(Dollar amounts in thousands)

	<b>Object Class</b>	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1	Full-time permanent compensation	37,339	40,477	42,958	42,958	0
11.3	Other than full-time permanent	1,021	0	0	0	0
11.5	Other personnel compensation	411	893	1,129	1,129	0
11.8	Special personnel services payments	0	0	0	0	0
11.9	<b>Total personnel compensation</b>	38,771	41,369	44,088	44,088	0
12.1	Civilian personnel benefits	13,542	15,027	16,048	16,048	0
13	Benefits for former personnel	3	0	0	0	0
21	Travel and transportation of persons	730	711	716	716	0
22	Transportation of things	27	53	54	54	0
23	Rent, communications, and utilities					
23.1	Rental payments to GSA	3,199	6,060	6,678	6,678	0
23.2	Rental payments to others	37	220	224	224	0
23.3	Communications, utilities, and misc. charges	1,679	1,133	1,128	1,128	0
24	Printing and reproduction	771	913	931	931	0
25	Other contractual services					
25.1	Advisory and assistance services	6,982	3,942	3,942	3,942	0
25.2	Other services from non-Federal sources	8,833	4,201	3,608	8,608	5,000
25.3	Other goods and services from Federal sources	19,577	22,065	23,974	23,974	0
25.4	Operation and maintenance of facilities	1,908	0	0	0	0
25.5	Research and development contracts	0	0	0	0	0
25.6	Medical care	0	0	0	0	0
25.7	Operation and maintenance of equipment	6	0	0	0	0
25.8	Subsistence and support of persons	0	0	0	0	0
26	Supplies and materials	483	461	470	470	0
31	Equipment	4,568	3,622	3,690	3,690	0

Object Class		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase / (Decrease) over 2022 Base
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	(8)	18	18	18	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total obligations	101,107	99,796	105,569	110,569	5,000
	Less prior year recoveries	(4,002)	0	0	0	
	Restoration of recoveries	0	0	0	0	0
	Less prior year unobligated balance	(5,305)	(593)	0	0	
	Total Budget Authority	91,800	99,203	105,569	110,569	5,000
<b><u>Personnel Data</u></b>						
<b><u>Full-time Equivalent Employment</u></b>						
	Full-time permanent	331	347	347	347	0
	Other than full-time permanent	6	6	6	6	0
	Total	337	353	353	353	0
<b><u>Authorized Positions:</u></b>						
	Full-time permanent	347	362	362	362	0
	Other than full-time permanent	6	6	6	6	0
	Total	353	368	368	368	0

**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**Global Markets**  
**SELECT ACTIVITIES 2022 OBJECT CLASS**  
(Dollar amounts in thousands)

	<b>Object Class</b>	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1	Full-time permanent compensation	93,563	105,384	107,382	107,382	0
11.3	Other than full-time permanent	26,766	30,680	30,680	30,680	0
11.5	Other personnel compensation	7,307	1,718	7,188	7,188	0
11.8	Special personnel services payments	(35)	29	29	29	0
11.9	<b>Total personnel compensation</b>	127,601	137,811	145,280	145,280	0
12.1	Civilian personnel benefits	49,574	50,514	52,479	52,479	0
13	Benefits for former personnel	2,618	2,800	2,800	2,800	0
21	Travel and transportation of persons	7,821	6,139	6,178	6,178	0
22	Transportation of things	2,825	3,108	3,167	3,167	0
23	Rent, communications, and utilities					
23.1	Rental payments to GSA	10,249	8,015	8,832	8,832	0
23.2	Rental payments to others	9,775	9,000	9,171	9,171	0
23.3	Communications, utilities, and misc. charges	5,203	6,670	6,639	6,639	0
24	Printing and reproduction	75	107	109	109	0
25	Other contractual services					
25.1	Advisory and assistance services	18,225	11,557	8,557	8,557	0
25.2	Other services from non-Federal sources	13,537	23,355	13,761	13,761	0
25.3	Other goods and services from Federal sources	74,032	76,694	84,604	84,604	0
25.4	Operation and maintenance of facilities	4,077	0	0	0	0
25.5	Research and development contracts	470	0	0	0	0
25.6	Medical care	219	0	0	0	0
25.7	Operation and maintenance of equipment	688	0	0	0	0
25.8	Subsistence and support of persons	129	0	0	0	0
26	Supplies and materials	1,633	1,279	1,303	1,303	0
31	Equipment	9,852	8,045	8,198	8,198	0

Object Class		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase / (Decrease) over 2022 Base
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	234	250	250	250	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total obligations	338,838	345,344	351,328	351,328	0
	Less prior year recoveries	(9,739)	0	0	0	
	Restoration of recoveries	0	0	0	0	0
	Less prior year unobligated balance	3,901	(4,594)	0	0	
	Total Budget Authority	333,000	340,750	351,328	351,328	0
<b><u>Personnel Data</u></b>						
<b><u>Full-time Equivalent Employment</u></b>						
	Full-time permanent	762	773	773	773	0
	Other than full-time permanent	83	83	83	83	0
	Total	845	856	856	856	0
<b><u>Authorized Positions:</u></b>						
	Full-time permanent	1,260	1,339	1,339	1,339	0
	Other than full-time permanent	83	83	83	83	0
	Total	1,343	1,422	1,422	1,422	0



**Department of Commerce**  
**INTERNATIONAL TRADE ADMINISTRATION**  
**Operations and Administration**  
**Executive Direction and Administration**  
**SELECT ACTIVITIES 2022 OBJECT CLASS**  
(Dollar amounts in thousands)

	<b>Object Class</b>	2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase/Decrease from 2022 Base
11.1	Full-time permanent compensation	11,734	13,206	14,036	14,036	0
11.3	Other than full-time permanent	53	0	0	0	0
11.5	Other personnel compensation	355	313	398	398	0
11.8	Special personnel services payments	0	0	0	0	0
11.9	<b>Total personnel compensation</b>	12,142	13,520	14,434	14,434	0
12.1	Civilian personnel benefits	3,915	4,326	4,629	4,629	0
13	Benefits for former personnel	0	0	0	0	0
21	Travel and transportation of persons	125	280	282	282	0
22	Transportation of things	5	14	14	14	0
23	Rent, communications, and utilities					
23.1	Rental payments to GSA	455	0	0	0	0
23.2	Rental payments to others	1	0	0	0	0
23.3	Communications, utilities, and misc. charges	235	155	154	154	0
24	Printing and reproduction	3	10	11	11	0
25	Other contractual services					
25.1	Advisory and assistance services	2,821	1,797	1,797	1,797	0
25.2	Other services from non-Federal sources	484	2,732	2,617	2,617	0
25.3	Other goods and services from Federal sources	1,585	680	742	742	0
25.4	Operation and maintenance of facilities	271	0	0	0	0
25.5	Research and development contracts	0	0	0	0	0
25.6	Medical care	0	0	0	0	0
25.7	Operation and maintenance of equipment	1	0	0	0	0
25.8	Subsistence and support of persons	2	0	0	0	0
26	Supplies and materials	74	47	48	48	0
31	Equipment	717	118	120	120	0

