

INTERNATIONAL TRADE ADMINISTRATION



BUDGET ESTIMATES

FISCAL YEAR 2018

**CONGRESSIONAL
SUBMISSION**

PRIVILEGED

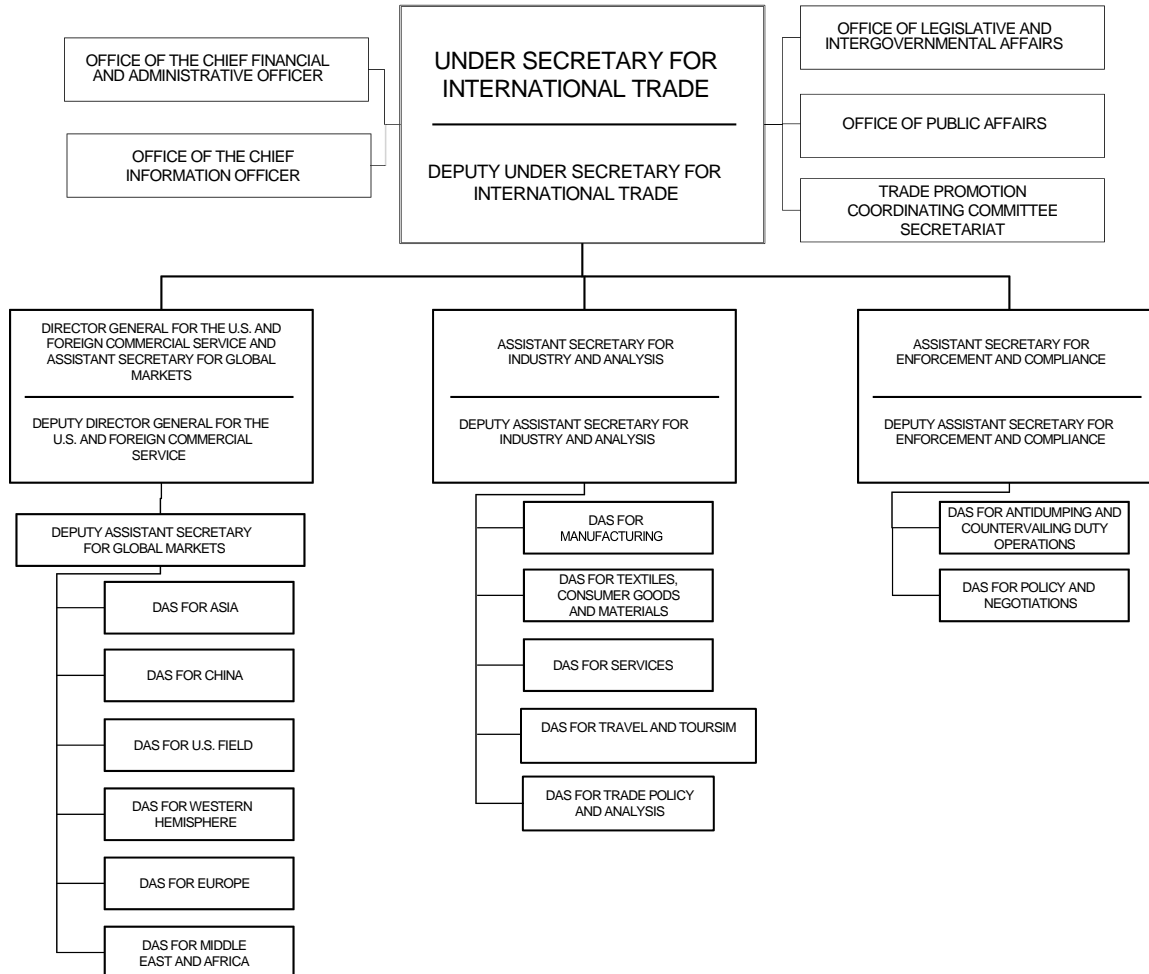
The information contained herein must not be disclosed outside the Agency until made public by the President or by the Congress

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2018
Congressional Submission
TABLE OF CONTENTS**

Exhibit Number	Exhibit	Page Number
2	Organization Chart	ITA- 3
3	Executive Summary	ITA- 5
Operations and Administration		
4a	Program Increases/Decreases/Terminations	ITA- 7
5	Summary of Resource Requirements: Direct Obligations	ITA- 9
6	Summary of Reimbursable Obligations	ITA- 10
7	Summary of Financing	ITA- 11
9	Justification of Adjustments to Base	ITA- 13
Justification of Program and Performance		
Industry and Analysis		
10	Program and Performance: Direct Obligations	ITA- 17
11	Program and Performance: Reimbursable Obligations	ITA- 18
12	Justification of Program and Performance	ITA- 19
13	Increases/Decreases/Changes for FY 2018	ITA- 21
14	Program Change Personnel Detail	ITA- 24
15	Program Change Detail by Object Class	ITA- 25
Enforcement and Compliance		
10	Program and Performance: Direct Obligations	ITA- 27
11	Program and Performance: Reimbursable Obligations	ITA- 28
12	Justification of Program and Performance	ITA- 29
13	Increases/Decreases/Changes for FY 2018	ITA- 35
14	Program Change Personnel Detail	ITA- 40
15	Program Change Detail by Object Class	ITA- 41
Global Markets		
10	Program and Performance: Direct Obligations	ITA- 43
11	Program and Performance: Reimbursable Obligations	ITA- 44
12	Justification of Program and Performance	ITA- 45
13	Increases/Decreases/Changes for FY 2018	ITA- 47
14	Program Change Personnel Detail	ITA- 50
15	Program Change Detail by Object Class	ITA- 51

Exhibit Number	Exhibit	Page Number
	Executive Direction and Administration	
10	Program and Performance: Direct Obligations	ITA- 53
11	Program and Performance: Reimbursable Obligations	ITA- 54
12	Justification of Program and Performance	ITA- 55
13	Increases/Decreases/Changes for FY 2018	ITA- 57
14	Program Change Personnel Detail	ITA- 59
15	Program Change Detail by Object Class	ITA- 60
	Survey of International Air Travelers	
10	Program and Performance: Direct Obligations	ITA- 61
12	Justification of Program and Performance	ITA- 63
13	Increases/Decreases/Changes for FY 2018	ITA- 63
15	Program Change Detail by Object Class	ITA- 65
16	Summary of Requirements by Object Class	ITA- 67
32	Justification of Proposed Language Changes	ITA- 69
33	Appropriation Language and Code Citations	ITA- 71
34	Advisory and Assistance Services	ITA- 79
35	Periodicals, Pamphlets, and Audiovisual Services	ITA- 81
36	Average Grade and Salaries	ITA- 83
	Annual Performance Plan/ Report Backup	ITA- 85
	Glossary of Budget Acronyms and Terms	ITA- 101

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2018
President's Budget Submission
Organization Structure**



This Page Intentionally Left Blank

EXECUTIVE SUMMARY

Increased competition, unfair trade practices, and increasingly complex international markets can place U.S. businesses at a disadvantage in global markets. Today, there is foreign competition in virtually every industry, challenging U.S. firms to keep up with both domestic and foreign competitors in rapidly-changing markets and industries. These challenges and barriers must be addressed if U.S. companies are to succeed internationally, supporting the American economy and workers across the country. In this environment, it is critical that the International Trade Administration fight foreign government intervention (e.g., preferential financing, export subsidies, import bans, public procurement preferences, etc.) that is hurting U.S. industry, small business, and American workers.

The President has made it clear that free and fair trade is critical to the economy and the strategic position of the United States, and through both leadership and action the President is directing the Department of Commerce to drive free and fair trade, as well as investment into the United States. To implement the President's directives and help American job creators overcome the challenges they face abroad, the International Trade Administration (ITA) will utilize its global network of trade, industry and country experts, to enforce our trade laws and open markets for U.S. products and services. ITA is leading the Department's efforts to conduct a comprehensive review of the U.S. trade deficit in support of Executive Order 13796 "Addressing Trade Agreement Violations and Abuses", and is also helping support efforts to eliminate burdensome regulations on U.S. manufacturers as well as Executive Order 13788 concerning "Buy American, Hire American" policies.

With industry and country experts currently located in Washington, D.C., to teams located in 122 international cities in 78 countries and 108 U.S. locations, ITA is well positioned to eliminate trade barriers, negotiate fair trade deals, ensure compliance with trade laws and agreements, and expand trade and investment opportunities for U.S. businesses.

Trade barriers and unfair foreign trade practices have a significant impact on U.S. businesses. ITA is seeing the impact of overcapacity and market-distorting foreign government policies on U.S. companies, with many U.S. companies seeking relief from unfair trade practices through the increased filing of antidumping and countervailing duty (AD/CVD) petitions with ITA. ITA has experienced steady growth in the number of new AD/CVD investigations over the past several years. In the five-year period from FY 2011 to FY 2015, the number of new investigations initiated each year increased from 16 to 62 in FY 2015. In FY 2016, 56 new investigations were initiated, a continued high level by historical standards. During the first half of FY 2017, ITA initiated 33 new investigations compared to 30 initiations in FY 2016 and 24 initiations in FY 2015, for the same period. Therefore, ITA, as administrator of the AD/CVD laws, must continue to ensure that U.S. industries and workers have an effective remedy for the injurious impact of dumped and subsidized goods entering the United States.

Furthermore, the number and complexity of foreign non-tariff trade barriers is growing rapidly. A study¹ found that trade liberalization added between \$800 billion to \$1.4 trillion to the U.S. economy since World War II, or about \$7,000 to \$13,000 per U.S. household. The same study suggests that removal of the remaining trade barriers could result in an additional \$450 billion to \$600 billion annually in U.S. output, or about an additional \$4,000 to \$5,000 annually in U.S. household income.

ITA's work to gain access to foreign markets for U.S. goods and services, remove barriers to trade, and ensure compliance with trade agreements results in increased U.S. exports and supports jobs

¹ Scott C. Bradford, Paul L. E. Grieco, and Gary Clyde Hufbauer, "The Payoff to America from Globalization," *The World Economy*, Vol. 29, No. 7, pp. 893-916, July 2006 https://papers.ssm.com/sol3/papers.cfm?abstract_id=914265

across the country. ITA's foreign direct investment mission also supports American job creation and the strengthening of American competitiveness in the global economy.

During FY 2016, ITA directly assisted over 30,800 clients across all 50 U.S. states. The vast majority of clients were small and medium-sized enterprises (86%). Nearly nine out ten clients reported that ITA had a positive impact on their business and two-thirds said that ITA played a significant role in increasing their exports and U.S. employment.

In total, during FY 2016 ITA enabled \$59 billion in U.S. exports, while simultaneously facilitating over \$5 billion in foreign investment into the United States. ITA also administered 368 Anti-Dumping and Countervailing Duties orders, and successfully removed, reduced, or prevented 110 foreign trade barriers. The work of ITA supported over 300,000 American jobs last year alone.

A full-year 2017 appropriation was not enacted at the time the FY 2018 Budget was prepared; therefore, the Budget assumes the Department is operating under the Further Continuing Appropriations Act, 2017 (P.L. 114–254). The amounts included for 2017 reflect the annualized level provided by the continuing resolution.

FY 2018 Budget Changes

Under the budget, ITA will grow trade enforcement and compliance capacity, prioritizing resources across the agency to ensure that the full capacity of the ITA is brought to bear in support of trade enforcement and compliance. This will include supporting within current resources the enforcement and compliance work already performed by Industry & Analysis and Global Markets unit, and growing staff capacity within the Enforcement and Compliance unit.

While trade and investment promotion activities throughout ITA will be rescaled relative to enforcement and compliance work, ITA will continue to aggressively implement measures to strengthen the effectiveness and efficiency of these activities to minimize the impact on U.S. business, with a specific focus on small and medium-sized enterprises (SMEs).

Department of Commerce
International Trade Administration
FY 2018 PROGRAM INCREASES / DECREASES / TERMINATIONS
(Dollar amounts in thousands)
(Largest to Smallest)

Increases

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	FTE	Budget Authority
ITA- 63	Operations and Administration	Survey of International Air Travelers	Increase coverage of Survey of International Air Travelers	0	5,000
ITA- 35	Operations and Administration	Enforcement and Compliance	Self-Initiation of AD/CVD Investigations and Enhanced Conduct of AD/CVD Investigations and Administrative Reviews	22	4,500
ITA- 36	Operations and Administration	Enforcement and Compliance	Strengthening ITA's Enforcement & Compliance (E&C) Programs	0	3,869
Subtotal, Increases				22	13,369

Decreases

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	FTE	Budget Authority
ITA- 47	Operations and Administration	Global Markets	Close more than 30 smaller international posts; 10 U.S. Export Assistance Centers (USEACs) and reduce headquarters staff to rescale support export promotion, investment and trade analysis efforts	-136	-43,486
ITA- 21	Operations and Administration	Industry and Analysis	Streamline offices and functions to improve operational and organizational efficiency	-17	-3,688
ITA- 57	Operations and Administration	Executive Direction and Administration	Reduce ExAd positions not required as a result of other programmatic reductions	-3	-3,105
Subtotal, Decreases				-156	-50,279

Terminations

Page No. in CJ	Appropriation	Budget Program	Activity/Subactivity	FTE	Budget Authority
ITA- 21	Operations and Administration	Industry and Analysis	End Direct Funding for the Survey of International Travelers (SIAT)	0	-2,220
ITA- 21	Operations and Administration	Industry and Analysis	Eliminate the Market Development Cooperator Program (MDCP)	-1	-1,515
Subtotal, Terminations				-1	-3,735
Total, Increases, Decreases and Terminations				-135	-40,645

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

Comparison by activity:	2016		2017		2018		2018		Increase/ (Decrease)
	Actual	Pos./BA FTE/Obl.	Enacted	Pos./BA FTE/Obl.	Base	Estimate	Personnel	Amount	
Industry and Analysis	9	2,128	11	5,000	11	5,000	11	5,000	0
	5	2,128	10	5,000	10	5,000	10	5,000	0
Enforcement and Compliance	0	11	0	40	0	40	0	40	0
	0	11	0	40	0	40	0	40	0
Global Markets	36	27,039	36	25,909	36	25,909	36	25,909	0
	28	27,039	31	25,909	31	25,909	31	25,909	0
Executive Direction/Administration	2	1,379	2	600	2	600	2	600	0
	2	1,379	2	600	2	600	2	600	0
Total	47	30,557	49	31,549	49	31,549	49	31,549	0
	35	30,557	43	31,549	43	31,549	43	31,549	0

Exhibit 7

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

	2016 Actual	2017 Enacted	2018 Base	2018 Estimate	Increase/ (Decrease)
Total Obligations	521,306	537,144	527,788	487,143	(40,645)
Financing:					
Offsetting collections from:					
Federal funds	(14,536)	(12,973)	(15,049)	(15,049)	0
Non-Federal funds	(14,850)	(14,500)	(16,500)	(16,500)	0
Recoveries	(16,511)	(6,000)	0	0	0
Refunds	(391)	0	0	0	0
Unobligated balance, start of year	(19,448)	(26,801)	(9,394)	(9,394)	0
Unobligated balance, start of year transferred	(500)	0	0	0	0
Unobligated balance, start of year (reimbursable)	(3,525)	(4,076)	0	0	0
Unobligated balance, expiring	1,928	0	0	0	0
Unobligated balance, end of year	30,877	9,394	1,300	1,300	0
Rescission	0	0	0	0	0
Gross Budget Authority	484,350	482,188	488,145	447,500	(40,645)
Financing:					
Transferred to other accounts	0	0	0	0	0
Transferred from other accounts	(1,350)	0	0	(5,000)	(5,000)
Net Budget Authority / Appropriation	483,000	482,188	488,145	442,500	(45,645)

This Page Intentionally Left Blank

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

<u>Adjustments</u>	<u>FTE</u>	<u>Amount</u>
Maintaining Compliance with IT Cybersecurity Requirements.....		\$1,000
<p>ITA is required to meet a number of Administration and Congressional cybersecurity mandates such as Continuous Diagnostics and Mitigation. In order to maintain its compliance with these mandates, ITA requires an additional \$1.0 million.</p>		
<u>Other Changes:</u>		
Pay Raises		3,992
<p>Full-year cost of 2018 pay increase and related costs: The 2017 President's budget assumes a pay raise of 2.1% effective January 1, 2017.</p>		
Total cost in 2018 of 2017 pay raise	4,152,000	
Less amount funded in 2017	(2,989,000)	
Amount requested in 2018 to provide full-year costs of 2017 pay increase	1,163,000	
<p>A general pay raise of 1.9% is assumed to be effective January 1, 2018.</p>		
Total cost of 2018 pay increase	2,376,000	
Payment to Working Capital Fund	0	
Total adjustment for 2018 Pay Raise	2,828,878	
Full year cost in 2018 of positions financed for part of year in 2017.....	32	0
Implementation of Locally Employed Staff (LES) Wage		1,530
<p>The Department of State controls the salary structure for Locally Employed Staff (LES) including those working with partner agencies such as Department of Commerce. There is only one salary structure authorized per post and all partner agencies must agree to it. Locally Employed Staff base salaries are supposed to be set at post based on a number of external figures. The wage freeze that was in place for a number of years has been lifted, and the Department of State is continuing efforts to bring all post salaries up to the 70th percentile in their markets. In FY 2018, ITA requests \$1,530,181 to fund the roll out to additional posts.</p>		
Total Adjustment to Implement LES Wage Thaw	1,530,181	
Implementation of Merit Based Compensation plans for some Locally Employed Staff (LES).....		762
<p>The Department of State has begun implementation of a new Merit Based Compensation plan salary structure for Locally Employed Staff (LES). As the Department of State controls the salary structure for LES including those working with partner agencies such as Department of Commerce, these agencies also must adapt this pay structure. In FY 2018, ITA requests \$761,527 to fund the implementation of Merit Based Compensation at selected posts.</p>		
Total Adjustment to Merit Based Compensation for LES	761,526	
Civil Service RetirementSystem (CSRS).....		(112)
<p>The number of employees covered by the Civil Service Retirement System (CSRS) continues to drop as positions become vacant and are filled by employees who are covered by the Federal Employees Retirement System (FERS). The estimated percentage of payroll for employees covered by CSRS will drop from 2.7% in 2017 to 1.5% in 2018 for regular employees and remain the same at 0.0% for foreign service employees. Contribution rates will remain at 7.00% for regular employees and 7.25% for foreign service employees.</p>		
Regular:		
2018 \$133,389,486 x .015 x .0700	140,059	
2017 \$133,389,486 x .027 x .0700	252,106	
Subtotal	(112,047)	
Foreign Service:		
2017 \$24,197,500 x .000 x .0725	0	
2017 \$24,197,500 x .000 x .0725	0	
Subtotal	0	
Total adjustment-to-base	(112,047)	

