

INTERNATIONAL TRADE ADMINISTRATION



BUDGET ESTIMATES

FISCAL YEAR 2024

CONGRESSIONAL BUDGET SUBMISSION

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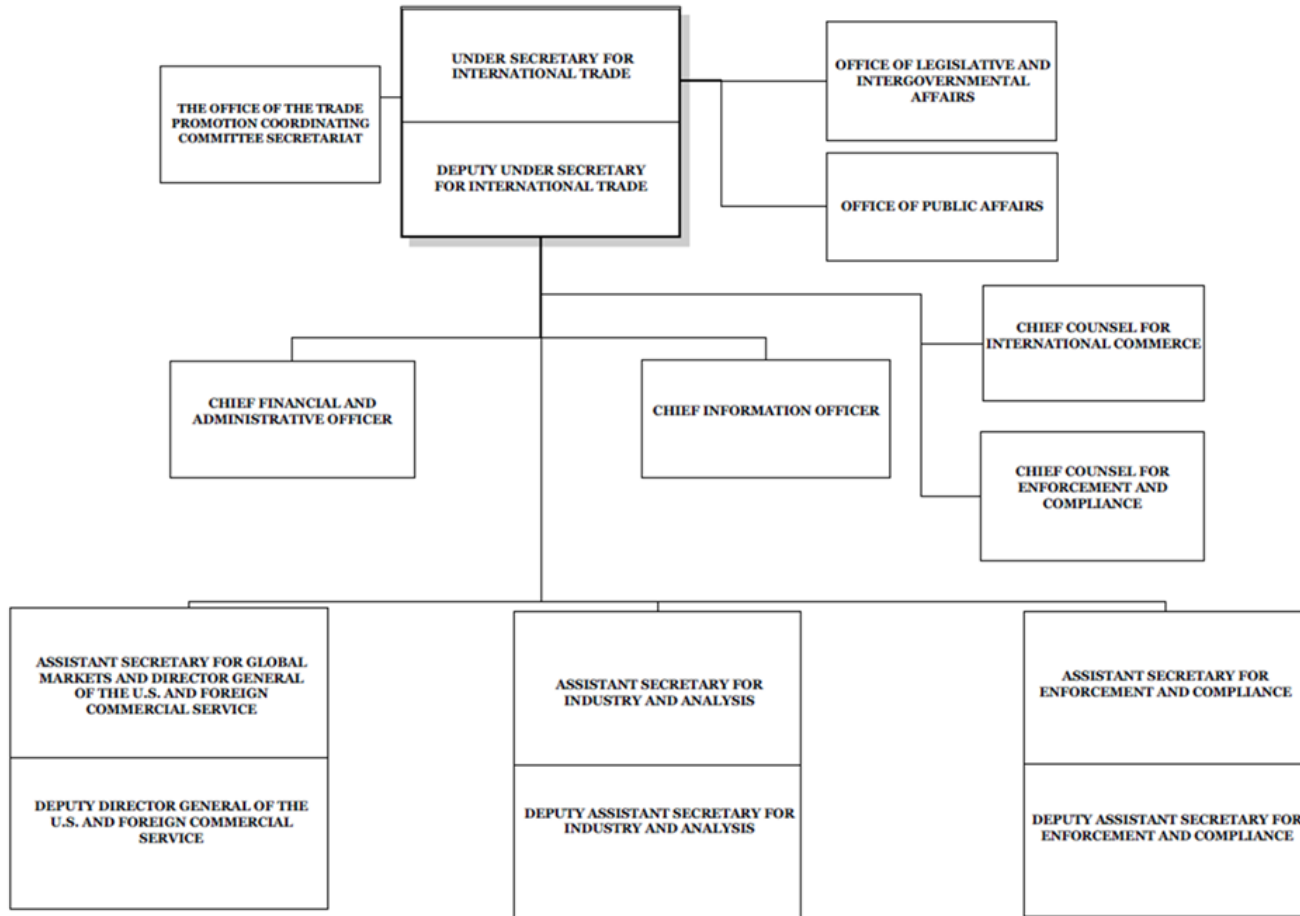
DEPARTMENT OF COMMERCE
International Trade Administration
Budget Estimates, Fiscal Year 2024
Congressional Submission
Table of Contents

<u>Exhibit Number</u>	<u>Exhibit</u>	<u>Page Number</u>
1	Table of Contents	ITA – 1
2	Organization Chart	ITA – 3
3	Executive Summary	ITA – 5
3T	Transfer Change Detail by Object Class	ITA – 9
4A	Program Increases/Decreases/Terminations	ITA – 11
4T	FY 2024 Transfer Summary Table	ITA – 13
5	Summary of Resource Requirements: Direct Obligations	ITA – 15
6	Summary of Reimbursable Obligations	ITA – 17
7	Summary of Financing	ITA – 19
8	Adjustments-to-Base	ITA – 21
	Industry and Analysis	
10	Program and Performance: Direct Obligations	ITA – 23
11	Program and Performance: Reimbursable Obligations	ITA – 25
12	Justification of Program and Performance	ITA – 27
13	Program Changes for 2024 – Supply Chain Resilience	ITA – 37
14	Program Change Personnel Detail for FY 2024	ITA – 39
15	Program Change Detail by Object Class	ITA – 41
13	Program Changes for 2024 – Outbound Investments	ITA – 43
14	Program Change Personnel Detail for FY 2024	ITA – 45
15	Program Change Detail by Object Class	ITA – 47
13	Program Changes for 2024 – Standards Attaché Program	ITA – 49
14	Program Change Personnel Detail for FY 2024	ITA – 50
15	Program Change Detail by Object Class	ITA – 52
	Enforcement and Compliance	
10	Program and Performance: Direct Obligations	ITA – 55
11	Program and Performance: Reimbursable Obligations	ITA – 57
12	Justification of Program and Performance	ITA – 59
	Global Markets	
10	Program and Performance: Direct Obligations	ITA – 69
11	Program and Performance: Reimbursable Obligations	ITA – 71
12	Justification of Program and Performance	ITA – 73

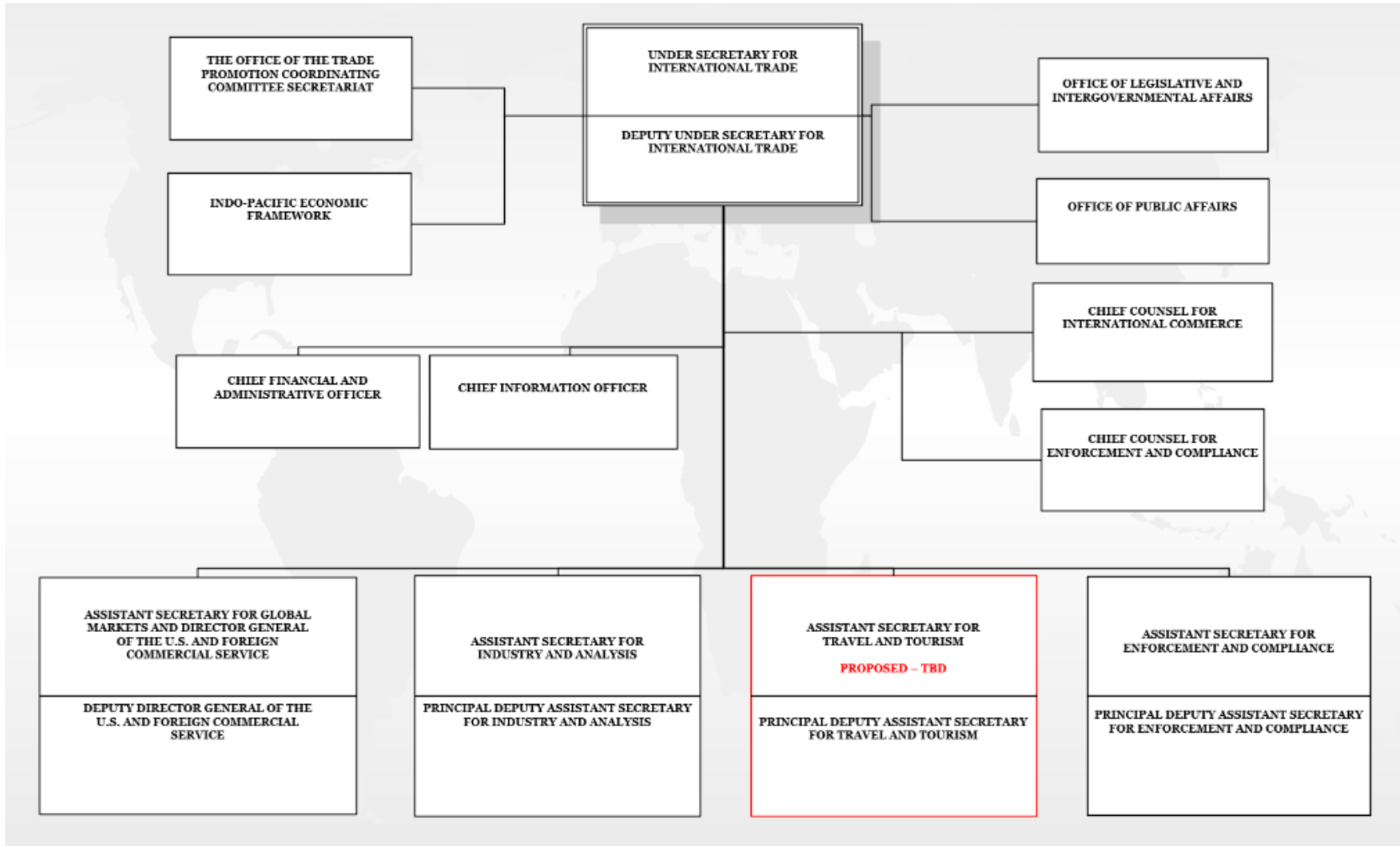
13	Program Changes for 2024 – Competing with China and other Threats: Export Promotion and Trade Barrier Efforts	ITA – 83
14	Program Change Personnel Detail for FY 2024	ITA – 85
15	Program Change Detail by Object Class	ITA – 87
13	Program Changes for 2024 – Supply Chain Resilience	ITA – 89
14	Program Change Personnel Detail for FY 2024	ITA – 91
15	Program Change Detail by Object Class	ITA – 93
13	Program Changes for 2024 – Indo-Pacific Economic Framework	ITA – 95
14	Program Change Personnel Detail for FY 2024	ITA - 97
15	Program Change Detail by Object Class	ITA – 99
	Travel and Tourism	
10	Program and Performance: Direct Obligations	ITA – 101
11	Program and Performance: Reimbursable Obligations	ITA – 103
12	Justification of Program and Performance	ITA – 105
13	Program Changes for 2024 – Travel and Tourism	ITA – 109
14	Program Change Personnel Detail for FY 2024	ITA – 111
15	Program Change Detail by Object Class	ITA – 113
	Executive Direction and Administration	
10	Program and Performance: Direct Obligations	ITA – 115
11	Program and Performance: Reimbursable Obligations	ITA – 117
12	Justification of Program and Performance	ITA – 119
13	Program Changes for 2024 – Technology Business Management	ITA – 125
14	Program Change Personnel Detail for FY 2024	ITA – 127
15	Program Change Detail by Object Class	ITA – 128
16	Summary of Requirements by Object Class	ITA – 131
16A	Select Activities by Object Class – Industry and Analysis	ITA – 133
16A	Select Activities by Object Class – Enforcement and Compliance	ITA – 135
16A	Select Activities by Object Class – Global Markets	ITA – 137
16A	Select Activities by Object Class – Travel and Tourism	ITA – 139
16A	Select Activities by Object Class – Executive Direction and Administration	ITA – 141
32	Justification of Proposed Language Changes	ITA – 143
33	Appropriations Language and Code Citation Justification of Proposed Language Changes	ITA – 155
34	Advisory and Assistance Services Appropriations Language and Code Citation	ITA – 157
35	Periodicals, Pamphlets, and Audiovisual Services Advisory and Assistance Services	ITA – 159
36	Average Grade and Salaries Periodicals, Pamphlets, and Audiovisual Services	ITA – 161
41	Implementation Status of GAO and OIG Recommendations	ITA – 170
42	Description of Tribal Consultations	ITA – 179
	APPR	

Department of Commerce International Trade Administration

(Current)



**Department of Commerce
International Trade Administration
(Proposed)**



**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2024**

International trade is an essential component to U.S. and global economic recovery. The International Trade Administration's (ITA) mission – to create prosperity by strengthening the international competitiveness of U.S. businesses and workers, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements – is more important than ever. ITA plays a critical role implementing the President's trade and investment agenda, helping U.S. companies identify business opportunities globally, overcome the challenges they face abroad, and address unfair foreign trade practices they face at home, while they continue to recover from the economic impacts of the COVID-19 pandemic. ITA is central and committed to the Biden Administration's efforts to build a more prosperous and inclusive economy – one that ensures all U.S. companies and localities, particularly those in underserved communities, benefit from the opportunities of a global marketplace and are protected from unfair foreign trade practices. ITA is uniquely able to leverage its network of industry, regional, and issue experts and its global footprint from Washington, D.C., 122 international, and 106 U.S. locations to provide the full range of support to U.S. businesses and communities that enables them to compete and succeed. ITA's business units work together seamlessly to eliminate foreign trade barriers, ensure compliance with trade laws and agreements, expand opportunities for U.S. exports, and promote foreign investment to the United States.

For FY 2024, ITA requests a budget of \$712,815,000 and 2,434 positions to support its mission. This represents a total increase of \$99,815,000, which consists of program increases of \$57,352,821 and inflationary adjustments of \$42,462,179 over the FY 2023 Enacted. The increase would help facilitate U.S. exports, strengthen supply chain resiliency, and augment ITA's ability to combat unfair foreign trade practices.

First, ITA is requesting \$25,752,183 to support the resilience of supply chains that are critical to U.S. national security and economic competitiveness. This amount will allow ITA to drive billions of U.S. dollars in exports and inward investment to strengthen prioritized supply chains, including those related to emerging technologies that are core to U.S. technological leadership. Furthermore, this amount will also enable ITA to provide leadership and coordination of supply chain issues across the U.S. Government; more effectively lead international engagement with key strategic partners; provide timely analysis to inform policy responses to supply chain disruptions and global shocks; map critical supply chains; and help to develop sector-specific strategies. ITA plays a central role in identifying risks and opportunities for the growth of U.S. industries across the U.S. Government and focuses on America's technological innovation and manufacturing leadership to secure U.S. economic and national security. The sector-specific and supply chain expertise is not found elsewhere in the federal government, provides unique and specialized value to Administration decisions related to supply chains, and will support U.S. industries' ability to commercialize opportunities and expand exports, thereby creating and supporting U.S. jobs.

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2024**

Second, to increase U.S. export competitiveness, counter unfair trade practices and economic coercion by the People's Republic of China and respond to emerging opportunities such as the tertiary effects of the invasion of Ukraine, ITA is requesting \$16,782,294 to enhance staff in strategic Foreign Commercial Service (FCS) Regions, including Asia, Middle East and Africa, and the Western Hemisphere to identify positive opportunities for U.S. companies, enable them to compete effectively in various strategic markets, and help eliminate barriers to trade created by either existing conditions or the actions of other foreign actors. This request builds upon the \$6.5 million provided under the Consolidated Appropriations Act, 2023, to strengthen the FCS presence in strategic regions of vital economic and national security concern.

Third, ITA is requesting \$5,001,011 to fulfill any new requirements related to outbound investment. This funding would enable ITA to gather and analyze information regarding certain outbound investments from the United States into critical sectors. This funding would also provide resourcing for ITA's investment security work by establishing a new program to holistically address the nexus between investments and national security. This amount would enable ITA to expand its technical, analytical, as well as capital flows expertise in core sectors to accurately define, scope, and assess the impacts and risks of certain outbound investments.

Fourth, to address requirements outlined in the Visit America Act, ITA is requesting \$3,497,905 to stand up a new Travel and Tourism business unit. Division BB Title VI of the Consolidated Appropriations Act, 2023 (P.L. 117-328) creates a new Assistant Secretary position and expands the scope of ITA's authorities beyond attracting international visitors and related research, analysis, and statistics to activities in support of the domestic travel and tourism industry as well.

Fifth, ITA is requesting \$1,998,434 to promote the development and implementation of international standards in key markets, gather standards-related intelligence to maintain coalitions with international partners, and lead bilateral and multilateral dialogues supporting international standards. ITA plays a lead role in addressing foreign standards practices that might impede the export of U.S. products and seeks to level the playing field by working directly with trading partners to reduce, remove, or prevent standards-related barriers. This request will allow ITA to expand its standards attaché program at overseas U.S. embassies and provide a dedicated policy trade specialist within ITA's Standards Office and better position ITA to promote the development and implementation of international standards.

Sixth, ITA is requesting \$2,999,871 to strengthen Indo-Pacific economic engagement, including through the Indo-Pacific Economic Framework for Prosperity, which aims to advance resilience, sustainability, inclusiveness, economic growth, fairness, and competitiveness within the region. ITA will engage partner countries, under the structure of the Indo-Pacific Economic Framework, to secure and enforce commitments on key economic issues under the three Department of Commerce-led Pillars: supply chains; clean energy, decarbonization, and infrastructure; and tax and anti-corruption; as well as any other new workstreams that may arise during framework negotiations. The Indo-Pacific is vital to the security and prosperity of the United States and this request will further

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2024**

demonstrate the U.S. long term commitment to the region with positive economic and national security impacts. This request is critical to maintaining U.S. economic leadership in the Indo-Pacific region and reducing China's economic sphere of influence in the region.

Performance:

The Government Performance and Results Act (GPRA) of 1993 and the GPRA Modernization Act of 2010 serve as the foundation for ITA's performance measurement. The effectiveness of ITA investments to achieve its mission is assessed through the judicious use of data and empirical evidence. These best practices have been institutionalized in ITA operations to ensure both quality control as well as the proper use of objective methods to assess and communicate ITA's performance. For current performance, please see the FY 2022/2024 Annual Performance Plan and Report.

Adjustments:

Inflationary Adjustments

ITA's FY 2024 Base includes a total of \$42,462,179 to account for the full funding requirement for inflationary adjustments to current programs for ITA activities. This includes the estimated 2024 civilian pay raise of 5.2 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).

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

Activity: Operations and Administration
Subactivity: Dissemination transfer from Industry and Analysis

Object Class	2023 Enacted	2024 Transfer	2024 Base
11.1 Full-time permanent compensation	33,453	(2,264)	31,189
11.3 Other than full-time permanent	350	0	350
11.5 Other personnel compensation	900	(37)	863
11.8 Special personnel services payments	0	0	0
11.9 Total personnel compensation	34,703	(2,301)	32,402
12 Civilian personnel benefits	12,631	(1,000)	11,631
13 Benefits for former personnel	0	0	0
21 Travel and transportation of persons	1,507	(248)	1,259
22 Transportation of things	2	(46)	(44)
23 Rent, communications, and utilities			
23.1 Rental payments to GSA	4,833	(284)	4,550
23.2 Rental Payments to others	1	0	1
23.3 Communications, utilities and misc. charges	2,503	(38)	2,464
24 Printing and reproduction	177	(72)	105
25.1 Advisory and assistance services	8,043	0	8,043
25.2 Other services from non-Federal sources	7,401	(6,946)	455
25.3 Other goods and services from Federal sources	11,522	(14)	11,508
25.4 Operation and maintenance of facilities	674	(895)	(221)
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	560	(44)	516
31 Equipment	2,863	(72)	2,791
32 Lands and structures	0	0	0
33 Investments and loans	0	0	0
41 Grants, subsidies and contributions	1,500	0	1,500
42 Insurance claims and indemnities	0	0	0
43 Interest and dividends	0	0	0
44 Refunds	0	0	0
99 Total obligations	88,920	(11,961)	76,959

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

Activity: Operations and Administration
Subactivity: Dissemination transfer to Travel and Tourism

Object Class	2023 Enacted	2024 Transfer	2024 Base
11.1 Full-time permanent compensation	0	2,264	2,264
11.3 Other than full-time permanent	0	0	0
11.5 Other personnel compensation	0	37	37
11.8 Special personnel services payments	0	0	0
11.9 Total personnel compensation	0	2,301	2,301
12 Civilian personnel benefits	0	1,000	1,000
13 Benefits for former personnel	0	0	0
21 Travel and transportation of persons	0	248	248
22 Transportation of things	0	46	46
23 Rent, communications, and utilities			
23.1 Rental payments to GSA	0	284	284
23.2 Rental Payments to others	0	0	0
23.3 Communications, utilities and misc. charges	0	38	38
24 Printing and reproduction	0	72	72
25.1 Advisory and assistance services	0	0	0
25.2 Other services from non-Federal sources	0	6,946	6,946
25.3 Other goods and services from Federal sources	0	14	14
25.4 Operation and maintenance of facilities	0	895	895
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	48	48
32 Lands and structures	0	72	72
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	0	11,961	11,961

Department of Commerce
International Trade Administration
FY 2024 PROGRAM INCREASES / DECREASES / TERMINATIONS
(Dollar amounts in thousands)
(By Appropriation, Largest to Smallest)

Increases

Page No In CJ	Appropriations	Budget Program	Title of Increase	Positions	Budget Authority
ITA – 37	Operations and Administration	Industry and Analysis	Supply Chain Resilience	54	21,001
ITA – 83	Operations and Administration	Global Markets	Competing with China and Other Threats: Export Promotion and Trade Barrier Efforts	58	16,782
ITA – 43	Operations and Administration	Industry and Analysis	Outbound Investments	12	5,001
ITA – 89	Operations and Administration	Global Markets	Supply Chain Resilience	17	4,751
ITA – 109	Operations and Administration	Travel and Tourism	Travel and Tourism	13	3,499
ITA – 95	Operations and Administration	Global Markets	Indo-Pacific Economic Engagement	10	3,000
ITA – 49	Operations and Administration	Industry and Analysis	Standards Attaché Program	5	1,998
ITA – 125	Operations and Administration	Executive Direction and Administration	Technology Business Management	2	1,321
Total, Increases				171	57,353

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Department of Commerce
International Trade Administration
FY 2024 TRANSFER SUMMARY TABLE
(Dollar amounts in thousands)
(Grouped by Title of Transfer, Largest to Smallest)

Page No In CJ	Budget Program	Appropriations	Title of Transfer	Positions	Budget Authority
ITA - 101	International Trade Administration	Operations and Administration	Dissemination transfer to Travel and Tourism	17	11,961
ITA – 23	International Trade Administration	Operations and Administration	Dissemination transfer from Industry and Analysis	(17)	(11,961)
		Total, Transfers		0	0

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**Department of Commerce
International Trade Administration
Operations and Administration
SUMMARY OF RESOURCE REQUIREMENTS**
(Dollar amounts in thousands)