Object Class		2020 Actual	2021 Enacted	2022 Base	2022 Estimate	Increase / (Decrease) over 2022 Base
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	0	459	459	459	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total obligations	22,835	24,139	25,307	25,307	0
	Less prior year recoveries	(253)	0	0	0	
	Restoration of recoveries	0	0	0	0	0
	Less prior year unobligated balance	418	(116)	0	0	
	Total Budget Authority	23,000	24,023	25,307	25,307	0
<b><u>Personnel Data</u></b>						
<b><u>Full-time Equivalent Employment</u></b>						
	Full-time permanent	84	100	100	100	0
	Other than full-time permanent	10	10	10	10	0
	Total	94	110	110	110	0
<b><u>Authorized Positions:</u></b>						
	Full-time permanent	88	101	101	101	0
	Other than full-time permanent	10	10	10	10	0
	Total	98	111	111	111	0

**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
JUSTIFICATION OF PROPOSED LANGUAGE CHANGES**

FY 2022

For necessary expenses for international trade activities of the Department of Commerce provided for by law, to carry out activities associated with facilitating, attracting, and retaining business investment in the United States, and for engaging in trade promotional activities abroad, including expenses of grants and cooperative agreements for the purpose of promoting exports of United States firms, without regard to sections 3702 and 3703 of title 44, United States Code; full medical coverage for dependent members of immediate families of employees stationed overseas and employees temporarily posted overseas; travel and transportation of employees of the International Trade Administration between two points abroad, without regard to section 40118 of title 49, United States Code; employment of citizens of the United States and aliens by contract for services; rental of space abroad for periods not exceeding 10 years, and expenses of alteration, repair, or improvement; purchase or construction of temporary demountable exhibition structures for use abroad; payment of tort claims, in the manner authorized in the first paragraph of section 2672 of title 28, United States Code, when such claims arise in foreign countries; not to exceed \$294,300 for official representation expenses abroad; purchase of passenger motor vehicles for official use abroad, not to exceed \$45,000 per vehicle; not to exceed \$325,000 for purchase of armored vehicles without regard to the general purchase price limitations; [obtaining] purchase of insurance on official motor vehicles; and rental of tie lines, \$570,315,000, of which \$75,000,000 shall remain available until September 30, 2023: Provided, That \$11,000,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding section 3302 of title 31, United States Code: Provided further, That, of amounts provided under this heading, not less than \$16,400,000 shall be for China antidumping and countervailing duty enforcement and compliance activities: Provided further, That the provisions of the first sentence of section 105(f) and all of section 108(c) of the Mutual Educational and Cultural Exchange Act of 1961 (22 U.S.C. 2455(f) and 2458(c)) shall apply in carrying out these activities; and that for the purpose of this Act, contributions under the provisions of the Mutual Educational and Cultural Exchange Act of 1961 shall include payment for assessments for services provided as part of these activities.

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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
APPROPRIATION LANGUAGE AND CODE CITATION**

FY 2022

1. "For necessary expenses for international trade activities of the Department of Commerce provided for by law, to carry out activities associated with facilitating, attracting, and retaining business investment in the United States, and for engaging in trade promotional activities abroad, including expenses of grants and cooperative agreements for the purpose of promoting exports of United States firms,

13 U.S.C. 301(a) and 305	19 U.S.C. 81a et seq.	19 U.S.C. 2354	22 U.S.C. 4723a
15 U.S.C. 141 et seq.	19 U.S.C. 1318 and 1502(a)	19 U.S.C. 2411 et seq.	22 U.S.C. 5462
15 U.S.C. 649b-649d	19 U.S.C. 1339(b)	19 U.S.C. 2451 sec. 411	22 U.S.C. 5812(b)
15 U.S.C. 1151 et seq.	19 U.S.C. 1514-1516	19 U.S.C. 3201 nt.	22 U.S.C. 5821
15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq.	19 U.S.C. 1592A(b)	19 U.S.C. 3538(b), (c), and (d)	22 U.S.C. 5823(b)
15 U.S.C. 1512 et seq.	19 U.S.C. 1617	19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d)	22 U.S.C. 5824
15 U.S.C. 4001 et seq.	19 U.S.C. 1671 et seq.	19 U.S.C. 3721(b)(3)(C)	22 U.S.C. 5872
15 U.S.C. 4011 et seq.	19 U.S.C. 1673 et seq.	19 U.S.C. 3802(c)(3)	26 U.S.C. 4221 and 19 U.S.C. 1309
15 U.S.C. 4721 and 22 U.S.C. 262s-2	19 U.S.C. 1677k and 1677n	22 U.S.C. 262s-2 nt.	28 U.S.C. 2631 et seq.
15 U.S.C. 4723	19 U.S.C. 1862	22 U.S.C. 1471 nt.	42 U.S.C. 6951 et seq.
15 U.S.C. 4725	19 U.S.C. 2031	22 U.S.C. 2351(b)(1)	46 U.S.C. 1122b
15 U.S.C. 4726	19 U.S.C. 2114 and 2155	22 U.S.C. 2451 et seq.	50 U.S.C. 98-98h
15 U.S.C. 4727	19 U.S.C. 2114b	22 U.S.C. 2651 et seq.	50 U.S.C. 401 et seq.
15 U.S.C. 4728	19 U.S.C. 2171 nt.	22 U.S.C. 3101 et seq.	
15 U.S.C. 4729	19 U.S.C. 2252(h)(3)(A)	22 U.S.C. 3901 et seq.	

13 U.S.C. 301(a) and (305) authorizes the Secretary of Commerce to collect, compile, and publish real-time, detailed, steel imports statistics pertaining to, and acquired through, the steel licensing program called the Steel Import Monitoring and Analysis (SIMA) System, as well as the authority to make such rules, regulations, and orders necessary to administer the program.

15 U.S.C. 141 et seq. provides for the formation, regulation and termination of China Trade Act corporations.

15 U.S.C. 649b-649d authorizes the Secretary of Commerce to award grants (including contracts and cooperative agreements) to encourage the development and implementation of small business international marketing programs.

15 U.S.C. 1151 et seq. provides for the Department of Commerce to serve as a clearinghouse for technical information, as is necessary for the preparation and dissemination of business and international economic information.

15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq. provide the basic authority for performance of those functions and activities of ITA which promote an improved trade posture for United States industry.

15 U.S.C. 4001 et seq. provides for the development and promotion of U.S. export trading companies and associations.

15 U.S.C. 4011 et seq. authorizes the Secretary of Commerce to promote and encourage export trade, the Secretary may issue certificates of review and advise and assist any person with respect to applying for certificates of review.