	<u>FTE</u>	<u>Amount</u>
Federal Employees Retirement System (FERS).....		214
<p>The number of employees covered by FERS continues to rise as employees covered by CSRS leave and are replaced by employees covered by FERS. The estimated percentage of payroll for employees covered by FERS will rise from 97.3% in 2017 to 98.5% in 2018 for regular employees and remain the same at 100.0% for foreign service employees. The contribution rate will remain at 13.7% for regular employees, and will drop from 32.52% in 2017 to 32.50% in 2018 for foreign service employees.</p>		
Regular:		
2018 \$133,389,486 x .985 x .137		18,000,244
2017 \$133,389,486 x .973 x .137		17,780,952
Subtotal		<u>219,292</u>
Foreign Service:		
2018 \$24,197,500 x 1.000 x .3250		7,864,188
2017 \$24,197,500 x 1.000 x .3252		7,869,027
Subtotal		<u>(4,839)</u>
Total adjustment-to-base		<u>214,453</u>
Thrift Savings Plan (TSP).....		32
<p>The cost of ITA's contributions to the Thrift Savings Plan will also rise as FERS participation increases. The contribution rate is expected to remain at 2%.</p>		
Regular:		
2018 \$133,389,486 x .985 x .02		2,627,773
2017 \$133,389,486 x .973 x .02		2,595,759
Subtotal		<u>32,014</u>
Foreign Service:		
2018 \$24,197,500 x 1.000 x .02		483,950
2017 \$24,197,500 x 1.000 x .02		483,950
Subtotal		<u>0</u>
Total adjustment-to-base		<u>32,014</u>
Federal Insurance Contribution Act (FICA).....		172
<p>As the percentage of payroll covered by FERS rises, the cost of Old Age Survivor and Disability Insurance (OASDI) contributions will increase. The contribution rate will remain 6.2%.</p>		
Regular:		
2018 \$133,389,486 x .985 x .965 x .062		7,860,983
2017 \$133,389,486 x .973 x .96 x .062		7,724,980
Subtotal		<u>136,003</u>
Foreign Service:		
2018 \$24,197,500 x 1.000 x .902 x .062		1,353,221
2017 \$24,197,500 x 1.000 x .878 x .062		1,317,215
Subtotal		<u>36,006</u>
Other Salaries; Regular Salaries		
2018 \$130,000 x .96 x .062		7,738
2017 \$130,000 x .96 x .062		7,738
Subtotal		<u>0</u>
Total adjustment-to-base		<u>172,009</u>
Health Insurance.....		410
<p>Effective January 2018, ITA's contribution to Federal employees' health insurance premiums increased by an average rate of 2.8379%. Applied against the 2017 estimate of \$14,433,769, the additional amount required is \$ 409,613.</p>		
Federal Employee's Compensation Act.....		18
<p>The Employee's Compensation Fund bill for the year ending in June 30, 2017 is estimated to be \$615,374.43, which is \$18,245.56 more than FY 2017 payment. Upon enactment of the 2018 appropriation, ITA will reimburse the Department of Labor pursuant to 5 U.S.C. 8147.</p>		

	<u>FTE</u>	<u>Amount</u>
Travel (Mileage).....		(2)
The reimbursable rate for the use of a privately-owned automobile is expected to decrease. A rate decrease of 9.259% was applied to the 2017 estimate of \$170,000 to arrive at a decrease of \$1,574 for 2018.		
Domestic Per Diem.....		24
As of December 5, 2016, the General Services Administration slightly increased the established standard per diem rate for destinations within the Continental United States (CONUS) from \$140 (meals and lodging) in FY 2016 to \$142 in FY 2017. The average rate for domestic per diem increased 1.429% or \$23,571 from the 2017 estimate of \$1,650,000.		
Foreign Per Diem.....		95
The average rate for foreign per diem increased 2.48% or \$95,480 from the 2017 estimate of \$3,850,000.		
Rental Payments to GSA.....		368
GSA rates are projected to increase 1.653% for HCHB and 3.0% for non-HCHB rent in 2018. These percentages were applied to the 2017 estimates of \$14,031,509 for HCHB and \$4,540,950 for non-HCHB rent to arrive at a total increase of \$368,204.		
Postage (U.S.P.S.).....		1
The Governors of the Postal Service approved a rate increase of 4.3%. This percentage was applied to the 2017 estimate of \$18,000 to arrive at an increase of \$774.		
General Printing Office (GPO) Printing.....		30
This request applies OMB economic assumptions for 2018 to areas where the prices that the government pays are established or influenced through the market system. A factor of 2.0% was applied to the 2017 printing estimate of \$1,522,000 to arrive at an increase of \$30,440.		
Working Capital Fund.....		(1,311)
ITA requests a decrease of \$1,311,000 to reflect a reduction in payments to the Departmental Working Capital Fund.		
Commerce Business System (CBS).....		34
An increase of \$34,000 is required to support ITA's continued use of the CBS accounting system.		
National Archives and Records Administration (NARA) Storage Costs.....		(6)
NARA has indicated the cost to administer ITA's records storage will decrease from \$45,313 in 2017 to \$39,356 in 2018. The decrease is \$5,957.		
Capital Security Cost Sharing (CSCS) Program.....		(3,523)
ITA has offices located throughout the world; the majority of these offices are located in U.S. Consulates and Embassies. The Capital Security Cost Sharing (CSCS) Program, which is administered by the Department of State (DOS), is designed to generate \$1.4 billion annually for the construction of new secure, safe, functional diplomatic and consular facilities currently occupied by U.S. Government personnel overseas. All agencies represented in embassies will be charged on a worldwide per capita basis to support the construction. Beginning in FY 2018, ITA will transfer responsibility of funding portions of the CSCS bill to the other agencies based on the number of employees overseas and the type of office space required to fulfill that agency's mission. As a result of this change, the ITA portion of the Statement of Charges is projected to be \$16,778,872, the remainder of the Commerce invoice will be paid by other organizations. This represents a decrease of \$3,522,687 from the FY 2017 Statement of Charges.		
International Cooperative Administrative Support Services (ICASS).....		579
The Department of State (DOS) is the primary provider for shared administrative support systems at embassies and other diplomatic and consular missions overseas. The Department of State coordinates the provision of such services and distribution of their costs via the International Common Administrative Support Services (ICASS) system. A rate increase of 2.0 % was applied to the 2017 ICASS estimate of \$28,953,000 to arrive at an increase of \$579,060. This increase is required to maintain a current level of ICASS support at ITA's existing overseas offices.		
Non-International Cooperative Administrative Support Services (ICASS) Local Guard.....		27
This request applies OMB economic assumptions for 2018 to areas where the prices that the government pays are established through the market system. A rate increase of 2.0% was applied to the 2017 projected cost of \$1,345,850 to arrive at an increase of \$26,917. This increase is based on ICASS-related guard services cost increase and is driven by requirement for more expensive and increased number of security personnel.		
Military Pouch.....		16
This request applies OMB economic assumptions for 2018 to areas where the prices that the government pays are established or influenced through the market system. A rate of increase of 2.0% was applied to the 2017 projected cost of \$789,724 to arrive at an increase of \$15,794. The increase is needed for security and anthrax-related devices during pouch mail delivery.		

	<u>FTE</u>	<u>Amount</u>
General Pricing Level Adjustment.....		1,197
This request applies OMB economic assumptions for 2018 to sub-object classes where the prices that the Government pays are established through the market system. A factor of 2.0% was applied to: rental payment to others; transportation of things; communications, utilities, and miscellaneous charges (excluding postage); supplies and materials; equipment and other services (excluding DOC's Department of Management (DM) and Working Capital Fund (WCF) Payments).		
Transportation of things	72	
Rental payment to others	9	
Communications, utilities and misc. charge	930	
Other Services	3	
Supplies and materials	55	
Equipment	<u>128</u>	
Total	1,197	
Overseas Price Increases.....		410
The overseas price increases are based upon anticipated overseas price increases in FY 2017 in countries in which ITA conducts operations. The percentage of 2.0% was applied to a base of \$23,998,000 to arrive at an increase of \$431,964		
Subtotal, other changes	<u>32</u>	<u>4,957</u>
Less: amount absorbed	<u>0</u>	<u>0</u>
Total, Adjustments to Base	32	5,957

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

DoC Objective

Increase opportunities for U.S. companies by opening markets globally

	2016 Actual		2017 Estimate		2018 Base		2018 Estimate		Increase/ (Decrease)
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Pos./BA	177	42,198	177	42,127	177	42,842	156	36,934	(21)
FTE/Obl.	169	44,022	158	44,068	158	42,399	141	36,491	(17)

Increase U.S. exports by broadening and deepening the U.S. exporter base

Pos./BA	1	2,163	1	2,159	1	2,163	0	648	(1)
FTE/Obl.	1	2,072	1	2,250	1	2,117	0	602	(1)

Increase high-impact inward foreign direct investment in the United States

Pos./BA	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0

Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements

Pos./BA	49	11,892	49	11,872	49	12,070	49	12,070	0
FTE/Obl.	47	12,346	44	12,416	44	11,815	44	11,815	0

Total

Pos./BA	227	56,253	227	56,158	227	57,075	205	49,652	(22)
FTE/Obl.	217	58,440	203	58,734	203	56,331	185	48,908	(18)

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

Activity: Subactivity: Industry and Analysis	DoC Objective	2016 Actual		2017 Enacted		2018 Base		2018 Estimate		Increase/ (Decrease)
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Increase opportunities for U.S. companies by opening markets globally	Pos./BA	9	1,779	11	4,600	11	4,600	11	4,600	0
	FTE/Obl.	5	1,779	10	4,600	10	4,600	10	4,600	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos./BA	0	349	0	400	0	400	0	400	0
	FTE/Obl.	0	349	0	400	0	400	0	400	0
Increase high-impact inward foreign direct investment in the United States	Pos./BA	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos./BA	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0
Total	Pos./BA	9	2,128	11	5,000	11	5,000	11	5,000	0
	FTE/Obl.	5	2,128	10	5,000	10	5,000	10	5,000	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: INDUSTRY AND ANALYSIS

For FY 2018, ITA requests a total of \$49,652,000 and 185 FTE for Industry and Analysis (including inflationary adjustments of \$917,000 and 0 FTE). This request includes four program changes that together total a decrease of \$7,423,000 and 18 FTE.

BASE JUSTIFICATION:

Industry and Analysis Overview

Industry & Analysis (I&A) provides the expertise that drives effective trade policy, export promotion, and investment attraction strategies across the U.S. Government. I&A plays a unique role in the U.S. Government by:

1. Convening U.S. industry to ensure that private-sector input underpins the Administration's trade and investment policy;
2. Providing expert economic analysis to ensure that international trade negotiations support U.S. exporters and American workers;
3. Developing innovative sector-specific market intelligence products that help U.S. exporters deploy resources more effectively, including an annual "Top Markets" series;
4. Identifying and addressing non-tariff barriers that impact all exporting businesses and employing industry expertise and economic analysis to advocate for the removal of those barriers and level the playing field for U.S. business;
5. Leading export promotion programs, like trade missions and trade shows that bring together U.S. exporters and foreign buyers and distributors of U.S. products and services; and,

The breadth and depth of I&A's expertise in market intelligence, competitive analysis, and market access issues is utilized by the U.S. business community in assessing export opportunities, and by the public sector for policy deliberations and trade negotiations. I&A's trade policy analysts lead development of the biannual Miscellaneous Tariff Bills (MTBs) report to Congress and provide the industry expertise needed to ensure trade negotiations benefit all Americans, including in areas such as government procurement, intellectual property, and standards. Additionally, I&A's trade economists and industry experts undertake the complex task of creating the rules-of-origin used in U.S. free trade agreements. I&A analysis is used by individual firms, industry associations, internal stakeholders, and other U.S. government agencies (e.g., the U.S. Trade Representative, and the Departments of State, Transportation, and Homeland Security).

I&A provides critical analyses in reviewing foreign investments in the United States through the management of the Department's Committee on Foreign Investment into the United States (CFIUS) activities; oversees the Survey of International Air Travelers (SIAT); serves as the Federal Government liaison to Brand USA; and ensures market access by implementing the European Union-U.S. Privacy Shield Framework. I&A also serves as the chair of the Interagency Committee for the Implementation of Textile Agreements, which will play an important role in the Administration's efforts to support U.S. textile manufacturing through renegotiated trade agreements. I&A also executes the Secretary of Commerce's responsibilities as a board member of both the Export-Import Bank of the United States and the Overseas Private Investment Corporation.

I&A industry analysts actively gather information about whether other parties in U.S. bilateral and multilateral trade agreements are implementing or complying with those agreements, in particular any sectoral provisions of the agreements. I&A's industry experts also provide U.S. exporters, investment

clients, and government policy-makers the market intelligence they need to make sector-specific, resource allocation decisions in a manner that most supports U.S. economic growth. For example, I&A's signature "Top Markets Reports," use ITA data, analytics, and global reach to project exports by sector into the future, offering clients the ability to focus on the highest impact opportunities.

I&A's Trade Policy and Analysis (TPA) unit provides unique-to-government data, tools, and analysis to protect the interests of U.S. businesses in trade negotiations, and to enable the private sector to exert rights under global trade laws. TPA's unique data products include the longest publicly-available time series of detailed U.S. merchandise trade statistics and metropolitan area exports. Such data products are used by a wide array of government agencies including the Census Bureau, Office of the United States Trade Representative, and the Congressional Research Service. In addition, TPA produces a suite of *Jobs Supported by Exports* products: National, State, Destination, and Product and Industry. These analyses are used government-wide as the official source for jobs benefits of U.S. exports.

TPA staff actively participate in trade negotiations, bringing subject matter expertise in areas like government procurement, intellectual property, and standards. TPA staff developed tools such as Stopfakes.gov, Trade Stats Express, and the Free Trade Agreement Tariff Tool to provide critical information that is directly accessible by the public and businesses to inform decision making. TPA also administers certification for the Export Trading Company Act (ETCA).

The Office of Trade Promotion Programs manages an array of trade promotion programs designed to provide U.S. companies and organizations with targeted, specialized opportunities to introduce products or services to potential foreign buyers, agents, or distributors. Specific activities managed by this office include the International Buyer Program, the Trade Fair Certification Program, and trade missions.

I&A also serves the communications channel for U.S. companies and other organizations to provide analysis and advice to U.S. policymakers on trade and other economic policy issues. I&A administers or oversees 26 advisory committees including the President's Export Council (PEC) and the 17 Industry Trade Advisory Committees that provide a private sector voice in the negotiation of trade agreements.

I&A's Trade Agreement Secretariat (TAS) unit is responsible for the fair and impartial administration of dispute settlement proceedings under the 14 Free Trade Agreements (FTA) involving the United States. TAS works closely with its counterparts in our 20 FTA partner countries to ensure that the United States and its exporters are treated fairly and in accordance with agreed upon FTA commitments. In instances where other countries may not be abiding by their FTA obligations, TAS performs a compliance function in administering dispute settlement actions which can level the playing field for U.S. companies. To date, TAS has administered nearly 200 FTA dispute settlement proceedings aiding approximately 160 U.S. companies and trade associations employing hundreds of thousands of workers.

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$0.9 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2018 Federal pay raise of 1.9 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA). The request also includes funds required to support ITA's compliance with cybersecurity policy mandates.

PROGRAM CHANGES FOR FISCAL YEAR 2018:

ITA is developing and implementing plans to transform ITA operations to strengthen outcomes, improve efficiency, and meet trade and investment priorities. ITA’s transformational actions will be rooted in maximizing the delivery of ITA’s full value to clients, providing timely and actionable information and service to U.S. business (especially small and medium-sized enterprises), eliminating or reducing lower-priority functions and activities, strengthening higher priority activities including trade enforcement and compliance, and modernizing information management.

Program Consolidations, Eliminations, Re-Prioritizations (Base Funding: \$57.1 million and 203 FTE; Program Change: -\$7.4 million and -18 FTE):

Consistent with these plans, ITA requests a decrease of \$7,423,000 and 18 FTE from I&A’s base-level resources. Specifically, I&A will:

- Eliminate the existing Office of Trade Promotion Programs by reallocating some positions to industry offices, while folding streamlined program activities and positions to the I&A front office. ITA will support fewer activities related to trade missions, the International Buyer Program, and certified trade fairs.
- Streamline other programs and functions according to administration priorities.
- Eliminate Market Development Cooperator Program grants.
- Eliminate discretionary appropriations to fund the Survey of International Air Travelers (SIAT). A new program is proposed outside of the I&A request to fund the SIAT using \$5 million in Travel Promotion Act fee revenue starting in FY 2018.

Performance Goals and Measurement Data:

Performance Measure: Exports generated annually from public/private partnerships (\$ in millions)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	\$371	\$179	\$168	\$90	\$60	\$60	\$30
Without Change	\$371	\$179	\$168	\$90	\$90	\$120	\$150
Description: This indicator represents the dollar value of exports generated by Market Development Cooperator Program (MDCP) project activity. The MDCP is a public/private partnership that provides technical and financial assistance to non-profit organization “cooperators” like trade associations. MDCP awards help U.S. industries compete globally by reducing the startup costs of new foreign market development projects. The elements of each project vary but examples include establishing product demonstration centers abroad, underwriting the cost of participation in foreign trade shows, and educating foreign authorities about industry standards.							

Performance Measure: Dollar exports generated from Export Trading Companies (\$ in billions)	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	\$23.5B	\$24.0B	\$24.0B	\$24.0B	\$24.5B	\$24.5B	\$24.5B
Without Change	\$23.5B	\$24.0B	\$24.0B	\$24.0B	\$24.5B	\$24.5B	\$24.50B
Description: The Export Trading Company Act allows U.S. businesses to form export joint ventures called Export Trading Companies (ETC). These ETCs are formed for various purposes such as to negotiate lower shipping rates, pool resources to expand an export market base, avoid export rivalry by coordinating an export strategy, and sell under a single label. ITA, with the concurrence of the Justice Department, issues a Certificate of Review under the act. This indicator captures the actual export sales in billions of dollars. Due to the nature of the program, FY 2016 actual will not be available until FY 2018							

Performance Measure: Export Impact of Prevention, Reduction or Removal of Trade Barriers – Dollars of Exports Created or Retained (\$ in millions)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	\$4,200	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
Without Change	\$4,200	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
Description: This indicator captures the results of ITA's efforts to remove trade barriers and open markets to U.S. exports of goods and services. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights. In an effort to continue to strengthen performance outcomes, ITA is in the process of implementing a cross-unit, integrated performance measure in this area that will incorporate the contribution to outcomes from all three operational units. This measure will be reflected in a future budget request.							