									Direct	Budget		
									Obligations	Authority		
									Positions	FTE		
Appropriation Available, 2023									2,263	1,634	621,755	613,000
Technical Transfer from Industry and Analysis									(17)	(13)	(11,961)	
Technical Transfer to Travel and Tourism									17	13	11,961	
2024 Adjustments to Base											(8,755)	
Plus: Change in unobligated balances, SOY												
Plus: Inflationary adjustments to base									0	11	42,462	42,462
2024 Base									2,263	1,645	655,462	655,462
Plus: 2024 Program changes									171	100	57,353	57,353
2024 Estimate									2,434	1,745	712,815	712,815

			2022 Actual		2023 Enacted		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
Comparison by activity/Subactivity			Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
ITA- 27	Industry and Analysis	Pos./BA	207	69,980	277	86,693	260	82,843	331	110,843	71	28,000
		FTE/Obl.	169	70,984	246	88,920	243	82,843	296	110,843	53	28,000
ITA- 59	Enforcement and Compliance	Pos./BA	326	111,569	398	125,127	398	134,781	398	134,781	0	0
		FTE/Obl.	314	110,733	383	126,052	383	134,781	383	134,781	0	0
ITA- 73	Global Markets	Pos./BA	1,370	352,144	1,470	373,976	1,470	395,684	1,555	420,217	85	24,533
		FTE/Obl.	786	353,084	888	379,094	888	395,684	924	420,217	36	24,533
ITA- 108	Travel and Tourism	Pos./BA	0	0	0	0	17	11,961	30	15,460	13	3,499
		FTE/Obl.	0	0	0	0	13	11,961	23	15,460	10	3,499
ITA- 126	Executive Direction/Administration	Pos./BA	94	25,307	118	27,204	118	30,193	120	31,514	2	1,321
		FTE/Obl.	92	24,860	117	27,689	118	30,193	119	31,514	1	1,321
Total		Pos./BA	1,997	559,000	2,263	613,000	2,263	655,462	2,434	712,815	171	57,353
		FTE/Obl.	1,361	559,661	1,634	621,755	1,645	655,462	1,745	712,815	100	57,353

Adjustments for:

Recoveries	(6,138)	
Unobligated balance, start of year	(4,322)	(8,755)
Unobligated balance, transferred	0	
Unobligated balance, end of year	8,755	
Unobligated balance, expiring	1,044	

Financing from:

Transfers from other accounts (-)	0	0	0	0	0
Transfers to other accounts (+)	0	0	0	0	0
Appropriation (excludes Fees)	559,000	613,000	655,462	712,815	57,353

**Department of Commerce
International Trade Administration
Operations and Administration
SUMMARY OF REIMBURSABLE OBLIGATIONS
(Dollar amounts in thousands)**

		2022		2023		2024		2024		Increase/Decrease	
		Actual		Enacted		Base		Estimate		from 2024 Base	
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	FTE	Amount
Industry and Analysis	Pos./BA	11	5,571	11	6,731	11	6,731	11	6,731	0	0
	FTE/Obl.	11	5,513	11	6,731	11	6,731	11	6,731	0	0
Enforcement and Compliance	Pos./BA	0	6,022	0	4,613	0	4,613	0	4,613	0	0
	FTE/Obl.	0	6,022	0	4,613	0	4,613	0	4,613	0	0
Global Markets	Pos./BA	16	24,477	17	37,593	17	37,593	17	37,593	0	0
	FTE/Obl.	16	24,477	17	37,593	17	37,593	17	37,593	0	0
Travel and Tourism	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Executive Direction/Administration	Pos./BA	0	725	0	321	0	321	0	321	0	0
	FTE/Obl.	0	725	0	321	0	321	0	321	0	0
Total	Pos./BA	27	36,795	28	49,258	28	49,258	28	49,258	0	0
	FTE/Obl.	27	36,737	28	49,258	28	49,258	28	49,258	0	0

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**Department of Commerce
International Trade Administration
Operations and Administration
SUMMARY OF FINANCING**
(Dollar amounts in thousands)

	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
Total Obligations	596,398	671,013	704,720	762,073	57,353
Offsetting collections from:					
Federal funds (reimbursables)	(35,764)	(13,147)	(37,258)	(37,258)	0
Trust funds					0
Non-Federal funds (fees)	(10,661)	(12,000)	(12,000)	(12,000)	0
Recoveries	(7,351)	0	0	0	0
Restoration of Recoveries	0	0	0	0	0
Unobligated balance, start of year	(20,799)	(32,866)	0	0	0
Unobligated balance, transferred	0	0	0	0	0
Unobligated balance, end of year	32,866	0	0	0	0
Unobligated balance, expiring	4,311	0	0	0	0
Budget Authority	559,000	613,000	655,462	712,815	57,353
Financing:					
Transfer from other accounts (-)	0	0	0	0	
Transfer to other accounts (+)	0	0	0	0	
Appropriation	559,000	613,000	655,462	712,815	57,353

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**Department of Commerce
International Trade Administration
Operations and Administration
ADJUSTMENTS TO BASE**
(Dollar amounts in thousands)

	Positions	FTE	Amount
Adjustments:			
Technical Transfer from ITA/Industry and Analysis	(17)	(13)	(11,961)
Technical Transfer to ITA/Travel and Tourism	17	13	11,961
Other Changes			
2023 Pay raise			4,867
2024 Pay raise			11,297
Awards			944
Full-year cost in 2024 of positions financed for part-year in 2023		11	1,880
Change in compensable days			1,074
Civil Service Retirement System (CSRS)			(9)
Federal Employees Retirement System (FERS)			(208)
Thrift Savings Plan			(22)
Federal Insurance Contribution Act (FICA) – OASDI			(185)
Health Insurance			2,687
Other Benefits			1,717
Employees Compensation Fund			(33)
Travel:			
Mileage (Included in GPL adjustment)			-
Per Diem (Included in GPL adjustment)			-
Rental payments to GSA			(2,705)
GSA Furniture and IT Program (FIT)			(904)
Postage			-
Working Capital Fund, Departmental Management			7,878

National Archives and Records Administration (NARA)			(2)
General Pricing Level (GPL) Adjustment			14,461
Enterprise Services			(1,592)
Telecommunications Services - Enterprise Infrastructure Services (EIS)			(415)
HCHB Utilities (Included in GPL adjustment)			-
Commerce Business System (CBS)			29
Federal Protective Service			86
ICASS			1,006
CSCSP/MCSP			611
Subtotal, other changes	0	11	42,462
Total, adjustments to base	0	11	42,462

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

Activity: International Trade Administration
Subactivity: Industry and Analysis

Line Item		2022 Actual		2023 Enacted		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	207	69,980	277	86,693	260	82,843	331	110,843	71	28,000
	FTE/Obl.	169	70,984	246	88,920	243	82,843	296	110,843	53	28,000
Total											
	Pos./BA	207	69,980	277	86,693	260	82,843	331	110,843	71	28,000
	FTE/Obl.	169	70,984	246	88,920	243	82,843	296	110,843	53	28,000

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

Activity: International Trade Administration

Subactivity: Industry and Analysis

Line Item		2022		2023		2024		2024		Increase/ (Decrease)	
		Actual		Enacted		Base		Estimate		Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	11	5,542	11	6,031	11	6,031	11	6,031	0	0
	FTE/Obl.	11	5,542	11	6,031	11	6,031	11	6,031	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	29	0	700	0	700	0	700	0	0
	FTE/Obl.	0	(29)	0	700	0	700	0	700	0	0
Total	Pos./BA	11	5,571	11	6,731	11	6,731	11	6,731	0	0
	FTE/Obl.	11	5,513	11	6,731	11	6,731	11	6,731	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 & Analysis (I&A) provides the critical industry expertise to help U.S. industries compete abroad; strengthen global supply chains vital to U.S. companies and economic competitiveness; advance U.S. exports and support job creation; and screen foreign investments in the United States and protect U.S. national security. I&A strategies and applied analysis support \$130 billion in U.S. exports and inward investment and over 450,000 American jobs, on average, each year, and influence local, domestic, and international policy decisions affecting trillions of dollars of economic activity.

Base Program

The International Trade Administration's office of Industry and Analysis (I&A) plays a central role in identifying risks and opportunities for the growth of U.S. industries. I&A's workforce of trade specialists, business and industry specialists, and economists provides unique sectoral and analytical expertise that supports USG efforts to protect U.S. businesses, help them compete in a global marketplace, and help them grow their exports.

I&A's industry expertise, analytical capability, and data programs cannot be found in the private sector or in any other agency. I&A's specialized knowledge across a broad range of sectors, policy programs, and economic activity is tailored to inform decisions across the government, ranging from trade negotiations to trade enforcement, to supply chain analysis, to investment and national security. I&A has also created data tools designed to support our analytic work in trade and competitiveness. 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 (USG) 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 USG efforts to improve U.S. competitiveness rely on I&A's analysis. I&A has a unique strength in understanding industries and their global supply chains. I&A sectoral and analytical capabilities are used to analyze supply chain vulnerabilities develop solutions to address foreign market access, support trade negotiations, and engage with foreign partners; 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); 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 USG policy discussions on emerging and enabling technologies and critical sectors such as semiconductors, electric vehicle and other high-capacity batteries, clean technology, critical minerals, autos, space, civil nuclear, artificial intelligence, advanced manufacturing, and biotechnology. 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, including through its leadership of the inter-agency Stopfakes program and ITA's digital attaché and standards' attaché programs. I&A is at the forefront of USG efforts on digital trade and privacy in the international marketplace, leading the Privacy Shield Program and the Cross Border Privacy Rules initiative.

Most recently, I&A's analytical work and industry relationships have been used to inform and direct crisis response (e.g., the COVID pandemic, the Russia-Ukraine conflict, or semiconductor chip shortages) and long-term strategic and policy efforts to counter risks posed by foreign adversaries, affecting trillions of dollars in economic activity. Fragile supply chains can have far reaching and long-lasting implications to U.S. economic prosperity and national security. Industry and Analysis is already facing high demand for its sectoral and analytical expertise related to critical supply chain resiliency. The office responded to more than 120 White House requests for analysis and policy recommendations in FY 2022 on supply chain issues. Its expertise has been utilized to proactively identify areas of need and facilitate early intervention, particularly focused on the identification of dependencies abroad and the importation of critical supplies from rival countries and other high-risk areas. I&A is advising the Department of Defense and the Department of Energy on nearly \$5 billion USG investments in critical minerals supply chains. Additionally, through sectoral, and economic analysis, it will inform policy and investment decisions over the coming years as the USG works to strengthen U.S. economic prosperity and security and improve the resilience of its supply chains.

I&A contains three 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. Some of I&A's programs meet the needs of specific sectors such as textiles, apparel, energy, and environmental goods. Other programs cut across various industries, such as the EU-U.S. Privacy Shield, the Swiss-U.S. 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 2024–2028

- Provide economic modeling for trade, enforcement, supply chain, and competitiveness policy options.
- Provide sector analysis for trade, enforcement, supply chain, and competitiveness policy options.
- Engage with foreign governments to mitigate international supply chain challenges.
- 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 competitiveness of services and manufactured goods.
- Administer the EU-U.S. and Swiss-U.S. Privacy Shield Frameworks, which enable data transfers from those markets and the United States and lead U.S. efforts, working with other agency partners, to expand global participation in the Cross Border Privacy Rules System to facilitate global data flows.
- 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 Export Market Rankings and other information and data products for targeted services and manufactured goods.
- Produce trade and economic data products such as metropolitan area export data, characteristics of exporters 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.
- Coordinate Department of Commerce-wide input for the Committee on Foreign Investment in the United States (CFIUS).

Explanation and Justification

Line Item	2022 Actual		2023 Enacted		2024 Base		
	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Industry and Analysis	Pos./BA	207	69,980	277	86,693	260	82,843
	FTE/Obl.	169	70,984	246	88,920	243	82,843

In FY 2022, I&A continued to support E.O. 14017 by leading on the one-year review of the information and communication technology (ICT) industry and contributing to other required supply chain reviews and providing supply chain analysis in response to the crisis in Ukraine and the ongoing semiconductor shortage. I&A worked within the interagency to conclude negotiations with the European Commission on the Trans-Atlantic Data Privacy Framework, which will enhance Privacy Shield and re-authorize transfers of personal data from the European Union to the United States. I&A also began supporting Commerce activities to bolster the semiconductor industry. I&A launched ten new Market Development Cooperator Program projects and rebranded the Top Markets series as the Top Export Market Rankings, applying I&A expert analysis to proprietary, industry-specific rankings identifying the best prospective markets for U.S. companies to expand exports to. In keeping with President Biden's priority of improving engagement with members of underserved communities (per E.O. 13950, Sec. 8), I&A will increase digital outreach to raise utilization of our tools by SMEs. New digital tools will also enable I&A to incorporate a diversity of inputs from SMEs and other partners and advisors into policy and implementation processes. I&A led the development of a DOC-wide clean tech export strategy in close cooperation with Global Markets. I&A led for Commerce in supporting interagency efforts on forced labor. I&A also completed the rechartering and reappointment of the Industry Trade Advisory Committees for a new four-year charter term.

In FY 2023, I&A will establish a new supply chain capability and will expand industry analysis capacity required for the United States' efforts to build resilient supply chains in priority industries such as critical minerals, electric vehicle batteries, and semiconductors. I&A will continue to lead Commerce dialogues on supply chain in the Indo-Pacific, with Mexico, and with the European Union. I&A will also increase its capacity to produce quicker turn analyses in response to national security threats. I&A will lead the implementation of the strategy Exports of Clean Technologies. I&A will continue to manage high demand for analytical work to (1) address supply chain imbalances and vulnerabilities that impact national security and economic competitiveness, (2) address and counter U.S. trading partners' retaliatory actions, and (3) maintain support for ITA and other agencies with data analytics and sectoral expertise in trade compliance and export promotion work. In 2024, I&A will continue these activities, as well as support the Miscellaneous Tariff Bill process by providing information to the International Trade Commission on domestic production if MTBs legislation is passed by Congress.

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 it administers on behalf of ITA and other U.S. government agencies.

- **Trade Agreements 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 compete in international markets. On average, MDCP projects generate over \$300 in exports for every federal dollar invested.
- **Industry Trade Advisory Committees (ITACs):** OAS administers the ITAC program on behalf of the Secretary of Commerce (Secretary) and the United States Trade Representative (USTR). The 15 ITACs are part of the USTR-led trade advisory committee system pursuant to section 135(c) of the Trade Act of 1974, as amended. The ITACs provide detailed policy and technical advice and recommendations regarding negotiating objectives and bargaining positions in trade agreements, the implementation of existing trade agreements; and perform other advisory functions relevant to the development of U.S. trade policy matters.
- **Strategic Partnership Program (SPP):** OAS administers the SPP on behalf of ITA. This program leverages relationships with organizations, both for-profit and non-profit, who share ITA's mission to enhance the global competitiveness of U.S. firms and attract foreign direct investment. Our Partnerships help to broaden and deepen our outreach by enabling ITA to share critical export and investment information with millions of U.S. organizations. Based on final activity reports received to date, in FY 2021, 14 ITA Strategic Partners held 75 events with over 3,740 participants.

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, the Jobs Supported by Exports data series, 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 program which includes 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, energy, and environmental industries, and emerging and enabling technologies. A sampling of Manufacturing recent activities includes:

- **Supply Chain Review:** Manufacturing coordinated I&A's participation in supply chain activities under E.O. 14017 and co-led on the one-year report on the Information and Communications Technology industry with the Department of Homeland Security. Manufacturing now has a leading role on international engagement related to the EO report recommendations and findings for key sectors such as semiconductors, ICT, and other critical industries.
- **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 co-led the semiconductor supply chain report, published June 2021 under E.O. 14017. Manufacturing's policy expertise on semiconductors has been critical in 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, which included securing a \$12 billion foreign investment in the U.S.-based semiconductor supply chain.
- **Climate:** Manufacturing is leading and coordinating ITA efforts to support the Administration's global climate ambitions, including supporting the development and implementation of DOC's international climate strategy plans under EO 14008 on Tackling the Climate Crisis at Home and Abroad; developing internal guidance and external messaging on ITA climate activities, priorities, and resources; and scoping new climate programs, such as the Clean Tech Export Competitiveness Strategy.
- **Advanced Batteries:** Manufacturing provides critical market research and analysis in support of the Administration's advanced battery priorities. Manufacturing supported the response to Executive Order 14017 on Securing America's Supply Chains and provided input into the development of the *National Blueprint for Lithium Batteries* through the Federal

Consortium for Advanced Batteries (FCAB), an interagency working group that seeks to support the development of the domestic battery industry.

- **Asia-Pacific Economic Cooperation (APEC) Cybersecurity Workstream:** Manufacturing received funding from State-USAID for a six-year (2019-2024) APEC workstream focused on cybersecurity policy and standards to support U.S. competitiveness in the ICT sector. The team has implemented four cybersecurity engagements to and negotiated two APEC-approved public documents highlighting cybersecurity policy best practices.
- **APEC Telehealth Workstream:** Manufacturing is implementing a 5-year (2020-2024) APEC workstream, “Empowering Telehealth Solutions Across APEC,” to promote resilient health streams in the wake of COVID-19, highlight the strength and ingenuity of U.S. telehealth solutions, and shape regulatory environments in APEC economies to provide greater opportunity for U.S. companies. The team received funding from State-USAID for five years of work.
- **Autos/USMCA:** Manufacturing participates in the Interagency Committee on Trade in Automotive Goods, which was established to provide advice on the implementation and enforcement provisions of USMCA related to automotive goods. The Automotive Committee continues to meet and consult on additional questions that arise concerning alternative staging (approved alternative staging plans permit vehicle manufacturers a longer period of transition to comply with the new rules of origin), and text interpretation related to core parts provisions, and the treatment of used vehicles under USMCA, among others.
- **Conventional Arms Transfer Policy:** Manufacturing was a member of the interagency team that developed this policy in April 2019, and continues to support its implementation through analysis, trade promotion and related policy work. The focus on increasing defense exports is critical to sustaining the competitiveness of aerospace/defense companies whose commercial business was impacted by the pandemic.
- **Solar:** Manufacturing continues to provide expertise in policy discussions related to the solar sector, including on the need to increase transparency and traceability, due to the credible allegations of forced labor in China in the solar supply chain. The Manufacturing office advocate for decreasing our dependence on China through development of alternative solar supply chains globally and scaling up U.S. manufacturing.
- **Advanced Manufacturing:** The Manufacturing unit also focuses on emerging and enabling technologies to enhance competitiveness of US manufacturers. To support this goal, the Manufacturing unit will organize and lead the U.S. Manufacturing Council, which will advise the Secretary on recommendations to improve U.S. competitiveness in manufacturing, with a focus on advanced manufacturing technologies.

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, personal protective equipment, rare earths, critical minerals, chemicals, building materials, forest products, metals, and composites. A sampling of TCGM’s activities includes:

- **Critical Minerals:** TCGM provides subject matter expertise and extensive global industry knowledge to support U.S. government efforts to ensure secure and reliable supplies of critical minerals. TCGM coordinates the Department’s efforts on

critical minerals and participates in activities that ensure international trade and cooperation related to processed critical materials.

- **Personal Protective Equipment (PPE):** TCGM works through the interagency process to support the development of a sustainable domestic PPE supply chain capable of reducing U.S. reliance on imported PPE (masks, ventilators, gowns, etc.).
- **Marine Plastic Litter and Plastic Pollution:** TCGM participates in interagency and multilateral discussions to advance a possible mandate to negotiate a global agreement on marine litter and plastic pollution within the United Nations.
- **Food Safety and Security:** TCGM administers a public-private partnership in Asia-Pacific Economic Cooperation (APEC) on food safety capacity building and trade facilitation. TCGM also participates in interagency coordination efforts on international food security involving agricultural supply chains and initiatives such as the Feed the Future.
- **Softwood Lumber:** TCGM monitors pricing, provides data and analysis, and raises key developments for interested USG policy makers which allows for balancing the needs of lumber consumers (the residential construction industry and their downstream customers) with that of domestic timber industry producers.
- **Data Collection, Analysis and Made in USA:** TCGM collects, analyzes, and publishes relied upon data on trade involving textiles and apparel. TCGM maintains the Made in USA Sourcing and Products Directory for textiles, apparel, footwear, travel goods, while promoting the accessibility of reliable inputs and ensuring resilient supply chains for these materials within the Western Hemisphere.
- **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.

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 5,000 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.
- **Cross Border Privacy Rules (CBPR) System:** Leading the U.S. Government's administration of the 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. In April 2022, the Secretary announced the expansion of the system so that it is now available to economies beyond the APEC region.
- **Digital Trade Issues:** Providing industry-grounded expertise on digital trade issues in bilateral and multilateral fora, including the WTO. For example, I&A used its knowledge to contribute to the digital and emerging technologies module of the Indo-Pacific Economic Framework (IPEF). I&A also advocates for U.S. industry on other digital services issues,

- **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 the 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.

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 U.S.C. § 4723)
- Federal Advisory Committee Act (P.L. 92-463)
- Trade Act of 1974 (P.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 (P.L. 100-418)
- United States-Mexico-Canada Agreement (USMCA) Implementation Act (P.L. 116-113)

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**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos/BA	260	82,843	314	103,844	54	21,001
	FTE/Obl.	243	82,843	283	103,844	40	21,001

Supply Chain Resiliency Program (+\$21,001, 40 FTE/54 Positions) – This request provides funding to establish a supply chain resiliency office to strengthen the bureau’s ability to: (1) identify economic and national security risks to supply chains; (2) execute strategies and provide analysis and recommendations to support policymaking to strengthen supply chains; (3) provide the U.S. Government (USG) with guidance to help identify and secure investments in strategic emerging and legacy industries; and (4) support U.S. industries’ ability to commercialize opportunities and expand exports (creating jobs in the U.S.).

The supply chain resiliency office will provide quick-turn analyses (e.g., related to crises, such as in Ukraine, that threaten or cause supply chain shortages); map critical supply chains to develop USG-wide sector-specific strategies; support Commerce’s work to expand domestic manufacturing related to critical supply chains; and lead international initiatives such as the Indo-Pacific Economic Framework for Prosperity or efforts to prevent subsidies competition in semiconductors. This office will also help fulfill Administration requirements for supply chain analysis related to foreign investment screening (ITA industry expertise guides USG decisions in screening hundreds of billions of dollars of Chinese and other foreign country investment in the U.S. through CFIUS). This office would improve the USG’s ability to counter Chinese efforts to exploit U.S. technological breakthroughs and corner the market in key supply chains. ITA would also create industry expert teams on key supply chains and emerging technologies (this in-depth knowledge is the backbone of understanding and influencing supply chains) and apply part of this request for data to support such industry analysis.