15 U.S.C. 4721 and 22 U.S.C. 262s-2 provides the basic authorities for the GM-United States and Foreign Commercial Service.

15 U.S.C. 4723 provides the basic authorities for the Market Development Cooperator Program.

15 U.S.C. 4723a authorizes United States Commercial Centers in Asia, Latin America, and Africa.

15 U.S.C. 4724 provides for Department of Commerce support of Trade Shows.

15 U.S.C. 4725 provides for the United States and Foreign Commercial Service Pacific Rim Initiative.

15 U.S.C. 4726 provides for the Indian Tribes Export Program.

15 U.S.C. 4727 establishes the Trade Promotion Coordinating Committee.

15 U.S.C. 4728 authorizes Department of Commerce environmental trade promotion activities.

15 U.S.C. 4729 provides for a Department of Commerce report on export policy.

19 U.S.C. 81a et seq. establishes the Foreign-Trade Zones Board and designates the Secretary of Commerce as chairman and executive officer of the Board.

19 U.S.C. 1318 and 1502(a) relates to antidumping and countervailing duty investigations and the assessment of duties.

19 U.S.C. 1339(b) relates to technical assistance to eligible small businesses as to the antidumping and countervailing duty laws.

19 U.S.C. 1514-1516 [and section 5(a)(1)(D) of Reorganization Plan No. 3 of 1979] relate to any protest, petition, or notice of desire to contest described in section 1002(b)(1) of the Trade Agreements Act of 1979.

19 U.S.C. 1592A(b) relates to providing advice to the President or his or her designee regarding a listing of countries in which illegal activities have occurred regarding transshipped textiles or apparel products.

19 U.S.C. 1617 relates to any compromise of a claim for antidumping or countervailing duties upon recommendation by the Department of Commerce's General Counsel.

19 U.S.C. 1671 et seq. authorizes the investigation as to whether a foreign government has paid or pays a subsidy upon the manufacture, production, or export of merchandise imported into the United States, and if the International Trade Commission finds requisite injury, requires the determination and imposition of countervailing duties upon such merchandise. This section applies to merchandise from countries covered by the Agreement on Subsidies and Countervailing Measures or from countries which have assumed obligations similar to those contained in the Agreement.

19 U.S.C. 1673 et seq. authorizes the investigations as to whether foreign merchandise is, or is likely to be, sold in the United States at less than fair value and if the International Trade Commission finds requisite injury, requires the determination and imposition of antidumping duties upon such merchandise.

19 U.S.C. 1677k and 1677n relate to actions by the "administering authority" or the Department of Commerce concerning third-country dumping.

19 U.S.C. 1862 with respect to consultations *with* the Bureau of Industry and Security regarding the development of recommendations on proposed remedies if there is a finding of threat to impair the national security, and regarding implementation issues, including consultation prior to discussions with foreign governments on implementations issues.

19 U.S. C. 2031 provides the authority to promulgate rules and regulations pertaining thereto under the Automotive Products Trade Act of 1965 (19 U. S. C. 2001 et seq.).

19 U.S.C. 2114 and 2155 authorizes the President to organize through the U.S. Trade Representative and the Secretaries of Commerce, Labor, Agriculture, the Treasury, or other executive departments, as appropriate, general policy advisory committees composed of representatives of all industry, labor, agricultural, service, investment, defense, and other interests.

19 U.S.C. 2155 [regarding the industry consultation program] also authorizes the President to organize, through the U.S. Trade Representative and the Secretaries of Commerce, Labor, Agriculture, the Treasury, or other executive departments, as appropriate, sectoral or functional advisory committees composed of representatives from industry, labor, agriculture, and services. These committees provide policy and technical advice on



international trade negotiating objectives and bargaining positions, the operation of trade agreements, and with respect to other matters involving the development, implementation, and administration of U.S. trade policy.

19 U.S.C. 2114b establishes a service industries development program.

19 U.S.C. 2171 nt. [Section 2(a) of Reorganization Plan No. 3 of 1979] provides the Secretary of Commerce with "general operational responsibilities for major non-agricultural international trade functions of the United States Government," including "export development," "commercial representation abroad," "research and analysis," and "monitoring compliance with international trade agreements to which the United States is a party".

19 U.S.C. 2252(h)(3)(A) relates to the integration of articles subject to the WTO Agreement on Textiles and Clothing.

19 U.S.C. 2354 provides for studies, reports and information activities in response to investigations and findings of the International Trade Commission.

19 U.S.C. 2411 et seq. provides procedures for determinations and actions to be taken to enforce the rights of the United States under any trade agreement, or to respond to any act, policy, or practice of a foreign country that is inconsistent with the provisions or any trade agreement, that burdens or restricts United States commerce.

19 U.S.C. 3201 nt. [as delegated by section 2(a) of E.O. 13277,] relates to consultations with the United States Trade Representative regarding the authorities and functions thereof.

19 U.S.C. 3538(a), (b) and (c) relate to actions by the "administering authority" as to World Trade Organization (WTO) dispute settlement panel reports.

19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d) relate to enforcement of the WTO Subsidies Agreement by the "administering authority" and conduct by the Secretary of Commerce of ongoing review of, and report to the Congress on, the WTO Subsidies Agreement.

19 U.S.C. 3721(b)(3)(C) relates to monitoring of imports and addressing a surge in imports.

19 U.S.C. 3802(c)(3) [as delegated by section 1(c)(ii) of E.O. 13277,] relates to advice to the Secretary of State regarding the establishment of consultative mechanisms among parties to trade agreements.

22 U.S.C. 262s-2 nt. authorizes the appointment of additional procurement officers for each multilateral development bank.

22 U.S.C. 1471 nt. with respect to a contract requirement for Voice of America modernization projects, provides for certification by the Secretary of Commerce that a foreign bidder is not in receipt of direct subsidies from any government which would disadvantage the competitive position of U.S. bidders competing on the same project.

22 U.S.C. 2351(b)(1) authorizes the Secretary of Commerce [under E.O. 12163 of September 29, 1979,] to draw the attention of private enterprise to opportunities for investment and development in less developed friendly countries and areas.

22 U.S.C. 2451 et seq. relates to the promotion of international trade and collection of contributions under the Mutual Educational and Cultural Exchange Act of 1961.

22 U.S.C. 2651 et seq. establishes the Department of State and provides authority for a number of overseas operations. Reorganization Plan No. 3 of 1979 and Executive Order 12188 authorize the utilization of certain of these authorities in connection with the operation of the Foreign Commercial Service.

22 U.S.C. 3101 et seq. authorizes the President to conduct surveys and studies of both United States direct investments abroad as well as foreign direct and portfolio investment in the United States. ITA monitors, analyzes, and reports to Congress on specific aspects of international investment, which may have significant implications for the economic welfare, and national security of the United States.