Performance Goal: Number of Destinations Visited Estimates (Overseas to States/Territories)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	24	24	0	0	0	0	0
Without Change	24	24	24	24	24	24	24
Description: This indicator represents the number of states and territories that will receive statistically reliable information on the number of visitors to that jurisdiction from overseas countries, as well as the characteristics and revenue received (exports) from these visitors. This is the number of states and territories that will then be able to assess the revenues and jobs created by travel and tourism to their jurisdiction. The SIAT will no longer be funded out of I&A discretionary funds. Please see performance targets in the SIAT line narrative.							

Performance Goal: Number of Destinations Visited Estimates (Overseas to Cities)	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	25	25	0	0	0	0	0
Without Change	25	25	25	25	25	25	25
Description: This indicator represents the number of cities that will receive statistically reliable information on the number of visitors to that jurisdiction from overseas countries, as well as the characteristics and revenue received (exports) from these visitors. This is the number of states and territories that will then be able to assess the revenues and jobs created by travel and tourism to their jurisdiction. The SIAT will no longer be funded out of I&A discretionary funds. Please see performance targets in the SIAT line narrative.							

Performance Goal: Number of Source Markets Reported (Overseas Countries)	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	23	23	0	0	0	0	0
Without Change	23	23	23	23	23	23	23
Description: This indicator represents the number of countries for which a top market report, outlining the number of visitors, their characteristics and revenues generated (exports) can be produced. This is the number of countries for which market intelligence for travel and tourism export potential and export value can be reported. The SIAT will no longer be funded out of I&A discretionary funds. Please see performance targets in the SIAT line narrative.							

PROGRAM CHANGE PERSONNEL DETAIL
(Dollar amount in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Program Consolidations, Eliminations, Re-Prioritizations

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
Director	Washington D.C.	ES	(1)	\$155,703	\$ (155,703)
Senior Advisor	Washington D.C.	GS-15	(2)	\$ 149,337	\$ (298,674)
Senior International Trade Specialist	Washington D.C.	GS-14	(4)	\$ 126,958	\$ (507,832)
International Trade Specialists	Washington D.C.	GS-13	(4)	\$ 107,435	\$ (429,740)
International Trade Specialists	Washington D.C.	GS-12	(2)	\$ 90,350	\$ (180,700)
Management and Program Analysts	Washington D.C.	GS-11	(3)	\$ 75,377	\$ (226,131)
International Trade Specialists	Washington D.C.	GS-09	(6)	\$ 62,303	\$ (373,818)
Subtotal			(22)		\$ (2,172,598)
Less Lapse	20%		4		\$ 434,520
Total Full-time permanent:			(18)		\$ (1,738,078)
2018 Pay Adjustment	1.9%				\$ (33,023)
Subtotal			(18)		\$ (1,771,101)
Total					\$ (1,771,101)

Personnel Data

Full-time Equivalent Employment	
Full-time permanent	(3)
Other than full-time permanent	0
Total	(3)
Authorized Positions:	
Full-time permanent	(22)
Other than full-time permanent	0
Total	(22)

PROGRAM CHANGE DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Program Consolidations, Eliminations, Re-Prioritizations

Object Class		FY 2018 Decrease
11	Personnel compensation	
11.1	Full-time permanent	(\$1,771)
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	(39)
11.8	Special personnel services payments	0
11.9	Total personnel compensation	(1,810)
12	Civilian personnel benefits	(621)
13	Benefits for former personnel	0
21	Travel and transportation of persons	(478)
22	Transportation of things	(61)
23.1	Rental payments to GSA	(233)
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	(9)
24	Printing and reproduction	(63)
25.1	Advisory and assistance services	0
25.2	Other services	(2,629)
25.3	Purchases of goods & services from Gov't accounts	(161)
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	(28)
31	Equipment	(30)
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	(1,300)
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	(7,423)

This Page Intentionally Left Blank

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

DoC Objective

Increase opportunities for U.S. companies by opening markets globally

	2016 Actual		2017 Estimate		2018 Base		2018 Estimate		Increase/ (Decrease) Personnel	Amount
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount		
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0

Increase U.S. exports by broadening and deepening the U.S. exporter base

Increase high-impact inward foreign direct investment in the United States

Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements

Total

Pos./BA	351	78,996	351	78,863	351	80,131	380	88,500	29	8,369
FTE/Obl.	296	79,560	303	85,099	335	80,131	357	88,500	22	8,369
Pos./BA	351	78,996	351	78,863	351	80,131	380	88,500	29	8,369
FTE/Obl.	296	79,560	303	85,099	335	80,131	357	88,500	22	8,369

**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

DoC Objective	2016 Actual		2017 Enacted		2018 Base		2018 Estimate		Increase/ (Decrease) Personnel	Amount
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount		
Increase opportunities for U.S. companies by opening markets globally	0	0	0	0	0	0	0	0	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	0	0	0	0	0	0	0	0	0	0
Increase high-impact inward foreign direct investment in the United States	0	0	0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	0	11	0	0	0	0	0	0	40	0
Total	0	11	0	0	0	0	0	0	40	0
	0	11	0	0	0	0	0	0	40	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: ENFORCEMENT AND COMPLIANCE

For FY 2018, ITA requests a total of \$88,500,000 and 357 FTE for Enforcement and Compliance (including inflationary adjustments of \$1,268,000 and 32 FTE). This request includes two program changes that together total an increase of \$8,369,000 and 22 FTE.

BASE JUSTIFICATION:

Enforcement and Compliance Overview

Enforcement and Compliance (E&C) takes prompt and aggressive 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. More specifically, E&C:

- Promotes a level playing field for U.S. manufacturers, exporters, workers, and farmers by addressing unfairly traded imports and foreign trade barriers;
- Promotes efficient and effective administration of U.S. antidumping (AD) and countervailing duty (CVD) laws through investigations, administrative reviews, suspension agreements, and other AD/CVD proceedings;
- Promotes adoption of disciplines and practices by U.S. trading partners that enhance transparency and impartiality in foreign trade law practices and administration;
- Identifies and addresses foreign government subsidy programs that unfairly disadvantage U.S. exporters competing overseas;
- Monitors, investigates, evaluates, and works to secure foreign government compliance with international trade agreements, so that American workers, industries, and firms can derive the intended benefits;
- Negotiates non-tariff-barrier (NTB) trade agreement disciplines that focus on ending unfair treatment of U.S. manufacturers, service providers, and investors in key foreign markets;
- Represents and advocates on behalf of U.S. industry interests with regard to the exercise and enforcement of U.S. rights under bilateral and multilateral trade agreements, including through interagency mechanisms; and,
- Administers the Foreign Trade Zones (FTZ) program and other import programs that support U.S. jobs.

AD/CVD Operations vigorously enforces U.S. trade laws by conducting AD/CVD investigations; administrative reviews; new shipper reviews; sunset reviews; changed circumstances reviews; and, scope and anti-circumvention inquiries within statutory and/or regulatory time limits. AD/CVD Operations also assists in the explanation and defense of E&C determinations, all of which are subject to judicial review in U.S. courts and before World Trade Organization (WTO) and North American Free Trade Agreement (NAFTA) Panels.

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. Investigations vary widely in scope and complexity; each investigation requires:

- Intensive analysis of information provided by the petitioning U.S. industry to determine whether the legal standards for the initiation of an investigation have been satisfied;
- Preparation of extensive questionnaires sent to the relevant foreign governments and/or industry, requesting detailed (and, in most instances, proprietary) information about foreign government subsidy programs and the distribution of benefits, or individual firms pricing and selling practices, corporate structures, affiliations, and production costs;
- Analysis of questionnaire responses and on-site verification of such responses in the foreign country at the relevant national, provincial, and local government sites or company offices and, when appropriate, at U.S. affiliate offices and production facilities;
- Calculation of subsidy rates or dumping margins and duty deposit rates;
- Preparation of preliminary and final determinations, including detailed analyses of the information obtained in the investigation and the arguments submitted by the U.S. industry and the affected foreign parties; and,
- Preparation of detailed instructions to Customs and Border Protection (CBP) for implementation and enforcement of E&C's determinations.

E&C performs many of the same steps when it conducts administrative reviews of the AD/CVD orders that result from its investigations. Whereas investigations determine whether imports are being dumped or unfairly subsidized, and estimate the levels of dumping and unfair subsidization, once an investigation has been completed and an order put in place, interested parties may request administrative reviews annually of AD/CVD orders to determine the actual amount of duties that are to be collected to remedy those unfair practices. In FY 2016, E&C issued determinations in 156 AD/CVD administrative reviews.

E&C also conducts several other types of reviews of outstanding AD/CVD orders as required by U.S. law and international obligations, including "new shipper" reviews for exporters that begin shipping to the United States after an AD/CVD order is imposed; periodic "sunset reviews" to determine whether AD/CVD orders should remain in place; and scope and circumvention inquiries to determine whether particular imported products are covered by outstanding AD/CVD orders.

Some importers are increasingly resorting to illegal or inappropriate behavior to avoid or minimize the payment of AD/CVD duties. For example, some importers misreport the country of origin of products subject to AD/CVD orders or establish shell companies to import at lower duties. E&C is elevating its efforts to counter such activities by working collaboratively 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 increased efforts to detect and stop evasion of AD/CVD duties place additional demands on E&C's resources.

In FY 2016, 399 preliminary or final AD/CVD determinations were issued. The number of new investigations has increased steadily over the past several years. New investigations increased from 38 in FY 2013 to 56 in FY 2016. Moreover, the average number of AD/CVD determinations issued during this three-year period was approximately 390 per fiscal year.

Policy and Negotiations (P&N) oversees a variety of activities and policies regarding the negotiation of trade disciplines in international agreements, the administration of the AD/CVD laws and international subsidies disciplines, the negotiation and administration of suspension agreements of U.S. AD/CVD investigations, as well as the improvement of access to export markets for U.S. companies facing a range of foreign government practices and barriers that are inconsistent with international trade rules and agreements.

Major P&N activities include:

Enforcement of U.S. AD/CVD Laws

- *Policy Support for AD/CVD Cases.* Covers the consistent application of policies and procedures in AD/CVD proceedings, while ensuring that broader policy objectives and statutory and international obligations are respected. Policy staff is responsible for analyzing and informing case investigators and decision makers of the potential ramifications on AD/CVD proceedings posed by developments in the WTO and its associated agreements. Staff also supports the Office of the General Counsel in reviewing decisions made by the Court of International Trade, the Court of Appeals for the Federal Circuit, NAFTA dispute settlement panels, WTO dispute settlement panels, and the WTO Appellate Body, in addition to providing analytical support in drafting response briefs in proceedings before such bodies.
- *Accounting Expertise.* Accounting staff prepare extensive questionnaires sent to foreign producers soliciting their production cost information, analysis of questionnaire responses and on site verification of such responses in the foreign country, calculation of dumping margins, and the preparation of preliminary and final determinations including detailed analyses of the information obtained in the investigation and the arguments submitted by the U.S. industry and the affected foreign parties. While the main areas of expertise are cost of production, constructed value, and factors of production calculations, accounting staff are also actively involved in analyzing scope and circumvention inquiries, enforcing suspension agreements, providing support to U.S. companies in defense of foreign trade remedy investigations, and addressing other technical accounting-related issues. In FY 2016, the accounting staff worked on over 170 AD investigations and reviews.
- *Petition Counseling.* Petition Counseling and Analysis unit (PCAU) staff provide information to U.S. parties about remedies available under U.S. trade law and provides support and counseling to any party that is considering filing an AD or CVD petition. PCAU information, counseling, and support are available to all U.S. businesses, workers and industry associations that have questions about remedies available under the trade laws. Particular attention is paid to small businesses that may find the petition process difficult to comprehend, or may be unable to afford the assistance of outside trade counsel to develop and file a successful petition that meets the legal requirements for the initiation of an investigation. E&C continues to expand outreach efforts to U.S. industries and workers, including with SMEs that may be unfamiliar with the remedies and rights available under trade laws or international trade agreements. In FY 2016, 655 petition counseling sessions were conducted with a wide variety of parties.

- *Self-Initiation of AD/CVD Cases.* U.S. law specifies that a CVD or an AD investigation, respectively, shall be initiated whenever the administering authority determines, from information available to it, that a formal investigation is warranted into the question of whether the elements necessary for the imposition of a duty exist. Normally, such information is brought to Commerce in the form of a petition filed by representatives of the industry that may be injured by imports of dumped or subsidized goods. However, the law also permits that in certain circumstances, the administering authority (i.e., E&C) may deem it appropriate to initiate an investigation on its own authority based on available information. E&C is building capacity to more fully utilize self-initiation as well as to expand industry outreach to better address situations where self-initiation may be an appropriate tool.
- *Bilateral AD/CVD Agreements.* E&C is responsible for the negotiation and administration of AD and CVD suspension agreements (agreements between Commerce and the foreign government or respondent companies which suspend the underlying investigations) and other bilateral agreements. E&C also administers various existing suspension agreements with Russia, Ukraine, Mexico, and Argentina, covering products such as steel, uranium, sugar, tomatoes, and lemon juice. Administering agreements includes such responsibilities as calculating and monitoring export limits and reference prices and calculating normal values, or “minimum prices,” for signatory producers/exporters. Responsible staff also conducts five-year sunset reviews of the suspension agreements and any requested administrative reviews.

Trade Negotiations & Agreement Implementation and Compliance. E&C leads negotiating efforts relating to WTO AD rules and works closely with the Office of the United States Trade Representative (USTR) on negotiations relating to a broad range of non-tariff issues such as subsidies and countervailing measures, including fish subsidies, technical barriers to trade, sanitary and phytosanitary measures, regulatory coherence, customs and trade facilitation, import licensing, government procurement, anti-corruption, investment, competition, environment, and labor. In addition, E&C assists USTR and the Department of State in the negotiation of bilateral investment treaties and Free Trade Agreement (FTA) investment chapters. E&C also actively supports implementation of all trade and investment agreements, including through participation in the relevant WTO or FTA Committees and other bilateral or regional policy dialogues. In this capacity, E&C staff help strengthen trade and investment “rules of the road” so that U.S. exporters and investors ensure a more level playing field. E&C experts offer technical knowledge and detailed expertise regarding both the strengths and weaknesses of existing international trade and investment rules and implementation of agreement provisions to ensure more effective agreements and enhanced market access.

Trade Enforcement and Compliance Industry Engagement. E&C conducts outreach to U.S. businesses, workers, and trade associations to raise awareness of trade enforcement and compliance matters, to identify industry trade problems in these areas, and to advertise ITA resources and efforts available to address them. E&C maintains the Department’s self-service trade problem reporting mechanisms (such as ITA’s “report a trade barrier” hotline), regularly engages individual businesses, industry groups, and trade associations on these matters, and is developing new tools to better develop actionable market intelligence concerning enforcement and compliance problems affecting industry. E&C also regularly educates internal U.S. Government (USG) audiences on the importance of trade enforcement and compliance to inform their interaction with their stakeholders, and so that these USG personnel may, as appropriate, contribute expertise to E&C enforcement and compliance problem resolution efforts.

Enforcement Efforts to Address Foreign Trade Barriers and Unfair Trade Practices

- Trade Agreements Compliance Program. E&C works closely with other ITA programs to monitor foreign government implementation of international trade agreements signed with the United States to identify foreign government compliance problems. Working directly with U.S. businesses and trade associations, other Department of Commerce bureaus, and U.S. embassies, E&C investigates potential failures by foreign governments to implement and adhere fully to trade agreements. Once a foreign government-imposed trade barrier is identified, E&C initiates a case and forms a team of experts to reduce or eliminate the barrier, thus opening markets and reinstating or realizing the benefit of the trade agreement for American workers and firms.

In FY 2016, E&C initiated 80 new trade agreements compliance investigations and concluded 49, 33 of them successfully. E&C also works with the USTR Monitoring and Enforcement Unit, which includes representing ITA on USTR task forces, to prioritize potential dispute settlement issues for interagency consideration and to develop cases for formal dispute settlement through the WTO, free trade agreement, or other dispute resolution mechanisms. E&C works in partnership with ITA units to monitor whether existing agreement obligations are sufficient to open foreign markets or to ensure anticipated U.S. industry access to these markets.

- Subsidies Enforcement. E&C staff provides monitoring, analysis, counseling, and advocacy services to U.S. parties harmed by unfair foreign government subsidization and related practices. As directed by law, these activities involve: (1) coordinating U.S. CVD and multilateral subsidies enforcement efforts; (2) assisting the private sector by monitoring and identifying foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and (3) producing an annual report to Congress on subsidy monitoring and enforcement activities. The subsidies enforcement staff has identified, and is currently evaluating, 1,350 foreign subsidies and government support practices, the largest portion of which relate to China. Staff work 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.
- Foreign Trade Remedy Compliance. E&C tracks foreign government use of trade remedies, including AD and safeguard laws, and provides assistance to U.S. companies facing potential obstacles in accessing export markets due to foreign trade remedy cases. E&C works with many U.S. companies targeted by trade remedy actions, including engaging foreign governments when circumstances warrant and, if necessary, assisting USTR in addressing such problems at the WTO. Since 2001, over 180 companies employing over 1.6 million U.S. workers have been assisted by E&C in such cases. Such advocacy efforts helped bring about the successful termination of 31 of these types of measures in FY 2016, keeping open \$390 million in U.S. export markets.
- Trade Agreements Negotiation and Renegotiation. As the Department's representative on U.S. negotiating delegations for non-tariff barrier chapters and disciplines, E&C uses active negotiations to aggressively pursue barriers that have resulted from either the absence of binding commitments or from a lack of clarity in existing agreements. E&C employs its knowledge of problems identified in its trade enforcement activities combined with robust analytical, research, and outreach tools to help the United States negotiate to secure strong, binding trade agreement commitments to which ITA can later hold the trading partner accountable. E&C is developing new tools to more fully understand the material effect of non-tariff barriers on U.S. businesses and how U.S. trade policy can mitigate or end them.