ITA is the only part of the USG that looks at industries through the lens of economic competitiveness (including how to help U.S. industries compete abroad) and is already leading 35 related workstreams for Commerce, including multiple international dialogues, and providing upwards of 40 quick turn analyses annually for the White House and USG. ITA analysis is also foundational to USG efforts to promote U.S. exports and inward investment; ITA builds upon that work, facilitating \$92 billion in U.S. exports and inward investment in FY 2021 (supporting over 376,000 American jobs). ITA received a Commerce Department Gold Medal Award for its work to attract a \$12 billion TSMC semiconductor investment in Arizona (which will create 1,600 jobs), among other multi-billion-dollar investments resulting from ITA efforts founded on I&A analysis and industry outreach.

Schedule and Milestones:

FY 2024-2028

- Create supply chain office with analytic and program support.
- Add industry analysts to assess U.S. competitiveness in key sectors and emerging technologies.

Deliverables:

- Provide strategies to target tens of billions of dollars of export opportunities for U.S. industry and inward investment to the U.S. as part of strengthening high-priority supply chains, including related to key emerging technologies.
- Conduct deep dive mapping of 3-5 supply chains, annually, to understand each supply chain's geographic footprint, emerging risks, and emerging opportunities.
- Provide dozens of quick turn analyses for additional sectors that inform policymaking and responses to crises, strategic competition concerns, disruptions of trade, pandemics, or natural disasters.
- Provide high-quality sectoral analysis reflecting supply chain considerations to inform hundreds of billions of dollars of U.S. investment screening through CFIUS.
- Provide strategic guidance to Commerce, Department of Defense, Department of Energy, the State Department, and other departments and agencies related to industry and sector-specific competitiveness issues as they disburse billions of dollars in U.S. Government investments for supply chains.
- Provide increased leadership of, and support for, international supply chain dialogues to coordinate with international partners on, and increase the value of U.S. Government investments in, critical supply chains.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

**Activity: Industry and Analysis
Program Change: Supply Chain Resilience**

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Business and Industry Specialist	Washington D.C.	GS-15	1	\$ 183,500	\$ 183,500
Business and Industry Specialist	Washington D.C.	GS-14	6	\$ 172,075	\$ 1,032,450
Business and Industry Specialist	Washington D.C.	GS-13	22	\$ 145,617	\$ 3,203,574
Administrative Specialist	Washington D.C.	GS-11	2	\$ 102,166	\$ 204,332
Business and Industry Specialist Team Lead	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Economist Team Lead	Washington D.C.	GS-15	1	\$ 183,500	\$ 183,500
Data Scientist	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Statistician	Washington D.C.	GS-14	2	\$ 172,075	\$ 344,150
Economist	Washington D.C.	GS-14	6	\$ 172,075	\$ 1,032,450
Attorneys	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Trade Specialist Team Lead	Washington D.C.	GS-15	1	\$ 183,500	\$ 183,500
Trade Specialist	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Trade Specialist	Washington D.C.	GS-13	2	\$ 145,617	\$ 291,234
Management and Program Analyst	Washington D.C.	GS-14	2	\$ 172,075	\$ 344,150
Management and Program Analyst	Washington D.C.	GS-09	1	\$ 84,441	\$ 84,441
Management and Program Analyst	Washington D.C.	GS-13	1	\$ 145,617	\$ 145,617
Communications Specialist	Washington D.C.	GS-13	1	\$145,617	\$ 145,617
Communications Specialist	Washington D.C.	GS-11	2	\$102,075	\$ 204,150
Subtotal			54		\$ 8,270,965
Less Lapse	25%		(14)		\$ (2,067,741)
Total Full-time permanent (FTE)			40		\$ 6,203,224
2023 Pay Adjustment	0.0%				\$ 0
2024 Pay Adjustment	5.2%				\$ 322,568
Subtotal			40		\$ 6,525,792

Total \$ 6,525,792

Personnel Data

Full-time Equivalent Employment	
Full-time permanent	40
Other than full-time permanent	0
Total	<hr/> 40
Authorized Positions:	
Full-time permanent	54
Other than full-time permanent	0
Total	<hr/> 54

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE DETAIL BY OBJECT CLASS**

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	26,597	33,453	35,282	41,808	6,526
11.3 Other than full-time permanent	298	350	350	400	50
11.5 Other personnel compensation	764	900	866	988	122
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	27,659	34,703	36,498	43,196	6,698
12 Civilian personnel benefits	10,002	12,631	12,700	15,582	2,882
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	448	1,507	1,263	1,892	629
22 Transportation of things	5	2	-45	98	143
23.1 Rental payments to GSA	2,289	4,833	3,675	4,577	902
23.2 Rental payments to others	5	1	1	1	0
23.3 Communications, Utilities and misc. charges	833	2,503	2,441	2,467	26
24 Printing and reproduction	16	177	106	226	120
25.1 Advisory and assistant services	5,796	8,044	8,891	12,391	3,500
25.2 Other services from non-Federal sources	8,305	7,401	2,194	6,448	4,254
25.3 Other goods and services from Federal sources	8,712	11,522	10,471	11,886	1,415
25.4 Operation and maintenance of facilities	986	674	-221	-221	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	1	0	0	0	0
25.7 Operation and maintenance of equipment	8	0	0	0	0
25.8 Subsistence and support of persons	1	0	0	0	0
26 Supplies and materials	1,487	560	529	716	187
31 Equipment	2,724	2,862	2,840	3,085	245
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	1,707	1,500	1,500	1,500	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	Total obligations	<u>70,984</u>	<u>88,920</u>	<u>82,843</u>	<u>103,844</u>	<u>21,001</u>

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos/BA	260	82,843	272	87,843	12	5,001
	FTE/Obl.	243	82,843	252	87,843	9	5,001

Outbound Investments (+\$5,001, 9 FTE/12 Positions) – This request provides funding to fulfill any new requirements within ITA related to outbound investment, including those that would gather information regarding certain outbound investments from the United States into critical sectors. While Treasury is envisioned as the lead on the intake of such information, ITA would provide singular, sector-specific industry expertise to prevent U.S. private capital from financing adversary advances in critical sectors that undermine U.S. national security.

ITA would provide targeted sector experts who have the technical fluency and industry relationships to understand and anticipate national security risks associated with cutting-edge technologies—both those currently envisioned as subject to any new outbound investment requirements and emerging technologies that could warrant future inclusion. ITA alone has the scalable industry analysis skillsets to, for example, (1) understand critical supply chains to identify the full range of investments that could boost an adversary’s military capabilities while (2) proposing tangible steps to prevent unnecessary economic disruptions. As part of any new outbound investment regulatory regime, ITA would also need to expand its industry engagement to fulfill the emergent and ongoing need to proactively communicate with industry representatives about any program requirements and answer the projected high volume of questions they would have in seeking to implement any new policy. In addition, ITA will need expertise to anticipate and effectively propose policy adaptations as foreign adversaries develop new mechanisms to evade scrutiny and access U.S. investment. ITA’s sector-specific experts will be indispensable to collecting, interpreting, and presenting analysis on the influx of transaction-specific and aggregate data that the private sector will be providing to the U.S. Government regarding outbound investments and associated supply chains.

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**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Industry and Analysis
Program Change: Outbound Investments

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Deputy Assistant Secretary (DAS)	Washington D.C.	SE	1	\$ 198,000	\$ 198,000
Office Director	Washington D.C.	GS-15	1	\$ 183,500	\$ 183,500
Business & Industry Specialist	Washington D.C.	GS-13	5	\$ 145,617	\$ 728,085
Business & Industry Specialist	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Senior Advisor	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Administrative Specialist	Washington D.C.	GS-12	1	\$ 122,459	\$ 122,459
Industry Experts	Washington D.C.	GS-13	2	\$ 145,617	\$ 291,234
Subtotal			<u>12</u>		<u>\$ 1,867,428</u>
Less Lapse	25%		<u>(3)</u>		<u>\$ (466,857)</u>
Total Full-time permanent (FTE)			9		\$ 1,400,571
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				<u>\$ 72,830</u>
Subtotal			9		\$ 1,473,401
Locally Engaged Staff	Overseas		0	\$ -	\$ -

Subtotal		<u>0</u>	<u>\$ -</u>
Less Lapse	25%		<u>\$ -</u>
Total Full-time permanent:			<u>\$ -</u>
2023 Pay Adjustment	0.0%		<u>\$ -</u>
2024 Pay Adjustment	5.2%		<u>\$ -</u>
Subtotal			<u>\$ -</u>
Total			\$ 1,473,401

Personnel Data

Full-time Equivalent Employment
 Full-time permanent
 Other than full-time permanent
Total

9
0
 9

Authorized Positions:
 Full-time permanent
 Other than full-time permanent
Total

12
0
 12

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	26,597	33,453	35,282	36,755	1,473
11.3 Other than full-time permanent	298	350	350	470	120
11.5 Other personnel compensation	764	900	866	910	44
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	27,659	34,703	36,498	38,135	1,637
12 Civilian personnel benefits	10,002	12,631	12,700	13,351	651
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	448	1,507	1,263	1,417	154
22 Transportation of things	5	2	-45	-10	35
23.1 Rental payments to GSA	2,289	4,833	3,675	3,875	200
23.2 Rental payments to others	5	1	1	1	0
23.3 Communications, Utilities and misc. charges	833	2,503	2,441	2,482	41
24 Printing and reproduction	16	177	106	147	41
25.1 Advisory and assistant services	5,796	8,044	8,891	8,891	0
25.2 Other services from non-Federal sources	8,305	7,401	2,194	2,672	479
25.3 Other goods and services from Federal sources	8,712	11,522	10,471	11,986	1,515
25.4 Operation and maintenance of facilities	986	674	-221	-221	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	1	0	0	0	0
25.7 Operation and maintenance of equipment	8	0	0	0	0
25.8 Subsistence and support of persons	1	0	0	0	0
26 Supplies and materials	1,487	560	529	668	139
31 Equipment	2,724	2,862	2,840	2,949	109
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0

41	Grants, subsidies and contributions	1,707	1,500	1,500	1,500	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	Total obligations	<u>70,984</u>	<u>88,920</u>	<u>82,843</u>	<u>87,843</u>	<u>5,001</u>

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos/BA	260	82,843	265	84,841	5	1,998
	FTE/Obl.	243	82,843	247	84,841	4	1,998

Standards Attaché program (+\$1,998, 4 FTE/5 Positions) – This request will allow ITA to expand the standards attaché program at overseas U.S. embassies. ITA’s current attaché program monitors emerging standards issues in overseas markets that could create potential trade barriers for U.S. businesses. Currently, the Department of Commerce only has attachés in five countries. This means that ITA is not well-positioned to support the broader U.S. strategy to maintain a strong international coalition working to promote the development and implementation of international standards.

ITA plays a lead role in addressing foreign standards practices that might impede the export of U.S products and seeks to level the playing field by working directly with trading partners to reduce, remove, or prevent standards-related barriers. ITA promotes good regulatory practices and regulatory cooperation through engagement with regional organizations, including the Asia-Pacific Economic Cooperation (APEC) and the Association of Southeast Asian Nations (ASEAN). To promote the development and implementation of international standards with an eye toward democratic values, ITA co-leads the Technology Standards Working Group under the Trade and Technology Council (TTC), identifying standards activities of mutual interest to the U.S. and EU for cooperation. ITA works with USG partners to create opportunities for U.S. companies and maintain a strong international coalition, including in the Quad (U.S., Australia, India, Japan) and through other fora. ITA is engaged with offices throughout DOC and the interagency to advance policies favorable to U.S. stakeholders through ITA-led commercial dialogues. ITA also ensures continued market access for U.S. companies through compliance casework.

Schedule and Milestones:

FY 2024-2028

- Add 4 more standards attaché positions in key markets.
- Add a dedicated policy trade specialist within ITA’s Standards Office.

Deliverables:

- Promote the development and implementation of international standards in key markets.
- Gather standards intelligence to maintain coalitions with international partners.
Lead bilateral and multilateral dialogues supporting international standards.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Industry and Analysis
Program Change: Standards Attaché Program

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Trade Specialist	Washington D.C.	GS-13	1	\$ 145,617	\$ 145,617
Subtotal			<u>1</u>		<u>\$ 145,617</u>
Less Lapse	25%		<u>0</u>		<u>\$ (36,404)</u>
Total Full-time permanent (FTE)			1		\$ 109,213
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				<u>\$ 5,679</u>
Subtotal			1		\$ 114,892
Locally Engaged Staff	Overseas		0	\$ -	\$ -
Subtotal			<u>0</u>		<u>\$ -</u>
Less Lapse	25%				<u>\$ -</u>
Total Full-time permanent:					\$ -
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				<u>\$ -</u>
Subtotal					\$ -

Foreign Service Officer	Overseas	FS-02	4	\$ 162,571	\$ 650,284
Subtotal			4		\$ 650,284
Less Lapse	25%		<u>(1)</u>		<u>\$(162,571)</u>
Total Full-time permanent:			3		\$ 487,713
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				<u>\$ 25,361</u>
Subtotal			3		\$ 513,074
Total					\$ 627,966

Personnel Data

Full-time Equivalent Employment
 Full-time permanent
 Other than full-time permanent
Total

4
 0
4

Authorized Positions:
 Full-time permanent
 Other than full-time permanent
Total

5
 0
5

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE DETAIL BY OBJECT CLASS**

(Direct Obligations amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	26,597	33,453	35,282	35,910	628
11.3 Other than full-time permanent	298	350	350	350	0
11.5 Other personnel compensation	764	900	866	887	21
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	27,659	34,703	36,498	37,147	649
12 Civilian personnel benefits	10,002	12,631	12,700	13,092	392
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	448	1,507	1,263	1,347	84
22 Transportation of things	5	2	-45	-42	3
23.1 Rental payments to GSA	2,289	4,833	3,675	3,692	17
23.2 Rental payments to others	5	1	1	243	242
23.3 Communications, Utilities and misc. charges	833	2,503	2,441	2,489	48
24 Printing and reproduction	16	177	106	122	16
25.1 Advisory and assistant services	5,796	8,044	8,891	8,891	0
25.2 Other services from non-Federal sources	8,305	7,401	2,194	2,365	171
25.3 Other goods and services from Federal sources	8,712	11,522	10,471	10,826	355
25.4 Operation and maintenance of facilities	986	674	-221	-221	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	1	0	0	0	0
25.7 Operation and maintenance of equipment	8	0	0	0	0
25.8 Subsistence and support of persons	1	0	0	0	0
26 Supplies and materials	1,487	560	529	541	12
31 Equipment	2,724	2,862	2,840	2,847	7
32 Lands and structures	0	0	0	0	0

33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	1,707	1,500	1,500	1,502	2
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	Total obligations	<u>70,984</u>	<u>88,920</u>	<u>82,843</u>	<u>84,841</u>	<u>1,998</u>

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

Activity: International Trade Administration
Subactivity: Enforcement and Compliance

Line Item		2022		2023		2024		2024		Increase/Decrease	
		Actual		Enacted		Base		Estimate		from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	326	111,569	398	125,127	398	134,781	398	134,781	0	0
	FTE/Obl.	314	110,733	383	126,052	383	134,781	383	134,781	0	0
Total	Pos./BA	326	111,569	398	125,127	398	134,781	398	134,781	0	0
	FTE/Obl.	314	110,733	383	126,052	383	134,781	383	134,781	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: International Trade Administration

Subactivity: Enforcement and Compliance

		2022		2023		2024		2024		Increase/ (Decrease)	
		Actual		Enacted		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	2	0	0	0	0	0	0	0	0
	FTE/Obl.	0	2	0	0	0	0	0	0	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	6,020	0	4,613	0	4,613	0	4,613	0	0
	FTE/Obl.	0	6,020	0	4,613	0	4,613	0	4,613	0	0
Total	Pos./BA	0	6,022	0	4,613	0	4,613	0	4,613	0	0
	FTE/Obl.	0	6,022	0	4,613	0	4,613	0	4,613	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, workers, and communities 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, regional, 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 2024 -2028

- 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, administrative reviews, new shipper reviews, changed circumstances reviews, circumvention and scope inquiries, sunset 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 most FTZ matters; 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, as appropriate, 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 circumvention inquiries to defend existing AD/CVD orders against schemes designed to evade and undermine the effectiveness of such orders.
- Enforce over 660 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 AD suspension agreement on Mexican tomatoes, the amended AD/CVD suspension agreements on Mexican sugar, the recently amended AD Russian uranium suspension agreement, and three other AD suspension agreements.
- 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.
- In FY 2022, E&C initiated 44 new AD/CVD investigations. In FY 2023, as of February 8, 2023, E&C staff are conducting 32 new AD/CVD investigations, this is in addition to enforcing 661 AD/CVD orders – a historic high number.
- Through its Trade Agreements Negotiations Compliance program, in FY 2022, E&C successfully closed 38 compliance cases in support of U.S. exporters.
- In FY 2023 so far, ITA has initiated 56 new trade agreements compliance cases and concluded 4, 3 of them as successes (unsuccessful case closures are often the result of changes in company priorities or lack of further needed engagement from ITA).
- As the operational arm of the U.S. FTZs program, in FY 2022 E&C's FTZ staff oversaw the licensing and regulation of U.S. foreign-trade zones, including decisions addressing the reorganization or expansion of 8 zones, 45 applications for new or expanded production authority, and over 200 additional staff-level cases. FTZs currently employ more than 480,000 American workers.
- E&C will continue to administer seven existing suspension agreements, including the AD suspension agreement on fresh tomatoes from Mexico, ensuring that the domestic tomato industry can fairly compete in the U.S. market. In FY 2024 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 circumvention inquiries resulting from domestic

manufacturers filing petitions and requests for relief from duty evasion schemes. In FY 2024, E&C will continue to support these ongoing activities.

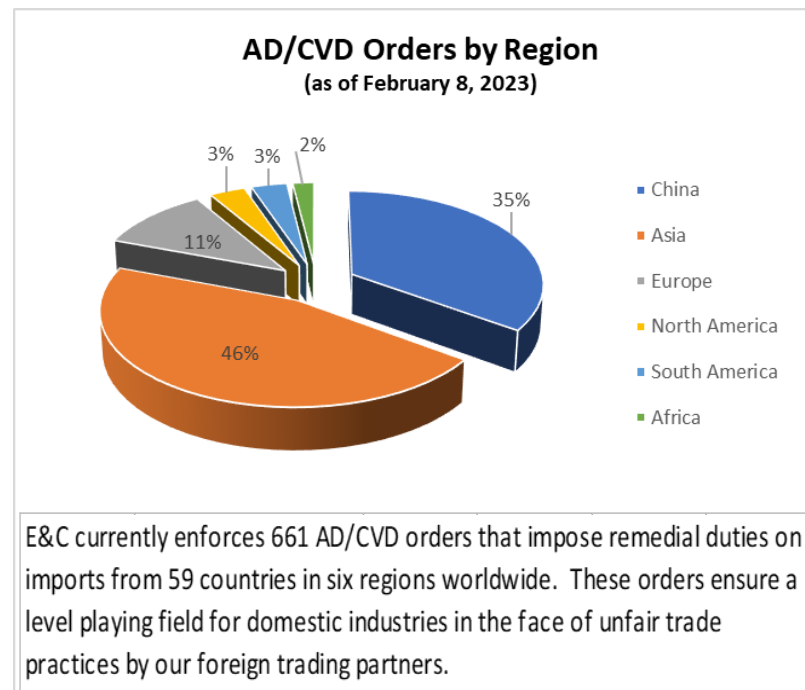
- Additionally, E&C continues to provide BIS with recommendations on the technical merits of Section 232 product exclusion requests for which U.S. steel or aluminum manufacturers have objected.

Explanation and Justification

		2022 Actual		2023 Enacted		2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	326	111,569	398	125,127	398	134,781
	FTE/Obl.	314	110,733	383	126,052	383	134,781

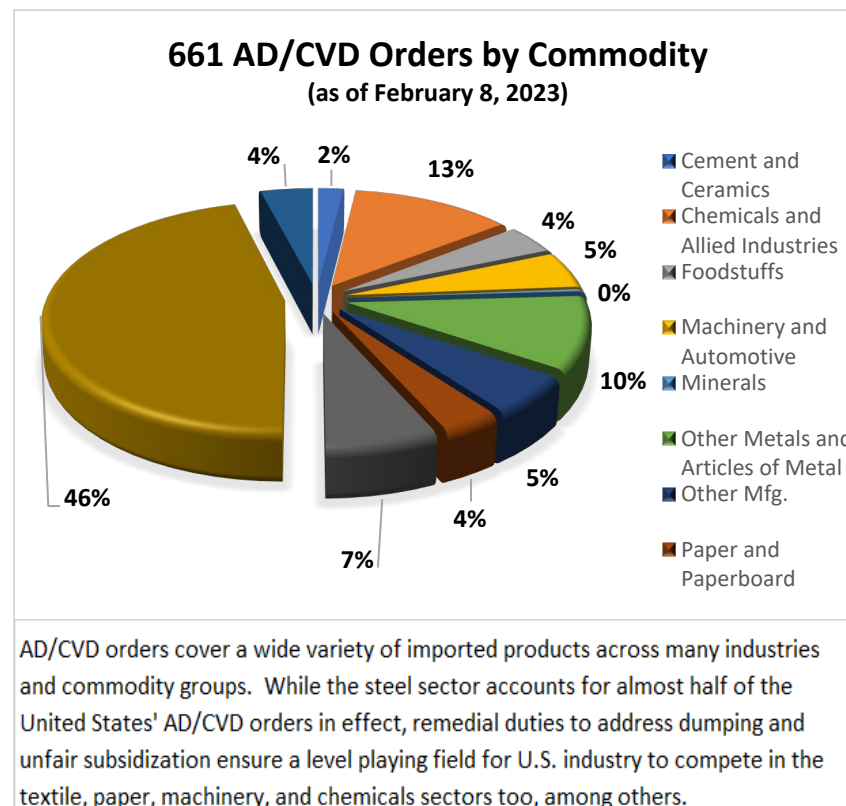
E&C maintains the following programs to accomplish these and other major trade enforcement activities:

- 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 for AD investigations or 140 days for CVD investigations (or 315 days for AD investigations and 205 for CVD investigations, 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 producers/exporters 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 number of duties that are to be collected to remedy the unfair trade practices. Administrative reviews of AD and CVD orders are, in effect, how 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. As of February 6, 2023, petition counseling staff connected with manufacturers, workers, trade associations, and their representatives in 116 counseling sessions in FY 2023. Through these sessions, E&C counsels U.S. industries on how to act against dumped and subsidized imports so they have a complete understanding of available trade remedies and can fully exercise their rights under the AD/CVD laws.