22 U.S.C. 3901 et seq. [and such laws the exercise of which are authorized to the Secretary of Commerce under section 5(b)(2) of Reorganization Plan No. 3 of 1979 and by section 1-104 of E.O. 12188 of January 2, 1989, as amended] relate to the Foreign Service of the United States.

22 U.S.C. 5462 [and Section 3 of E.O. 12703 of February 20, 1990,] establishes a Support for East European Democracy Information Center System.

22 U.S.C. 5812(b) relates to the coordination of export promotion activities.

22 U.S.C. 5821 relates to the establishment and operation of American Business Centers.

22 U.S.C. 5823(b) relates to the design and implementation of programs to provide adequate commercial and technical assistance to U.S. businesses seeking markets in the independent states of the former Soviet Union.

22 U.S.C. 5824 relates to the interagency working group on energy of the Trade Promotion Coordinating Committee.

22 U.S.C. 5872 relates to the Office of Space Commerce.

26 U.S.C. 4221 and 19 U.S.C. 1309 relate to findings regarding exemptions from taxes and import duties on supplies and equipment for aircraft.

28 U.S.C. 2631 et seq. relates to actions taken by the Secretary of Commerce reviewable under section 516A of the Tariff Act of 1930, as amended (19 U.S.C. 1516a).

40 U.S.C. 512 provides authority for the administration of the Foreign Excess Property program.

42 U.S.C. 6951 et seq. provides for the stimulation of development of markets for recovered materials, promotion of proven technology, and a forum for the exchange of technical and economic data regarding resource recovery facilities.

46 U.S.C. 1122b relates to foreign shipping practices.

2. “without regard to the provisions of law set forth in 44 U.S.C. 3702 and 3703;

#### No Specific Authority

44 U.S.C. 3702 specifies that an executive department may not publish or pay for advertisements without written authority from the head of that department.

The nature of ITA's overseas exhibition program requires maximum flexibility in advertising requirements since exhibitions may be changed, added, or canceled. When such changes take place, advertisements must be placed as soon as possible to inform the local business community. This exception from 44 U.S.C. 3702 will provide the flexibility, which is required to effectively advertise for these exhibitions.

44 U.S.C. 3703 stipulates that prices paid for advertising may not exceed the commercial rates charged to provide individuals, with the usual discounts. Since the United States Government does not have sovereign status in other countries and is charged commercial rates without the discounts required by 44 U.S.C. 3703, this exception is necessary to permit contracting in a manner which conforms to the realities of foreign advertising markets.

3. "full medical coverage for dependent members of immediate families of employees stationed overseas and employees temporarily posted overseas;"

No Specific Authority

This language permits the International Trade Administration to extend to certain of its overseas employees the same benefits afforded domestically employed Federal employees and employees of ITA in equivalent positions overseas.

4. "travel and transportation of employees of the International Trade Administration between two points abroad, without regard to 49 U.S.C. 40118;"

No Specific Authority

In 1979, the Congress exempted Foreign Service agencies from the requirement that government travel between two points outside the United States be accomplished by U.S. air carrier. This phrase clarifies that the International Trade Administration is included in the exemption and overturns a Comptroller General decision to the contrary.

5. "employment of Americans and aliens by contract for services;"

No Specific Authority

44 CG 761, OPM guidance, and House Report 89-188 have concluded that Federal agencies must have specific authority to employ personnel by contract. In order to present its overseas exhibitions ITA often requires the use of narrators, demonstrators, receptionists, clerical, and facilities maintenance personnel who speak the language of the host country; are familiar with local practices and procedures; or who only need to be employed for a short period of time. In some cases, however, it is more advantageous to employ U.S. citizens in the

host country (generally members of an employee's family) because they have greater familiarity with American methods and, therefore, require less effort to train.

6. "rental of space abroad for periods not exceeding 10 years, and expenses of alternation, repair, or improvement;"

No Specific Authority

Buildings, pavilions, and space in such structures must be rented for exhibitions. Rental terms are established by fair authorities. The program may desire to exhibit at certain fairs, which support ITA's trade development objectives. The installation of exhibits in rented buildings requires that certain alterations and improvements be made. To limit expenditures for such alterations and improvements would seriously restrict the quality and effectiveness of the exhibitions.

7. "purchase or construction of temporary demountable exhibition structures for use abroad;"

No Specific Authority

40 U.S.C. 601 prohibits the construction of public buildings except by the Administrator of the General Services Administration. Authority to purchase or construct such demountable structures is necessary to allow ITA to present exhibitions overseas when permanent exhibition facilities is not available. 41 U.S.C. 10a permits the purchase of articles, materials, or supplies in foreign countries when they are to be used in that country.

8. “payment of tort claims, in the manner authorized in the first paragraph of 28 U.S.C. 2672 when such claims arise in foreign countries;”

No Specific Authority

28 U.S.C. 2672 provides for settlement of tort claims for money damages of \$25,000 or less against the United States by the head of each federal agency for loss of property or personal injury or death caused by a negligent or wrongful act of any employee of the Government while acting within the scope of his employment in circumstances where the United States, if a private person, would be liable under local law. However, 28 U.S.C. 2680 exempts the settlement of tort claims which arise abroad from the provisions of 28 U.S.C. 2672. The language requested would exempt ITA from 28 U.S.C. 2680 and would cover the settlement of tort claims against the United States, which arise in connection with the ITA's trade promotion activities abroad.

9. “not to exceed \$294,00 for official representation expenses abroad;”

No Specific Authority

5 U.S.C. 5536 prohibits additional pay, extra allowances, or compensation unless the appropriation explicitly states that it is for such additional pay, extra allowances, or compensation.

10. “purchase of passenger motor vehicles for official use abroad, not to exceed \$45,000 per vehicle; not to exceed \$325,000 for purchase of armored vehicles without regard to the general purchase price limitations; [obtaining] purchasing insurance on official motor [vehicles;] vehicles, and rental of tie lines;”

No Specific Authority

31 U.S.C. 1343 authorizes the purchase of passenger motor vehicles and purchase of motor vehicles for law enforcement use of the U.S. Capitol Police without regard to any price limitation otherwise established by law.

This section also prohibits the purchase of passenger motor vehicles unless specifically authorized by the appropriation concerned or other law with the exception of those for the use of the President of the United States, the secretaries to the President or the head of certain executive departments.

11. \$570,315,000 of which \$75,000,000 shall remain available until September 30, 2023; and that \$11,000,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding section 3302 of title 31, United States Code.”

#### No Specific Authority

31 U.S.C. 1301(c) provides that an appropriation in a regular, annual appropriation law may be construed to be permanent or available continuously if the appropriation expressly provides that it is available after the fiscal year covered by the law in which it appears.

31 U.S.C. 3302 provides ITA administrative flexibility to retain and use fees collected without the need to follow the restrictions of 31 U.S.C. 3302, which requires fees collected to be deposited in the US Treasury.