The Steel Import Monitoring and Analysis (SIMA) program, a web-based steel import licensing and monitoring program, provides both government officials and the public with the earliest accurate

information regarding imports of all basic steel mill products. As of June 1, 2016, almost 4 million import licenses have been issued by the web-based system since its inception in March 2003. In mid-2016, to complement the SIMA data available to the public, E&C began publishing country-specific, steel reports that focus on top steel exporting and importing countries' changing patterns of steel trade. The reports represent the first phase of the E&C enhanced steel monitor. The enhanced monitor will help users follow the general trade patterns and better assess the impact that large increased exports create by displacing traditional steel trade patterns.

The Foreign Trade Zones (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.

FTZ staff serves as the operational arm of the interagency FTZ Board, chaired by the Department of Commerce. Under the FTZ Act of 1934 (19 USC 81) and the Board's regulations (15 CFR 400), the Board licenses and regulates FTZs that are administered and operated on a local level. As of the end of 2015, there were over 250 FTZs that sponsor more than 1,000 single-user locations in the United States. In 2015, employment in U.S. foreign-trade zones and subzones exceeded 420,000 persons. The volume of exports leaving U.S. foreign-trade zones amounted to over \$84 billion in 2015.

FTZ Board action in FY 2016 included approvals for two new zones and 16 expansions or reorganizations of existing zones, as well as decisions on 49 requests for manufacturing authority within zones. Under delegated authority, FTZ Board staff processed an additional 191 requests – primarily requests for site designations for individual companies. In addition, the FTZ Act requires the FTZ Board to submit a report annually to Congress summarizing FTZ operations for that year (for which E&C compiles program users' information through a web-based filing system). 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.

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$1.3 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2018 Federal pay raise of 1.9 percent, increases to pay for Locally Employed Staff as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA). The request also includes the cost of E&C's share of the Capital Security Cost Sharing (CSCS) Program payment to the Department of State as well as funds required to support ITA's compliance cybersecurity policy mandates.

PROGRAM CHANGES FOR FY 2018:

Self-Initiation of AD/CVD Investigations, and Enhanced Conduct of AD/CVD Investigations and Administrative Reviews (Base Funding: \$80.1 million and 335 FTE; Program Change:

+\$4.5 million and 22 FTE): ITA requests an increase of \$4.5 million and 22 FTE to: (1) establish a dedicated team to develop the factual information and legal justification to self-initiate AD and CVD investigations; and (2) enhance E&C's ability to investigate and address AD/CVD unfair trade allegations.

Self-initiation of AD/CVD Cases

AD/CVD investigations have traditionally been initiated by Commerce based on petitions filed by representatives of an industry that is believed to be injured by imports of dumped or subsidized goods and alleging with supporting evidence the conditions needed for the imposition of an antidumping or countervailing duty. Commerce also has the authority to self-initiate AD/CVD investigations whenever it determines, from information available to it, that a formal investigation is warranted and that "special circumstances" exist to justify a self-initiation.

Although the authority in U.S. law to self-initiate investigations predates the entry into force of the World Trade Organization (WTO), there have only been three instances of self-initiations since 1980. This is due in part to the law requiring that there be sufficient information meeting the specific statutory requirements for initiation. Specifically, U.S. law requires evidence of dumping or evidence of the necessary legal elements of a countervailable subsidy (*i.e.*, financial contribution provided by or at direction of government and conveying a commercial or financial benefit to a specific firm, industry or group of firms/industries), as well as evidence that the U.S. industry is suffering injury caused by the imports that are alleged to be unfairly traded.

Expanding E&C's capacity through the creation of a dedicated self-initiation team will address the challenge of identifying the potential industries/products for self-initiation and gathering the necessary factual information required under U.S. law. Self-initiation requires extensive prior research and analysis about foreign company pricing practices, foreign government subsidies and U.S. industry and market conditions to amass the information needed to start an investigation. While this is typically done in consultation with an affected U.S. industry, additional resources are needed to identify the potential industries/products for self-initiation and gather/analyze/develop the facts and legal justification which meet the strict statutory criteria of U.S. law. Dedicated self-initiation staff will also engage in direct outreach with U.S. industry groups and partner with ITA's extensive domestic network of offices to provide appropriate information about E&C's AD/CVD activities and capabilities in conjunction with self-initiation. These steps will permit E&C to turn to self-initiation when the circumstances indicate that it might offer the most effective tool to address unfair pricing and subsidization. Examples of circumstances that might make it more difficult for U.S. companies to utilize traditional petition filing include instances where shifting production sources, duty evasion or circumvention have resulted in the source of imports changing more quickly than the industry can submit new petitions; situations where the U.S. industry is highly fragmented; and, instances where the threat of retaliation by the exporting country influences a company's or industry's decision to pursue trade remedies. These situations may warrant the bringing of AD/CVD cases under Commerce's own authority.

Enhanced AD/CVD Investigations and Administrative Reviews

At current funding and staffing levels, when determining the level of dumping and/or unfair subsidization in its investigations and reviews, E&C must limit the number of companies it individually examines even in cases where hundreds of foreign companies are subject to a proceeding. Expanding staffing levels will enable E&C to increase the number of individual companies it may examine, as well as the frequency of on-site verifications of the information

supplied by foreign exporters responding to E&C questionnaires. It will also allow for more in-depth analyses of the alleged unfair trade practices than is currently feasible under the time limits required by law, and to better identify instances of possible circumvention.

U.S. industries seeking vigorous and effective relief from unfair trade practices by competitors under the U.S. AD/CVD laws have expressed concern over the Department's resource constraints in this regard. Analyst staffing levels have dropped from a high of around 160 over a decade ago to about 120 today, yet workload has increased. E&C issues, on average, about 400 AD/CVD determinations every year. As of early May 2017, E&C initiated 44 new investigations. In comparison, the Department initiated full year totals of 56, 62, and 52 investigations in fiscal years 2016, 2015, 2014, respectively. With an increasing workload and a near record low in the number of case analysts, E&C currently has limited ability to increase the number of companies it individually examines. The requested increase in funding and staff will increase capacity to handle greater workload.

Expanding staffing levels should also enable E&C to increase the number of companies for which it can conduct on-site verifications. While verifications, by law, are always conducted for investigations, they are only mandatory every three years for administrative reviews. For the intervening years in administrative reviews where verification is not mandatory, E&C can verify when it determines that good cause exists. Resource constraints, however, have limited E&C's ability to verify as frequently as it would like, resulting in E&C relying too often on unverified data submitted by companies for its dumping and subsidy analysis. U.S. industries have expressed concern about this and the increase in funding would permit E&C to expand the number of non-mandatory verifications it conducts, in turn, encouraging foreign respondents to submit accurate and complete data. Moreover, the additional resources would allow E&C staff to conduct those verifications more vigorously by increasing the number of analysts and accountants at the verifications and/or dedicating more time for them. This would increase E&C's ability to detect and expose practices foreign companies employ to circumvent or evade our AD/CVD measures.

Additional resources will also support deepened coordination with other government agencies such as Customs and Border Protection (CBP) and Immigration and Customs Enforcement (ICE), leading to more robust duty collections and the identification of evasion and circumvention efforts by foreign exporters. E&C works very closely with CBP and ICE to enforce the AD/CVD laws. To enhance those efforts, in 2006, E&C established a Customs Liaison Unit (CLU) within E&C Operations to facilitate the accurate collection and assessment of AD/CVD duties and to serve as the main conduit between E&C and CBP/ICE on fraud and evasion matters related to AD and CVD proceedings. To that end, E&C's CLU meets regularly with CBP and ICE to address open issues and explore avenues of further coordination and collaboration. As a result of this coordination, E&C has been able to alert CBP and ICE more quickly of attempts E&C has uncovered of parties trying to circumvent AD/CVD orders, bringing the circumventing merchandise under the scope of the relevant orders expeditiously. The increase in funding and FTEs will allow E&C to enhance our ability to detect and eliminate the circumvention of our orders.

Strengthening ITA's Enforcement & Compliance (E&C) Programs (Base Funding: \$80.1 million and 335 FTE; Program Change: +\$3.9 million and 0 FTE): With the goal of maximizing domestic competitiveness, E&C takes prompt and effective action against foreign unfair trade practices that harm, or threaten harm to, U.S. industries and workers. ITA requests an increase of \$3,869,000 to annualize the increased funding and additional AD/CVD staff hired in FY 2016 and FY 2017.

Performance Goals and Measurement Data:

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of AD/CVD determinations issued within statutory and/or regulatory deadlines	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	95%	91%	91%	91%	91%	91%	91%
Without Change	95%	91%	91%	91%	91%	91%	91%
Description: This measure captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper, and changed circumstance reviews), and scope and circumvention inquiries conducted pursuant to U.S. laws and regulations. The measure will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of antidumping and countervailing duty cash deposit and liquidation instructions issued accurately to U.S. Customs & Border Protection (CBP)	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	99%	86%	86%	86%	86%	86%	86%
Without Change	99%	86%	86%	86%	86%	86%	86%
Description: This measure captures the accuracy of cash deposit and liquidation instructions issued by E&C to Customs and Border Protection (CBP) to ensure collection of appropriate and accurate duties for merchandise subject to antidumping and countervailing duty proceedings.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of antidumping and countervailing duty cash deposit and liquidation instructions issued timely to U.S. Customs & Border Protection (CBP)	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	93%	88%	88%	88%	88%	88%	88%
Without Change	93%	88%	88%	88%	88%	88%	88%
Description: This measure captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate duties for merchandise subject to antidumping and countervailing duty proceedings.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of identified foreign trade remedy proceedings affecting and of interest to U.S. parties that are addressed through informal/formal intervention or dispute settlement	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	92%	90%	90%	90%	90%	90%	90%
Without Change	92%	90%	90%	90%	90%	90%	90%
Description: This measure reports on the E&C's success of addressing trade remedy actions undertaken by foreign governments including countervailing duty, antidumping, and safeguard proceedings involving U.S. interests. The misuse of trade remedy actions by foreign administering authorities can limit or entirely eliminate market opportunities for U.S. exports. E&C's advocacy as reflected by this measure helps to ensure that U.S. companies are given fair treatment under national trade remedy laws and international agreements.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Number of AD/CVD petition counseling sessions	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	655	298	298	298	298	298	298
Without Change	655	298	298	298	298	298	298
Description: In FY 2016, Enforcement and Compliance (E&C) implemented a new measure that captures all E&C petition counseling assistance to U.S. companies and their workers, including counseling resulting from contacts initiated by companies or their workers and E&C outreach to U.S. companies. Such counseling improves the understanding of and access to the U.S. unfair trade laws dealing with injurious dumping and foreign government subsidies that can impede the competitiveness of U.S. companies and workers. After discussions with E&C's Petition Counseling and Analysis Unit, whether or not a U.S. industry ultimately files an AD or CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of identified unfair trade practices affecting U.S. parties addressed through informal/formal intervention or dispute settlement	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	27%	22%	22%	22%	22%	22%	22%
Without Change	27%	22%	22%	22%	22%	22%	22%
Description: This measure records E&C efforts regarding subsidies-related unfair foreign trade practices (UTPs) that may harm the interests of U.S. industries in domestic and international markets that are addressed through bilateral, WTO (World Trade Organization), or other multilateral consultations and negotiations. Performance of the measure depends to a significant extent on WTO-related avenues for addressing UTPs, and therefore, can fluctuate according to WTO activity cycles. Some key venues in the WTO for addressing UTPs include the Subsidies Committee, the Trade Policy Reviews, and Accession negotiations – the scheduling for which is determined by the WTO Secretariat. UTPs are also often addressed through discussions that take place on the margins of these more formal meetings or in other bilateral context.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percentage of FTZ Board authorizations completed in advance of regulatory timeframes	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	92%	92%	92%	92%	92%	92%	92%
Without Change	92%	92%	92%	92%	92%	92%	92%
Description: This measure captures E&C’s ability to respond to the trade community and assess new applications, which expand the physical boundary or scope of manufacturing activity occurring within approved zones space. FTZs can provide customs and logistical savings to help encourage activity in the U.S. in competition with facilities abroad.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Number of trade agreement compliance cases resolved successfully	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	33	34	35	36	37	37	37
Without Change	33	34	35	36	37	37	37
Description: This measure provides the number of successful case conclusions (usually barriers removed) in trade agreements compliance cases, i.e., agreement relevant cases where E&C staff are the responsible Issue Experts. The measure tends to fluctuate over time as the outcome is dependent on the actions by sovereign nations. In an effort to continue to strengthen performance outcomes, ITA is in the process of implementing a cross-unit, integrated performance measure in this area that will incorporate the contribution to outcomes from all three operational units. This measure will be reflected in a future budget request.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percentage of compliance and market access cases initiated that are reviewed for Agreement Relevancy within the established time frame	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	100%	90%	90%	90%	90%	90%	90%
Without Change	100%	90%	90%	90%	90%	90%	90%
Description: This measure captures the timely analysis and determination of whether a compliance and market access (C&MA) case is subject to a Relevant Agreement for cases in which E&C staff are responsible Issue Experts. E&C Issue Experts have 10 business days in which to examine a possible trade barrier, comparing it with any trade agreement obligation and determining if an agreement is “relevant to helping to solve the case.” Making this determination is an important basis for forming an Action Plan, since it may or may not provide leverage to help carry out the plan. This determination also dictates if the trade barrier will be termed a “compliance” case. Cases for which the agreement expert has reviewed the facts obtained and has determined that sufficient information is not yet available, will be marked pending while additional information is being obtained, extending the initial 10-day period for examination.							

PROGRAM CHANGE PERSONNEL DETAIL
(Dollar amount in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Self-Initiation of AD/CVD Investigations, and Enhanced Conduct of AD/CVD Investigations and Administrative Reviews

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
AD/CVD Case Analyst	Washington D.C.	GS-12	6	\$ 90,350	\$ 542,100
AD/CVD International Economist	Washington D.C.	GS-12	2	\$ 90,350	\$ 180,700
AD/CVD Staff Accountant	Washington D.C.	GS-12	3	\$ 90,350	\$ 271,050
AD/CVD Case Analyst	Washington D.C.	GS-11	6	\$ 75,377	\$ 452,262
AD/CVD Policy Analyst	Washington D.C.	GS-11	2	\$ 75,377	\$ 150,754
AD/CVD SAS Info Tech Specialist	Washington D.C.	GS-11	1	\$ 75,377	\$ 75,377
AD/CVD Case Analyst	Washington D.C.	GS-09	6	\$ 62,303	\$ 373,818
AD/CVD Policy Analyst	Washington D.C.	GS-09	2	\$ 62,303	\$ 124,606
AD/CVD Customs Border Protection Liaison	Washington D.C.	GS-09	1	\$ 62,303	\$ 62,303
Subtotal			<u>29</u>		<u>\$ 2,232,970</u>
Less Lapse	25%		<u>(7)</u>		<u>\$ (558,243)</u>
Total Full-time permanent:			22		\$ 1,674,727
2018 Pay Adjustment	1.9%				\$ 31,820
Subtotal			22		\$ 1,706,547
Total					\$ 1,706,547
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			29		
Other than full-time permanent			0		
Total			<u>29</u>		

PROGRAM CHANGE DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Self-Initiation of AD/CVD Investigations, and Enhanced Conduct of AD/CVD Investigations and Administrative Reviews

Object Class		FY 2018 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$1,707
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	20
11.8	Special personnel services payments	0
11.9	Total personnel compensation	<u>1,727</u>
12	Civilian personnel benefits	574
13	Benefits for former personnel	0
21	Travel and transportation of persons	226
22	Transportation of things	104
23.1	Rental payments to GSA	365
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	14
24	Printing and reproduction	39
25.1	Advisory and assistance services	0
25.2	Other services	602
25.3	Purchases of goods & services from Gov't accounts	751
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	47
31	Equipment	51
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	<u>4,500</u>

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Strengthening ITA's Enforcement & Compliance (E&C) Programs

Object Class		FY 2018 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$1,420
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	15
11.8	Special personnel services payments	0
11.9	Total personnel compensation	1,435
12	Civilian personnel benefits	462
13	Benefits for former personnel	0
21	Travel and transportation of persons	235
22	Transportation of things	0
23.1	Rental payments to GSA	432
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	17
24	Printing and reproduction	36
25.1	Advisory and assistance services	0
25.2	Other services	186
25.3	Purchases of goods & services from Gov't accounts	1,066
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	0
31	Equipment	0
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	3,869

Note: FTE associated with this increase are captured under Inflationary changes. (page ITA -34)

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

DoC Objective

Increase opportunities for U.S. companies by opening markets globally

Increase U.S. exports by broadening and deepening the U.S. exporter base

Increase high-impact inward foreign direct investment in the United States

Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements

	2016 Actual		2017 Estimate		2018 Base		2018 Estimate		Increase/ (Decrease)
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Pos./BA	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0
Pos./BA	1,047	290,429	1,047	289,941	1,047	293,070	895	251,584	(152)
FTE/Obl.	963	297,787	949	301,425	949	302,426	813	260,940	(136)
Pos./BA	27	10,000	27	9,983	27	10,064	27	8,064	0
FTE/Obl.	25	9,217	21	9,983	21	10,064	21	8,064	0
Pos./BA	63	24,000	63	23,960	63	24,149	63	24,149	0
FTE/Obl.	60	22,617	60	24,634	60	24,149	60	24,149	0
Total	1,137	324,429	1,137	323,884	1,137	327,283	985	283,797	(152)
FTE/Obl.	1,048	329,621	1,030	336,042	1,030	336,639	894	293,153	(136)

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

Activity: Subactivity: Global Markets	DoC Objective	2016 Actual		2017 Enacted		2018 Base		2018 Estimate		Increase/ (Decrease)
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Increase opportunities for U.S. companies by opening markets globally	Pos/BA FTE/Obl.	0	0	0	0	0	0	0	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos/BA FTE/Obl.	18	15,508	18	12,209	18	12,209	18	12,209	0
Increase high-impact inward foreign direct investment in the United States	Pos/BA FTE/Obl.	0	0	0	700	0	700	0	700	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos/BA FTE/Obl.	18	11,531	18	13,000	18	13,000	18	13,000	0
Total		36	27,039	36	25,909	36	25,909	36	25,909	0
		28	27,039	31	25,909	31	25,909	31	25,909	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: GLOBAL MARKETS

For FY 2018, ITA requests \$283,797,000 and 894 FTE for Global Markets (GM) (including inflationary adjustments of \$3,399,000 and 0 FTE). This funding includes a decrease of \$43,486,000, and 136 FTE.