- **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 and lasting changes to laws, regulations, and procedures; and engage industry stakeholders and interagency partners to execute this mission. E&C works closely with USTR, representing the compliance mission in trade policymaking, 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. For FY 2024, E&C will continue prioritizing compliance actions that secure/maintain trade agreement-required transparency to promote fairness and predictability in trading partner markets for U.S. exporters.

- **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. 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. As of the end of FY 2022, there were over 250 FTZs that sponsored more than 1,000 single-user locations in the United States and employed over 480,000 persons. In that same year, the FTZ Board processed 60 applications that included zone reorganizations, site/subzone designations, and manufacturing authority for individual companies within zones. In addition, under delegated authority, E&C's FTZ staff processed an additional 237 requests – primarily requests for site designations for individual companies.
- **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 and 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. As of February 5, 2023, over 454,000 product exclusion requests have been submitted since the Section 232 tariffs were imposed in March 2018. Of these, E&C has processed over 126,000 exclusion requests for BIS, including the review of over 295,000 objections, rebuttal and surrebuttal filings as part of these submissions.
- **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 February 6, 2023, over 5.3 million steel import licenses had been issued by the web-based system. Since 2016, E&C has been publishing country-specific steel reports that complement the SIMA data available to the public. These country-specific steel reports provide detailed, in-depth analysis of top steel exporting and importing countries' changing patterns of steel trade. The reports are also enhanced with an interactive online steel trade monitor. These enhanced monitoring tools help the 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. In 2021, E&C launched the new SIMA system along with a new dashboard that was added to the SIMA monitor showing the country where the steel to the United States was originally melted and poured. This new dashboard now reports this data up to the 6-digit HTS level released on a quarterly basis. These changes were made to address USG and steel industry interest in enhanced monitoring and analysis of potential import surges and transshipment in the context of certain U.S. import programs. In

2021, E&C launched the Aluminum Import Monitoring (AIM) system, modeled on SIMA, which also has a licensing requirement. The aluminum licensing requirement took effect on June 28, 2021, and the license data was incorporated into the AIM monitor in September 2021 after the newly collected data was reviewed for quality assurance; additionally in March 2022 and September 2022, the first of two several pieces of aluminum supply chain information collected from the licenses was released. There have been over 300,000 aluminum licenses issued since June 2021. The new AIM monitor closely mirrors the SIMA system with the addition of the license data. In FY 2023, ITA will continue its work to enhance the AIM program including outreach to the aluminum license applicants, and the industry and to provide additional global aluminum trade information like the steel information that is publicly available in SIMA. In FY 2024, ITA intends to spend approximately \$1.3 million on AIM. Commerce has also published a Request for Information (RFI) in the Federal Register requesting feedback from AIM users on the 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 21 of these types of measures in FY 2022, keeping open approximately \$644 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 identifying, monitoring and addressing, as appropriate, foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and (3) jointly with USTR, producing an annual report to Congress on subsidy monitoring and enforcement activities. Subsidies enforcement staff identified and monitored over 1,600 foreign subsidies and government support practices, more than half of which relate to China, addressing nearly a quarter of the more significant practices in 2022. 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. From October 1, 2022 – February 6, 2023, the CTPSC Secretariat administered 60 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 Organization for Economic Cooperation and Development and collaborated with the interagency group on 50 review and clearance tasks during this period.

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 AND PERFORMANCE: DIRECT OBLIGATIONS**
(Dollar amounts in thousands)

Activity: International Trade Administration

Subactivity: Global Markets

Line Item		2022		2023		2024		2024		Increase/Decrease	
		Actual		Enacted		Base		Estimate		from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos./BA	1,370	352,144	1,470	373,976	1,470	395,684	1,555	420,217	85	24,533
	FTE/Obl.	786	353,084	888	379,094	888	395,684	924	420,217	36	24,533
Total	Pos./BA	1,370	352,144	1,470	373,976	1,470	395,684	1,555	420,217	85	24,533
	FTE/Obl.	786	353,084	888	379,094	888	395,684	924	420,217	36	24,533

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

Activity: International Trade Administration

Subactivity: Global Markets

		2022		2023		2024		2024		Increase/ (Decrease)	
		Actual		Enacted		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	5,376	0	5,969	0	5,969	0	5,969	0	0
	FTE/Obl.	0	5,376	0	5,969	0	5,969	0	5,969	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	16	19,101	17	31,624	17	31,624	17	31,624	0	0
	FTE/Obl.	16	19,101	17	31,624	17	31,624	17	31,624	0	0
Total	Pos./BA	16	24,477	17	37,593	17	37,593	17	37,593	0	0
	FTE/Obl.	16	24,477	17	37,593	17	37,593	17	37,593	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: Global Markets

Goal Statement

Global Markets (GM) supports job creation 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

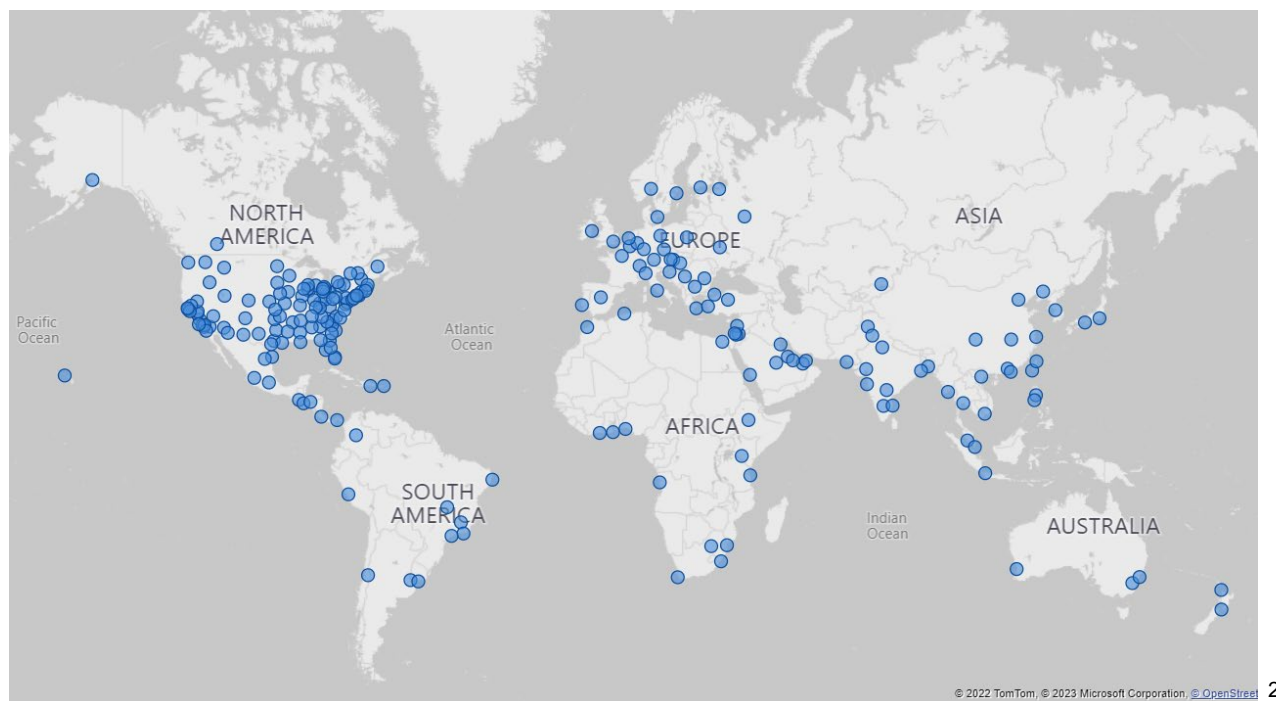
Strategically located with a presence in 122 international and 106 domestic locations¹, GM's global network of trade and investment professionals ensures that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers. GM has a presence in international markets that represent more than 95 percent of global GDP and 97% of U.S. trade; in domestic locations that cover all U.S. states and Puerto Rico; and at the table in U.S. interagency policy decision-making forums. As the U.S. government agency mandated to work together with U.S. companies, both locally and in world's markets, GM uniquely brings trusted expertise, impartial assistance, affordable services, and global reach through its network of local and overseas trade professionals to promote and protect U.S. commercial and economic interests abroad.

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 malign influence in 3rd country markets; and to garner a larger share of foreign direct investment for U.S. localities.

Operationally, GM utilizes cross-cutting ITA-wide global teams of international, domestic, and headquarters specialists whose portfolios focus on specific industries and markets. Leveraging all four of its program areas, GM assists 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

¹ Counts do not include potential new locations associated with the FY 2023 Appropriations; final decisions were available at time of publication.

representation at trade shows and fairs, trade events, product launches, and technical seminars. GM staff also conducts advocacy on behalf of U.S. firms, providing official support for U.S. companies bidding on foreign government contracts. In addition, GM strategically attracts Foreign Direct Investment (FDI) into the United States to further strengthen our economic climate and support continued job growth.



GM is organized into the following four programs to accomplish its Goals, Objectives, and other mission critical activities:

1. **The Foreign Commercial Service (FCS)** focuses on eliminating foreign trade barriers by addressing U.S. business and industry needs directly with foreign governments and through the U.S. interagency community to achieve official host government actions or decisions to the benefit of the U.S. market objectives. FCS is comprised of Foreign Service Officers (FSOs), Locally Employed Staff (LES), and headquarters-based country and regional experts. FCS is further divided into five

² Map footnote: Graphic represents global presence as of FY 2022.

Regional Offices with separate geographical areas of responsibility: China, Asia, Europe, Middle East and Africa, and Western Hemisphere. GM's FSOs and LES are positioned at 122 locations across 79 countries of U.S. commercial significance. FCS advances U.S. commercial interests, resolves disputes with foreign local government officials, clarifies local regulations and standards, identifies opportunities for U.S. exports, and counsel companies on the best strategies to succeed in overseas markets. GM international 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 works to resolve trade problems before companies have to resort to lengthy, formal dispute settlement procedures. GM international field staff assists U.S. companies in determining their rights under U.S. trade agreements and resolve market access barriers on their own. In addition, GM's headquarters-based country and regional experts provide technical knowledge and detailed country and issue expertise needed for addressing and resolving

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 fulltime- equivalent jobs that are fully attributed to international business since they began working closely with GM.

trade issues through formal and informal bilateral and regional discussions. GM's FCS Regional Offices 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.

2. **The U.S. Commercial Service**, also known as the U.S. Field, focuses on promoting U.S. Exports by connecting U.S. companies, particularly small and medium-sized enterprises (SMEs), to foreign markets and buyers. The U.S. Field is a network of trade specialists serving 106 U.S. Export Assistance Centers (USEACs) across the United States whose primary focus on the exporting needs of SMEs. Many U.S. companies 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 exporting hurdles, 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 works with FCS to create customized services for U.S. companies to better understand and identify export market opportunities and connect those companies directly to buyers. The U.S. Field plays a

primary role in educating U.S. firms 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. To directly support the full range of underserved communities, the U.S. Field operates the National Global Diversity and the National Rural Export Centers to advance the broader ITA Global Diversity Export Initiative. These centers are committed to ensuring opportunities for all enterprises, especially those that often have barriers to expanding market participation.

3. **The Advocacy Center** focuses on ensuring fair and open competition for U.S. companies competing for foreign government contracts and combatting restrictive and unfair procurement rules and practices. Based in Washington, DC, 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 also includes a U.S. field component with Regional Managers who manage advocacy cases and focus on outreach to the U.S. exporting community across the country. Additionally, the Advocacy Center hosts the Multilateral Development Bank Liaison program with liaison officers at the World Bank, the Inter-American Development Bank, the European Bank for Reconstruction and Development, the African Development Bank, and the Asian Development Bank. The mission of this program is to connect U.S. exporters to opportunities related to Bank-funded projects and the Banks themselves. The liaisons help companies navigate the Banks and represent U.S. business interests at the Banks. 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.

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.

4. **SelectUSA** focuses on attracting FDI into the United States by promoting the U.S. as the world's prime investment destination further stimulating U.S. economic growth and prosperity, creating highly compensated jobs, spurring innovation, and driving exports. 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.

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 SMEs, to global business opportunities, distribution channels and decision-makers. GM is focused on doubling the annual number of clients assisted from approximately 38,000 (in FY 2020) to 76,000 (in FY 2023) with increased focus on the Nation's underserved communities. GM will work to strengthen small businesses in underserved communities by helping them be successful exporters. Specifically, GM will focus on enhancing its accessibility and assistance to businesses in underserved communities and is targeting to grow the number of unique export clients assisted in underserved communities from approximately 5,700 in FY 2020 (base year) to 11,500 by the end of FY 2023 (September 30, 2023). 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, job-creating inward investment.

Schedule and Milestones

FY 2024–2028

- Lend full support to the Administration's priority initiatives such as Partnership for Global Infrastructure, Climate/Clean Tech, Supply Chain Resilience, Business Equity, U.S. Foreign Policy for the Middle Class, and others.
- Lead and support strategic regional initiatives such as America ACTS, Indo-Pacific Economic Framework, Prosper Africa, Compete in Europe, and others.
- Convene tens of thousands of U.S. entities and foreign buyers/investors at events around the world and across the country.

- Host the 2024 SelectUSA Investment Summit: The largest U.S. investment promotion event connecting foreign investors to U.S. localities.
- Conduct the largest annual export promotion event in the United States (Discover Global Markets).
- Lead the largest annual U.S. Government (USG) trade mission overseas (Trade Winds).
- Provide U.S. SMEs with in-depth, customized, and actionable market intelligence, vetted foreign business contacts, and the diplomatic support needed to penetrate foreign markets and grow U.S. SME exports.
- Strengthen small businesses in underserved communities (rural, minority, women-owned) by helping them be successful exporters.
- Facilitate policy and commercial dialogues between the public and private sectors in the United States and partner countries.
- Defend U.S. business interests against foreign malign influence, anticompetitive and predatory foreign behavior, unfair trade practices, and state-sponsored entities.
- 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.
- Establish a world-class digital interface for assisting clients and providing market intelligence to U.S. companies.

Deliverables

- Double the annual number of clients assisted from 38,000 (in FY 2020) to 76,000 (in FY 2023), particularly small and medium-sized enterprises with a focus on the Nation's underserved communities.
- Double the number of underserved clients assisted from approximately 5,700 (in FY 2020) to 11,500 by the end of FY 2023 (September 30, 2023).
- Work to ensure that over 80% of U.S. export clients assisted are SMEs and help generate over 1,500 export WINS.
- Assist over 11,000 U.S. economic development organizations and investment clients to increase foreign direct investment in U.S. localities and help generate over 140 high-impact, job-creating investment WINS.
- Level the playing field, counter malign influence, positioning U.S. companies for success globally and help generate over 500 Commercial Diplomacy and Advocacy WINS, including over 100 trade barriers reduced, removed, prevented.
- Generate over 450 Market Intelligence Articles to educate and help guide U.S. exporters.
- Work to facilitate roughly \$110 billion in U.S. exports and inward investment to support approximately 500,000 American jobs.
- Work to ensure that 85% of GM clients meet their business objectives.

In FYs 2020-23, ITA continued phased rollout of its new web presence building upon ITA's successful implementation of a world-class customer relationship management system enabling GM to reach and support more U.S. exporters and attain its goal of doubling clients assisted.

- ITA has in place robust web management, digital expertise, and web optimization tools to professionally manage ITA's Trade.gov. GM leverages these resources to assist more clients with its valuable trade and market research information.

- ITA uses website analytics tools to continually monitor and improve the quality of digital content that U.S. exporters need. GM's information is popular and trusted, ranking highly on common browser search results, which are the source of most of ITA's web traffic.
- ITA continually updates and expands trade information available to the public. Over the last year, GM updated 129 Country Commercial Guides (CCGs) and nearly 500 market intelligence articles created by GM's global network of trade experts.

Over the past year (FY 2022) GM's global network of trade and investment experts:



Total Clients Assisted

Our trade specialists around the globe assisted more than **51,000** export and investment clients in FY 2022.



Financial Impact

Global Markets facilitated **\$174 billion** in U.S. exports and inward investment last year.



Jobs Supported

625,000 American jobs were supported by Global Markets export and inward investment services.



Return on Investment

For every \$1 appropriated to Global Markets, **\$360** returned to the U.S. economy exceeding our pre-pandemic economic impact.

3

³ Return on Investment is calculated over the immediate past three fiscal years (FY 2020-2022).

How we helped our clients succeed in markets around the world:

\$3.5 Billion in U.S. Exports

 WIN in Romania

Oregon-based company secures agreement with Romanian government to deploy small modular reactors, creating smart, clean, and safe energy to replace coal-fired power plants.

\$5.5 Million in U.S. Exports

 WIN in Honduras

Small **New Jersey**-based designer and manufacturer of prefabricated modular steel bridges signs contract with Honduran infrastructure agency for the supply of U.S. made bridges.

\$12 Billion Investment

 WIN for Arizona

Investment from **Taiwan** in an advanced semiconductor fab, directly creating over 1,600 high-tech jobs with thousands of additional indirect jobs in the broader semiconductor ecosystem and advancing critical manufacturing in the United States.

24% Annual Export Growth

 WIN in Tunisia

Small **Pennsylvania**-based scientific lab equipment supplier secures partnership in Tunisia and generates new market sales. The company has grown foreign sales by 100% working with the U.S. Commercial Service.

300% Export Growth

 Global WIN

Small **North Dakota**-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.

From our clients across the country:



"The team at the International Trade Administration has been extremely helpful to our business. They are responsive, take a real interest in our success, and connect us with teams in other departments across the globe to help resolve whichever issue arises. We are extremely impressed by the consistent and excellent assistance they provide."



"Being a small company, our work with the ITA has been essential for expanding our reach globally and finding customers in new countries. Their expertise has assisted us with some existing business and their team is always willing to assist in anything export related. I highly recommend these services for anyone looking to expand their organization globally."



"As a family-owned US manufacturer, the ITA has been a long-standing service provider to our company's international business unit. We rely on the ITA's unique positioning to help solve market access problems and develop market access opportunities through their network of domestic and overseas offices, their connections with foreign governments, and their access to industry-specific market information."



"Our experience was phenomenal and would not have been possible without DOC/ITA. From start to finish, they were a critical resource from market intelligence, partner search, and due diligence. I hope they remain a lifeline for us as we continue our journey to develop the markets in question."



Any organization contemplating, or even currently exporting in the international marketplace should give serious consideration to the International Trade Administration. The assistance and advice you can get from this organization is invaluable and extremely cost effective. You really should not be exporting without consulting them first"



"The ITA/DOC is extremely helpful and affordable for companies like ours looking to expand our international footprint. They have been invaluable to helping us to find in-country business partners that fit our company profile and are also vetted for economic viability. Would highly recommend to others."

Explanation and Justification

		2022		2023		2024	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos./BA	1,370	352,144	1,470	373,976	1,470	395,684
	FTE/Obl.	786	353,084	888	379,094	888	395,684

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**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos/BA	1,470	395,684	1,528	412,466	58	16,782
	FTE/Obl.	888	395,684	910	412,466	22	16,782

Competing with China and other Threats: Export Promotion and Trade Barrier Efforts (+\$16,782, 22 FTE/58 Positions) – Funding is being requested to increase U.S. export competitiveness, counter unfair trade practices and economic coercion by the People’s Republic of China and respond to emerging opportunities such as the tertiary effects of the invasion of Ukraine.

ITA will enhance Global Markets staff in in strategic Foreign Commercial Service Regions, including Asia, Middle East and Africa, and the Western Hemisphere to identify positive opportunities for U.S. companies, enable them to compete effectively in various strategic markets, and help eliminate barriers to trade created by either existing conditions or the actions of other foreign actors. This will be accomplished through the hiring of 18 new Foreign Service Officers and 28 Locally Employed Staff at new and existing overseas offices. Funding will also increase the number of international trade specialists at U.S. Export Assistance Centers across the United States by nine (9) and at ITA’s Global Markets headquarters by three (3) to improve support for small and medium-sized enterprises as they seek to grow through engagement in international trade, including an emphasis on underserved economic areas. Finally, this increase invests in automation tools and branding efforts designed to promote visibility for U.S. companies and improve their position relative to well-resourced competitors from other countries. ITA will invest in efforts to better position more U.S. small and medium-sized enterprises and development organizations at trade events worldwide to assist in marketing their products, services, and investment opportunities.

This request builds upon the \$6.5 million provided under the Consolidated Appropriations Act, 2023, to strengthen FCS presence in strategic regions of vital economic and national security concern. ITA is currently assessing the best placement for this targeted expansion given the significant demand for ITA services and the limited amount of funding for strategic expansion. This \$16.8 million request would enable ITA to better address the gap in export promotion capacity between the United States and our adversaries.

This request is complementary to, and is in coordination with, GM’s focused request for “Indo-Pacific Economic Engagement.”

Schedule and Milestones:

FY 2024-2028⁴

- Open new international offices in strategic regions, including Asia, the Middle East and Africa, and Western Hemisphere.
- Increase international staffing in existing strategic locations.
- Open additional U.S. Export Assistance Centers and increase staff in existing locations.
- Expand trade promotion events worldwide.
- Maintain support for export promotion and trade barrier efforts.

Deliverables:

- Increase export promotion and trade barrier efforts to compete with China.