12. “That the provisions of the first sentence of section 105(f) and all of section 108(c) of the Mutual Educational and Cultural Exchange Act of 1961 (22 U.S.C. 2455(f) and 2458(c)) shall apply in carrying out these activities without regard to section 5412 of the Omnibus Trade and Competitiveness Act of 1988 (15 U.S.C. 4912);”



## No Specific Authority

22 U.S.C. 2455(f) provides authority to accept contributions of funds, property and services from foreign governments, international organizations and private individuals, firms, associations, agencies, and other groups in carrying out the activities concerned with exhibits pursuant to the Mutual Educational and Cultural Exchange Act of 1961.

22 U.S.C. 2458(c) provides authorization for all necessary expenditures involved in the selection, purchase, rental, construction, or other acquisition of exhibitions and the necessary supplies.

15 U.S.C. 4912 The Secretary shall provide reasonable public services and access (including electronic access) to any information maintained as part of the Data Bank and may charge reasonable fees consistent with section 552 of title 5.

13. “and that for the purpose of this Act, contributions under the provisions of the Mutual Educational and Cultural Exchange Act shall include payment for assessments for services provided as part of these activities.”

This phrase provides for extension of this authority and permits ITA to collect funds for use in conducting trade promotion events abroad.

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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
ADVISORY AND ASSISTANCE SERVICES**

	2020 Actual	2021 Enacted	2022 Estimate
Consulting Services	2,774	2,829	2,883
Management and professional services	500	510	520
Special studies and analyses	152	155	158
Management and support services for research and development	31,014	22,960	19,895
Total	34,440	26,455	23,455

Consulting services: ITA uses consulting services to meet relatively short-term requirements for industry and/or economic expertise, and to focus on specific areas such as export promotion events, negotiations, antidumping and countervailing duty cases. It is more economical to employ intermittent short-term expertise to meet these demands rather than maintain a permanent staff.

Management and professional support services: These services include sector specific market research studies, interpretation, and stenographic support services.

Special studies and analyses: Provides contract support for evaluation of policy development and possible information technology changes.

Engineering and technical services: Support modification, development and architectural design and integration efforts to ITA information technology systems.

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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
PERIODICALS, PAMPHLETS AND AUDIOVISUAL PRODUCTS**

	2020 Actual	2021 Enacted	2022 Estimate
Periodicals	238	726	740
Pamphlets	3	3	3
Audiovisuals	2	2	2
Total	243	731	745

ITA publications and pamphlets are some of the most essential tools with which the organization fulfills its mission to carry out the U.S. Government's non-agricultural trade activities, to encourage and promote U.S. exports of manufactured goods, to administer U.S. statutes and agreements dealing with foreign trade, and advise on U.S. international and domestic trade and commercial policy.

Individual publications include economic and market research studies, and inward investment reports. ITA plays an essential role in disseminating these publications to keep the business public informed on particular aspects of the global business picture.

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**Department of Commerce  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
AVERAGE GRADES AND SALARIES AND BENEFITS**

	2020 Actual	2021 Enacted	2022 Estimate
Direct			
Average ES	\$237,580	\$254,443	\$285,867
Average GS grade	12.9	12.9	12.9
Average GS salary and benefits	\$162,162	\$164,764	\$181,057
Average grade and salary established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary and benefits	\$243,620	\$263,602	\$296,156
Average Foreign Service Officer grade	1.8	1.9	1.9
Average Foreign Service Officer salary and benefits	\$195,689	\$206,063	\$226,441
Average Foreign Service Staff salary and benefits	\$157,665	\$161,613	\$177,595
Average Foreign Service salary and benefits in foreign countries	\$188,557	\$194,487	\$214,408

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**Department of Commerce  
International Trade Administration  
Salaries and Expenses  
IMPLEMENTATION STATUS OF GAO AND OIG RECOMMENDATIONS**

31 U.S.C. 720, as amended January 3, 2019, requires the head of a federal agency to submit a written statement of the actions taken or planned on Government Accountability Office (GAO) recommendations to the House and Senate Committees on Appropriations with the agency's first request for appropriations made more than 180 calendar days after the date of the report.

The Good Accounting Obligation in Government Act (GAO-IG Act), passed on January 3, 2019, (P.L. 115-414) requires each agency to include, in its annual budget justification, a report that identifies each public recommendation issued by GAO and the agency's office of the inspector general (OIG) which has remained unimplemented for one year or more from the annual budget justification submission date. In addition, the Act requires a reconciliation between the agency records and the IGs' Semiannual Report to Congress (SAR).

**Section 1. Recommendations for which action plans were finalized since the last appropriations request.**

Include information on recommendations for which an action plan has been completed since the last budget report. If you have nothing to report, state Nothing to Report."

Report Number	Nothing to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Action(s) Planned	
Action Status (Planned, In-Progress, or Complete)	
Target Completion Date	
Recommendation Status (Planned, In-Progress, or	

Alternative form if more than one report:

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Action(s) Planned	Action Status (Planned, In-Progress, or Complete)	Target Completion Date	Recommendation Status (Planned, In-Progress, or Complete)

## Section 2. Implementation of GAO public recommendations issued no less than one year ago that are designated by GAO as ‘Open’ or ‘Closed-Unimplemented.’

Open Recommendation(s) the Department has decided not to implement.

Include information on all open recommendations made one year or more ago that the Department / bureau do not plan to implement. GAO recommendations are open until officially closed by GAO.

Report Number	
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Reason for the Decision not to Implement	

Alternative form if more than one report:

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Reason for the Decision Not to Implement

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Target Implementation Date	Closure Request Pending with GAO (Yes/No)	Clear Budget Implications (Yes/No)
GAO-16-699	Advanced Technologies: Strengthened Federal Approach Needed to Help Identify and Mitigate Supply Risks for Critical Raw Materials	Oct 3, 2016	1	To fulfill the role assigned to it under the 1980 Act, the Secretary of Commerce should engage with industry stakeholders and continually identify and assess critical materials needs across a broad range of industrial sectors.	September 30, 2020	No	No
GAO-16-805	SEC Conflict Minerals Rule: Companies Face Continuing Challenges in Determining Whether Their Conflict Minerals Benefit Armed Groups	Aug 25, 2016	1	To improve the effectiveness of the SEC's conflict minerals disclosure rule, the Secretary of Commerce should submit to the appropriate congressional committees a plan outlining steps that Commerce will take, with associated time frames, to (1) assess the accuracy of the independent private sector audits (IPSA) and other due diligence processes described under section 13(p) of the Securities Exchange Act of 1934; (2) develop recommendations for the process used to carry out such audits, including ways to improve the accuracy of the audits and establish standards of best practices for such audits; and (3) acquire the necessary knowledge, skills, and abilities to carry out these responsibilities.	In National Association of Manufacturers v. United States SEC, the District Court for the District of Columbia declared an element of the relevant SEC rule unconstitutional, necessitating that the SEC determine how that decision affects overall implementation of the Conflict Minerals rule. Until the SEC completes its deliberative process, makes such determination, and implements any necessary revisions to the rule, the Department does not intend to undertake additional work under Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act with regard to the	No	No

					assessment of the accuracy of the audits and other due diligence processes or recommendations regarding the audits.		