BASE JUSTIFICATION:

Global Markets Overview

Through its network of trade and investment professionals located around the world and across the United States, GM facilitates U.S. exports and inward investment by:

- Leveling the international playing field for American businesses and workers;
- Addressing market barriers and unfair trading practices, so small and medium-sized enterprises (SMEs) can compete in the global marketplace;
- Linking U.S. exporters to global opportunities and distribution channels, especially for SMEs; and
- Attracting inward investment into the United States.

The Department depends on GM domestic and overseas networks to:

- Ensure every qualified U.S. exporter receives standardized, cost-effective, and high-quality support in gaining access to markets and identifying business partners overseas;
- Attract foreign investors to the United States through its global network and industry expertise to create good-paying U.S. jobs;
- Ensure U.S. companies are able to compete for foreign-government procurements on a level playing field; and,
- Identify trade barriers and issues of non-compliance.

As of February 15, 2017, GM had 1,544 positions, including 253 members of the U.S. Foreign and Commercial Service, 765 overseas locally employed staff and 526 General Schedule (GS) employees. GM assists U.S. exporters, foreign buyers, and inward investment clients currently through a network of 119 offices in 78 countries, and 108 domestic locations.

GM promotes U.S. job and export growth by tackling tariff and non-tariff barriers in foreign markets. GM staff in the United States and at embassies and consulates abroad work with ITA/I&A and ITA/E&C staff, USTR, and other relevant USG agencies to ensure that global trading partners fulfill bilateral and multilateral trade commitments to the United States. Through extensive engagement with U.S. industry and proactive monitoring of trade legislation activity worldwide, GM has the capacity to resolve market access barriers that impede U.S. business, and works directly on the ground in markets to help exporters identify and take advantage of the resulting opportunities. In addition to assisting companies/industries experiencing specific barriers, GM staff identifies and works to reduce unfair foreign technical and standards regulations, product standards, and testing and certification procedures that hamper U.S. exports, or which lead to unnecessary and duplicative costs for U.S. exporters. Finally, GM identifies areas of potential collaboration between the United States and our global trading partners to resolve third-country market access issues.

GM helps U.S. exporters identify opportunities, clarify overseas local regulations and standards,

resolve disputes with foreign local governments, and counsels companies on the best strategies to succeed in overseas markets. GM's on-the-ground staff brings together foreign buyers and U.S. exporters through targeted business-to-business interactions and representation at trade shows and fairs, trade events, product launches, and technical seminars. GM conducts advocacy on behalf of U.S. firms by providing official U.S. government support for U.S. companies bidding on government contracts in overseas markets and helps clients overcome market barriers. The program also works to identify and attract potential investors into the United States.

GM operates ITA's domestic offices known as U.S. Export Assistance Centers (USEACs), which focus on meeting the exporting needs of SMEs. Working in tandem with the International Field, as well as ITA country and industry experts, GM encourages U.S. companies to start, broaden, or deepen participation in the global marketplace to support and expand U.S. jobs. Specialists help 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. They help educate U.S. firms to ensure they are aware of their rights, obligations, and opportunities in foreign markets.

ITA's Advocacy Center (AC) is also led by GM. The AC works to support U.S. exporters seeking contracts with foreign governments. The AC does this by encouraging procuring governments to buy U.S. sourced goods and services. As foreign governments often lobby forcefully in support of products from their own countries and companies, the AC works to counteract these efforts and influence decisions favorable to U.S. exporters and U.S. job creation and sustainment. The AC does this by vetting companies and projects, then promoting and coordinating efforts of U.S. embassies and Executive Branch agencies and leadership to communicate a "Buy American" message and support U.S. jobs. For example, the AC leads the Defense Advocacy Working Group which coordinates USG efforts across DOD, DOS, and Commerce to promote U.S. exports that meet national security, security cooperation, and commercial goals with our partners and allies. In fact, one-third of AC cases are for defense exports. The AC has helped U.S. exports worth between \$31 billion and \$57 billion in each of the past seven years.

GM helps ITA fulfill its mission of attracting foreign direct investment (FDI) into the United States by utilizing its global network of trade specialists. Through its "SelectUSA" activity, GM coordinates with more than 20 federal agencies and partners and works with state and local economic development organizations to promote the United States as the best market for investment in the world. SelectUSA provides an information clearinghouse for the global investment community, an ombudsman for investors, and serves as a partner and advocate for U.S. cities, states, tribes, and regions.

GM also supports ITA's role as the lead partner in providing services and support to states, non-profits, and private organizations that help U.S. exporters succeed internationally. Strengthening partnerships across all levels of government with non-profits and private organizations through joint planning, GM leverages resources and provides the unique ability to align priorities and increase coordination and collaboration across government.

INFLATIONARY ADJUSTMENTS:

GM anticipates a net cost increase of 0 FTE and \$3.4 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2018 Federal pay raise of 1.9 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA). The request also includes the cost of GM's share of the Capital Security Cost Sharing (CSCS) Program payment to the Department of State as well as funds required to support ITA's compliance with cybersecurity policy mandates.

PROGRAM CHANGES FOR FISCAL YEAR 2018:

ITA is developing and implementing plans to transform ITA operations to strengthen outcomes, improve efficiency, and meet trade and investment priorities. ITA's transformational actions will be rooted in maximizing the delivery of ITA's full value to clients, providing timely and actionable information and service to U.S. business (especially SMEs), eliminating or reducing lower-priority functions and activities, strengthening higher priority activities, and modernizing information management.

As part of this effort, GM will rescale its operations while at the same time improving productivity and efficiency. Among other actions, GM will reduce spending in satellite locations in several countries and U.S. states. Though reduced in number, GM will preserve a strong network of offices so that U.S. exporters, particularly SMEs, continue to have adequate access to the support and services delivered by ITA. Maintaining a robust and effective global network is acutely important as GM continues to support trade enforcement and compliance activities.

With respect to the budget, GM will:

Rescale Export Promotion and Trade Analysis Efforts (Base Program: \$327.3 million and 1,030 FTE; Program Change: -\$43.5 million and -136 FTE):

- Rescale the international network. GM will reduce locally-employed staff (LES) by approximately 100 positions and Commercial Service Officers by approximately 38 positions. An estimated 35 overseas offices will close.
- Rescale the domestic network. GM will close an estimated 10 domestic offices and reduce staffing by approximately 30 FTE.
- Rescale headquarters operations. GM will reduce staffing by approximately 28 FTE, and will reduce travel and contract spending, among other areas.

Performance Goals and Measurement Data:

Performance Measure: Number of foreign trade barriers removed, reduced or avoided	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	110	80	78	78	78	88	98
Without Change	110	80	85	85	85	95	105

Description: This indicator captures the results of ITA's efforts to remove trade barriers and open markets to U.S. exports of goods and services. In an effort to continue to strengthen performance outcomes, ITA is in the process of implementing a cross-unit, integrated performance measure in this area that will incorporate the contribution to outcomes from all three operational units. This measure will be reflected in a future budget request.

Performance Measure: Percentage of clients that achieved their export objectives	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	78%	73%	74%	74%	74%	74%	74%
Without Change	78%	73%	75%	75%	75%	75%	75%

Description: This measure evaluates GM's effectiveness in helping companies achieve their export objectives. GM offers U.S. companies a robust set of capabilities to help them achieve their international exporting goals, whether those goals are to set up an overseas distribution channel, gain easier access to challenging markets, or meet additional foreign buyers for their goods. GM focuses on understanding clients' exporting needs, and providing services to meet those needs.

Performance Measure: Number of clients assisted by Global Markets	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	28,692	28,000	22,000	22,000	22,918	23,836	24,754
Without Change	28,692	28,000	28,000	28,000	28,000	28,000	28,000

Description: This indicator illustrates ITA's reach into the U.S. business community. Historical data indicates that over 75 percent of companies assisted are small and medium-sized enterprises.

Performance Measure: Number of Commercial Diplomacy/ Advocacy WINS²	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	472	330	300	300	300	300	300
Without Change	472	330	330	330	330	330	330

Description: This measure captures the results of GM's front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of GM engagement results in the following outcomes for a U.S. company or industry: Reduced/removed/prevented trade barrier; Reduced/removed threat to U.S. business/economic interest; Foreign compliance with a trade agreement; Facilitated an export transaction; or a U.S. company has a signed contract for a foreign procurement.

² This measure reflects, in part, the "Number of Advocacy Wins" cited under Strategic Objective 1.1 in the Department's Strategic Plan. While it incorporates the "Number of Advocacy Wins," the measurement also includes additional policy work not reflected in the "Number of Advocacy Wins" reported for the similar Strategic Plan indicator. Thus, the actual for this indicator may include more (i.e., may be different) than the actual reported for the "Number of Advocacy Wins" in the Strategic Plan.

Performance Measure: Number of investment clients assisted	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	6,072	2,400	2,600	2,600	2,600	2,600	2,600
Without Change	6,072	2,400	2,600	2,600	2,600	2,600	2,600
Description: This measure captures the number of domestic and foreign firms, as well as domestic and foreign Economic Development Organizations, assisted by the Department of Commerce to attract inward investment into the United States.							

Performance Measure: Percentage of clients highly likely to recommend GM assistance	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	86%	82%	83%	83%	83%	83%	83%
Without Change	86%	82%	83%	83%	83%	83%	83%
Description: This indicator illustrates the level of client satisfaction with GM and will be used to improve the quality and efficiency of service delivery.							

PROGRAM CHANGE PERSONNEL DETAIL
(Dollar amount in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Rescale Export Promotion and Trade Analysis Efforts

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
Various	Various CONUS	Various	(40)	\$ 111,068	\$ (4,442,720)
Various	Washington D.C.	Various	(52)	\$ 116,914	\$ (6,079,528)
Subtotal			(92)		\$ (10,522,248)
Less Severance/Leave Payout			6		\$ 1,121,469
Total Full-time permanent:			(86)		\$ (9,400,779)
Subtotal			(86)		\$ (9,400,779)
Locally Engaged Staff	Overseas		(107)	\$ 54,728	\$ (5,855,896)
Subtotal					\$ (5,855,896)
Less Severance/Notice Payment					\$ 2,044,315
Total Full-time permanent:					\$ (3,811,581)
Subtotal					\$ (3,811,581)
Foreign Service Officer	Worldwide	Various	(38)	\$ 159,576	\$ (6,063,888)
Subtotal			(38)		\$ (6,063,888)
Less Severance/Leave Payout	50%		3		\$ 1,254,480
Total Full-time permanent:			(35)		\$ (4,809,408)
Subtotal			(35)		\$ (4,809,408)
Total					\$ (18,021,768)
Personnel Data					
Full-time Equivalent Employment					
Full-time permanent			(132)		
Other than full-time permanent			(4)		
Total			(136)		
Authorized Positions:					
Full-time permanent			(146)		
Other than full-time permanent			(6)		
Total			(152)		

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Rescale Export Promotion and Trade Analysis Efforts

Object Class		FY 2018 Decrease
11	Personnel compensation	
11.1	Full-time permanent	(\$15,368)
11.3	Other than full-time permanent	(2,654)
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	(18,022)
12	Civilian personnel benefits	(7,137)
13	Benefits for former personnel	6,050
21	Travel and transportation of persons	(3,716)
22	Transportation of things	(978)
23.1	Rental payments to GSA	(193)
23.2	Rental Payments to others	(3,000)
23.3	Communications, utilities and miscellaneous charges	(476)
24	Printing and reproduction	0
25.1	Advisory and assistance services	(3,273)
25.2	Other services	(3,387)
25.3	Purchases of goods & services from Gov't accounts	(6,709)
25.4	Operation and maintenance of facilities	(5)
25.5	Research and development contracts	(27)
25.6	Medical care	(20)
25.7	Operation and maintenance of equipment	(1,331)
25.8	Subsistence and support of persons	0
26	Supplies and materials	(238)
31	Equipment	(1,024)
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	(43,486)

This Page Intentionally Left Blank

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

Activity: International Trade Administration
Sub activity: Executive Direction/Administration

	2016 Actual		2017 Estimate		2018 Base		2018 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount		
DoC Objective										
Increase opportunities for U.S. companies by opening markets globally	11	2,241	11	2,237	11	2,276	10	1,977	(1)	
	FTE/Obl.	10	2,382	10	2,488	10	2,222	10	1,923	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	79	15,996	79	15,970	79	16,233	69	14,103	(10)	
	FTE/Obl.	69	15,704	67	17,624	67	15,867	64	13,737	(3)
Increase high-impact inward foreign direct investment in the United States	2	302	2	301	2	301	2	261	0	
	FTE/Obl.	1	301	0	333	0	301	0	261	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	24	4,783	24	4,775	24	4,846	21	4,210	(3)	
	FTE/Obl.	21	4,741	18	5,275	18	4,748	18	4,112	0
Total	116	23,322	116	23,283	116	23,656	102	20,851	(14)	
	FTE/Obl.	101	23,128	95	25,720	23,138	92	20,033	(3)	

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

Activity: Subactivity: Executive Direction/Administration	DoC Objective	2016 Actual		2017 Enacted		2018 Base		2018 Estimate		Increase/ (Decrease)
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Increase opportunities for U.S. companies by opening markets globally	Pos./BA	0	132	0	58	0	58	0	58	0
	FTE/Obl.	0	132	0	58	0	58	0	58	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos./BA	2	946	2	411	2	411	2	411	0
	FTE/Obl.	2	946	2	411	2	411	2	411	0
Increase high-impact inward foreign direct investment in the United States	Pos./BA	0	18	0	8	0	8	0	8	0
	FTE/Obl.	0	18	0	8	0	8	0	8	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos./BA	0	283	0	123	0	123	0	123	0
	FTE/Obl.	0	283	0	123	0	123	0	123	0
Total	Pos./BA	2	1,379	2	600	2	600	2	600	0
	FTE/Obl.	2	1,379	2	600	2	600	2	600	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: EXECUTIVE DIRECTION AND ADMINISTRATION

For FY 2018, ITA requests a total of \$20,551,000 and 92 FTE for Executive Direction and Administration (including inflationary adjustments of \$373,000 and 0 FTE). This request includes one program decrease of \$3,105,000 and 3 FTE.

BASE JUSTIFICATION:

Executive Direction and Administration Overview

The Executive Direction and Administration (ExAd) unit supports both enforcement and compliance with U.S. trade laws, and U.S. trade and investment expansion. ExAd does this through executive leadership; strategic planning to ensure efficient and effective allocation of resources; and the integration and coordination of policy and operations across ITA units.

ExAd oversees budget, financial, and internal control requirements; conducts program and performance evaluation; and, provides centralized strategic and operational management of resources. ExAd also directs information management and information technology strategy; provides development and maintenance services on the platforms that enable the ITA mission and management functions; ensures continuous operation and maintenance of the network infrastructure; provides IT support and training; and, protects the confidentiality, integrity, and availability of the ITA's information systems.

The ExAd budget is organized into the following three main units that support the Management & Corporate Services sub-program under the Operations and Administration appropriation:

- Executive Direction
- The Office of the Chief Financial and Administrative Officer (OCFAO)
- The Office of the Chief Information Officer (OCIO)

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$0.5 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated FY 2018 Federal pay raise of 1.9 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA). The request also includes funds required to maintain ITA's compliance with Administration and Congressional cybersecurity mandates.

SUB-PROGRAM: MANAGEMENT & CORPORATE SERVICES

Executive Direction

Executive Direction includes the Office of the Under Secretary, the Office of the Deputy Under Secretary, and the Trade Promotion Coordinating Committee.

The Offices of the Under Secretary and Deputy Under Secretary provide overall executive leadership to ensure our Nation's economic security and stabilization through: the preparation, determination, and coordination of imperative trade and investment policy; implementation of deliberate strategic priorities that align with Administrative and Departmental priorities; and, the development and implementation of a cross-cutting, government-wide strategy for enforcement of trade laws and federal trade and investment promotion efforts. The work of employees within Executive Direction supports the work of the National Economic Council, the Trade Policy Review Group, and serves other Secretarial level boards, committees, and panels for which the primary focus is international trade and/or investment which help protect America's economic interests against circumstances that may threaten our economy and to advance U.S. business' ability to take full advantage of trade agreements and opportunities in the global marketplace. The office of the Under Secretary also includes public affairs, legislative affairs, and intergovernmental coordination activities.

The Office of the Deputy Under Secretary is responsible for the day-to-day management of ITA to ensure resource allocation is designed to best meet the needs of the public in an accessible and effective manner. Both the Chief Financial and Administrative Officer and the Chief Information Officer report to the Deputy Under Secretary.

The Trade Promotion Coordinating Committee (TPCC) is made up of 20 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. The TPCC is chaired by the Secretary of Commerce and the Under Secretary for International Trade.

The TPCC has four key initiatives: training of government staff across the interagency to ensure awareness of all TPCC agency programs; co-marketing of services across TPCC agencies; integrating multi-agency programs to optimally provide services; and, information sharing through system integration.

TPCC FEDERAL AGENCIES		
Department of Commerce	Department of Energy	Department of the Treasury
Department of State	National Economic Council	United States Trade Representative
Department of Agriculture	Department of the Interior	U.S. Trade and Development Agency
U.S. Agency for International Development	Department of Defense	Council of Economic Advisors
Small Business Administration	Office of Management and Budget	Department of Transportation
Export-Import Bank of the United States	Department of Labor	Overseas Private Investment Corporation
Environmental Protection Agency	U.S. Information Agency	

Office of the Chief Financial and Administrative Officer

The Office of the Chief Financial and Administrative Officer (OCFAO) oversees resources and coordinates program performance evaluation and measurement to ensure ITA's success in achieving strategic goals that deliver services that support American workers and job creation. OCFAO administers and coordinates the bureau's strategic and performance planning; ensures integrated budgeting; establishes and maintains internal controls; provides transparent financial reporting; manages business process improvement; provides accounting services to units; leads employee engagement efforts; designs and executes human capital initiatives; and, oversees administrative aspects of ITA to ensure consistent reporting and application of policy. The office delivers shared-service solutions that provide an integrated framework for cross-unit collaboration among trade specialists, leverage best business practices, and reduce administrative costs. In addition, OCFAO ensures linkages between performance and budgets so that resource requests align with performance outputs and outcomes.