⁴ Final count and location determinations will be made based upon national security and economic considerations at time of enactment.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Global Markets
Program Change: Competing with China and Other Threats: Export Promotion and Trade Barrier Efforts

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Trade Specialist	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Trade Specialist	Washington D.C.	GS-13	1	\$ 145,617	\$ 145,617
Management & Program Analyst	Washington D.C.	GS-12	1	\$ 122,459	\$ 122,459
Trade Specialist	Various	GS-14	5	\$ 172,075	\$ 860,375
Trade Specialist	Various	GS-13	4	\$ 145,617	\$ 582,468
Subtotal			12		\$ 1,882,994
Less Lapse	25%		(3)		\$ (470,749)
Total Full-time permanent (FTE)			9		\$ 1,412,245
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 73,437
Subtotal			9		\$ 1,485,682
Locally Engaged Staff	Overseas		28	\$ 57,250	\$ 1,603,000
Subtotal			28		\$ 1,603,000
Less Lapse	25%				\$ (400,750)
Total Full-time permanent:					\$ 1,202,250
2023 Pay Adjustment	0.0%				\$ -

2024 Pay Adjustment	5.2%				\$ 62,517
Subtotal					\$ 1,264,767
Foreign Service Officer	Overseas	FS-01	0	\$ 183,500	\$ -
Foreign Service Officer	Overseas	FS-02	3	\$ 170,131	\$ 510,392
Foreign Service Officer	Overseas	FS-03	15	\$ 137,855	\$ 2,067,831
Foreign Service Officer	Overseas	FS-04	0	\$ 111,705	\$ -
Foreign Service Officer	Overseas	FS-05	0	\$ 90,514	\$ -
Foreign Service Officer	Overseas	FS-06	0	\$ 80,916	\$ -
Foreign Service Officer	Overseas	FS-07	0	\$ 72,337	\$ -
Foreign Service Officer	Overseas	FS-08	0	\$ 64,667	\$ -
Foreign Service Officer	Overseas	FS-09	0	\$ 57,809	\$ -
Subtotal			18		\$ 2,578,222
Less Lapse	25%		(5)		\$ (644,556)
Total Full-time permanent:			13		\$ 1,933,666
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 100,551
Subtotal			13		\$ 2,034,217
Total					\$ 4,784,666

Personnel Data

Full-time Equivalent Employment	
Full-time permanent	22
Other than full-time permanent	0
Total	22

Authorized Positions:

Full-time permanent	58
Other than full-time permanent	0
Total	58

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	94,624	100,526	108,732	113,517	4,785
11.3 Other than full-time permanent	33,909	35,140	35,140	35,140	0
11.5 Other personnel compensation	8,040	7,750	8,056	8,098	42
11.8 Special personnel services payments	0	107	107	107	0
11.9 Total personnel compensation	136,573	143,523	152,035	156,862	4,827
12 Civilian personnel benefits	54,986	56,062	60,208	62,509	2,301
13 Benefits for former personnel	1,023	1,580	1,580	1,580	0
21 Travel and transportation of persons	6,654	6,263	6,167	6,209	42
22 Transportation of things	5,609	5,334	5,393	5,400	7
23.1 Rental payments to GSA	10,202	16,534	14,920	15,004	84
23.2 Rental payments to others	10,742	8,361	8,603	9,693	1,090
23.3 Communications, Utilities and misc. charges	5,575	4,270	4,087	4,309	222
24 Printing and reproduction	77	171	173	180	7
25.1 Advisory and assistant services	18,664	30,779	31,708	31,708	0
25.2 Other services from non-Federal sources	5,955	10,422	12,662	13,764	1,102
25.3 Other goods and services from Federal sources	83,231	76,617	78,803	85,877	7,074
25.4 Operation and maintenance of facilities	3,135	8,176	8,176	8,176	0
25.5 Research and development contracts	46	0	0	0	0
25.6 Medical care	69	0	0	0	0
25.7 Operation and maintenance of equipment	625	2,050	2,050	2,050	0
25.8 Subsistence and support of persons	273	0	0	0	0
26 Supplies and materials	1,617	1,436	1,438	1,446	8
31 Equipment	7,603	6,837	7,002	7,011	9
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0

41	Grants, subsidies and contributions	421	629	629	638	9
42	Insurance claims and indemnities	0	50	50	50	0
43	Interest and dividends	4	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>353,084</u>	<u>379,094</u>	<u>395,684</u>	<u>412,466</u>	<u>16,782</u>

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos/BA	1,470	395,684	1,487	400,435	17	4,751
	FTE/Obl.	888	395,684	899	400,435	11	4,751

Supply Chain Resilience (+\$4,751, 11 FTE/17 Positions) – This request will allow ITA to expand SelectUSA services to coordinate supply chain priorities with state Foreign Direct Investment (FDI) attraction efforts and recruit high-value investment targets in alignment with supply chain strategies. ITA will expand its investment promotion tool kit to target high-value investment targets in coordination with U.S. states, which would dramatically improve SelectUSA’s ability to increase investment in the United States. In addition, ITA will do the analysis required to use the specialized expertise and firm-level data needed to develop better strategies for attracting specific individual firms to the United States. Lastly, the request will bolster the Advocacy Center, reflecting the importance of global market access to maintaining the viability of key domestic suppliers.

This request is the Global Markets component of an ITA joint proposal with the Industry and Analysis business unit. The components are complementary and were built in collaboration with the business unit partner to develop an ITA-level solution to the challenge. Global Markets will leverage the analysis, strategies, and recommendations produced by Industry and Analysis under its complementary request to better target FDI toward reducing critical, national supply chain risks.

Schedule and Milestones:

FY 2024-2028

- Coordinating with state-level economic development efforts in support of national priorities and critical sectors for FDI.
- Recruiting the most probable FDI prospects to address the Department’s supply chain priority (e.g., semiconductors).
- Utilizing the established SelectUSA Interagency Investment Working Group (IIWG) to formulate cross agency deal teams that capture new business investments in critical sectors.
- Bolstering the Advocacy Center role in enhancing supply chain resiliency and national security by fostering the U.S. technological base and defense industrial base through market access actions.

Deliverables:

- Revitalize U.S. manufacturing and strengthen domestic supply chains.
- Attract job-supporting foreign direct investment into the United States.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Global Markets
Program Change: Supply Chain Resilience

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Supervisory Trade Specialist	Washington D.C.	GS-15	1	\$ 183,500	\$ 183,500
Trade Specialist	Washington D.C.	GS-13	4	\$ 145,617	\$ 582,468
Trade Specialist	Washington D.C.	GS-11	2	\$ 102,166	\$ 204,332
Trade Specialist	Various	GS-13	8	\$ 145,617	\$ 1,164,936
Subtotal			15		\$ 2,135,236
Less Lapse	25%		(4)		\$ (533,809)
Total Full-time permanent (FTE)			11		\$ 1,601,427
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 83,274
Subtotal			11		\$ 1,684,701
Locally Engaged Staff	Overseas		2	\$ 57,250	\$ 114,500
Subtotal			2		\$ 114,500
Less Lapse	25%				\$ (28,625)
Total Full-time permanent:					\$ 85,875
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 4,466
Subtotal					\$ 90,341

Total

\$ 1,775,042

Personnel Data

Full-time Equivalent Employment

Full-time permanent

11

Other than full-time permanent

0

Total

11

Authorized Positions:

Full-time permanent

17

Other than full-time permanent

0

Total

17

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11	Personnel compensation				
11.1	94,624	100,525	108,732	110,507	1,775
11.3	33,909	35,140	35,140	35,140	0
11.5	8,040	7,750	8,056	8,057	1
11.8	0	107	107	107	0
11.9	136,573	143,522	152,035	153,811	1,776
12	Civilian personnel benefits				
13	Benefits for former personnel				
21	Travel and transportation of persons				
22	Transportation of things				
23.1	Rental payments to GSA				
23.2	Rental payments to others				
23.3	Communications, Utilities and misc. charges				
24	Printing and reproduction				
25.1	Advisory and assistant services				
25.2	Other services from non-Federal sources				
25.3	Other goods and services from Federal sources				
25.4	Operation and maintenance of facilities				
25.5	Research and development contracts				
25.6	Medical care				
25.7	Operation and maintenance of equipment				
25.8	Subsistence and support of persons				
26	Supplies and materials				
31	Equipment				
32	Lands and structures				
33	Investments and loans				

41	Grants, subsidies and contributions	421	628	629	629	0
42	Insurance claims and indemnities	0	50	50	50	0
43	Interest and dividends	4	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>353,084</u>	<u>379,094</u>	<u>395,684</u>	<u>400,435</u>	<u>4,751</u>

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos/BA	1,470	395,684	1,480	398,684	10	3,000
	FTE/Obl.	888	395,684	891	398,684	3	3,000

Indo-Pacific Economic Engagement (+\$3,000, 3 FTE/10 Positions) – ITA is requesting \$3 million to strengthen Indo-Pacific economic engagement, including through the Indo-Pacific Economic Framework for Prosperity, which aims to advance resilience, sustainability, inclusiveness, economic growth, fairness, and competitiveness within the region. This funding will support increased Foreign Commercial Service (FCS) presence specifically within the Indo-Pacific region, including necessary support staff within the FCS Asia Regional Office.

The Indo-Pacific is vital to the security and prosperity of the United States. This region is home to more than half of the world’s people, nearly two-thirds of the world’s economy supporting more than three million American jobs and is the source of nearly \$900 billion in foreign direct investment in the United States. In the years ahead, as the region drives as much as two-thirds of global economic growth, its influence will only grow — as will its importance to the United States. The United States has identified thirteen countries as the core partners for overall success within this region: Australia, Brunei Darussalam, Fiji, India, Indonesia, Japan, the Republic of Korea, Malaysia, New Zealand, Philippines, Singapore, Thailand, and Vietnam. Economic leadership, commercial diplomacy, and technological innovation are critical to the United States and our allies and partners in the Indo-Pacific region.

ITA will increase its Foreign Service Officer (x2) and Locally Employed Staff (x5) presence within the Indo-Pacific region, with focus in the 13 partner countries, to signal continued commitment while enhancing commercial diplomacy and export promotion. This will further demonstrate the U.S. long term commitment to the region with positive economic and national security ramifications. This request is critical to maintaining U.S. economic leadership in the Indo-Pacific region and reducing China’s economic sphere of influence in the region.

This request is complementary to and is in coordination with GM’s broader request for “Competing with China and Other Threats: Export Promotion and Trade Barrier Efforts.”

Schedule and Milestones:

FY 2024-2028

- Establish increased FCS presence in the Indo-Pacific region.

Deliverables:

- Increased commercial diplomacy, host nation relations, advocacy, and monitoring within the Indo-Pacific region.
- Improved commercial environment for U.S. exporters to the region and support U.S. jobs.
- Maintained U.S. economic leadership and engagement in the region.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Global Markets
Program Change: Indo-Pacific Economic Engagement

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Trade Specialist	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Trade Specialist	Washington D.C.	GS-13	2	\$ 145,617	\$ 291,234
Subtotal			3		\$ 463,309
Less Lapse	25%		(1)		\$(115,827)
Total Full-time permanent (FTE)			2		\$ 347,482
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 18,069
Subtotal			2		\$ 365,551
Locally Engaged Staff	Overseas		5	\$ 57,250	\$ 286,250
Subtotal			5		\$ 286,250
Less Lapse	25%				\$ (71,563)
Total Full-time permanent:					\$ 214,687
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 11,164
Subtotal					\$ 225,851
Foreign Service Officer	Overseas	FS-01	0	\$ 183,500	\$ -

Foreign Service Officer	Overseas	FS-02	1	\$ 170,131	\$ 170,131
Foreign Service Officer	Overseas	FS-03	1	\$ 137,855	\$ 137,855
Foreign Service Officer	Overseas	FS-04	0	\$ 111,705	\$ -
Foreign Service Officer	Overseas	FS-05	0	\$ 90,514	\$ -
Foreign Service Officer	Overseas	FS-06	0	\$ 80,916	\$ -
Foreign Service Officer	Overseas	FS-07	0	\$ 72,337	\$ -
Foreign Service Officer	Overseas	FS-08	0	\$ 64,667	\$ -
Foreign Service Officer	Overseas	FS-09	0	\$ 57,809	\$ -
Subtotal			2		\$ 307,986
Less Lapse	25%		(1)		\$ (76,996)
Total Full-time permanent:			<u>1</u>		\$ 230,990
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 12,011
Subtotal			1		\$ 243,001
Total					\$ 834,403

Personnel Data

Full-time Equivalent Employment	
Full-time permanent	3
Other than full-time permanent	0
Total	<u>3</u>

Authorized Positions:

Full-time permanent	10
Other than full-time permanent	0
Total	<u>10</u>

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	94,624	100,526	108,732	109,566	834
11.3 Other than full-time permanent	33,909	35,140	35,140	35,140	0
11.5 Other personnel compensation	8,040	7,750	8,056	8,062	6
11.8 Special personnel services payments	0	107	107	107	0
11.9 Total personnel compensation	136,573	143,523	152,035	152,875	840
12 Civilian personnel benefits	54,986	56,062	60,208	60,583	375
13 Benefits for former personnel	1,023	1,580	1,580	1,580	0
21 Travel and transportation of persons	6,654	6,263	6,167	6,256	89
22 Transportation of things	5,609	5,334	5,393	5,400	7
23.1 Rental payments to GSA	10,202	16,534	14,920	14,970	50
23.2 Rental payments to others	10,742	8,361	8,603	8,724	121
23.3 Communications, Utilities and misc. charges	5,575	4,270	4,087	4,112	25
24 Printing and reproduction	77	171	173	177	4
25.1 Advisory and assistant services	18,664	30,779	31,708	31,908	200
25.2 Other services from non-Federal sources	5,955	10,422	12,662	12,841	179
25.3 Other goods and services from Federal sources	83,231	76,617	78,803	79,882	1,079
25.4 Operation and maintenance of facilities	3,135	8,176	8,176	8,176	0
25.5 Research and development contracts	46	0	0	0	0
25.6 Medical care	69	0	0	0	0
25.7 Operation and maintenance of equipment	625	2,050	2,050	2,050	0
25.8 Subsistence and support of persons	273	0	0	0	0
26 Supplies and materials	1,617	1,436	1,438	1,443	5
31 Equipment	7,603	6,837	7,002	7,027	25
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0

41	Grants, subsidies and contributions	421	629	629	630	1
42	Insurance claims and indemnities	0	50	50	50	0
43	Interest and dividends	4	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>353,084</u>	<u>379,094</u>	<u>395,684</u>	<u>398,684</u>	<u>3,000</u>

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

Activity: International Trade Administration

Subactivity: Travel and Tourism

Line Item		2022		2023		2024		2024		Increase/Decrease	
		Actual		Enacted		Base		Estimate		from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	0	0	0	0	17	11,961	30	15,460	13	3,499
	FTE/Obl	0	0	0	0	13	11,961	23	15,460	10	3,499
Total	Pos./BA	0	0	0	0	17	11,961	30	15,460	13	3,499
	FTE/Obl	0	0	0	0	13	11,961	23	15,460	10	3,499

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

Activity: International Trade Administration

Subactivity: Travel and Tourism

		2022		2023		2024		2024		Increase/ (Decrease)	
		Actual		Enacted		Base		Estimate			
Comparison by activity		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	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Total	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	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: Travel and Tourism

Subactivity: Travel and Tourism

Goal Statement

One of the critical missions of the International Trade Administration (ITA) is to enhance the competitiveness of the U.S. travel and tourism industry and to help increase its exports, thereby creating U.S. employment and economic growth. ITA has accomplished these by originating and providing official U.S. travel and tourism statistics to the private sector and by reducing institutional barriers to tourism through interagency and multinational policy coordination. Title VI of Division BB of the Consolidated Appropriations Act, 2023 (Public Law 117-328), created a new Assistant Secretary for Travel and Tourism position within the bureau to elevate and expand ITA functions in this space. Accordingly, ITA is requesting in the FY 2024 President's Budget to move all functions and staffing at ITA into a new Travel and Tourism (T&T) business unit to comply with Title VI of Division BB of the Consolidated Appropriations Act, 2023. See page 109 for additional information on this new unit.

Base Program

T&T works to create a positive climate for growth by identifying and addressing issues and policies that negatively impact travel and tourism, and coordinates policy development efforts across federal agencies. T&T will advise senior Commerce and ITA officials on U.S. and global policies that impact the U.S. travel and tourism sector, which is critical to the U.S. economy. In 2019, it accounted for 2.9% of the entire U.S. Gross Domestic Product (GDP), supported 9.5 million American jobs, generated \$1.9 trillion in economic output, and produced \$239 billion in export income from 79 million international visitors.

The pandemic hit this industry hard, resulting in worse damage than any other sector of America's economy. In 2020, travel and tourism accounted for 56% of the overall decline in U.S. GDP, and 34% of overall employment loss from the 2019 level, as well as suffered a 76% decline in international visitation, which resulted in 40% of the overall decline in U.S. exports of goods and services that year. In response to the devastation of COVID-19, the Secretary of Commerce released the National Travel and Tourism Strategy in June 2022 to promote the United States as a premiere destination and to bring back international visitors with a goal of attracting 90 million visitors who will spend \$269 billion annually by 2027. The Strategy aims to help rebuild a U.S. travel and tourism

industry that is more inclusive, equitable, sustainable, and resilient, allowing the sector to drive economic development in unserved and underserved communities to create more jobs for Americans. Specifically, T&T will provide expertise, analytical capability, and data programs that cannot be found anywhere else in the private sector or in government. It produces the Survey of International Air Travelers, an original travel data series, as well as a variety of official U.S. government data on travel and tourism to the public which are used by federal, state, and local agencies and organizations that work on trade issues, and by destination marketing groups and private industry as they make decisions on their business forecasts and strategic plans.

T&T will also provide the Bureau of Economic Analysis with critical inputs required to calculate U.S. GDP and travel and tourism satellite accounts and will also be responsible for administering promotion efforts by carrying out the Travel Promotion Act of 2009, as amended, including serving as the federal government liaison to the Corporation for Travel Promotion (dba Brand USA), a public-private partnership that connects hundreds of U.S. travel and tourism industry organizations to traveling consumers around the globe, providing them with additional export assistance resources. T&T will ensure that Commerce remains in compliance with the law's requirements such as making Board appointments, approving corporate objectives, approving requests for the release of \$100 million annually from the Travel Promotion Fund comprised of fees collected as part of the Visa Waiver Program, and issuing reports to Congress.

T&T, through its management of the Tourism Policy Council (TPC), will coordinate a whole government approach to tourism chaired by the Secretary of Commerce and comprised of senior representatives of federal agencies whose work impacts tourism. TPC was established by law to ensure that our national interests are fully considered in federal decision-making. T&T will also manage the U.S. Travel and Tourism Advisory Board (TTAB), a Federal Advisory Committee Act body that provides recommendations on matters relating to this industry to the Secretary of Commerce.

T&T will represent Commerce and ITA in interagency governmental and international fora on issues relating to international travel to and within the United States, as well as competitiveness and implementation of U.S. policies. T&T will serve as the principal point of contact and representative for the U.S. government for travel and tourism policy and programs with multinational efforts such as G20, APEC, OECD, and OAS, with representatives of foreign governments on a bilateral basis, with state, local and tribal governments, and with U.S. industry and other stakeholders.

Statement of Operating Objectives

Schedule and Milestones

FY 2024–2028

- Coordinate with interagency and lead U.S. government policy development on travel and tourism issues.
- Update the 2022 National Travel and Tourism Strategy which set five-year goals.
- Hold regular Travel and Tourism Advisory Board meetings and administer programs and recommendations to enable industry input into government's travel policy development process.
- Hold Tourism Policy Council meetings to ensure consideration of tourism objectives in government policy deliberations.
- Evaluate success of Brand USA in achieving objectives and carrying out the purposes of Travel Promotion Act.
- Prepare and issue all required reports to Congress and to the public.
- Continually improve and update original and contracted research and statistics programs, including interactive data monitors, factsheets, and comprehensive data downloads.
- Provide data analytics and sectoral analysis for consideration in competitiveness policy options.
- Engage with select foreign governments to mitigate barriers or challenges to tourism exports.
- Engage with multinational entities in travel and tourism sector to ensure proper U.S. government representation.
- Engage with U.S. industry to promote more U.S. exports of travel and tourism products.

Deliverables

- Meet the five-year goal for attracting international visitors to the United States set forth in the 2022 National Travel and Tourism Strategy.
- Coordinate with the Tourism Policy Council to create and implement new strategies to focus U.S. government efforts in support of the travel and tourism sector and increase travel and tourism exports.
- Manage recruitment and appointments to the U.S. Travel and Tourism Advisory Board and Brand USA Board of Directors.
- Work with the Department of State to reduce wait times for travel visa interviews.
- Develop estimates of international travel exports (expenditures) on a State-by-State basis to enable each state to compare its comparative position to national totals and to other states.
- Work with host cities and organizations to help attract large scale global events such as business trade shows, sports competitions, and expos and cultural exchanges to bring more international visitors to the U.S.
- Expand access to the official Mexican travel surveys data to provide states with traveler characteristics and visitation estimates for targeted marketing programs.
- Provide an interactive data monitor that tracks the economic effects of COVID-19 on the travel industry and other data useful to travel and tourism stakeholders.

- Produce and publish monthly reports on international travel volume, international air passenger travel, and international inbound visitor spending.
- Produce annual reports with overseas visitation statistics to U.S. states, territories, cities, and metropolitan statistical areas.
- Produce data visualizations and dashboards of U.S. states and cities visited by overseas visitors.
- Maintain and improve trade data tools on the travel and tourism sector, including inbound and outbound visitation, balance of trade, market sector profiles, and publishing a Forecast of International Visitors.
- Conduct the Survey of International Air Travelers to provide critical data (including demographic, psychographic and behavioral data collected from international visitors to the United States) to calculate the balance of payments for the U.S. Bureau of Economic Analysis and travel and tourism satellite accounts and critical market intelligence for industry to increase travel and tourism exports.
- Interpret and disseminate monthly to the Department of Homeland Security, Department of State, Centers for Disease Control and Prevention, BEA, and the private sector a full suite of interconnected travel and tourism data that provide critical market intelligence to the public and private sectors.
- Coordinate with federal agencies to develop standards and share best practices for accessibility to and within travel and tourism destinations.
- Research, identify, and promote tourism attractions that showcase diversity of the United States.

Explanation and Justification

		2022 Actual		2023 Enacted		2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Travel and Tourism	Pos./BA	0	0	0	0	17	11,961
	FTE/Obl.	0	0	0	0	13	11,961

T&T's statutory authority includes:

- International Travel Act of 1961 (P.L. 87-63)
- Federal Advisory Committee Act (P.L. 92-463)
- National Tourism Policy Act of 1981 (P.L. 97-63)
- Tourism Policy and Export Promotion Act of 1992 (P.L. 102-372)
- National Tourism Organization Act of 1996 (P.L. 104-288)
- Travel Promotion Act of 2009 (P.L. 111-145)
- Consolidated Appropriations Act, 2023 (P.L. 117-328)
- Tourism Policy Council (22 U.S.C. § 2124).

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Travel and Tourism	Pos/BA	17	11,961	30	15,460	13	3,499
	FTE/Obl.	13	11,961	23	15,460	10	3,499

Program Implementation for Travel and Tourism (+\$3,499, 10 FTE/13 Positions) – This request will provide resources needed to comply with Title VI of Division BB of the Consolidated Appropriations Act, 2023 (P.L. 117-328). The Act included the creation of an Assistant Secretary for Travel and Tourism (T&T) in addition to expanding responsibilities to conduct new research and outreach to domestic travel and tourism sectors that are currently limited by ITA authorization. This funding, coupled with updated appropriations language that reflects Visit America Act functions, will enable ITA to meet these new requirements.