Open Recommendation(s) the Department plans to implement.

Include information on all open recommendations made one year or more ago that the Department / bureau plans to implement. GAO recommendations are open until officially closed by GAO.

Report Number	GAO-13-644
Report Title	Export Promotion: Better information Needed about Federal Resources
Issue Date	Aug 14, 2013
Recommendation Number	2
Recommendation	GAO recommends that TPCC (1) develop and distribute guidance for member agencies on what information they should provide the TPCC on the resources they spend on export promotion activities; and (2) report in its National Export Strategies on how resources are allocated by agency and aligned with the strategy's priorities.
Target Implementation Date	Budget table with FY19 actuals and FY20 request has been updated to reflect Administration priorities.
Closure Request Pending with GAO (Yes/No)	No
Clear Budget Implications (Yes/No)	No

Alternative form if more than one report:

Recommendations designated by GAO as "Closed-Unimplemented for the past 5 years (2015-2019). Future reports will cover a one-year period.

Report Number	
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Reason Not Implemented	

Alternative form if more than one report:

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Reason Not Implemented

### **Section 3. Implementation of OIG public recommendations issued no less than one year for which Final Action has not been Taken or Action Not Recommended has been Taken**

Include information on all OIG recommendations that are still officially open. Commerce OIG recommendations are open until closed by the Department OIG Liaison.

Report Number	
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Target Implementation Date	
Reason No Final Action Taken or Action Not Recommended Taken	
Closure Request Pending	

Alternative form if more than one report:

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Target Implementation Date	Reason no Final Action Taken or Action Not recommended taken	Closure Request Pending (Yes/No)

**Section 4. Discrepancies between this report and the semiannual reports submitted by the Commerce Office of Inspector General or reports submitted by the GAO**

Report Number	
Report Title	
Issue Date	
Recommendation	
Recommendation	
Discrepancy	
Reason for Discrepancy	

Alternative form if more than one report:

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Discrepancy	Reason for Discrepancy

## **Annual Performance Plan and Report (APPR)**

### **SUMMARY**

#### **Overview of Bureau 2020 Accomplishments**

In FY 2020, the International Trade Administration (ITA) facilitated over \$105 billion in U.S. exports and inward investment supporting over 470,000 American jobs. And with a contributing impact of \$25 billion, ITA reduced, removed, and prevented 176 trade barriers, 30 of which ensured that our trading partners were in compliance with their trade agreement obligations. Finally, ITA deployed its unique combination of industry and trade expertise to drive policy and rules for trade and investment to enable U.S. businesses to compete internationally.

ITA received sufficient resources to support its mission and fully obligated its FY 2020 appropriations. Additionally, ITA met or exceeded all budget submission, financial reporting, and financial statement audit deadlines to Department of Commerce (DOC) internal and external stakeholders. ITA ended FY 2020 without any audit deficiencies or weaknesses, ensuring maintenance of an unqualified opinion and contributing to DOC's twenty-second consecutive unqualified opinion.

The following strategic objectives (SOs) apply to ITA via the DOC FY 2018-2022 Strategic Plan:

SO 1.3: Strengthen Intellectual Property Protection – ITA manages the inter-agency STOPfakes initiative, which channels talent and resources of various U.S. Federal agencies to U.S. businesses and consumers, helping them to respect and protect intellectual property rights through Roadshows, webinars, and digital content. In FY 2020, the STOPfakes program trained over 1,650 individuals on intellectual property rights and protection.

SO 2.3: Strengthen Domestic Commerce and the U.S. Industrial Base – ITA updated the Free Trade Agreement (FTA) Tariff Tool, an online search tool that allows the user to search for the tariff treatment and rules of origin for products covered by Free Trade Agreements between the U.S. and its trading partners. The updates, which include United States-Mexico-Canada Agreement (USMCA) tariff treatment and new rules of origin, will help U.S. companies to make informed business decisions.

The Industry & Analysis unit's National Travel & Tourism Office, with input from the Travel and Tourism Advisory Board, has developed a comprehensive tracking system to monitor the current state of the travel industry and follow the industry on its path toward eventual recovery. Included in this system are travel-related macroeconomic statistics (e.g., exports/imports, leisure and hospitality employment); travel industry metrics (e.g., international travel volume, domestic airline passengers, Transportation Security Administration throughput, hotel demand); forward-looking indicators (e.g., hotel/trip bookings, on-line search data); and

traveler sentiment data. ITA uses this dashboard to guide policy discussions on travel-related policy questions within the Travel and Tourism Advisory Board.

SO 2.4: Increase U.S. Exports – ITA responded to nearly 145,000 inquiries from over 31,249 U.S. exporters, 92 percent of which were small and medium-sized enterprises (SMEs). On average, U.S. exporter clients reported an increase of \$2.1 million or 9 percent in annual revenue due to ITA’s assistance. ITA facilitated nearly \$87.6 billion in U.S. exports supporting over 457,000 American jobs through export promotion; commercial diplomacy/advocacy; and the reduction, removal, and prevention of trade barriers around the world.

- **Market Development Cooperator Program (MDCP)**

In 2020, ITA announced 10 new Market Development Cooperator Program (MDCP) partnerships designed to create or sustain U.S. jobs by increasing or maintaining the export of American goods. The 10 awardees will leverage more than \$2.7 million in financial and technical assistance from ITA. MDCP projects generate \$359 in American exports for every \$1 of MDCP awards made and, in an average year, MDCP projects create or sustain more than 17,000 American jobs.

- **Miscellaneous Tariff Bills**

ITA reviewed and analyzed over 3,500 Miscellaneous Tariff Bill (MTB) petitions from U.S. industry that informed the International Trade Commission’s MTB report to Congress and the Secretary delivered Commerce’s findings in a report to the U.S. International Trade Commission (ITC), the House Ways and Means Committee, and Senate Finance Committee.

- **Export Trading Company Act (ETCA)**

ITA’s Trade Policy & Analysis unit—in collaboration with the Office of the General Counsel—administers the ETCA, which allows companies to form Export Trading Companies for purposes of jointly exporting their products and services. There are over 2,000 participating ETCA companies who have reported exports of \$20.3 billion in FY 2020.