Office of the Chief Information Officer

The Office of the Chief Information Officer (OCIO) provides enterprise-wide leadership for ITA's strategic and operational use of information technology resources. OCIO directs information management and information technology strategy; develops and implements IT policy; manages IT planning activities; oversees IT investments through the capital planning and review process; provides development and maintenance services on the platforms that enable the ITA mission and management functions; ensures continuous operation and maintenance of the network infrastructure; provides IT support and training; and protects the confidentiality, integrity, and availability of the ITA's information systems. In addition, OCIO identifies opportunities where adopting new technology allows for a more automated process that results in increased efficiency and budgetary savings. Further, OCIO manages the sunset of legacy systems while moving to standard configuration of commercial products rather than building custom systems to the maximum extent practicable. Through these enterprise-wide initiatives and purchases, OCIO frees-up acquisition staff, avoids wasteful redundant IT purchases, and saves money through purchasing off government-wide and department-wide contracts.

By providing the necessary IT tools and maintenance, the OCIO provides a platform that ITA employees and customers around the world use to research trade issues, understand trade agreements, and collaborate on export promotion activities. OCIO integrates many of the facets of ITA's organizational efforts into one seamless and unified informational space by managing ITA's global network infrastructure spanning over 70 countries and 200 locations; hosting ITA Central, ITA's enterprise-wide collaborative intranet; and, providing technical leadership and supporting key enterprise systems. These systems include ITA's public facing web infrastructure, which supports ITA outreach and initiatives, and ITA's Customer Relationship Management (CRM) system that provides the ITA workforce with a comprehensive view of all client and customer interactions. OCIO also ensures the security of information and technology assets by operating a comprehensive world-wide cyber security program.

PROGRAM CHANGES FOR FY 2018:

Elimination of Executive Direction Positions to Reflect Administration Priorities (Base Funding: \$23.7 million and 95 FTE; Program Change: -\$3.1 million and 3 FTE): ITA requests a decrease of \$3,105,000 and 3 FTE within Executive Direction and Administration (ExAd) in support of the Administration's budget priorities. Specifically, ITA will eliminate 14 positions distributed across the three components of the ExAd in proportion with the rescaling of operations being undertaken by other ITA program units.

Performance Goals and Measurement Data:

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of Clean Audit Opinion	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	100%	100%	100%	100%	100%	100%	100%
Without Change	100%	100%	100%	100%	100%	100%	100%

Description: This measure illustrates that ITA's finances are presented in conformity with U.S. generally accepted accounting principles and there are no material weaknesses identified within the Department's Audit that are attributable to ITA.

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of the 80-day hiring model deadlines within the bureaus span of control that are met.	2016	2017	2018	2019	2020	2021	2022
	Actual	Target	Target	Target	Target	Target	Target
With Change	80%	80%	80%	80%	80%	80%	80%
Without Change	80%	80%	80%	80%	80%	80%	80%

Description: This measure illustrates the percent of deadlines, as defined by the 80-day hiring model, that ITA meets that are within its control. This number takes into account both the amount of transactions and the overall time taken on them.

PROGRAM CHANGE PERSONNEL DETAIL
(Dollar amount in thousands)

Budget Program: Executive Direction and Administration
Sub-program: Executive Direction and Administration
Program Change: Elimination of Executive Direction Positions to Reflect Administration Priorities

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
Director	Washington D.C.	ES	(1)	\$155,703	\$ (155,703)
Senior Advisor	Washington D.C.	GS-15	(3)	\$ 149,337	\$ (448,011)
Speech Writer	Washington D.C.	GS-14	(1)	\$ 126,958	\$ (126,958)
IT Specialist	Washington D.C.	GS-14	(2)	\$ 126,958	\$ (253,916)
Budget Analyst	Washington D.C.	GS-13	(1)	\$ 107,435	\$ (107,435)
Management and Program Analyst	Washington D.C.	GS-13	(1)	\$ 107,435	\$ (107,435)
IT Specialist	Washington D.C.	GS-13	(2)	\$ 107,435	\$ (214,870)
Management and Program Analyst	Washington D.C.	GS-12	(2)	\$ 90,350	\$ (180,700)
Special Assistant	Washington D.C.	GS-11	(1)	\$ 75,377	\$ (75,377)
Subtotal			(14)		\$ (1,670,405)
Less Lapse	0%		0		\$ -
Total Full-time permanent:			(14)		\$ (1,670,405)
2018 Pay Adjustment	1.9%				\$ (31,738)
Subtotal			(14)		\$ (1,702,143)
Total					\$ (1,702,143)
Personnel Data					
Full-time Equivalent Employment					
Full-time permanent			(3)		
Other than full-time permanent			0		
Total			(3)		
Authorized Positions:					
Full-time permanent			(14)		
Other than full-time permanent			0		
Total			(14)		

PROGRAM CHANGE DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Budget Program: Executive Direction and Administration
Sub-program: Executive Direction and Administration
Program Change: Elimination of Executive Direction Positions to Reflect Administration Priorities

Object Class		FY 2018 Decrease
11	Personnel compensation	
11.1	Full-time permanent	(\$1,702)
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	(16)
11.8	Special personnel services payments	0
11.9	Total personnel compensation	<u>(1,718)</u>
12	Civilian personnel benefits	(595)
13	Benefits for former personnel	0
21	Travel and transportation of persons	(200)
22	Transportation of things	(50)
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	(9)
24	Printing and reproduction	(19)
25.1	Advisory and assistance services	0
25.2	Other services	(277)
25.3	Purchases of goods & services from Gov't accounts	(189)
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	(23)
31	Equipment	(25)
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	<u>(3,105)</u>

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

Activity: International Trade Administration
Subactivity: Survey of International Air Travelers

Program	2016 Estimate		2017 Estimate		2018 Base		2018 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Increase opportunities for U.S. companies by opening markets globally	0	0	0	0	0	0	0	0	0	5,000
	FTE/Obl.		0	0	0	0	0	0	0	5,000
Increase U.S. exports by broadening and deepening the U.S. exporter base	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.		0	0	0	0	0	0	0	0
Increase high-impact inward foreign direct investment in the United States	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.		0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.		0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0	5,000
	FTE/Obl.		0	0	0	0	0	0	0	5,000

This Page Intentionally Left Blank

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: SURVEY OF INTERNATIONAL AIR TRAVELERS

For FY 2018, ITA requests a total of \$5,000,000 and 0 FTE for the Survey of International Air Travelers (SIAT).

BASE JUSTIFICATION:

This is a new program for FY 2018.

PROGRAM CHANGES FOR FY 2018:

ITA proposes that \$5 million in fee revenues currently collected from the surcharge on international travelers utilizing the Electronic System for Travel Authorization (ESTA) be redirected to fund the SIAT. The SIAT gathers statistical data about air passenger travelers in the U.S.-overseas and Mexican air markets, and for U.S. travelers going abroad.

The SIAT is the only source for international travel statistics, including traveler spending, destinations visited, purpose of trip (e.g. medical and education), and other key traveler characteristics. States, travel destinations, and travel businesses rely upon this data for market intelligence. Survey data benefits the travel industry, making ESTA fee revenue an appropriate funding mechanism.

SIAT data is also used for a variety of purposes across the Federal Government in support of travel and tourism policy and economic growth benefitting this industry sector. SIAT data is used to measure the contribution of international travel to the economy for travel exports and imports (i.e., the balance of trade). Data is used by Department of State and Department of Homeland Security (DHS) to forecast staffing needs at embassies/consulates and ports of entry to facilitate and improve the visitor experience.

This new program will support the SIAT at a level which will facilitate more country-specific travel data, and enable a greater number of states and localities to obtain targeted travel information pertinent to them in support of travel and tourism expansion and job-creation strategies. The program will also enable a more robust sample dataset for the private sector in analyzing business opportunities and market shifts to keep U.S. business competitive in the global marketplace. In addition, the program is expected to attract a larger pool of contractors to administer the survey collection, increasing competition, and utilizing data collection approaches that could provide economies of scale and greater efficiency.

SIAT produces products annually on overseas (except Canadian) and Mexican visitors:

- Summary destination & traveler characteristics data;
- Country reports;
- State and city analytical products; and,
- Custom reports will be produced on request.

Performance Goals and Measurement Data:

Performance Goal: Number of Destinations Visited Estimates (Overseas to States/Territories)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	n/a	n/a	31	31	31	31	31
Without Change	n/a	n/a	0	0	0	0	0
Description: This indicator represents the number of states and territories that will receive statistically reliable information on the number of visitors to that jurisdiction from overseas countries, as well as the characteristics and revenue received (exports) from these visitors. This is the number of states and territories that will then be able to assess the revenues and jobs created by travel and tourism to their jurisdiction. Additional destination data will mean more states and travel businesses will be able to justify entering the international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based upon this research. Furthermore, existing states will have more information on their visitors, which will enable them to more effectively select markets to focus on and to expand into new markets.							

Performance Goal: Number of Destinations Visited Estimates (Overseas to Cities)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	n/a	n/a	46	46	46	46	46
Without Change	n/a	n/a	0	0	0	0	0
Description: This indicator represents the number of cities that will receive statistically reliable information on the number of visitors to that jurisdiction from overseas countries, as well as the characteristics and revenue received (exports) from these visitors. This is the number of states and territories that will then be able to assess the revenues and jobs created by travel and tourism to their jurisdiction. Additional destination data will mean more cities and travel businesses will be able to justify entering the international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based on this research. Furthermore, existing states will also have more information on their visitors, which will enable them to more effectively, select markets to focus on, to expand into new markets, and to identify new partners.							

Performance Goal: Number of Source Markets Reported (Overseas Countries)	FY 2016 Actual	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target	FY 2021 Target	FY 2022 Target
With Change	n/a	n/a	42	42	42	42	42
Without Change	n/a	n/a	0	0	0	0	0
Description: This indicator represents the number of countries for which a top market report, outlining the number of visitors, their characteristics and revenues generated (exports) can be produced. This is the number of countries for which market intelligence for travel and tourism export potential and export value can be reported. Additional countries mean more localities and travel businesses will be able to justify expanding into other international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based upon this research. It will also mean ITA will have additional market research to use in providing the consultation services to U.S. businesses interested in expanding into additional markets.							

PROGRAM CHANGE DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Budget Program: Survey of International Air Travelers
Sub-program: Survey of International Air Travelers
Program Change: Survey of International Air Travelers

Object Class		FY 2018 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$0
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	0
12	Civilian personnel benefits	0
13	Benefits for former personnel	0
21	Travel and transportation of persons	0
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	40
25.1	Advisory and assistance services	0
25.2	Other services	4,960
25.3	Purchases of goods & services from Gov't accounts	0
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	0
31	Equipment	0
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	5,000

This Page Intentionally Left Blank

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

Object Class	2018				Increase/ (Decrease)
	Actual	Enacted	Adjustments to Base	Estimate	
11 Personnel compensation					
11.1 Full-time permanent	160,963	161,856	4,008	165,864	(20,749)
11.3 Other than full-time permanent	27,779	28,314	(275)	24,589	(3,450)
11.5 Other personnel compensation	9,848	10,130	0	10,110	(20)
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	198,590	200,300	3,733	179,814	(24,219)
12 Civilian personnel benefits	73,550	76,895	526	67,876	(9,545)
13 Benefits for former personnel	1,490	1,600	18	7,668	6,050
21 Travel and transportation of persons	15,513	15,520	(1,133)	11,704	(2,683)
22 Transportation of things	5,007	5,000	(1,276)	4,089	365
23.1 Rental payments to GSA	19,936	19,544	368	19,912	371
23.2 Rental payments to others	10,898	11,000	220	8,220	(3,000)
23.3 Communications, utilities and miscellaneous charges	9,328	10,049	107	9,693	(463)
24 Printing and reproduction	2,168	1,581	31	1,645	33
25.1 Advisory and assistance services	14,339	19,434	(1,706)	14,455	(3,273)
25.2 Other services	18,425	20,113	(2,196)	17,917	18,043
25.3 Purchase of goods and services from Gov't accounts	98,517	101,791	(8,391)	93,400	(454)
25.4 Operations and maintenance of facilities	28	29	0	24	(5)
25.5 Research and development contracts	788	159	2	134	(27)
25.6 Medical Care	92	120	2	102	(20)
25.7 Operations and maintenance of equipment	7,849	7,900	119	6,688	(1,331)
25.8 Subsidies and support of persons	342	600	0	600	0
26 Supplies and materials	3,538	3,410	68	3,478	(242)
31 Equipment	8,593	9,250	152	8,374	(1,028)
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	1,756	1,300	0	1,300	(1,300)
42 Insurance claims and indemnities	0	0	0	0	0
43 Interest and dividends	2	0	0	0	0
44 Refunds	0	0	0	0	0
81 Advances	0	0	0	0	0
99 Total Direct Obligations	490,749	505,595	(9,356)	455,594	(40,645)
Less Prior Year Recoveries	(14,848)	(6,000)	6,000	0	0
Less Refunds	(332)	0	0	0	0
Less Unobligated balance, start of year	(19,448)	(26,801)	17,407	(9,394)	0
Less Unobligated balance, transferred	(500)	0	0	0	0
Plus Unobligated Balance, expiring	1,928	0	0	0	0
Plus Unobligated balance, end of year	26,801	9,394	(8,094)	1,300	0
Plus Unobligated balance, end of year transferred	0	0	0	0	0
Plus Transfers to other accounts	0	0	0	0	0
Less Transfers from other accounts	(1,350)	0	0	(5,000)	(5,000)
Net Budget Authority / Appropriation	483,000	482,188	5,957	442,500	(45,645)

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

	2016 Actual	2017 Enacted	2018 Adjustments to Base	2018 Base	2018 Estimate	Increase/ (Decrease)
Personnel Data						
Full-Time equivalent Employment:						
Full-time permanent	1,563	1,532	32	1,564	1,439	(125)
Other than full-time permanent	99	99	0	99	89	(10)
Total	1,662	1,631	32	1,663	1,528	(135)
Authorized Positions:						
Full-time permanent	1,714	1,714	0	1,714	1,561	(153)
Other than full-time permanent	117	117	0	117	111	(6)
Total	1,831	1,831	0	1,831	1,672	(159)

**DEPARTMENT OF COMMERCE
International Trade Administration
Operations and Administration
JUSTIFICATION OF PROPOSED LANGUAGE CHANGES**

After the phrase “For necessary expenses for international trade activities of the Department of Commerce provided for by law,” insert the following: “to carry out activities associated with facilitating, attracting, and retaining business investment in the United States,”

The language provides ITA the authority required to fully implement a program to attract and retain investment in the American economy. The retention of investment—addressing U.S. firms that are considering whether to expand or retain a domestic investment, or instead to invest overseas, is not an “international trade activity” of ITA as that term is used in the annual appropriations act. As a result, moneys appropriated under that heading can’t be used to address the retention of U.S. investment.

ITA is currently required to conduct activities involving retention of U.S. investment using the Economic Development Agency’s (EDA’s) legal authority. The requested language change would allow ITA to fully carry out its program.

This Page Intentionally Left Blank

Appropriation Language and Code Citations:

" 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
 15 U.S.C. 141 et seq.
 15 U.S.C. 649b-649d
 15 U.S.C. 1151 et seq.
 15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq.
 15 U.S.C. 1512 et seq.
 15 U.S.C. 4001 et seq.
 15 U.S.C. 4011 et seq.
 15 U.S.C. 4721 and 22 U.S.C. 262s-2
 15 U.S.C. 4723
 15 U.S.C. 4724
 15 U.S.C. 4725
 15 U.S.C. 4726
 15 U.S.C. 4727
 15 U.S.C. 4728
 15 U.S.C. 4729
 19 U.S.C. 81a et seq.
 19 U.S.C. 1318 and 1502(a)
 19 U.S.C. 1339(b)
 19 U.S.C. 1514-1516
 19 U.S.C. 1592A(b)
 19 U.S.C. 1617
 19 U.S.C. 1671 et seq.
 19 U.S.C. 1673 et seq.
 19 U.S.C. 1677k and 1677n
 19 U.S.C. 1862
 19 U.S.C. 2031
 19 U.S.C. 2114 and 2155
 19 U.S.C. 2114b
 19 U.S.C. 2171 nt.
 19 U.S.C. 2252(h)(3)(A)
 19 U.S.C. 2354
 19 U.S.C. 2411 et seq.
 19 U.S.C. 2451 sec. 411
 19 U.S.C. 3201 nt.
 19 U.S.C. 3538(b), (c), and (d)
 19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d)
 19 U.S.C. 3721(b)(3)(C)
 19 U.S.C. 3802(c)(3)
 22 U.S.C. 262s-2 nt.
 22 U.S.C. 1471 nt.
 22 U.S.C. 2351(b)(1)
 22 U.S.C. 2451 et seq.
 22 U.S.C. 2651 et seq.

22 U.S.C. 3101 et seq.
22 U.S.C. 3901 et seq.
22 U.S.C. 4723a
22 U.S.C. 5462
22 U.S.C. 5812(b)
22 U.S.C. 5821
22 U.S.C. 5823(b)
22 U.S.C. 5824
22 U.S.C. 5872
26 U.S.C. 4221 and 19 U.S.C. 1309
28 U.S.C. 2631 et seq.
42 U.S.C. 6951 et seq.
46 U.S.C. 1122b
50 U.S.C. 98-98h
50 U.S.C. 401 et seq

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

19 U.S.C. 2155 [regarding the industry consultation program] also authorizes the President to organize, through the U.S. Trade Representative and the Secretaries of Commerce, Labor, Agriculture, the Treasury, or other executive departments, as appropriate, sectoral or functional advisory committees composed of representatives from industry, labor, agriculture, and services. These committees provide policy and technical advice on international trade negotiating objectives and bargaining positions, the operation of trade agreements, and with respect to other matters involving the development, implementation, and administration of U.S. trade policy.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

No Specific Authority

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

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

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

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

No Specific Authority

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

4. "travel and transportation of employees of the GM-United States and Foreign Commercial Service between two points abroad, without regard to 49 U.S.C. 40118;"

No Specific Authority

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

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

No Specific Authority

44 CG 761, OPM guidance, and House Report 89-188 have concluded that Federal agencies must have specific authority to employ personnel by contract. In order to present its

overseas exhibitions ITA often requires the use of narrators, demonstrators, receptionists, clerical, and facilities maintenance personnel who speak the language of the host country; are familiar with local practices and procedures; or who only need to be employed for a short period of time. In some cases, however, it is more advantageous to employ U.S. citizens in the host country (generally members of an employee's family) because they have greater familiarity with American methods and, therefore, require less effort to train.

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

9. " not to exceed \$327,000 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. “of which \$9,439,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding 31 U.S.C. 3302”

No Specific Authority

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

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

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

No Specific Authority

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

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

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

13. “and that for the purpose of this Act, contributions under the provisions of the Mutual Educational and Cultural Exchange Act shall include payment for assessments for services provided as part of these activities.”
This phrase provides for extension of this authority and permits ITA to collect funds for use in conducting trade promotion events abroad.