The current National Travel and Tourism Office (NTTO) resides in the Industry and Analysis (I&A) business unit of ITA. NTTO does not have the flexibility in its budget to take on the new mandates within Title VI of Division BB. Within the \$11.9 million FY 2023 budget for NTTO, \$5.9 million is expended on contracts to create the travel and tourism trade statistics for the U.S. government and related research programs on international visitation and the remaining \$6 million of the NTTO budget manages stakeholders, including Brand USA, the interagency Tourism Policy Council chaired by the Secretary of Commerce, Travel and Tourism Advisory Board (CEO-level federal advisory committee), and multinational entities. Finally, NTTO is working on implementing over 130 action plans contained in the 2022 National Travel and Tourism Strategy issued by the Secretary of Commerce.

In addition to a \$3.5 million increase to fund new requirements as provided under Title VI of Division BB, ITA will be moving in FY 2024 all existing staff and funding at NTTO into Travel and Tourism beginning in 2024. This will mitigate the risk of duplication between similar functions. The 2024 base funding and estimates above reflect the funding that would transfer to the Travel and Tourism unit under this consolidation.

Without additional resources, ITA will not be able to undertake the additional policy, analysis, promotion, and reporting requirements envisioned in Title VI of Division BB.

Schedule and Milestones:

FY 2024-2028

- Create a new business unit within ITA led by a new Assistant Secretary (Presidential appointment, Senate confirmation);
- Conduct needs analysis and outreach meetings required by Congress.
- Research, draft, and publish all reports and studies required by Congress.

Deliverables:

- Establish annual goals for the number of international visitors to the U.S. and the value of travel and tourism commerce and develop recommendations for achieving annual goals.
- Evaluate domestic policy options for supporting competitiveness and growth of the domestic travel industry, develop recommendations and goals to support and enhance domestic tourism, consult with Secretary of Labor to develop strategies and best practices for improving the timeliness and reliability of travel and tourism workforce data, work with the Bureau of Economic Analysis to improve travel and tourism industry data, and provide recommendations for policy enhancements and efficiencies.
- Strive to increase and facilitate international business travel to the U.S. and ensure competitiveness by facilitating large meetings, incentives, conferences, and exhibitions in the U.S., emphasizing rural and other destinations in the U.S. that are rich in cultural heritage or ecological tourism, among other uniquely American destinations, and ensure competitiveness facilitating sports and recreation events and activities in the U.S.
- Develop recovery strategies for the travel and tourism industry in response to the economic impacts of the COVID–19 pandemic and in anticipation of other unpredictable catastrophic events that would significantly affect the travel and tourism industry, such as hurricanes, floods, tsunamis, tornadoes, wildfires, terrorist attacks, and pandemics, and conduct cost-benefit analyses that take into account the health and economic effects of public health mitigation measures on the travel and tourism industry.
- Subject to appropriations, produce annual forecasting reports on the travel and tourism industry, and work with BEA to make quarterly updates to the Travel and Tourism Satellite Accounts, including state-level travel and tourism spending data, travel and tourism workforce data for full-time and part-time employment, and federal and state public lands outdoor recreational activity and tourism spending data.
- Develop and publish every 10 years a national travel and tourism strategy.
- Complete studies for Congress regarding effects of COVID–19 pandemic on the travel and tourism industry, including various segments of the travel and tourism industry, such as domestic, international, leisure, business, conventions, meetings, and events.

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

(Dollar amount in thousands)

Activity: International Trade Administration
Subactivity: Travel and Tourism
Program Change: Travel and Tourism

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Assistant Secretary	Washington D.C.	SE	1	\$ 203,700	\$ 203,700
Executive Director	Washington D.C.	SE	1	\$ 192,000	\$ 192,000
Special Assistant A/S	Washington D.C.	GS-13	1	\$ 145,617	\$ 145,617
Administrative Assistant	Washington D.C.	GS-12	1	\$ 122,459	\$ 122,459
Policy Analyst	Washington D.C.	GS-13	3	\$ 145,617	\$ 436,851
Administrative Assistant to DAS	Washington D.C.	GS-11	1	\$ 102,166	\$ 102,166
Economist	Washington D.C.	GS-13	1	\$ 145,617	\$ 145,617
Management and Program Analyst	Washington D.C.	GS-14	1	\$ 172,075	\$ 172,075
Management and Program Analyst	Washington D.C.	GS-12	1	\$ 122,459	\$ 122,459
Management and Program Analyst	Washington D.C.	GS-11	1	\$ 102,166	\$ 102,166
Program Assistant	Washington D.C.	GS-09	1	\$ 84,441	\$ 84,441
Subtotal			13		\$ 1,829,551
Less Lapse	25%		(3)		\$ (457,388)
Total Full-time permanent (FTE)			10		\$ 1,372,163
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 71,352

Subtotal	10	\$ 1,443,515
Total		\$ 1,443,515

Personnel Data

Full-time Equivalent Employment

Full-time permanent

10

Other than full-time permanent

0

Total

10

Authorized Positions:

Full-time permanent

13

Other than full-time permanent

0

Total

13

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent		0	2,264	3,708	1,444
11.3 Other than full-time permanent	0	0	0	50	50
11.5 Other personnel compensation	0	0	37	70	33
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	2,301	3,828	1,527
12 Civilian personnel benefits	0	0	1,000	1,637	637
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	248	421	173
22 Transportation of things	0	0	47	83	36
23.1 Rental payments to GSA	0	0	284	501	217
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, Utilities and misc. charges	0	0	38	60	22
24 Printing and reproduction	0	0	72	89	17
25.1 Advisory and assistant services	0	0	0	0	0
25.2 Other services from non-Federal sources	0	0	6,946	7,351	405
25.3 Other goods and services from Federal sources	0	0	14	355	341
25.4 Operation and maintenance of facilities	0	0	895	895	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	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	0	0	44	95	51
31 Equipment	0	0	72	145	73

32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	0	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	Total obligations	0	0	11,961	15,460	3,499

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

Activity: International Trade Administration
Subactivity: Executive Direction/Administration

Line Item		2022		2023		2024		2024		Increase/Decrease	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Executive Direction and Administration	Pos./BA	94	25,307	118	27,204	118	30,193	120	31,514	2	1,321
	FTE/Obl.	92	24,860	117	27,689	118	30,193	119	31,514	1	1,321
Total	Pos./BA	94	25,307	118	27,204	118	30,193	120	31,514	2	1,321
	FTE/Obl.	92	24,860	117	27,689	118	30,193	119	31,514	1	1,321

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

Activity: International Trade Administration

Subactivity: Executive Direction/Administration

		2022		2023		2024		2024		Increase/ (Decrease)	
		Actual		Enacted		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	21	0	0	0	0	0	0	0	0
	FTE/Obl.	0	21	0	0	0	0	0	0	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	704	0	321	0	321	0	321	0	0
	FTE/Obl.	0	704	0	321	0	321	0	321	0	0
Total	Pos./BA	0	725	0	321	0	321	0	321	0	0
	FTE/Obl.	0	725	0	321	0	321	0	321	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: 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 2023 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 2024-2028

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.
- Mature Technology Business Management (TBM) program to enable transparency of IT spend in alignment with mission programs, providing ITA with a more accurate and detailed understanding of agency's IT costs as well as better informed decisions regarding future investments.

Office of the Chief Information Officer (OCIO)

- Mature the Agile IT delivery framework and Enterprise Architecture Program to enable management of value-driven technology capabilities delivery, ensure a mission-enabling and future-ready architecture and drive strategic decision making.

- 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 21st Century Integrated Digital Experience Act.
- 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.
- Mature data skills and data literacy deliverables as identified in the Federal Data Strategy 2022 Action Plan.

Deliverables

Office of the Under Secretary:

- Plan and develop integrated cross-ITA strategies, and lead activities that advance FY 2023 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.
- 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.

Office of the Chief Information Officer (OCIO)

- Deliver end user computing lifecycle upgrades. Establish a Scaled Agile IT delivery framework and a uniform business-value-driven approach for our technology performance management.
- 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.
- 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 standard operating procedures for data accuracy.
- Sustain compliance with FISMA (Federal Information Security Modernization Act) and advance ITA cybersecurity posture to Zero Trust in accordance with Executive Order 14028: Improving the Nation's Cybersecurity.
- Increase digital awareness and engagement with ITA programs/program offices and achieve compliance with the 21st Century IDEA.

- Achieve unified user experience with integrated digital customer experience and employee experience in development and delivery of all products and services.

Explanation and Justification

		2022 Actual		2023 Enacted		2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Executive Direction/Administration	Pos./BA	94	25,307	118	27,204	118	30,193
	FTE/Obl	92	24,860	117	27,689	118	30,193

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)

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 to 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 manages ITA -wide program support and technical services. The office conducts organizational and functional management analysis studies; develops policies for the international and domestic travel program; administers organizational and administrative directives, organizational charts, Departmental symbols and logos, forms management, energy and sustainability, environmental reporting, correspondence; leads ITA's global personal property management and fleet program; manages ITA's travel card and passport/visa program; oversees facilities and space management, acquisition, parking program, federal register; and manages the ITA-wide Freedom of Information Act and Privacy Act program. This office also serves as the ITA liaison to the Department's Acquisition Services Office and the Government Accountability Office as well as external agencies such as the Department of Transportation, Department of State, General Services Administration, and the Office of Management and Budget.
 - **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.
 - **Organizational Excellence and Strategic Delivery (OESD):** This office plans and manages ITA's organizational excellence strategies, including customer and employee experience (CX/EX), strategic 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, and the development and execution of a comprehensive CX/EX strategy across all ITA business units.

- **Office of the Chief Information Officer (OCIO):** 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. OCIO includes the following functional areas:
 - **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 24/7 technical support to ITA employees via the Customer Support Center (CSC), change management, training, and user adoption.
 - **Products Delivery:** Provides products development/configuration services to include business requirements, user experience, solution design and development, testing, and quality assurance. Delivers information solutions to support interoperability and information accessibility. Provides operations and maintenance for all application products and services.
 - **Operations:** Provides consistent and thorough enterprise-wide communications, secure, resilient, and highly available infrastructure, as well as access to applications, data, and technology platforms.
 - **Information Security and Risk Management:** Protects the confidentiality, integrity, and availability of information and information systems as well as secure infrastructure at ITA. This includes real-time network operations monitoring, cybersecurity operations monitoring and Privacy Assessments.
 - **Policy & Strategic Planning:** Strategically harmonize business operations and IT operations so both collaboratively keep the joint (train) running and make sure it's running as well as possible. Establishes IT policies, provides governance framework and oversight of ITA IT investments, monitors performance of IT 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.
 - **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
PROGRAM CHANGES FOR 2024**
(Dollar amounts in thousands)

		2024 Base		2024 Estimate		Increase/Decrease from 2024 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Executive Direction and Administration	Pos/BA	118	30,193	120	31,154	2	1,321
	FTE/Obl.	118	30,193	119	31,154	1	1,321

Technology Business Management (+1,321, 1 FTE/2 Positions) – The International Trade Administration (ITA) needs to enable a Technology Business Management (TBM) solution to better understand and communicate the mission value of its information technology (IT) spending. A TBM solution will reduce redundancy of existing IT tools and costs which will continue to increase causing the misallocation of ITA resources. The continuation of unstandardized workflows presents a risk of disparate systems and reporting, resulting in replicated efforts across ITA.

TBM is a value management framework for decision-making by Chief Information Officers, Chief Technology Officers, Chief Financial Officers, and will allow ITA to understand better the tools, processes, data, and people needed to manage its IT investments. In addition, ITA needs funding to stand up an enterprise TBM tool. A lack of TBM tool will continue to compound duplicate solutions and hinder collaboration and cooperation while continuing to have the inability to perform comparable investment performance reviews. In 2019, the Office of Management and Budget (OMB Circular A-11, Section 55) set a goal to adopt TBM as a framework to improve IT cost transparency across the federal enterprise. The OMB FY 2022 IT budget capital planning guidance advances the TBM approach by setting out the requirements for agencies planning their budgets, and the reporting requirements to OMB for budget requests. Information collected through TBM will be shared using the OMB’s Federal IT Dashboard. ITA is struggling with demonstrating value beyond the spend metrics it currently tracks. TBM will assist ITA with Capital Planning and Investment Control (CPIC), Cybersecurity, Data, Acquisitions, and IT Modernization.

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**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGE PERSONNEL DETAIL**

Activity: International Trade Administration
Subactivity: Executive Direction and Administration
Program Change: Technology Business Management
Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Management and Program Analyst	Washington D.C.	GS-13	2	\$ 145,617	\$ 291,234
Subtotal			2		\$ 291,234
Less Lapse	25%		(1)		\$ (72,809)
Total Full-time permanent (FTE)			1		\$ 218,425
2023 Pay Adjustment	0.0%				\$ -
2024 Pay Adjustment	5.2%				\$ 11,358
Subtotal			1		\$ 229,783
Total					\$ 229,783

Personnel Data

Full-time Equivalent Employment	
Full-time permanent	1
Other than full-time permanent	0
Total	1
Authorized Positions:	
Full-time permanent	2
Other than full-time permanent	0
Total	2

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

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	13,157	14,956	16,139	16,369	230
11.3 Other than full-time permanent	35	0	0	0	0
11.5 Other personnel compensation	-32	418	432	432	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	13,160	15,374	16,571	16,801	230
12 Civilian personnel benefits	4,663	5,407	5,639	5,740	101
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	135	754	756	773	17
22 Transportation of things	4	19	19	23	4
23.1 Rental payments to GSA	283	0	-2	30	32
23.2 Rental payments to others	4	0	0	0	0
23.3 Communications, Utilities and misc. charges	145	196	191	192	1
24 Printing and reproduction	2	19	19	22	3
25.1 Advisory and assistant services	3,577	2,013	2,300	3,144	844
25.2 Other services from non-Federal sources	350	716	1,338	1,368	30
25.3 Other goods and services from Federal sources	1,604	2,208	2,374	2,426	52
25.4 Operation and maintenance of facilities	122	284	284	284	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	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0
26 Supplies and materials	131	113	115	118	3
31 Equipment	682	586	589	593	4

32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	-2	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	Total obligations	<u>24,860</u>	<u>27,689</u>	<u>30,193</u>	<u>31,514</u>	<u>1,321</u>

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Department of Commerce
International Trade Administration
Operations and Administration
SUMMARY OF REQUIREMENTS BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11.1 Full-time permanent	173,452	194,556	211,928	229,623	17,695
11.3 Other than full-time permanent	35,058	35,971	35,971	36,191	220
11.5 Other personnel compensation	10,468	10,647	10,989	11,258	269
11.8 Special personnel services payments	0	107	107	107	0
11.9 Total personnel compensation	218,978	241,281	258,995	277,179	18,184
12.1 Civilian personnel benefits	85,045	90,216	96,459	104,565	8,106
13 Benefits for former personnel	1,023	1,580	1,580	1,580	0
21 Travel and transportation of persons	8,033	11,680	11,593	12,904	1,311
22 Transportation of things	5,767	5,531	5,578	5,831	253
23 Rent, communications, and utilities					
23.1 Rental payments to GSA	17,268	27,507	23,984	25,604	1,620
23.2 Rental payments to others	10,817	8,421	8,664	10,118	1,453
23.3 Communications, utilities and miscellaneous charges	7,873	10,132	9,889	10,286	397
24 Printing and reproduction	2,152	1,383	1,408	1,624	216
25 Other contractual services					
25.1 Advisory and assistance services	38,059	46,414	48,931	54,441	5,510
25.2 Other services	23,102	33,281	41,005	47,923	6,917
25.3 Purchase of goods and services from Gov't accounts	112,916	110,775	113,672	126,136	12,465
25.4 Operations and maintenance of facilities	6,178	10,348	10,348	10,348	0
25.5 Research and development contracts	46	0	0	0	0
25.6 Medical Care	70	0	0	0	0
25.7 Operations and maintenance of equipment	643	2,050	2,050	2,050	0
25.8 Subsistence and support of persons	275	0	0	0	0
26 Supplies and materials	4,023	2,997	2,871	3,287	416
31 Equipment	15,252	15,974	16,248	16,741	493

32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	2,135	2,137	2,137	2,149	12
42	Insurance claims and indemnities	0	50	50	50	0
43	Interest and dividends	5	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	559,661	621,755	655,462	712,815	57,353
	Less prior year recoveries	(6,138)	0	0	0	
	Less prior year unobligated balance	5,477	(8,755)	0	0	
	Total Budget Authority	559,000	613,000	655,462	712,815	57,353

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	1,257	1,530	1,541	1,641	100
Other than full-time permanent	104	104	104	104	0
Total	1,361	1,634	1,645	1,745	100

Authorized Positions:

Full-time permanent	1,893	2,159	2,159	2,330	171
Other than full-time permanent	104	104	104	104	0
Total	1,997	2,263	2,263	2,434	171

Department of Commerce
International Trade Administration
Operations and Administration
Industry and Analysis
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11 Personnel compensation					
11.1 Full-time permanent	26,597	33,454	35,282	43,909	8,627
11.3 Other than full-time permanent	298	350	350	520	170
11.5 Other personnel compensation	764	900	866	1,053	187
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	27,659	34,704	36,498	45,482	8,984
12.1 Civilian personnel benefits	10,002	12,631	12,700	16,625	3,926
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	448	1,507	1,263	2,130	867
22 Transportation of things	2	2	(45)	137	182
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	2,289	4,833	3,675	4,794	1,119
23.2 Rental payments to others	2	1	1	243	242
23.3 Communications, utilities and miscellaneous charges	833	2,503	2,441	2,555	114
24 Printing and reproduction	16	177	106	284	177
25 Consulting and other services					
25.1 Consulting services	5,796	8,043	8,891	12,391	3,500
25.2 Other services	8,305	7,401	2,194	7,099	4,905
25.3 Purchase of goods and services from Gov't accounts	8,719	11,522	10,471	13,755	3,284
25.4 Operations and maintenance of facilities	986	674	(221)	(221)	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	1	0	0	0	0

25.7	Operations and maintenance of equipment	8	0	0	0	0
25.8	Subsistence and support of persons	1	0	0	0	0
26	Supplies and materials	1,486	560	529	867	338
31	Equipment	2,724	2,863	2,840	3,200	360
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	1,707	1,500	1,500	1,502	2
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 Direct Obligations	70,984	88,920	82,843	110,843	28,000
	Less Prior Year Recoveries	(330)	0	0	0	
	Less prior year unobligated balance	(674)	(2,226)	0	0	
	Total Budget Authority	69,980	86,694	82,843	110,843	28,000

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	164	241	238	291	53
Other than full-time permanent	5	5	5	5	0
Total	169	246	243	296	53

Authorized Positions:

Full-time permanent	202	272	255	326	71
Other than full-time permanent	5	5	5	5	0
Total	207	277	260	331	71

Department of Commerce
International Trade Administration
Operations and Administration
Enforcement and Compliance
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11.1 Full-time permanent	39,074	45,621	49,511	49,511	0
11.3 Other than full-time permanent	816	481	481	481	0
11.5 Other personnel compensation	1,697	1,579	1,598	1,598	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	41,587	47,681	51,590	51,590	0
12.1 Civilian personnel benefits	15,393	16,115	16,912	16,912	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	797	3,156	3,160	3,160	0
22 Transportation of things	152	177	165	165	0
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	4,494	6,139	5,106	5,106	0
23.2 Rental payments to others	69	59	60	60	0
23.3 Communications, utilities and miscellaneous charges	1,320	3,164	3,132	3,132	0
24 Printing and reproduction	2,057	1,015	1,037	1,037	0
25 Consulting and other services					
25.1 Consulting services	10,023	5,579	6,033	6,033	0
25.2 Other services	8,492	14,740	17,867	17,867	0
25.3 Purchase of goods and services from Gov't accounts	19,363	20,428	22,010	22,010	0
25.4 Operations and maintenance of facilities	1,936	1,213	1,213	1,213	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	1	0	0	0	0

25.7	Operations and maintenance of equipment	10	0	0	0	0
25.8	Subsistence and support of persons	0	0	0	0	0
26	Supplies and materials	789	888	744	744	0
31	Equipment	4,243	5,687	5,744	5,744	0
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	7	9	9	9	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 Direct Obligations	110,733	126,052	134,781	134,781	0
	Less Prior Year Recoveries	(180)	0	0	0	
	Less prior year unobligated balance	1,016	(925)	0	0	
	Total Budget Authority	111,569	125,127	134,781	134,781	0

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	308	377	377	377	0
Other than full-time permanent	6	6	6	6	0
Total	314	383	383	383	0

Authorized Positions:

Full-time permanent	320	392	392	392	0
Other than full-time permanent	6	6	6	6	0
Total	326	398	398	398	0

Department of Commerce
International Trade Administration
Operations and Administration
Global Markets
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11.1 Full-time permanent	94,624	100,525	108,732	116,126	7,394
11.3 Other than full-time permanent	33,909	35,140	35,140	35,140	0
11.5 Other personnel compensation	8,040	7,750	8,057	8,105	49
11.8 Special personnel services payments	0	107	107	107	0
11.9 Total personnel compensation	136,573	143,522	152,035	159,478	7,443
12.1 Civilian personnel benefits	54,986	56,062	60,208	63,650	3,441
13 Benefits for former personnel	1,023	1,580	1,580	1,580	0
21 Travel and transportation of persons	6,653	6,263	6,167	6,420	253
22 Transportation of things	5,609	5,334	5,393	5,425	32
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	10,202	16,534	14,920	15,171	251
23.2 Rental payments to others	10,742	8,361	8,603	9,814	1,211
23.3 Communications, utilities and miscellaneous charges	5,575	4,270	4,087	4,348	261
24 Printing and reproduction	77	171	173	193	20
25 Consulting and other services					
25.1 Consulting services	18,664	30,779	31,708	32,874	1,166
25.2 Other services	5,955	10,423	12,662	14,240	1,577
25.3 Purchase of goods and services from Gov't accounts	83,231	76,617	78,803	87,591	8,788
25.4 Operations and maintenance of facilities	3,135	8,176	8,176	8,176	0
25.5 Research and development contracts	46	0	0	0	0
25.6 Medical Care	68	0	0	0	0

25.7	Operations and maintenance of equipment	625	2,050	2,050	2,050	0
25.8	Subsistence and support of persons	273	0	0	0	0
26	Supplies and materials	1,617	1,436	1,438	1,463	24
31	Equipment	7,603	6,837	7,002	7,058	56
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	421	628	628	638	10
42	Insurance claims and indemnities	0	50	50	50	0
43	Interest and dividends	4	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	353,084	379,094	395,684	420,217	24,533
	Less Prior Year Recoveries	(5,600)	0	0	0	
	Less prior year unobligated balance	4,660	(5,118)	0	0	
	Total Budget Authority	352,144	373,976	395,684	420,217	24,533

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	703	805	805	841	36
Other than full-time permanent	83	83	83	83	0
Total	786	888	888	924	36

Authorized Positions:

Full-time permanent	1,287	1,387	1,387	1,472	85
Other than full-time permanent	83	83	83	83	0
Total	1,370	1,470	1,470	1,555	85

Department of Commerce
International Trade Administration
Operations and Administration
Travel and Tourism
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11.1 Full-time permanent	0	0	2,264	3,707	1,444
11.3 Other than full-time permanent	0	0	0	50	50
11.5 Other personnel compensation	0	0	37	70	33
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	2,301	3,828	1,527
12.1 Civilian personnel benefits	0	0	1,000	1,638	638
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	248	421	173
22 Transportation of things	0	0	47	82	36
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	0	0	284	501	217
23.2 Rental payments to others	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	0	0	38	60	22
24 Printing and reproduction	0	0	72	89	17
25 Consulting and other services					
25.1 Consulting services	0	0	0	0	0
25.2 Other services	0	0	6,946	7,351	405
25.3 Purchase of goods and services from Gov't accounts	0	0	14	354	341
25.4 Operations and maintenance of facilities	0	0	895	895	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	0	0	0	0	0
25.7 Operations and maintenance of equipment	0	0	0	0	0

25.8	Subsistence and support of persons	0	0	0	0	0
26	Supplies and materials	0	0	44	95	51
31	Equipment	0	0	72	145	73
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	0	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 Direct Obligations	0	0	11,961	15,460	3,499
	Less Prior Year Recoveries	0	0	0	0	
	Less prior year unobligated balance	0	0	0	0	
	Total Budget Authority	0	0	11,961	15,460	3,499

Personnel DataFull-Time equivalent Employment:

Full-time permanent	0	0	13	23	10
Other than full-time permanent	0	0	0	0	0
Total	0	0	13	23	10

Authorized Positions:

Full-time permanent	0	0	17	30	13
Other than full-time permanent	0	0	0	0	0
Total	0	0	17	30	13

Department of Commerce
International Trade Administration
Operations and Administration
Executive Direction and Administration
SELECT ACTIVITIES BY OBJECT CLASS
(Dollar amounts in thousands)

Object Class	2022 Actual	2023 Enacted	2024 Base	2024 Estimate	Increase/Decrease from 2024 Base
11.1 Full-time permanent	13,157	14,957	16,139	16,369	230
11.3 Other than full-time permanent	35	0	0	0	0
11.5 Other personnel compensation	(32)	418	432	432	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	13,160	15,374	16,571	16,801	230
12.1 Civilian personnel benefits	4,663	5,407	5,639	5,741	101
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	135	754	756	774	17
22 Transportation of things	4	19	19	23	4
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	283	0	(2)	31	33
23.2 Rental payments to others	4	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	145	196	191	192	1
24 Printing and reproduction	2	19	19	22	3
25 Consulting and other services					
25.1 Consulting services	3,577	2,013	2,300	3,144	844
25.2 Other services	350	715	1,338	1,367	29
25.3 Purchase of goods and services from Gov't accounts	1,603	2,208	2,374	2,426	52
25.4 Operations and maintenance of facilities	122	284	284	284	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	0	0	0	0	0
25.7 Operations and maintenance of equipment	0	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0

26	Supplies and materials	131	113	115	118	3
31	Equipment	682	587	590	593	4
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	(0)	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 Direct Obligations	24,860	27,689	30,193	31,514	1,321
	Less Prior Year Recoveries	(29)	0	0	0	
	Less prior year unobligated balance	476	(485)	0	0	
	Total Budget Authority	25,307	27,204	30,193	31,514	1,321

Personnel Data**Full-Time equivalent Employment:**

Full-time permanent	82	107	108	109	1
Other than full-time permanent	10	10	10	10	0
Total	92	117	118	119	1

Authorized Positions:

Full-time permanent	84	108	108	110	2
Other than full-time permanent	10	10	10	10	0
Total	94	118	118	120	2

**Department of Commerce
International Trade Administration
Operations and Administration
JUSTIFICATION OF PROPOSED LANGUAGE CHANGES**

FY 2024

“Recognizing contributions to export expansion pursuant to Executive Order 10978;”

OPERATIONS AND ADMINISTRATION

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, to carry out activities associated with title VI of division BB of the Consolidated Appropriations Act, 2023 (Public Law 117-328), 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; recognizing contributions to export expansion pursuant to Executive Order 10978; 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; purchase of insurance on official motor vehicles; and rental of tie lines, \$724,815,000, of which \$102,000,000 shall remain available until September 30, 2025: Provided, That \$12,000,000 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 2024

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 like 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 several 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 are 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; obtaining insurance on official motor 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. "\$724,815,000, of which \$102,000,000 shall remain available until September 30, 2025: Provided, that \$12,000,000 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.

“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.

**Department of Commerce
International Trade Administration
Operations and Administration
ADVISORY AND ASSISTANCE SERVICES**

	2022	2023	2024
	Actual	Enacted	Estimate
Consulting Services	1,906	1,944	1,983
Management and professional services	-	-	-
Special studies and analyses	-	-	-
Management and support services for research and development	39,953	44,470	52,458
Total	41,859	46,414	54,441

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

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

Management and support services for research and development: Includes 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**

	2022 Actual	2023 Enacted	2024 Base
Periodicals	188	192	196
Pamphlets	3	3	3
Audiovisuals	2	2	2
Total	193	197	201

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 aspects of the global business picture.

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**Department of Commerce
International Trade Administration
Operations and Administration
AVERAGE GRADE AND SALARIES AND BENEFITS**

	2022 Actual	2023 Enacted	2024 Estimate
Direct			
Average ES salary and benefits	\$248,785	\$264,838	\$302,445
Average GS grade	13.0	13.0	13.0
Average GS salary and benefits	\$171,000	\$180,516	\$197,124
Average grade and salary and benefits established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary and benefits	\$263,613	\$263,159	\$300,528
Average Foreign Service Officer grade	1.8	1.7	1.9
Average Foreign Service Officer salary and benefits	\$206,864	\$222,755	\$243,248
Average Foreign Service Staff salary and benefits	\$161,221	\$176,113	\$192,315
Average Foreign Service salary and benefits in foreign countries	\$184,043	\$199,434	\$217,782

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**Department of Commerce
International Trade Administration
Operations and Administration**

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	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Reason for the Decision not to Implement	

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	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Reason for the Decision not to Implement	

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.

Alternative form if more than one report:

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-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	1	GAO recommends that The Secretary of Commerce and the Secretary of State should indicate the methods the agencies will use to maintain an effective working relationship in their Memorandum of Understanding for the Partner Post Program.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	2	GAO recommends that The Secretary of Commerce and the Secretary of State should clarify how Commerce and State will sustain program leadership over the long term, such as with succession planning, in their Memorandum of Understanding for the Partner Post Program.	FY24	Yes	No

GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	3	GAO recommends that The Secretary of Commerce and the Secretary of State should ensure Commerce and State articulate and agree to a process for making and enforcing program decisions in their Memorandum of Understanding for the Partner Post Program.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	4	GAO recommends that the Secretary of Commerce and the Secretary of State should ensure that Commerce and State indicate how they will use client feedback on client experiences in their Memorandum of Understanding for the Partner Post Program.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	5	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies indicate a method to evaluate outcomes or a way to track or monitor progress toward goals for the program in their guidance cables for the Deal Team Initiative.	FY24	Yes	No

GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	6	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies specify how Embassy Deal Teams should identify and coordinate the use of dozens of U.S. government programs supporting U.S. commercial interests overseas in their guidance cables for the Deal Team Initiative.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	7	GAO recommends that the Secretary of State and the Secretary of Commerce should clarify how their agencies will sustain program leadership over the long term, such as with succession planning, in their guidance cables for the Deal Team Initiative.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	8	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies articulate and agree to a process for making and enforcing program decisions in their guidance cables for the Deal Team Initiative.	FY24	Yes	No

GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	9	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies indicate whether Deal Team participants have the appropriate knowledge, skills, and abilities to contribute and, if not, include a plan with timeframes on how they will address this issue in their guidance cables for the Deal Team Initiative.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	10	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies include information on whether incentives are available to encourage State and Commerce and their staff to participate in Deal Teams in their guidance cables for the Deal Team Initiative.	FY24	Yes	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	June 2022	11	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies establish a method for monitoring and updating the cables in their guidance cables for the Deal Team Initiative.	FY24	Yes	No

<p>GAO-16-805</p>	<p>SEC Conflict Minerals Rule: Companies Face Continuing Challenges in Determining Whether Their Conflict Minerals Benefit Armed Groups</p>	<p>Aug 25, 2016</p>	<p>1</p>	<p>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.</p>	<p>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 assessment of the accuracy of the audits and other due diligence processes or recommendations regarding the audits.</p>	<p>No</p>	<p>No</p>
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GAO-13-644	Export Promotion: Better information Needed about Federal Resources	Aug 14, 2013	2	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.	Budget table will be updated pending development of an export promotion strategy.	No	No
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Recommendations designated by GAO as "Closed-Unimplemented" since last appropriations request.

Report Number	None to report
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	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Target Implementation Date	
Reason No Final Action Taken or Action Not Recommended Taken	
Closure Request Pending	

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	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Discrepancy	
Reason for Discrepancy	

**Department of Commerce
International Trade Administration
Operations and Administration
Description of Tribal Consultations**
(Dollar amounts in thousands)

“ITA has no programs with tribal implications, no consultation is required.”

FY 2022 PERFORMANCE GOAL UPDATE

INTERNATIONAL TRADE ADMINISTRATION

Overview of Bureau Accomplishments

The International Trade Administration (ITA) facilitated \$174 billion in U.S. exports and inward investment supporting over 625,000 American jobs. ITA also successfully resolved 38 trade agreement compliance cases to ensure that U.S. trade partners complied with their trade agreement obligations. Additionally, 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 contributed to the following strategic objectives (SOs) of the Department of Commerce (DOC) FY 2022-2026 Strategic Plan:

SO 1.1: Revitalize U.S. Manufacturing and Strengthen Domestic Supply Chains – In FY 2022, ITA responded to over 120 White House requests for analysis and policy recommendations on supply chain issues. ITA's analyses informed high-level decision making on issues ranging from China and the Russo-Ukrainian War, to semiconductors, critical minerals, electric grid equipment, batteries, solar energy, and personal protective equipment (PPE). ITA's Office of Health & Information Technologies (OHIT) led the international engagement strategy for information and communications industrial base and semiconductor supply chain issues, creating the foundation for other federal agencies to utilize for their own international work. OHIT led the screening and initial response to the Microelectronics Early Alert System, which was launched in October 2021, to track and address potential semiconductor supply chain disruptions linked to public health developments for key trading partners. The group drafted significant portions of the *Assessment of the Critical Supply Chains Supporting the U.S. Information and Communications Technology Industry*, which was published in February 2022. ITA also led and supported bilateral and multilateral dialogues with allies to address semiconductor shortages, strengthen transparency and long-term resiliency of the semiconductor supply chain, and explore the development of a multinational alert system shared with partner and allied countries. This work created a basis for DOC to partner with other countries on priority supply chain resilience goals. Additionally, the group assisted U.S. industry in critical sectors to alleviate semiconductor supply chain procurement issues through intervening directly with foreign entities.

ITA's Office of Energy & Environmental Industries (OEEI) worked to support policies that ensure fairness, incentivize a competitive solar supply chain in the United States, and strengthen the photovoltaics value chain more broadly. OEEI navigated a series of complex issues for the solar sector, such as the Solar 201 Extension, new Development Finance Corporation policies for financing overseas solar projects, the Withhold Release Order on polysilicon from Xinjiang, and the implementation of the Uyghur Forced Labor Prevention Act. OEEI has been integral in these policy decisions and in ensuring that U.S. industry competitiveness and stakeholder perspectives remain at the forefront. At the Clean Energy Ministerial hosted in September 2022, OEEI spearheaded U.S. Government participation in a new solar supply chain initiative, which recognized the need for resilient global and domestic supply chains to achieve climate goals.

ITA's Office of Textiles, Consumer Goods, and Materials successfully led an effort to create new Harmonized Tariff Schedule (HTS) statistical breakouts for PPE and related items to avoid further potential public health supply chain disruptions. At ITA's request, the U.S. International Trade Commission approved new HTS and Schedule B breakouts for N95 respirators and disposable masks, medical gloves, and disposable wipes. These new breakouts will assist in tracking import flows and the development of trade policy for PPE and related products. The increased trade data detail will aid in U.S. Government efforts to increase visibility into the public health supply chain, a major recommendation under the National Strategy for a Resilient Public Health Supply Chain.

ITA's Office of Critical Materials and Metals (OCMM), in support of Executive Order 14017 and the Administration's Supply Chain work on Critical Minerals, provided input to the Department of Defense (DOD)-led 100-day supply chain report on critical minerals, worked with the White House and partner agencies on several critical minerals-related policy activities, conducted industry engagement, established the first industry trade advisory committee on the critical minerals sector, and coordinated with interagency and foreign counterparts in support of multiple international engagements. OCMM works closely with DOD and the Department of Energy (DOE) to establish resilient, reliable critical minerals supply chains and processing capabilities. OCMM staff provide subject matter expertise on interagency technical expert panels that review private sector funding proposals supported by Defense Production Act Title III and Bipartisan Infrastructure Law funding.

ITA's Office of Supply Chain, Professional, and Business Services (OSCPBS) coordinated the Advisory Committee on Supply Chain Competitiveness (ACSCC), a high-level group of leading U.S. supply chain executives that advises the Secretary of Commerce on policy approaches to support U.S. export growth and innovation, facilitate the movement of goods, and improve the competitiveness of U.S. supply chains for goods and services. The ACSCC held three full-committee meetings in FY 2022 and adopted a series of recommendations to improve U.S. manufacturing supply chain competitiveness, address supply chain disruptions, and expand U.S. exports through targeted freight system investments and workforce development. OSCPBS also supported interagency efforts to complete supply chain reports mandated by Executive Order 14017 and ensure that supply chain logistics and transportation considerations were incorporated.

SO 1.2: Accelerate the development, commercialization, and deployment of critical and emerging technologies – In support of Executive Order 14067, ITA has partnered with the National Institute of Standards and Technology and the Bureau of Economic Analysis to draft DOC's Competitiveness Framework for digital assets, conduct robust and extensive industry engagement with private sector digital assets firms and stakeholders, and train DOC's digital attachés on opportunities and challenges related to digital assets. In addition, OHIT supports the implementation of Executive Order 14081 to protect and promote the U.S. bioeconomy and the OCMM is engaged in several activities related to achieving the goals of the American Battery Materials Initiative pursuant to Executive Order 14017.

OEEI supported the development of the emerging U.S. offshore wind sector by developing trade and investment promotion strategies in this sector. OEEI contributes programmatic support to a Market Development Cooperator Program (MDCP) grant awarded to the Business Network for Offshore Wind, including delegation trips for U.S. companies to explore business development opportunities abroad, foreign market intelligence webinars, and attracted foreign buyers to the premier offshore wind industry conference in the United States. As part of the Federal Consortium for Advanced Batteries, OEEI staff worked with the DOD, DOE, and the Department of State (DOS) on the National Blueprint for Lithium Batteries 2021-2030, which lays out a holistic approach to accelerate the development of a robust, secure, and healthy domestic research and industrial base for lithium-based batteries in support of the Administration's decarbonization goals.

OEEI also led the implementation of ITA's Small Modular Reactor Public-Private Program (SMR PPP), a DOC-led interagency initiative to promote the deployment of U.S. SMRs in Europe. ITA and USTDA held four SMR Standards and Regulations Workshops with over 100 senior-level participants, resulting in a U.S. company signing an MOU to supply a Bulgarian Nuclear Power Plant. ITA helped the U.S. Trade and Development Agency to re-engage on civil nuclear energy and commit \$1 million to organize the SMR Workshops (in coordination with ITA). OEEI also managed ITA's SMR Working Group, which includes 34 U.S. companies across the supply chain. OEEI drafted the U.S.-Romania SMR Workplan, for example, which was signed in May 2022 and marks Romania as the first European country to plan the deployment of U.S. SMR technology.

ITA's Office of Material Industries (OMI) provided subject matter expertise related to the \$3.1 billion repurposing of grants under the Infrastructure Investment and Jobs Act to support a domestic battery supply chain. OMI also participated in and informed five DOD Defense Production Act Title III award committees (for cobalt, graphite, lithium, nickel, and manganese) charged with responding to the Presidential Determination to strengthen the U.S. industrial base for large-capacity batteries and distribution of \$600 million in funding for domestic critical mineral projects.

SO 1.3: Increase International Cooperation and Commerce – In FY 2022, ITA responded to approximately 200,000 inquiries from over 42,000 U.S. exporters, 85 percent of which were small and medium-sized enterprises (SMEs). Based on preliminary FY 2022 analysis, ITA facilitated more than \$130 billion in U.S. exports and inward investments supporting over 400,000 American jobs through Export and Inward Investment Promotion functions as well as Commercial Diplomacy and Advocacy seeking to level the playing field for American businesses, ensure access to foreign markets, and counter foreign-sponsored competition. On average, per the most recent (i.e., FY 2021) data, U.S. exporter clients reported an increase of \$2.4 million or nearly 5 percent in annual revenue due to ITA assistance.

In FY 2022, ITA's inward investment promotion work yielded significant business results. ITA assisted nearly 10,000 unique investment clients—both foreign investors and U.S. economic development organizations—which led to 180 investment deals valued at nearly \$40 billion and supporting over 34,500 U.S. jobs. These results were greatly facilitated by ITA's annual SelectUSA Investment Summit, which marked the largest-ever investment summit in the United States. The event attracted over 3,600 attendees, nearly 2,000 international delegates from over 70 foreign markets, and approximately 650 representatives of U.S. economic development organizations from 51 U.S. states and territories.

ITA advanced its outreach and assistance to underserved business communities through several key initiatives. ITA's [Rural Export Center](#) (REC) and Rural Team organized and participated in 31 outreach events with 776 participants to support rural underserved communities and completed 80 customized market research services for rural SMEs. ITA's [Global Diversity Export Initiative](#) (GDEI), which forges strategic partnerships to promote and support the economic impact of underserved businesses and communities, established eleven [ITA Strategic Partnerships](#) and made progress on an additional four partnerships in the approval process. GDEI also partnered with the Minority Business Development Agency (MBDA) to co-host a customized International Trade Resource Training series for the 75 National Network of MBDA Export Centers, Business Centers, and management. Nine sessions featured ITA employees to educate the MBDA National Network on the various aspects of international trade services and resources. And with underserved communities as a priority, ITA's FY 2022 [MDCP](#) competition resulted in 33 percent of winning applications selected from organizations that represent underserved groups.

To ensure that gender and equity considerations are incorporated across all programs, ITA established its Women's Economic Empowerment and Entrepreneurship Strategy. This guiding document leverages and builds upon ongoing activities and provides a strategic framework for future success. The

Under Secretary of Commerce for International Trade led the Women in Tech Trade Mission, ITA's first-ever women-focused event series. In support of ITA's overall efforts to support women's economic empowerment, this mission comprised of tailored business-to-business matchmaking meetings, market intelligence briefings, and networking opportunities. ITA also launched the EUR EMPOWER HER Initiative with the American Chamber of Commerce in Europe network to advance gender equity and women's empowerment among U.S. companies operating in the region as well as roundtables with businesswomen and executives across the Middle East and Africa region through its Women Empowered Leave Legacies through Trade and Investment program.

ITA's Privacy Shield Team led the interagency group that negotiated the EU-U.S. Data Privacy Framework (EU-U.S. DPF). This initiative restabilizes the EU-U.S. data transfers that underpin the \$7 billion transatlantic economic relationship, strengthens privacy safeguards regarding U.S. signals intelligence collection, and introduces an independent redress mechanism for individuals who believe that their data has been mishandled. ITA continues to work with the European Commission to update the EU-U.S. Privacy Shield, which will be incorporated into the EU-U.S. DPF and enable the European Commission to issue a new adequacy determination for the EU-U.S. DPF. This deal addresses the concerns raised by the Court of Justice of the European Union when it struck down the Commission's adequacy decision underlying the Privacy Shield Framework in July 2020.

ITA's Global Data Policy (GDP) Team led the establishment of the Global Cross Border Privacy Rules Forum with eight other governments. The forum establishes international certifications to enable cross-border data transfers by ensuring that companies adhere to data protection and privacy standards. The GDP Team also engaged with trading partners to promote innovation and business-friendly laws governing commercial processing of data to ensure they are interoperable, promote trusted cross-border data flows that underpin trade, and do not impose data localization requirements.

SO 1.4: Protect National Security Interests and Enforce Trade Rules – ITA continued its focus on enforcing U.S. trade laws to defend American manufacturers, workers, and farmers from unfair trade throughout FY 2022 as well as monitoring and ensuring compliance with trade agreements, assessing foreign direct investment (FDI) impacts on national security, and improving international intellectual property protections. In November 2021, ITA enacted modifications to its antidumping (AD) and countervailing duty (CVD) regulations that improve enforcement activities designed to defend U.S. companies from unfair and illegal trade practices. These regulations represent the most comprehensive updates to trade enforcement in more than two decades. The new regulations apply to various aspects of AD/CVD proceedings, including:

- Standalone rules governing circumvention inquiries and determinations.
- Rules for DOC to assist U.S. Customs and Border Protection in combating duty evasion.
- Rules to prevent abuse of new shipper reviews.
- Rules updating the procedures and standards for scope inquiries and rulings.
- Revised timeline for submitting comments pertaining to industry support.

Trade enforcement activity—including new investigations and circumvention inquiries—is at a historic high, consistent with the Administration's goal to make trade free, fair, and reciprocal. Through FY 2022, ITA was administering 662 AD/CVD orders, an all-time high and an increase of 63 percent since the start of 2018. During FY 2022, ITA initiated 34 new AD and CVD investigations and was conducting 24 AD/CVD investigations. Through its Trade Agreements Compliance Program, ITA successfully closed 38 compliance cases in FY 2022, protecting U.S. export opportunities by ensuring that foreign governments around the globe honored U.S. rights under multilateral, regional, and bilateral trade agreements. ITA continued to work with the United

States Trade Representative and the interagency on efforts to reinvigorate standing World Trade Organization (WTO) Committees for compliance activities and focused efforts on securing baseline WTO transparency and fairness compliance in support of new and ongoing U.S. trade agreement negotiation activities outside of the WTO.

ITA continued implementing Foreign Investment Risk Review Modernization Act (FIRRMA) requirements through its Committee on Foreign Investment in the United States (CFIUS) team. Through FY 2022, DOC continues to meet its FIRRMA obligations and in meeting the expected increase in CFIUS cases under FIRRMA for ITA and the Bureau of Industry and Security (BIS). ITA's Office of Investment Security coordinates DOC's inputs as a statutory member of CFIUS. This office also shared market analysis and other industry-specific research for the other agencies on CFIUS.