- **Online Tools for Exporters**

During FY 2020, ITA unveiled its continuously developing and improving online tools for U.S. Exporters, including the launch of ITA’s first-ever unified digital presence in adherence with the 21<sup>st</sup> Century Integrated Digital Experience Act. Along with the on-going efforts of the Ecommerce Innovation Lab, ITA’s continued focus on the digital online channel is growing the ability to maximize digital service delivery, engage and serve more U.S. exporters, and improve efficiency for staff and businesses. The tools and focus support the President’s Management Agenda Goals of improving customer service, IT modernization, and replacing low value with high value work.



ITA updated its FTA Tariff Tool to include tariff commitments and rules of origin for the USMCA, which can help companies to identify potential new export markets using basic information about their current trade patterns and continued educational efforts for this tool and the Market Diversification Tool, released last year, that can help companies to identify potential new export markets using basic information about their current trade patterns.

SO 2.5: Increase Inward Investment into the United States – ITA focused on foreign direct investment and business expansion in the U.S. and assisted over 6,921 unique clients, which exceeded the FY 2020 target of 6,500. These clients were investors from 98 international markets and economic development organizations from 53 U.S. states and territories. Over the same time period, SelectUSA assisted over 115 investment outcomes (e.g., deals) valued at nearly \$17.7 billion. These client-verified investments supported over 14,000 U.S. jobs.

SO 3.1: Enforce the Nation's Trade Laws and Security Laws – ITA focused on enforcing the U.S. trade laws to defend American manufacturers, workers, and farmers from unfair trade through July 2020. In addition, ITA monitored and ensured compliance with trade agreements, assessed foreign direct investment impacts on national security, and improved international intellectual property protections.

- **Trade Enforcement**

Trade enforcement activity—including new investigations and anti-circumvention activity—is at a historic high, consistent with the Administration's goal to make trade free, fair, and reciprocal. In FY 2020, domestic manufacturers filed 114 new antidumping (AD) and countervailing duty (CVD) petitions and ITA initiated 104 new AD/CVD investigations, both of which were all-time highs and represent increases of 215 and 179 percent, respectively, on the number of new AD/CVD petitions filed and new investigations initiated during FY 2019.

- **Trade Agreements Compliance Program**

Through its Trade Agreements Compliance Program, ITA successfully closed 30 compliance cases in FY 2020, protecting U.S. export opportunities worth more than an estimated \$2 billion in overseas markets.

- **Foreign Investment Risk Review Modernization Act (FIRRMA)**

DOC continues to meet obligations under FIRRMA, including new responsibility due to Committee on Foreign Investment in the United States (CFIUS) regulations that became effective in February 2020. DOC also made progress in determining FTE requirements to meet the expected increase in CFIUS cases under FIRRMA for ITA and the Bureau of Industry and Security (BIS), including establishing in ITA a new Office of Investment Security to coordinate DOC's inputs as a statutory member of CFIUS.

- **Section 301**

ITA provided research, analysis, and recommendations for the United States Trade Representative (USTR) to develop the Section 301 product retaliation lists in response to the EU Airbus Subsidy and the proposed Digital Services Tax in France. ITA also contributed research and analysis for the 301 review of objectionable Chinese intellectual property rights, technology transfer practices, and identification of appropriate remedies.

SO 4.2: Provide Accurate Data to Support Economic Activity – ITA continues to collect, analyze, and disseminate international travel and tourism statistics for the U.S. Travel and Tourism Statistical System, including the United States Government’s official comprehensive national traveler survey of visitors to and from the U.S. (*Survey of International Air Travelers*); the publication of the official estimates of international visitation to the United States (*I-94*); the United States Government’s official estimate of travel and tourism industries’ contribution to the U.S. economy (*Travel & Tourism Satellite Accounts*); and the *Annual Forecast Database*, which projects international inbound travel volume five-year forecasts.

ITA undertook a critical modernization effort on U.S. travel and tourism data in concert with Customs and Border Protection, resulting in more accurate, timely, and comprehensive statistics on international travel to and from the United States—a critical resource for decision-makers in industry and government.

SO 5.1: Engage Commerce Employees – ITA made significant progress towards meeting the FY 2020 staffing target, especially given the COVID-19 challenges, by narrowing the vacancy gap on all levels. ITA hired 262 new employees—representing 13 percent of the workforce—in FY 2020, including 30 Foreign Service Officers and 62 Locally Employed Staff. ITA virtually onboarded 148 employees—which averages to 11 new staff per pay period—worldwide during the COVID-19 period with new hires each pay period. ITA launched in FY 2020 an ITA-wide succession planning initiative to anticipate current and future talent needs, retain specialized or institutional knowledge, support employee learning and development opportunities, and increase employee retention and job satisfaction.

SO 5.2: Accelerate Information Technology Modernization – ITA adopted a new IT Strategic Plan to strengthen ITA’s ability to increase the competitiveness of U.S. companies. Throughout the fiscal year, ITA demonstrated its ability as a customer- and future-focused digital organization through the continued modernization of its legacy systems and delivery of mission-enabling solutions, which range from a new uniform, best-in-class website to a new Microsoft Teams solution that provides staff seamless remote collaboration capabilities, a new TAS e-filing application, a modernized steel and aluminum import monitoring system, an early-stage global leads solution, a three-fold improvement in the speed of international-U.S. air-traffic reporting, optimized customer relationship management (CRM) reporting, developed a travel contacts App for ITA mobile phones to increase safety, and a new hiring dashboard to track and manage hiring actions.

SO 5.3: Consolidate Functions for Cost Savings – Responding to COVID-19 challenges in FY 2020, ITA developed a standard operating procedure to manage acquisitions during mandatory telework; established a formal approval and validation process for Mission-Essential Travel (over 60 trips); implemented a new Sunflower Network Discovery Tool that automatically reconciles over 3,000 network assets and realized \$37,000 in administrative cost savings, reducing the level of effort to maintain and validate nearly 20,000 assets valued at \$22.6 million; and worked with the Department to increase over 30 purchase cardholder accounts to \$10,000 to reduce the administrative burden and streamline the acquisition process.

### **Agency Priority Goal (APG)**

ITA supports jobs for American workers and strengthens U.S. economic and national security by facilitating U.S. exports and inward investment. For FY 2020 and 2021, ITA was to increase the dollar value of U.S. exporter clients and inward investments facilitated by 10 percent annually, while ensuring over 75 percent are SMEs. The results achieved during FY 2020 close out the reporting on DOC's five APGs.

The APG was aligned with the President's FY 2020 Budget as well as the Secretary's priorities articulated in the Commerce 2018-2022 Strategic Plan. Due to the COVID-19 pandemic, ITA was not on track to achieve a 10 percent annual increase in the dollar value of U.S. exports/inward investment facilitated. However, ITA was on track to achieve that at least 75 percent of U.S. exporter clients assisted are SMEs. ITA achieved \$105 billion in economic impact, representing 89 percent of its target goal of a 10 percent annual increase in the dollar value of U.S. exports/inward investment facilitated, despite the COVID-19 global pandemic. The contraction of U.S. GDP reflected a decrease in key impacts for ITA's ability to fully meet its APG target of \$118 billion. Despite these challenges, ITA met nearly 90 percent of its overall target.