**Department of Commerce
International Trade Administration
Operations and Administration
Advisory and Assistance Services**
(Dollar amounts in thousands)

	2016 Actual	2017 Estimate	2018 Estimate
Management and professional support services..	\$5,068	\$3,909	\$4,007
Special studies and analyses.....	795	596	608
Engineering and technical service.....	0	0	0
Total.....	\$5,863	\$4,505	\$4,615

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

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

This Page Intentionally Left Blank

Department of Commerce
International Trade Administration
Operations and Administration
PERIODICALS, PAMPHLETS, AND AUDIOVISUAL PRODUCTS
(Dollar amounts in thousands)

	2016 Actual	2017 Estimate	2018 Estimate
Periodicals.....	\$1,643	\$0	\$0
Pamphlets.....	22	48	49
Audiovisual.....	24	56	57
Total.....	\$1,689	\$104	\$106

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 to advise on U.S. international and domestic trade and commercial policy.

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

This Page Intentionally Left Blank

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

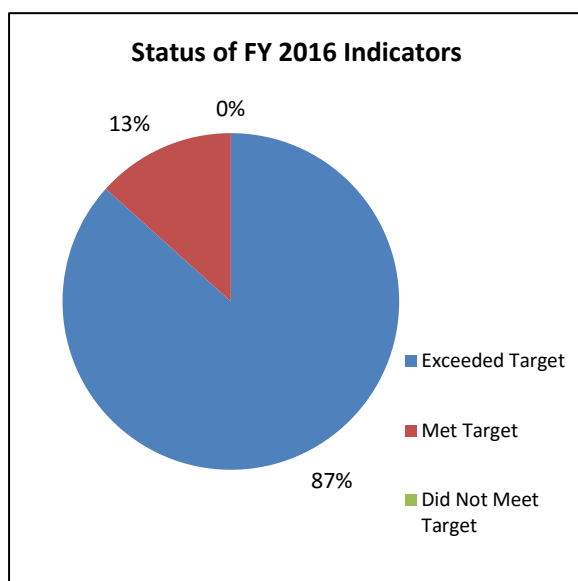
	2016	2017	2018
	Actual	Estimate	Estimate
Direct			
Average ES	\$170,189	\$173,763	\$177,064
Average GS grade	12.8	12.8	12.8
Average GS salary	\$106,013	\$108,239	\$110,296
Average grade and salary established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary	\$171,776	\$175,383	\$178,716
Average Foreign Service Officer grade	2.0	2.0	2.0
Average Foreign Service Officer salary	\$127,092	\$129,761	\$132,226
Average Foreign Service Staff salary	\$99,034	\$101,114	\$103,035
Average Foreign Service salary in foreign countries	\$124,677	\$127,295	\$129,714

This Page Intentionally Left Blank

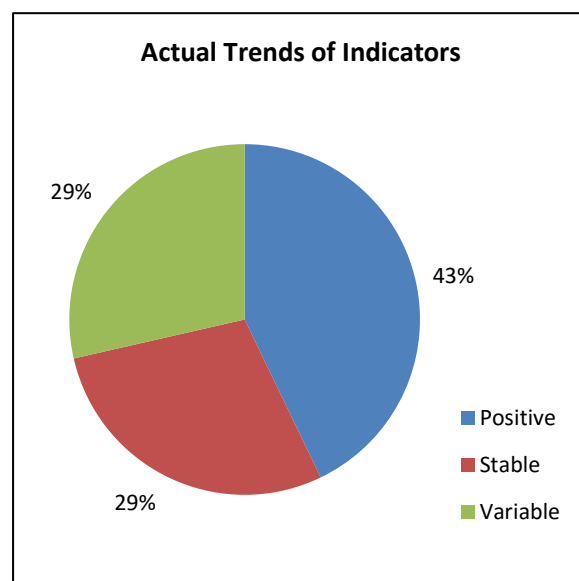
FY 2018 Performance Planning and FY 2016 Reporting Backup (International Trade Administration)

Performance Indicator Information

Summary of Performance



Exceed Target: 13 indicators or 87%
 Met Target: 2 indicators or 13%
 Did Not Meet Target: 0 indicators or 0%
 Total: 15 Indicators



Positive Trend: 6 indicators or 43%
 Stable Trend: 4 indicators or 29%
 Variable Trend: 4 indicators or 29%
 Indicators categorized as Not Enough Data are not included in trend chart above

Summary of FY 2016 Indicator Performance

Objective 1.1: Increase opportunities for U.S. companies by opening markets globally

Indicator	Target	Actual	Status	Trend
Number of foreign trade barriers removed, reduced or avoided (annual)	75	110	Exceeded	Variable
Number of Commercial Diplomacy/Advocacy WINS (annual)	300	472	Exceeded	Variable
Export impact of prevention, reduction or removal of trade barriers-Dollars of created or retained (millions)	\$1,650M	\$ 4,200M	Exceeded	Positive
Dollar exports generated from Export Trading Companies (billions)	\$23.5B	\$22.4B	Met	Variable
Dollar value of U.S. contracts from advocacy wins	Contextual Indicator	\$36.2B	Not Applicable	

Objective 1.2: Increase U.S. Exports

Indicator	Target	Actual	Status	Trend
Percentage of Global Market clients that achieved their export objectives (AGENCY PRIORITY GOAL)	73%	78%	Exceeded	Positive
Exports generated annually from public/private partnerships	\$210M	\$371M (FY 2016)	Exceeded	Variable
Number of clients assisted by Global Markets	23,000	28,692	Exceeded	Positive
Percentage of clients highly likely to recommend Global Markets assistance.	81%	86%	Exceeded	Positive

Objective 1.3: Increase high impact inward foreign direct investment into the United States

Indicator	Target	Actual	Status	Trend
Number of investment clients assisted by the Department (ITA)	1,760	6,072	Exceeded	Positive

Objective 1.4: Strengthen fair competition in international trade for U.S. firms and workers

Indicator	Target	Actual	Status	Trend
Percent of antidumping (AD) and countervailing duty (CVD) determinations issued within statutory and/or regulatory deadlines	91%	95%	Exceeded	Stable
Number of trade agreement compliance cases resolved successfully	33	33	Met	Positive
Percentage of Compliance and Market Access cases initiated that are reviewed for Agreement Relevancy within the established time frame	90%	100%	Exceeded	Stable
Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection	88%	93%	Exceeded	Stable
Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection	86%	99%	Exceeded	Stable
Number of antidumping and countervailing duty petition counseling sessions	259	655	Exceeded	Not Enough Data

Detailed Indicator Plans and Performance

Strategic Goal 1: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs

Recurring Indicators:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.							
Indicator	Number of foreign trade barriers removed, reduced or avoided (annual)							
Category	Supporting (Non-Strategic Plan)							
Type	Output							
Description	This indicator captures the results of ITA's efforts to remove trade barriers and open markets to U.S. exports of goods and services. It is an indicator that is shared by all three ITA operating units and therefore, also serves as a unifying collaborative goal.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					70	75	80	78
Actual				74	41	110		
Status					Not Met	Exceeded		
Trend	Variable							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	ITA is consolidating guidance from each of the units on this indicator into a single, consolidated ITA wide performance measure guidance document.							
Adjustments to targets	No adjustments to targets.							
Notes	ITA revised its FY16 year-end actuals to 110 from 118, as originally reported in the ITA FY16 dashboard.							
Information Gaps	The number of trade barriers removed, reduced, or avoided is de-duped against all ITA units on a quarterly basis only. As a result, the data reported here is only updated as of the end of Q3 for E&C and I&A while GM's data has been updated as of August 31, 2016.							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.							
Indicator	Number of Commercial Diplomacy/Advocacy WINS							
Category	Key							
Type	Immediate Outcome							
Description	This measure captures the results of Global Markets' front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of GM engagement results in the following outcomes for a U.S. company or industry: Reduced/removed/prevented trade barrier; Reduced/removed threat to U.S. business/economic interest; Foreign compliance with a trade agreement; Facilitated an export transaction; or a U.S. company has a signed contract for a foreign procurement.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target				225	250	300	330	300
Actual				343	287	472		
Status				Exceeded	Exceeded	Exceeded		
Trend	Variable							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	GM is working with ITA units, including ITA's Strategic Program Evaluation Council, to develop a methodology for evaluating the economic impact of this indicator.							
Adjustments to targets	No adjustments to targets.							
Notes								
Information Gaps								

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally							
Indicator	Export impact of prevention, reduction or removal of trade barriers – Dollars of exports created or retained (millions)*							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate Outcome							
Description	This indicator captures the total export impact of the collaborative work done by the International and Trade Administration and its federal partners to resolve trade barriers by their removal, prevention or reduction. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights. Please note that this data does not include all barriers removed by ITA, including its federal partners.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					\$1,500M	\$1,650M	\$1,800M	\$1,800M
Actual			\$1,784M	\$151M	\$3,576M	\$4,200M		
Status					Exceeded	Exceeded		
Trend	Positive							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	ITA will continue to assess this metric to determine whether any further improvements may be warranted.							
Adjustments to targets								
Notes								
Information Gaps								

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally							
Indicator	Dollar exports generated from Export Trading Companies (billions)							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate							
Description	The Export Trading Company Act allows U.S. businesses to form export joint ventures called Export Trading Companies (ETC). These ETCs are formed for various purposes such as to negotiate lower shipping rates, pool resources to expand an export market base, avoid export rivalry by coordinating an export strategy, and sell under a single label. ITA, with the concurrence of the Justice Department, issues a Certificate of Review under the Act. This indicator captures the actual export sales in billions of dollars.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					\$22.5B	\$23.5B	\$24.0B	\$24.0B
Actual	\$24.1B	\$24.5B	\$25.2B	\$23.8B	\$24.9B	\$22.4B		
Status					Exceeded	Met		
Trend	Variable							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans								
Adjustments to targets								
Notes	Pursuant to 15 CFR Part 325, full receipt by ITA of all current participating ETC's reported export sales generally lags about 12 months from reporting year. Accordingly, FY 16 Actual is an estimate. Past year Actuals revised.							
Information Gaps								

Other Indicators for 1.1

Strategic Goal	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.							
Indicator	Dollar Value of U.S. contracts from advocacy wins							
Type	Contextual							
Description	The estimated dollar value (in billions) of U.S. goods or services to a foreign government of contracts signed by U.S. businesses or their representatives with U.S. Government assistance. Commerce serves as the Chair of the Interagency Task Force on Commercial Advocacy and is the lead coordinator of advocacy efforts across the U.S. Government.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target								
Actual	\$23.8	\$73.9	\$16.2	\$75.8	\$26.8	\$36.2		
Status								
Trend	Variable							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans								
Adjustments to targets	No adjustments to targets.							
Notes	Dollar value cannot be targeted as it is a variable based on factors outside GM's control namely foreign government contracts available.							
Information Gaps								

Objective 1.2: Increase U.S. Exports

Recurring Indicators

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs								
Objective 1.2	Increase U.S. Exports								
Indicator	Percentage of Global Markets clients that achieved their export objectives (AGENCY PRIORITY GOAL)								
Category	Key								
Type	Customer Service								
Description	This measure evaluates Global Markets' effectiveness in helping companies achieve their export objectives. Global Markets offers U.S. companies a robust set of capabilities to help them achieve their international exporting goals, whether those goals are to set up an overseas distribution channel, gain easier access to challenging markets, or meet additional foreign buyers for their goods. Global Markets focuses on understanding clients' exporting needs, and providing services to meet those needs.								
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	
Target				69%	71%	73%	73%	74%	
Actual	67%	68%	67%	73%	73%	78%			
Status				Exceeded	Exceeded	Exceeded			
Trend	Positive								
Explanation (if not met in FY 2016)									
Actions to be taken / Future Plans	<ul style="list-style-type: none"> • Develop a pilot program to offer a menu of service options for trade shows. • Update and revise Global Markets' service offerings and user fee schedule to better accommodate and adjust to client needs. • Release a new version of Export.gov to help clients access ITA's new Knowledge Management system that will enable users to easily search, find, and access all content collected across ITA. This will allow ITA to reach more companies using mass customization, semi-automated and fully-automated web delivery, and provide customers with customized market research reports based on specific needs. • Develop customized approaches and a pilot program for how ITA could provide assistance to emerging industries identified through I&A's emerging industries program. Following a successful completion of the initial pilot of this program, I&A will develop a methodology for identifying additional emerging industries to participate in a second generation of the program. • Deliver market-focused counseling to minority business and diaspora communities on Latin America and Africa. • Develop counseling and engagement strategies for women and veteran-owned businesses. • Develop an education strategy to enable more small-to-medium-sized enterprises (SMEs) to leverage eCommerce. • Review FY 2016 data and pilot results to gain a better understanding of client needs across all of ITA. • Determine enhancements that should be applied to the Global Markets service delivery model in FY 2017. 								
Adjustments to targets	Global Markets increased the FY 2016 target goal to 72% from 71% due to updated baseline data. The four year average (FY2011-2014) for this metric is 69%.								
Notes									
Information Gaps	The data source is only from GM's fee-based services.								

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Number of clients assisted by Global Markets							
Category	Key							
Type	Output							
Description	This indicator illustrates ITA's reach into the U.S. business community.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target	19,723	20,709	20,800	22,150	23,000	23,000	28,000	22,000
Actual	20,143	18,945	18,126	17,593	25,029	28,692		
Status	Exceeded	Not met	Not met	Not met	Exceeded	Exceeded		
Trend	Positive							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	<ul style="list-style-type: none"> • Develop a pilot program to offer a menu of service options for trade shows. • Update and revise Global Markets' service offerings and user fee schedule to better accommodate and adjust to client needs. • Release a new version of Export.gov to help clients access ITA's new Knowledge Management system that will enable users to easily search, find, and access all content collected across ITA. This will allow ITA to reach more companies using mass customization, semi-automated and fully-automated web delivery, and provide customers with customized market research reports based on specific needs. • Develop customized approaches and a pilot program for how ITA could provide assistance to emerging industries identified through I&A's emerging industries program. Following a successful completion of the initial pilot of this program, I&A will develop a methodology for identifying additional emerging industries to participate in a second generation of the program. • Deliver market-focused counseling to minority business and diaspora communities on Latin America and Africa. • Develop counseling and engagement strategies for women and veteran-owned businesses. • Develop an education strategy to enable more small-to-medium-sized enterprises (SMEs) to leverage eCommerce. • Review FY 2016 data and pilot results to gain a better understanding of client needs across all of ITA. • Determine enhancements that should be applied to the Global Markets service delivery model in FY 2017. 							
Adjustments to targets	No adjustments to targets.							
Notes	This measure illustrates Global Markets' annual effectiveness in providing export counseling and assistance to additional U.S. companies.							
Information Gaps								

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to better and more American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Exports generated annually from public/private partnerships							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate Outcome							
Description*	The indicator represents the dollar value of exports generated by Market Development Cooperator Program (MDCP) project activity. Through MDCP public/private partnerships, ITA provides technical and financial assistance to "cooperators" like trade associations and other non-profits. The elements of each project vary but examples include establishing product demonstration centers abroad, underwriting the cost of participation in foreign trade shows, and educating foreign authorities about industry standards. *Target for FY2017 is based on estimates for the next 4 qtrs. These estimates were made by active cooperators as of June 2016. These were the most current cooperator estimates available on 2016.09.20, the last time this table was updated. **FY2017 Q2 results will not be available until late June, 2017. ***Target is based on estimates for the next 4 qtrs. These estimates were made by active cooperators at the end of December 2016. They are the most recent available and replace the previous estimate of \$179M.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target	\$86M	\$1.9B	\$467M	\$389M	\$437M	\$210M	\$179M*	\$168M***
Actual	\$2.4B	\$1.5B	\$2.51B	\$1.26B	\$493M	\$371M	\$75M Q1**	
Status	Exceeded	Not met	Exceeded	Exceeded	Exceeded	Exceeded		
Trend	Variable. For any given FY, it is difficult to project exports generated. Each FY the mix of MDCP projects changes as about 7 projects expire each FY and another 7 are started each FY. Moreover, each MDCP project is undertaken by a different industry group using different methods and focusing on different target markets. While this trend is variable, ITA's decision not to make MDCP awards in 2017 will reduce the value of exports generated in FY 2019 and beyond.							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	In FY 2016, ITA implemented reporting requirements that include export estimates from each partner's quarterly progress report. From FY 2017 onward, ITA's targets are based on these partner estimates.							
Adjustments to targets	ITA updates future year's target until the start of the fiscal year. After the fiscal year starts, ITA no longer updates the target for the fiscal year already begun. ITA's decision not to make MDCP awards in FY 2017 will affect the value of exports generated, but the effect will not be evident for a year or two. The slight decrease in FY 2018 target, \$179M-\$168M=\$11M, is due to changes in cooperator estimates and not the lack of new MDCP awards for 2017. MDCP projects do not start until the fiscal year following the year of the award, and these projects tend not to generate reportable exports in the first year of operation, so new 2017 awards would not have contributed significantly to the FY 2018 exports generated. Accordingly, the effect of no MDCP awards in 2017 is not likely to show up until FY 2019.							
Notes								
Information Gaps								

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Percentage of clients highly likely to recommend Global Markets assistance.							
Category	Supporting (Non-Strategic Plan)							
Type	Customer Service							
Description	This indicator illustrates the level of client satisfaction with Global Markets and will be used to improve the quality and efficiency of service delivery.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target			66%	69%	71%	81%	82%	83%
Actual	79%	82%	78%	83%	84%	86%		
Status			Exceeded	Exceeded	Exceeded	Exceeded		
Trend	Positive							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs
Explanation (if not met in FY 2016)	
Actions to be taken / Future Plans	<ul style="list-style-type: none"> • Develop a pilot program to offer a menu of service options for trade shows. • Update and revise Global Markets' service offerings and user fee schedule to better accommodate and adjust to client needs. • Release a new version of Export.gov to help clients access ITA's new Knowledge Management system that will enable users to easily search, find, and access all content collected across ITA. This will allow ITA to reach more companies using mass customization, semi-automated and fully-automated web delivery, and provide customers with customized market research reports based on specific needs. • Develop customized approaches and a pilot program for how ITA could provide assistance to emerging industries identified through I&A's emerging industries program. Following a successful completion of the initial pilot of this program, I&A will develop a methodology for identifying additional emerging industries to participate in a second generation of the program. • Deliver market-focused counseling to minority business and diaspora communities on Latin America and Africa. • Develop counseling and engagement strategies for women and veteran-owned businesses. • Develop an education strategy to enable more small-to-medium-sized enterprises (SMEs) to leverage eCommerce. • Review FY 2016 data and pilot results to gain a better understanding of client needs across all of ITA. • Determine enhancements that should be applied to the Global Markets service delivery model in FY 2017.
Adjustments to targets	
Notes	
Information Gaps	The data source is only from GM's fee-based services.