SO 1.5: Promote Accessible, Strong, and Effective Intellectual Property Rights to Advance Innovation, Creativity, and Entrepreneurship – ITA's Office of Standards and Intellectual Property manages the inter-agency [STOPfakes program](#), which provides expertise and resources to U.S. businesses and consumers on the importance of protecting intellectual property (IP), including in export markets. In FY 2022, the STOPfakes program engaged with more than 3,500 individuals focused on intellectual property rights, including more than 600 businesses at the Consumer Electronics Show. In partnership with U.S. Export Assistance Centers, MBDA, and the Federal Consortium on Advanced Batteries, STOPfakes produced virtual webinars to expand into additional communities. The STOPfakes team also created a STOPfakes Intellectual Property toolkit for Clean Tech, which has received more than 1,000 impressions since its launch in September 2022.

SO 1.6: Improve the Nation's Cybersecurity and Protect Federal Government Networks – ITA continued to strengthen coordination with like-minded partners and allies to both increase participation in standards development organizations and develop share positions in intergovernmental standards-setting bodies and in the development of principles that reflect shared democratic values and fundamental rights. ITA co-leads the Technology Standards Working Group under the Trade and Technology Council, working to identify standards activities of mutual interest to the United States and European Union for future cooperation and playing a major role to support the Technology Standards Development Working Group of the Quadrilateral Security Dialogue.

1.7: Advance U.S. leadership in the global commercial space industry – ITA's Advocacy Center managed 28 cases in the space industry sector, which includes launch services, satellite manufacturing, satellite telecommunications services, sensors, ground station equipment and related goods and services. These cases have a total value of approximately \$5.6 billion, with approximately \$5.1 billion in U.S. export content. This included six new advocacy requests in FY 2022. ITA also supported the conclusion of six contract/award signings in FY 2022, valued at \$343 million with nearly 100 percent U.S. content. U.S. space companies also participated in ITA trade promotion events, such as U.S. pavilions at major air shows.

SO 2.1: Drive Equitable, Resilient, Place-Based Economic Development and Job Growth – ITA's National Travel & Tourism Office (NTTO) completed the development of the new and ambitious five-year [National Travel & Tourism Strategy](#). The strategy prioritizes U.S. Government efforts to rebuild a sector that was disproportionately affected by the COVID-19 pandemic and supports a more inclusive, equitable, accessible, and sustainable industry. The strategy aims to reduce the industry's carbon footprint, facilitate safe and secure checkpoints, bolster travel and tourism in underserved and underrepresented communities across the country, and improve travel opportunities for persons with disabilities. The strategy also sets an ambitious five-year goal for international visitation to and spending in the United States: 90 million visitors who will spend an estimated \$279 billion annually.

2.2: Build sustainable, employer-driven career pathways to meet employers' need for talent and to connect Americans to quality jobs – As part of its ongoing efforts to help local businesses to stay competitive in the international marketplace and support local jobs, ITA completed hometown tours in several cities. The Hometown Tours outreach series promotes client awareness of ITA's available tools to combat unfair trade, assist clients in making better-informed business decisions, and protect U.S. industries and jobs from unfair pricing and practices of foreign actors.

2.3: Advance entrepreneurship and high-growth small and medium-sized enterprises – With 85 percent of its FY 2022 export client base represented by SMEs, ITA provides export solutions to support SMEs—including minority-owned and historically disadvantaged businesses—to overcome the challenges associated with exporting and attracting inward investment. ITA, for example, introduced in FY 2022 its [Building Bridges to Global Markets](#) program, which focused on SMEs and delivered no-cost, in-person exporting expertise. ITA likewise launched its Minority Business Focused Trade Mission to Southwestern Europe with several businesses exploring opportunities in the information and communication, energy, environmental technology, and safety and security sectors. This event, led by ITA's Assistant Secretary of Commerce for Global Markets, marked ITA's first-ever trade mission in which all participants were SMEs. ITA's MDCP partners with non-profit industry groups, which are effective in reaching SMEs. These groups compete for MDCP awards by proposing innovative projects that address trade barriers, enhance industry competitiveness, and generate exports. ITA also enhanced its digital marketing and tailored outreach efforts to assist more clients—particularly SMEs and underserved communities—to become successful exporters and grow internationally.

SO 3.3: Accelerate Development and Deployment of Clean Technologies – ITA partnered with the Office of the Special Presidential Envoy for Climate to launch the U.S. Clean Technologies Export Competitiveness Strategy (CTECS) to support the global competitiveness of U.S. technologies and products that meaningfully contribute to the transition to net-zero emissions in sectors such as energy, transportation, agriculture, and heavy industry. OEEI leads the development and execution of the strategy. ITA is executing actions to increase exports of competitive clean tech sub-sectors along five workstreams:

- Developing targeted trade missions and event programming.
- Enhancing advocacy for U.S. clean tech companies.
- Increasing the role in international clean tech standards development and IP protection.
- Attracting FDI to grow domestic clean tech industrial base.
- Aligning commercial dialogues and initiatives to target regions presenting near-term opportunities.

To inform the development of this initiative, ITA conducted extensive outreach for public and industry feedback, including staff interviews with 50 industry stakeholders and public comments received from 44 stakeholders. In December 2021, the Secretary of Commerce hosted an industry roundtable comprised of senior executives from 11 U.S. companies representing a diversity of clean tech market segments. ITA released a comprehensive package of public communications materials, including the Climate and Clean Technology webpage on its trade.gov website, to inform public and industry stakeholders on ITA's work in this area. To establish a broader interagency strategy, ITA led an interagency team in drafting a clean tech pillar of the National Export Strategy that details new and existing resources and near-term actions across the U.S. government in support of clean tech export competitiveness.

For FY 2022, ITA's export promotion efforts executed 172 client outreach activities to U.S. clean tech companies and logged Written Impact Narratives that demonstrated facilitation of U.S. company participation in more than \$2.7 billion in climate and clean tech projects abroad.

SO 3.4: Embed Climate Considerations across Department Programs – As part of its Climate Engagement Plan, ITA continued to lead climate coordination efforts within the bureau and the interagency. OEEI leads the ITA Climate Working Group, a staff coordinating group that develops climate

tools and guidance to help ITA to respond to the climate imperative and conducts office-by-office roadshows to disseminate these materials. OEEI has overseen ITA coordination on climate issues through the Climate Working Group and Senior Leadership Team on Climate and has supported Under Secretary participation in the DOC Climate Council. As part of these briefings, ITA identifies which climate-related technologies and services are prime for export and the greatest opportunities in foreign markets. ITA also released a comprehensive package of new climate resources and public communications materials, including ITA climate talking points, an ITA Climate Fact Sheet, and the Interim International Energy Engagement Guidance, to serve as a resource for staff to engage with external clients and partners about what ITA does to promote climate and clean technology exports.

SO 4.1: Implement Evidence-Based Decision Making within the Department of Commerce to Increase Program and Policy Impact – ITA continues to educate staff through its Data Practitioners Community of Practice (DP-CoP), which has grown to 125 members. The DP-CoP holds monthly meetings on ITA-relevant data topics, offers introductory and intermediate-level Power BI courses, and regularly schedules Power BI Open Office Hours support sessions with technical staff. ITA also introduced a self-paced, educational pilot program using DataCamp to reinforce ITA’s data acumen knowledge and data maturity. These efforts have developed new data visualizations across ITA that are now available on its trade.gov website, which make it easier for the public to filter, download, and use bureau data. ITA also conducted several modernization initiatives, including dashboard creation and website modernization, that improve data access, feedback options, and usage tracking for impact assessments.

SO 4.3: Improve Commerce Data Usability and Advance Ethical, Responsible, and Equitable Data Practices – ITA completed the following modernizations and new elements to its public-facing data resources:

- ITA released the [2020 U.S. Metropolitan Export Series Data](#) with interactive maps, data tools, and factsheets showing U.S. goods exports by metropolitan area.
- ITA released [Jobs Supported by Exports](#) with interactive maps and data tools that provide estimates on the number of jobs in the United States required to produce U.S. exports. Data can be examined at the national and state levels by destination, product or industry, and more.
- ITA released the [ITA Manufacturing Industry Tracker](#), which provides monthly data on trade, employment, production, and prices for 21 industry sectors and their sub-sectors.
- ITA’s Office of Trade and Economic Analysis (OTEA) databases, including [TradeStatsExpress](#) and [Trade Policy Information System](#), were updated with 2021 trade data. These, and other resources, can be found on ITA’s [National and State Data](#) webpage.
- OTEA constructed dashboards and visuals for international, national, state, metropolitan, and exporter profile data and made them publicly available and easily accessible in one location on the trade.gov website. Through this work, the group made trade data more accessible and digestible to a large internal and public audience.
- ITA’s Office of Textiles and Apparel modernized 27 interactive trade data tools for textiles, apparel, footwear, travel goods, and leather products. This data, with visualizations, covers over 5,100 Harmonized Tariff Codes tracking \$114 billion in total imports and \$32 billion in total exports in 2021. The modernized tools can be more easily used by the U.S. government and industry stakeholders to monitor trends in the industry.
- OEEI released the [U.S. Energy Trade Dashboard](#), a public data visualization tool for the energy sector to analyze detailed trade statistics in a user-friendly manner. Users can search for more than twenty years’ worth of data on 500 unique energy products and related supply chain inputs that have been carefully curated for accuracy.

- NTTO developed new travel and tourism data visualization tools that increase the breadth and scope of travel and tourism statistics for the United States that enable policy makers, industry officials, and the media to better understand the state of international travel to the country. NTTO also published a suite of online dashboards and visualizations with user-friendly graphical interfaces that provide data solutions directly sought by industry.
- ITA's Office of AD/CVD Operations deployed a Microsoft Power BI visual on its [website](#) that presents current trade remedy orders by commodity and country for users to easily determine whether a product has associated anti-dumping/countervailing duties.
- ITA's U.S. Foreign-Trade Zones Office modernized its [Online Foreign Trade Zone information System](#) for a better user experience and more efficient access to public information.

SO 5.1: Effectively Implement New Department of Commerce Authorities and Investments – ITA collaborates with the National Oceanic and Atmospheric Administration (NOAA) on grants management support and grants administration guidance to program officers, recipients, and others. ITA's Management and Operations Division (MOD) coordinates the agreement process for the grants online system (GOL). Major ITA programs, such as the MDCP, have used the GOL application for grants administration and management. In addition, ITA's Acquisitions Team increased the level of procurement education for bureau Contracting Officer's Representatives and business unit points of contact through collaboration with the General Service Administration's Customer Service Director to provide specific training opportunities to meet customer needs.

SO 5.2: Optimize Workforce and Diversity, Equity, and Inclusion Practices – ITA commenced its first Inaugural Succession Planning Cohort (Cohort) in February 2022. With an onboarded class of 45 applicants selected to work alongside project sponsors and mentors, the Cohort empowers members to develop leadership skills and gain insight into mission-critical competencies. The program conducted extensive outreach to all stakeholder groups to ensure a pool of applicants who bring a diversity of culture, experience, and thought to the Cohort. By leveraging knowledge management tools and practices that cultivate and transfer expertise within the Cohort, members can compete and serve in future roles at ITA as vacancies arise—thus improving current recruitment, hiring, onboarding, and retention processes. Having also identified mission critical roles within the retirement eligible population at ITA, the Succession Planning program aims to reinforce these efforts through job shadowing, coaching, and executive leadership opportunities for staff.

ITA's Diversity and Inclusion Advisory Council (DIAC) operates in accordance with a comprehensive Charter that emphasizes the importance of bureau-wide awareness and best practices on diversity, equity, inclusion, and accessibility (DEIA). The DIAC established a SharePoint information platform to serve as a hub for all major DEIA issues, launched a DIAC Speaker Series to discuss DEIA issues that affect staff, initiated the Friends of the DIAC series for regular consultation with representatives of employee resource groups and other stakeholders, sponsors a Beyond Book Club group to promote open discussions on DEIA topics, conducts outreach and recruitment to diversity and inclusion groups in historically black colleges and universities, organized an inaugural Diversity Week, and launched a bureau-wide annual DEIA survey to better understand staff perceptions. The Under Secretary of Commerce for International Trade continues to regularly meet with the DIAC in support of ITA's DEIA priorities.

SO 5.3: Equitably Deliver Exceptional Customer Experience – In alignment with Executive Order 14058, ITA established a comprehensive customer experience (CX) and employee experience (EX) initiative to both better understand customer perceptions of its products and services and improve its ability to meet their needs. ITA has completed several communications events and developed internal resources to build awareness on this initiative. ITA also completed initial outreach engagements with the Census Bureau, the United States Patent and Trademark Office (USPTO), and NOAA in a joint effort to

build a community of practice with DOC support. ITA similarly continued to develop its analytics stack to improve customer data standardization, integration, and analysis for a deeper understanding of its customers.

SO 5.4: Make Department Facilities and Operations More Sustainable and Efficient – ITA collaborated with all DOC bureaus to develop a consolidated effort for staff to return to the workplace. MOD oversaw walkthroughs of ITA space prior to the return of the workforce, the cleaning of ITA spaces, and managed the Facilities Scorecard for applicable ITA Facilities to ensure full compliance. MOD also updated and disseminated ITA COVID-19 Hub content to ITA customers and assisted the Office of the Chief Information Officer and Hybrid Working Environment group with sustainably updating conference room capabilities. MOD continues to pursue reductions in waste and pollution in support of DOC’s Sustainability Plan.

SO 5.5: Modernize Mission Support Processes and Infrastructure – ITA continued to deliver more user-friendly solutions for clients to engage with key services and content. Initiatives include a solution that captures digital clients assisted for the distribution of monthly data; a modernized Foreign-Trade Zones (FTZ) portal that informs the public on the FTZ program; and a Customer Relationship Management Optimization (CRM) project for security, technical debt reduction, and implementation of best practices to improve operational efficiency, reporting, and analytics. Additionally, ITA completed the first milestone in support of Executive Order 14028 on meeting compliance requirements—which positioned ITA as the first DOC bureau to reach this achievement. ITA delivered a bureau-wide spend transparency dashboard to track spending trends in real time against all information technology (IT) goods and services for more accurate IT budget formulation and forecasting. ITA completed the migration of a monolithic IT service contract to underserved small businesses through 8(a) contracting authorities valued at \$22.5 million to increase equity and fair competition.

ITA developed several automation tools to streamline and simplify internal administrative processes, such as travel security, ITA-funded Secretarial travel, personal property management, and government purchasing, thereby reducing customer processing burdens and enhancing accountability. ITA developed a Property Board of Review SharePoint Dashboard to provide bureau stakeholders with historical trends analysis data to mitigate the risk of future government property losses. ITA also collaborated with Enterprise Services-Acquisition to develop an ITA-specific procurement system training to improve staff’s skills and knowledge within the Comprizon system. To strengthen tracking and accountability of ITA Passports, MOD updated guidance and collaborated with the DOC Travel Management Division to develop and implement new tools in the Departmental Passport and Visa Database. MOD also optimized the digitalized transmission of passport and visa documentation using Kiteworks secured system.

Planned Actions through FY 2024

ITA data and analysis indicate that the strategies detailed in the DOC FY 2022-2026 Strategic Plan effectively position ITA to execute its mission and carry out the Administration’s priorities. ITA does not seek changes to the strategies at this time. Planned actions through FY 2024 include the following:

- Conduct outreach to U.S. businesses, workers, and trade associations to raise awareness of ITA’s market access and trade enforcement and compliance responsibilities; identify industry trade problems in these areas; and promote ITA resources and efforts available to address them—with a particular focus on the underserved community with tailored programs and broadened access to its network, trade resources, and services.

- Support economic recovery of U.S. SMEs due to the protracted impact of COVID-19, supply chain disruptions, and global inflationary pressures by engaging foreign buyers, partners, and decisionmakers to maintain and build business relationships through new and innovative ITA virtual and in-person initiatives.
- Continuously advocate for the United States as the world's premier market for conducting business, attract foreign investors, and assist states and localities to facilitate job-creating investments into U.S. communities.
- Support U.S. company resilience to foreign economic and geopolitical coercion, policies and practices of malign actors and their sponsored entities in third-country markets, and promote U.S. standards and business practices worldwide.
- Position resources to optimally support U.S. businesses in critical markets, sectors, and infrastructure projects worldwide.
- Coordinate with the Department of Justice and the Office of the Director of National Intelligence on next steps related to the Trans-Atlantic Data Privacy Framework and in preparation of the Administration's issuance of a new Executive Order and the development of the European Commission's adequacy decision underpinning the Privacy Shield Framework.
- Continue to promote the expansion and uptake of the Global Cross Border Privacy Rules forum to facilitate data protection, privacy, and interoperability in support of the free flow of data.
- Resume live STOPfakes Roadshows in FY 2023 with a November Roadshow in Orlando, Florida, featuring speakers from ITA and fellow federal agencies. The STOPfakes team is scheduled to return to the Consumer Electronics Show in January 2023, followed by plans for several roadshows throughout the country.
- Develop additional travel monitors for public release in 2022.
- Finalize a comprehensive, multi-year CX/EX Strategy that outlines strategy and governance, customer understanding, customer design and improvement, culture and organization, and measurement.
- In support of ITA's CX/EX efforts, convert ongoing Voice of the Customer processes and value attributions of digital engagement into actionable insights as well as create an operating center of excellence for user centered design.
- Incorporate DEIA in recruitment practices to continuously attract, hire, and retain a talented and diverse workforce that reflects the civilian labor force.
- Continuously assess progress in improvements in equity in workplace conditions; address any disparities among underrepresented groups with regard to recognition, awards, and other human capital policies and practices; and foster an inclusive environment in which information and knowledge are freely shared throughout the organization.
- Continue to promote and strengthen an organizational culture based on accessibility for all employees and clients through the ongoing socialization of policies and best practices and delivery of training for supervisors.
- In support of Executive Order 14035, continue to secure active executive sponsorship among senior leadership to embed DEIA principles throughout bureau priorities.

Major internal and external factors that may impact progress include the following:

- DOC's Enterprise Services and its human capital vendor have been unable to fully keep pace with bureau needs and recruitments are not being executed in a timely manner. This challenge adversely affects ITA's ability to support DOC's strategic objectives.

- Ongoing supply chain vulnerabilities in areas critical to national, economic, and health security.
- Growing economic and geopolitical ambitions of malign actors and their sponsored entities.
- Global climate-related challenges to economic growth and U.S. competitiveness.

ITA will continue to execute its five internal workstreams to further enhance support for clean tech exporters. ITA has received \$1 million in funding from DOS to establish a Clean Tech Special Projects Fund to support ITA activities that both assist U.S. clean tech exporters and strengthen U.S. support for developing-country trade partners to achieve shared goals in global emissions reduction, energy security, and sustainable economic growth. ITA plans to begin soliciting proposals for projects from staff in FY 2023 and will have \$250,000 available per year over the next four fiscal years.

ITA will also collaborate with interagency partners to draft a long-term strategy that provides recommendations for U.S. Government actions to position new and emerging clean tech sectors for export competitiveness as well as sectors supported under new legislation, such as the Bipartisan Infrastructure Law and the Inflation Reduction Act.

Analysis of Performance Indicators

Explanation of Trends

ITA continues to broaden and strengthen its outreach and assistance to U.S. exporters and investment clients, increase the number of ITA-facilitated foreign government actions benefiting U.S. companies and industry (especially removing, reducing, or preventing trade barriers), and prioritize tailored assistance to SMEs and disadvantaged businesses.

Trade enforcement activity is at a historic high, a level which is consistent with the Administration's goal to make trade free, fair, and reciprocal. ITA anticipates a continued upward trend in AD/CVD activity, as domestic manufacturers file new AD/CVD petitions and DOC conducts proceedings based on AD/CVD orders already in place.

Explanation of Targets for FY 2023 and FY 2024

ITA's performance measure targets are based upon previous actuals, improved operational and technological efficiencies, and the previous annual budget. ITA will continue to strive for more efficiency gains, though staffing targets must be maintained to support performance goals and mission work.

Progression of the Performance Indicators

In support of the Department's FY 2022-2026 Strategic Plan and in alignment with the President's Management Agenda, ITA proposed an Agency Priority Goal (APG) for FY 2022-2023 to accelerate its digital transformation to double the annual number of clients assisted, with a particular focus on SMEs and the underserved communities. ITA exceeded its quarterly targets throughout the first year of the APG and remains on track to achieve its two-year targets.

ITA continued to monitor its new performance indicators that were introduced in FY 2022. ITA looks forward to making a determination on their future status and, if applicable, appropriate target values once sufficient historical data has been accumulated for analysis in the upcoming fiscal year.

Performance Data Validation and Verification

Each ITA program has a routine data tracking, validation, and reporting process. For example, ITA's Office of Strategy & Engagement produces monthly, quarterly, and annual data reports to ensure that ITA's regions and programs remain on track to meet respective performance targets.

Performance Indicators

Performance Indicator	FY 2021 Actual	FY 2022 Actual	FY 2022 Target	FY 2022 Status	FY 2023 Target	FY 2024 Target
Number of U.S. Exporters Assisted (Non-digital)	31,526	32,520	33,000	Met	35,000	TBD
Percentage of U.S. Exporter Clients That are Small and Medium-Sized Enterprises (SMEs)	86%	85%	80%	Exceeded	80%	TBD
Percentage of U.S. Exporter Clients That Achieved Their Export Objectives	84%	89%	85%	Exceeded	85%	TBD
Number of Investment Clients Assisted	11,721	9,932	10,000	Met	11,000	TBD
Number of Commercial Diplomacy & Advocacy Written Impact Narratives	578	559	500	Exceeded	525	TBD
Number of Investment Promotion Written Impact Narratives	155	181	135	Exceeded	145	TBD
Number of Underserved Community Clients Assisted*	N/A	6,447	N/A	N/A	11,500	TBD
Percentage of Antidumping and Countervailing Duty (AD/CVD) Determinations Issued within Statutory and/or Regulatory Deadlines	99%	97%	91%	Exceeded	91%	TBD
Number of Trade Agreement Compliance Cases Resolved Successfully	41	38	38	Met	38	38
Number of International Trade Administration Client Outreach Activities to U.S. Clean Tech Companies*	N/A	172	N/A	N/A	TBD	TBD
Value of Clean Tech Written Impact Narrative Statements*	N/A	\$2.7B	N/A	N/A	TBD	TBD

* Please note that this metric was introduced in FY 2022 and therefore did not have sufficient historical data to determine appropriate target values for this fiscal year. Also, the FY 2023 target value for The Number of Underserved Community Clients Assisted indicator is for the two-year lifecycle of ITA's FY 2022-2023 APG.