ITA also exceeded the trade barrier component of its FY 2020 APG. There were 176 foreign trade barriers reduced, removed, or prevented, which exceeded the FY 2020 target of 140.

## **Planned Actions for FY 2022**

ITA data and analysis show that the strategies detailed in the FY 2018-2022 Strategic Plan are working and ITA is effectively executing its mission and carrying out the Administration's priorities. ITA does not seek changes to the strategies addressing SO 2.4, 2.5, or 3.1.

Planned actions include the following:

- Conduct outreach to U.S. businesses, workers, and trade associations to raise awareness of ITA's market access, trade enforcement and compliance responsibilities, identify industry trade problems in these areas, and promote ITA resources and efforts available to address them.
- Support economic recovery of SMEs due to the impact of COVID-19 by engaging foreign buyers, partners, and decisionmakers to maintain and build business relationships through virtual platforms.
- Assist investors and states/localities to facilitate increased investment in U.S. communities.
- Identify, respond, and pursue export and investment opportunities.
- Reestablish/continue trade discussions with trade partners as well as communications with clients.
- Accelerate hiring and deliver training needed to address critical skills gaps.

Major internal/external factors that will impact progress include global operational challenges caused by the COVID-19 pandemic, such as the following:

- Experiencing delays in filling resource and skills gaps overseas with locally engaged staff positions.
- Postponement and cancellation of major international and domestic business events, including the Annual Select USA Investment Summit.
- Foreign governments shifting their funding, as well as attention, to medical emergency needs.
- Major foreign infrastructure, aerospace, and defense projects risk cancellation or postponement.
- Tolling of deadlines within some AD/CVD proceedings.

Due to COVID-19, ITA has revised key actions to reflect program constraints and postponed major events. For the first time in its history, the 2021 SelectUSA Investment will be held virtually June 7-11, 2021. Likewise, ITA has successfully adapted other in-person services, programs, and events to virtual delivery across the world."

ITA will continue to fulfill its mission support functions through the innovative use of technology, judicious use of taxpayer funds, and a commitment to operational excellence focused on seven priority initiatives, which include establishing a foundational enterprise architecture program, completing all IT modernization projects, improving Tasking & Tracking management, enhancing digital analytics & marketing, migrating to DOC Centers of Excellence, improving the IT capability request process, and streamlining government expenditure on conferencing capabilities.

## **Analysis of Performance Indicators**

### **Explanation of Trends**

A couple of key factors account for ITA's results in FY 2019-2020 – technology and strategic focus. ITA's CRM implementation in FY 2015 and its gradual adoption across the organization, combined with ITA's FY 2017 reinvigorated strategic planning process, led to efficiency gains and record performance outcomes while gradually losing staff. Although ITA was able to enhance performance multiple years in a row despite staffing losses in ITA's Global Markets unit (22 percent since FY 2015), the organization reached a tipping point and realized an expected decline in FY 2019 for some of its year-end actuals, such as the number of U.S. exporters assisted (e.g., FY 2018 actual = 33,086 and FY 2019 actual = 29,557). To ensure that ITA maintains a positive performance trajectory, at a minimum, ITA's funding level should continue to allow for hiring to compensate for losses since FY 2017.

ITA anticipates a continued upward trend in AD/CVD activity, as domestic manufacturers file a significant number of new AD/CVD petitions and DOC conducts proceedings based on AD/CVD orders already in place.

### **Explanation of Targets for FY 21 and FY 22<sup>1</sup>**

ITA's performance measure targets for FY 2020 and FY 2021 are based upon FY 2019 actuals, improved efficiencies, and the FY 2020 budget. Although ITA will continue to strive for more efficiency gains, staffing targets must be maintained to support performance goals. We project that the effects of COVID-19 may limit future hiring for locally engaged staff and consequently take a toll on future performance results.

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<sup>1</sup> These estimates derive from the enacted fiscal year 2020 budget. If Congress adopts the President's proposed budgets for fiscal years 2021 and 2022, ITA will adjust its targets downward based on targeted resource reductions.

## Progression of the Performance Indicators

To challenge the organization to increase its total economic impact across all core functions, ITA's executive leadership proposed a change in the Agency Priority Goal (APG) for FY 2020-2021. This change in ITA's performance indicator was a shift from the FY 2018-2019 APG of a 10 percent annual increase of the number of trade barriers reduced, removed, or prevented to an FY 2020-2021 APG of a 10 percent annual increase of the dollar value of U.S. exports and inward investment facilitated, while ensuring that over 75 percent of U.S. exporter clients assisted are SMEs. The new APG allowed ITA to further focus its efforts to capture and report on the totality of its dollar value impact.

## Performance Data Validation and Verification

Each ITA program has a routine data tracking, validation, and reporting process. For example, the Global Markets unit's Office of Strategic Planning produces monthly, quarterly, and annual data reports (dashboards) to ensure that ITA's regions and programs (e.g., Advocacy Center and SelectUSA) are on track to meet respective performance targets.

## Performance Indicators\*

Class	Strategic Objective	Performance Indicator	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2020 Target	FY 2021 Target	FY 2022 Target
Current / Recurring	2.4	Number of U.S. exporters assisted	28,692	301,10	33,086	29,557	31,249	30,000	35,000	35,000
Current / Recurring	2.4	Percentage of U.S. exporter clients that achieved their export objectives	78%	78%	81%	78%	80%	78%	78%	78%
Discontinued	2.4	Number of commercial diplomacy/advocacy Written Impact Narratives	472	459	479	470	DISC	DISC	DISC	DISC
Current / Recurring	2.5	Number of investment clients assisted	6,072	6,671	6,850	6,471	6,921	6,500	6,500	6,500
Current / Recurring	3.1	Trade barriers removed, reduced, or prevented (annual) (APG)	110	115	138	142	176	130	130	130
Current / Recurring	3.1	Number of trade agreement compliance cases resolved successfully	33	36	39	37	30	37	38	38

Class	Strategic Objective	Performance Indicator	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Actual	FY 2020 Actual	FY 2020 Target	FY 2021 Target	FY 2022 Target
Proposed New	2.4	Number of ITA-facilitated foreign government actions benefiting U.S. companies and industry					575	450	490	490
Proposed New	2.4	Dollar Value of U.S. Exports and Inward Investment Facilitated (Billions) (APG)					\$105	\$118	\$115	TBD*
Proposed New	2.4	Percentage of U.S. Exporter Clients That are Small and Medium-Sized Enterprises (SMEs) (APG)					92%	75%	75%	75%
*	Exceeded		Met		Not Met					

\*Contingent on whether this metric will continue being ITA's APG for FY 2022. If so, then the target goal will be a 10 percent increase over FY 2021's actuals.