Other Indicators for 1.2:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. exports							
Indicator	Number of U.S small- and medium-sized enterprise (SME) exporter clients assisted by Global Markets							
Category	Other							
Type	Output							
Description	This is a contextual indicator to enhance ITA's reach into the U.S. small- and medium-sized business community.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Actual						24,675		
Notes	This measure illustrates Global Markets' annual effectiveness in providing export counseling and assistance to small and medium-sized enterprises. This is a contextual indicator and no target has been set. No previous data exists. Global Markets started collecting this data in FY 2016.							
Information Gaps	Global Markets will only count assistance to companies that have 500 or fewer employees as SMEs.							

Objective 1.3: Increase high impact inward foreign direct investment into the United States

Recurring Indicators:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.3	Increase high impact inward foreign investment into the United States							
Indicator	Number of investment clients assisted by the Department (ITA)							
Category	Key							
Type	Output							
Description	This measure captures the number of domestic and foreign firms, as well as domestic and foreign Economic Development Organizations, assisted by the Department of Commerce to attract inward investment into the United States.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target				900	1,600	1,760	2,400	2,600
Actual				1,038	1,651	6,072		
Status				Exceeded	Exceeded	Exceeded		
Trend	Positive							
Explanation (if not met in FY 2016)								
Actions to be taken / Future Plans	<ul style="list-style-type: none"> • Deepen investment promotion service integration into ITA by training new and existing employees on investment promotion services and investment services metrics collection. • Continue to deepen engagement with interagency partners to improve communication that allows for leveraging interagency investment promotion opportunities. • Proactively identify and address knowledge gaps. For example, one of three projects funded through the Job-Creating Investment Cross-Agency Priority (CAP) Goal, the Leapfrog Investment Promotion Agency (IPA) Applied Best Practices Learning Initiative, will benchmark best practices in investment promotion and identify areas for improvement. • Establish a working-level group of experts across agencies to share or collaborate on new FDI analysis and research for U.S. EDOs and potential investors. • Continue to collect baseline client data and analyze available FDI research to inform future work. 							
Adjustments to targets	The FY16 target was reduced from 2,400 to 1,760 to reflect the continuation of FY15 funding levels into FY16. Although the funding level remained unchanged from FY15 to FY16, the revised FY16 target reflects a 10 percent increase over the previous fiscal year to account for an anticipated increase in operational efficiency. Similarly, the FY17 target was reduced from 2,600 to 2,400 to reflect the continuation of FY16 funding levels into FY17.							
Notes	.							
Information Gaps								

Objective 1.4: Strengthen fair competition in international trade for U.S. firms and workers

Recurring Indicators

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percent of antidumping (AD) and countervailing duty (CVD) determinations issued within statutory and/or regulatory deadlines							
Category	Key							
Type	Process							
Description	This indicator captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper and changed circumstance reviews), scope, and circumvention inquiries conducted pursuant to U.S. laws and regulations. The indicator will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments identified in the context of an AD/CVD proceeding.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target	90%	90%	90%	91%	91%	91%	91%	91%
Actual	99%	95%	96%	92%	93%	95%		
Status	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded		
Trend	Stable							
Explanation (if not met in FY 2016)	Not Applicable							
Actions to be taken / Future Plans	This indicator was introduced in FY2015 and there are no plans for it to be modified or discontinued.							
Adjustments to targets	None.							
Notes	Although this performance metric was reported in previous budget submissions beginning in FY 2009, it was introduced in the FY 2015 APP.							
Information Gaps	Not applicable							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Number of antidumping and countervailing duty petition counseling sessions							
Category	Key							
Type	Output							
Description	In FY 2016, Enforcement and Compliance (E&C) implemented a new measure that captures all E&C petition counseling assistance to U.S. companies and their workers, including counseling resulting from contacts initiated by companies or their workers and E&C outreach to U.S. companies. Such counseling improves the understanding of and access to the U.S. unfair trade laws dealing with injurious dumping and foreign government subsidies that can impede the competitiveness of U.S. companies and workers. After discussions with E&C's Petition Counseling and Analysis Unit, whether or not a U.S. industry ultimately files an AD or CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target	N/A	N/A	N/A	N/A	N/A	259	298	298
Actual						655		
Status						Exceeded		
Trend	Not Enough Data							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers
Indicator	Number of antidumping and countervailing duty petition counseling sessions
Explanation (if not met in FY 2016)	Not Applicable
Actions to be taken / Future Plans	This indicator was introduced in FY 2016.
Adjustments to targets	Not applicable
Notes	The FY 2017 target was developed based on a combination of actual and estimated results, as well as past experience with petition counseling trends.
Information Gaps	See notes section above.

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Number of trade agreement compliance cases resolved successfully							
Category	Key							
Type	Output							
Description	This indicator provides the number of successful case conclusions (usually barriers removed) in trade agreements compliance cases, i.e., agreement relevant cases where E&C staff are responsible issue experts. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations outside of direct United States government control.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					32	33	34	35
Actual		41	39	20	24	33	5	
Status					Not Met	Met	In progress	
Trend	Positive							
Explanation (if not met in FY 2016)	Not applicable							
Actions to be taken / Future Plans	Not applicable							
Adjustments to targets	Not applicable							
Notes	Actual performance data is available from FY 2012. Actual planning and data collection started in FY 2015.							
Information Gaps	Not applicable							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percentage of Compliance and Market Access cases initiated that are reviewed for Agreement Relevancy within the established time frame							
Category	Supporting (Non-Strategic Plan)							
Type	Process							
Description	This indicator captures the timely analysis and determination of whether a compliance and market access case is subject to a Relevant Agreement for cases in which E&C staff are responsible Issue Experts. E&C Issue Experts have 10 business days in which to examine a possible trade barrier comparing it with any trade agreement obligations and determining if an agreement is relevant to helping to solve the case. Making this determination is an important basis for forming an action plan, since it may or may not provide leverage to help carry out the plan. This determination also dictates if the trade barrier will be termed a "compliance" case. Cases for which the agreement expert has reviewed the facts obtained and has determined that sufficient information is not yet available will be categorized as pending while additional information is being obtained.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target				85%	90%	90%	90%	90%
Actual	93%	91%	89%	96%	95%	100%		
Status					Exceeded	Exceeded		
Trend	Stable							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers
Indicator	Percentage of Compliance and Market Access cases initiated that are reviewed for Agreement Relevancy within the established time frame
Explanation (if not met in FY 2016)	
Actions to be taken / Future Plans	Not applicable
Adjustments to targets	Not applicable
Notes	Actual performance data is available from FY 2010. Actual planning and data collection started in FY 2015
Information Gaps	Not applicable

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection (CBP)							
Category	Supporting (Non-Strategic Plan)							
Type	Process							
Description	This indicator captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection and appropriate duties for merchandise subject to AD and CVD proceedings.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					88%	88%	88%	88%
Actual				93%	94%	93%		
Status					Exceeded	Exceeded		
Trend	Stable							
Explanation (if not met in FY 2016)	Not Applicable							
Actions to be taken / Future Plans	This indicator was introduced in FY 2015 and there are no plans for it to be modified or discontinued.							
Adjustments to targets	Not applicable							
Notes	None							
Information Gaps	Not applicable							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection (CBP)							
Category	Supporting (Non-Strategic Plan)							
Type	Process							
Description	The indicator captures the accuracy of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate and accurate duties for merchandise subject to AD and CVD proceedings							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Target					86%	86%	86%	86%
Actual				97%	97%	99%		
Status					Exceeded	Exceeded		
Trend	Stable							
Explanation (if not met in FY 2016)	Not Applicable							
Actions to be taken / Future Plans	This indicator was introduced in FY 2015 and there are no plans for it to be modified or discontinued.							
Adjustments to targets	Not applicable							
Notes	None							
Information Gaps	Not applicable							

Non-Recurring Indicators:

Indicator	Number of ombudsman cases facilitated by the Department							
Description	This indicator is listed as a supporting indicator for objective 1.3 in the Commerce 2014-2018 Strategic Plan, but it is not being tracked by ITA. Instead, it will be incorporated into a future intermediate outcome indicator for Investment WINs under development in FY 2016.							
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Actual								
Notes	This indicator has been discontinued. The total number of ombudsman support requests received by SelectUSA fluctuates significantly each year, making this an unreliable indicator of service level trends.							
Information Gaps	No information is available for this indicator as data is not being collected.							

Resource Requirements Table

	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Actual	FY 2015 Actual	FY 2016 Estimate	FY 2017 Base	Increase/Decrease	FY 2017 Estimate	FY 2018 Request
(DOC Trade and Investment Objective #1 Increase opportunities for U.S. companies by opening markets globally)										
Manufacturing and Services	\$35.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$10.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$49.9	\$42.4	\$45.8	\$46.7	\$45.8	\$48.7	\$47.0	-\$3.6	\$43.4
Executive Direction/Administration	\$2.7	\$2.8	\$2.4	\$2.4	\$2.4	\$2.5	\$2.5	\$2.3	-\$0.3	\$2.0
Survey for International Air Travelers	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$5.0	\$5.0
Total Funding	\$51.6	\$52.7	\$44.8	\$48.3	\$49.0	\$48.3	\$51.2	\$49.3	\$1.1	\$50.4
Direct	\$50.6	\$51.5	\$44.1	\$47.9	\$48.0	\$46.4	\$46.6	\$44.6	-\$1.2	\$43.4
Reimbursable	\$1.0	\$1.3	\$0.7	\$0.4	\$1.0	\$1.9	\$4.7	\$4.7	\$2.3	\$7.0
FTE	190	199	184	195	176	184	178	178	-17	161

(DOC Trade and Investment Objective #2 Increase U.S. exports by broadening and deepening the U.S. exporter base)										
Manufacturing and Services	\$2.9	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$27.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$8.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$272.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$7.7	\$3.4	\$3.5	\$2.8	\$2.4	\$2.7	\$2.5	-\$1.5	\$1.0
Global Markets	\$0.0	\$317.7	\$290.1	\$297.2	\$316.1	\$313.3	\$313.6	\$314.6	-\$41.5	\$273.1
Executive Direction/Administration	\$19.6	\$18.4	\$17.2	\$16.0	\$15.6	\$16.7	\$18.0	\$16.3	-\$2.1	\$14.2
Total Funding	\$327.6	\$343.8	\$310.6	\$316.7	\$334.4	\$332.4	\$334.3	\$333.4	-\$45.1	\$288.3
Direct	\$309.0	\$329.7	\$297.1	\$304.2	\$320.8	\$315.6	\$321.3	\$320.4	-\$45.1	\$275.3
Reimbursable	\$21.5	\$14.1	\$13.5	\$12.5	\$13.6	\$16.8	\$13.0	\$13.0	\$0.0	\$13.0
FTE	1,155	1,109	1,067	1,024	1,035	1,045	1,032	1,032	-140	892

	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Actual	FY 2015 Actual	FY 2016 Estimate	FY 2017 Base	Increase/Decrease	FY 2017 Estimate	FY 2018 Request
(DOC Trade and Investment Objective #3 Increase high-impact inward foreign direct investment in the United States)										
Manufacturing and Services	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$0.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Global Markets	\$0.0	\$0.6	\$0.8	\$4.7	\$10.0	\$9.2	\$10.7	\$10.8	-\$2.0	\$8.8
Executive Direction/Administration	\$0.0	\$0.0	\$0.3	\$0.3	\$0.3	\$0.3	\$0.3	\$0.3	\$0.0	\$0.3
Total Funding	\$0.7	\$0.6	\$1.2	\$5.1	\$5.1	\$9.5	\$11.0	\$11.1	-\$2.0	\$9.1
Direct	\$0.7	\$0.6	\$1.2	\$5.1	\$10.3	\$9.5	\$10.3	\$10.4	-\$2.0	\$8.4
Reimbursable	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.7	\$0.7	\$0.0	\$0.7
FTE	4	4	6	14	23	26	21	21	0	21
	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0

(DOC Trade and Investment Objective #4 Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements)

Manufacturing and Services	\$11.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$21.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$55.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$4.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$12.4	\$11.9	\$11.5	\$11.5	\$12.3	\$12.4	\$11.8	\$0.0	\$11.8
Enforcement and Compliance	\$0.0	\$70.5	\$70.7	\$69.1	\$72.5	\$79.6	\$85.1	\$80.2	\$8.4	\$88.6
Global Markets	\$0.0	\$7.2	\$29.8	\$30.9	\$30.3	\$34.1	\$37.6	\$37.1	\$0.0	\$37.1
Executive Direction/Administration	\$6.5	\$5.4	\$5.1	\$4.8	\$4.7	\$5.0	\$5.4	\$4.9	-\$0.6	\$4.3
Total Funding	\$66.1	\$95.5	\$117.5	\$116.3	\$119.0	\$131.1	\$140.6	\$134.0	\$7.7	\$141.7
Direct	\$98.7	\$107.4	\$107.9	\$105.3	\$109.7	\$119.3	\$127.4	\$120.8	\$7.7	\$128.5
Reimbursable	\$0.4	\$8.0	\$9.6	\$11.0	\$9.3	\$11.8	\$13.2	\$13.2	\$0.0	\$13.2
FTE	501	466	439	433	427	442	443	475	22	497
Grand Total										
Total Funding	\$446.0	\$492.6	\$474.1	\$486.4	\$512.7	\$521.3	\$537.2	\$527.8	(\$38.3)	\$489.5
Direct	\$459.0	\$489.2	\$450.3	\$462.5	\$488.8	\$490.8	\$505.6	\$496.2	(\$40.6)	\$455.6
Reimbursable	\$22.9	\$23.4	\$23.8	\$23.9	\$23.9	\$30.5	\$31.6	\$31.6	\$2.3	\$33.9
FTE	1,850	1,778	1,696	1,666	1,661	1,697	1,674	1,706	(135)	1,571

This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
Operations and Administration
GLOSSARY OF BUDGET ACRONYMS AND TERMS**

ABC	Activity-Based Cost
AC	Advocacy Center
AD	Antidumping
AGOA	African Growth and Opportunities Act
APEC	Asia/Pacific Economic Cooperation
ASEAN	Association of Southeast Asian Nations
ATB	Adjustment to Base
BEA	Bureau of Economic Analysis
BY	Budget Year
CBP	Customs and Border Protection
CBS	Commerce Business System (Accounting System)
CEE	Central and Eastern Europe
CEEBIC	Central and Eastern Europe Business Information Center
CFAO	Chief Financial and Administrative Officer
CIT	Court of International Trade
CITA	Committee for the Implementation of Textile Agreements
CSRS	Civil Service Retirement System
CTP	Corporation for Travel Promotion
CVD	Countervailing Duty
CS	Commercial Service
DAS	Deputy Assistant Secretary
DEC	District Export Council
DM	Departmental Management
DOA	Director of Administration
DOS	Department of State
E&C	Enforcement and Compliance
ECF	Employees Compensation Fund
EFM	Export Finance Matchmaker
EPA	Environmental Protection Agency
EU	European Union
ExAd	Executive Direction and Administration
FCC	Federal Communications Commission
FCIB	Finance, Credit and International Business
FDA	Food and Drug Administration
FDI	Foreign Direct Investment
FERS	Federal Employees Retirement System
FFMIA	Federal Financial Management Improvement Act
FFS	Federal Financial System
FICA	Federal Insurance Contribution Act
FSN	Foreign Service National
FTA	Free Trade Agreement

**Department of Commerce
International Trade Administration
Operations and Administration
GLOSSARY OF BUDGET ACRONYMS AND TERMS**

FTE	Full Time Equivalent
FTZ	Foreign Trade Zones
FY	Fiscal Year
GATS	General Agreement on Trade in Services
GATT	General Agreement on Tariffs and Trade
GBDe	Global Business Dialogue on electronic commerce
GCC	Gulf Cooperation Council
GDI	Global Diversity Initiative
GDP	Gross Domestic Product
GM	Global Markets
GPO	Government Printing Office
I&A	Industry and Analysis
LES	Locally Employed Staff
MOU	Memorandum of Understanding
MRA	Mutual Recognition Arrangement
NACC	North American Competitiveness Council
NAFTA	North American Free Trade Agreement
NARA	National Archives and Records Administration
NEI	National Export Initiative
NES	National Export Strategy
NME	Non-Market Economy
NSC	National Security Council
NTBs	Non-Tariff Barriers
OASDI	Old Age Survivor and Disability Insurance
OECD	Organization for Economic Cooperation and Development
OGC	Office of General Counsel
OIG	Office of Inspector General
OLIA	Office of Legislative and Intergovernmental Affairs
OMB	Office of Management and Budget
OPA	Office of Public Affairs
OPIC	Overseas Private Investment Corporation
PART	Program Assessment Rating Tool
PMA	President's Management Agenda
PSC	Personal Service Contractors
QEC	Quality Enhancement and Control
SIPS	Statutory Import Program Staff
SMEs	Small and medium-sized Enterprises
STOP	Strategy Targeting Organized Piracy
TABD	Transatlantic Business Dialogue
TCC	Trade Compliance Center
TCG	Textiles Consultative Group

**Department of Commerce
International Trade Administration
Operations and Administration
GLOSSARY OF BUDGET ACRONYMS AND TERMS**

TCI	Trade Compliance Initiative
TDA	Trade Development Agency
TIC	Trade Information Center
TNIS	Trade Negotiation Information System
TP/US&FCS	Trade Promotion / United States & Foreign Commercial Service
TPA	Trade Promotion Authority
Trusted IC	Trusted Internet Connection
TSP	Thrift Savings Plan
TTAB	Travel and Tourism Advisory Board
U.K.	United Kingdom
USAID	U.S. Agency for International Development
USDOC	U.S. Department of Commerce
USCIS	U.S. Citizenship and Immigration Services (Formerly known as the INS)
USEAC	U.S. Export Assistance Centers
USG	United States Government
USPTO	U.S. Patent and Trademark Office
USTR	U.S. Trade Representative
WCF	Working Capital Fund
WTO	World Trade Organization

This Page Intentionally Left Blank

