

INTERNATIONAL TRADE ADMINISTRATION



BUDGET ESTIMATES

FISCAL YEAR 2025

CONGRESSIONAL BUDGET

SUBMISSION

PRIVILEGED

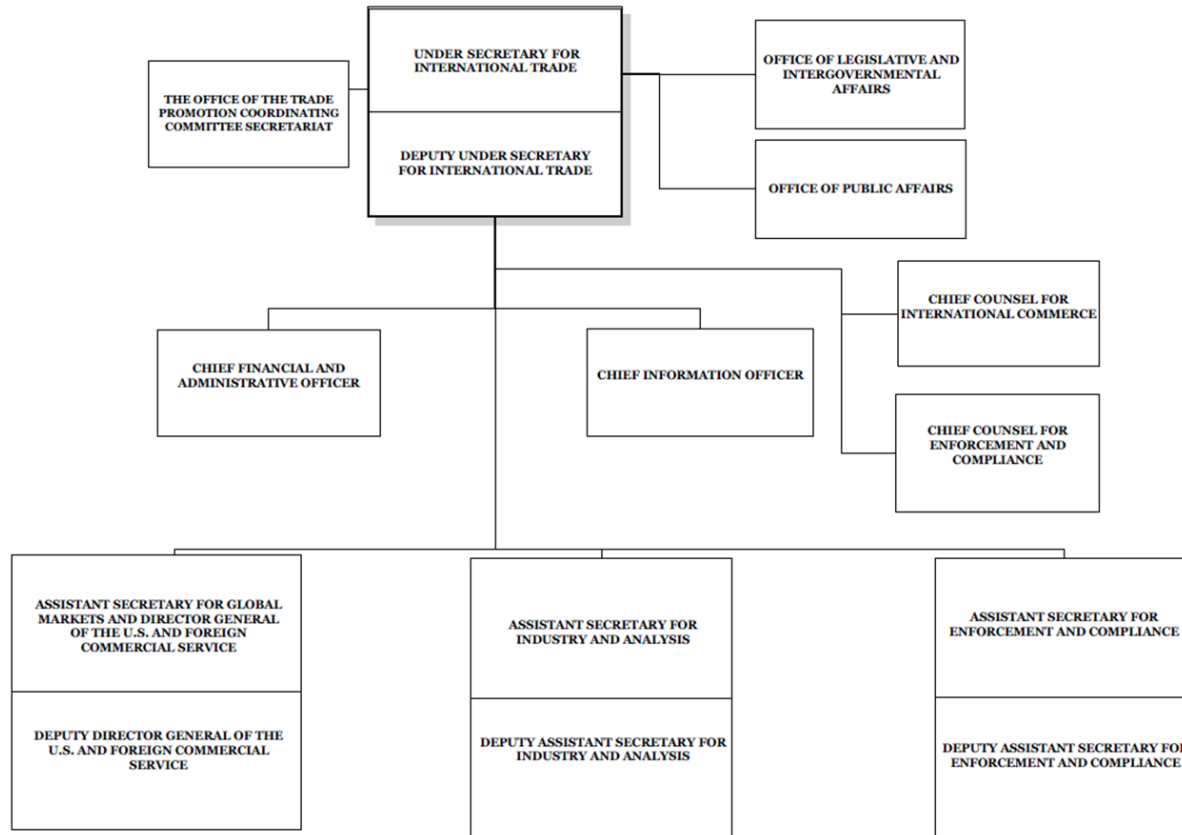
The information contained herein
must not be disclosed outside the Agency until made
public by the President or by the Congress

DEPARTMENT OF COMMERCE
International Trade Administration
Budget Estimates, Fiscal Year 2025
OMB Submission
Table of Contents

<u>Exhibit Number</u>	<u>Exhibit</u>	<u>Page Number</u>
1	Table of Contents	ITA – 1
2	Organization Chart	ITA – 3
3	Executive Summary	ITA – 5
4A	Program Increases / Decreases / Terminations	ITA – 9
5	Summary of Resource Requirements: Direct Obligations	ITA – 11
6	Summary of Reimbursable Obligations	ITA – 13
7	Summary of Financing	ITA – 15
8	Adjustments-to-Base	ITA – 17
	Industry and Analysis	
10	Program and Performance: Direct Obligations	ITA – 19
11	Program and Performance: Reimbursable Obligations	ITA – 21
12	Justification of Program and Performance	ITA – 23
13	Program Change for 2025 – Supply Chain Resiliency Program	ITA – 36
14	Program Change Personnel Detail	ITA – 38
15	Program Change Detail by Object Class	ITA – 40
13	Program Change for 2025 – Outbound Investment	ITA – 42
14	Program Change Personnel Detail	ITA – 44
15	Program Change Detail by Object Class	ITA – 46
	Enforcement and Compliance	
10	Program and Performance: Direct Obligations	ITA – 48
11	Program and Performance: Reimbursable Obligations	ITA – 51
12	Justification of Program and Performance	ITA – 52
	Global Markets	
10	Program and Performance: Direct Obligations	ITA – 62
11	Program and Performance: Reimbursable Obligations	ITA – 63
12	Justification of Program and Performance	ITA – 65
13	Program Change for 2025 – Rescale Export Promotion and Trade Barrier Reduction Efforts	ITA – 73
14	Program Change Personnel Detail	ITA – 74
15	Program Change Detail by Object Class	ITA – 77
13	Program Change for 2025 – Competing with China and other Threats: Export Promotion and Trade Barrier Efforts	ITA – 79
14	Program Change Personnel Detail	ITA – 81
15	Program Change Detail by Object Class	ITA – 83

	Executive Direction and Administration	
10	Program and Performance: Direct Obligations	ITA – 86
11	Program and Performance: Reimbursable Obligations	ITA – 88
12	Justification of Program and Performance	ITA – 90
16	Summary of Requirements by Object Class	ITA – 98
16A	Select Activities by Object Class – Industry and Analysis	ITA – 100
16A	Select Activities by Object Class – Enforcement and Compliance	ITA – 102
16A	Select Activities by Object Class – Global Markets	ITA – 104
16A	Select Activities by Object Class – Executive Direction and Administration	ITA – 106
32	Justification of Proposed Language Changes	ITA – 112
33	Appropriations Language and Code Citations	ITA – 115
34	Advisory and Assistance Services	ITA – 126
35	Periodicals, Pamphlets, and Audiovisual Services	ITA – 128
36	Average Grade, Salaries and Benefits	ITA – 130
41	Implementation Status of GAO and OIG Recommendations	ITA – 132
42	Description of Tribal Consultations	ITA – 140
	Annual Performance Plan and Report Backup	APPR – 1

Department of Commerce International Trade Administration



This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2025**

Executive Summary

International trade is an essential component to U.S. economic leadership, job creation and international diplomacy. The International Trade Administration's (ITA) mission – to create prosperity by strengthening the international competitiveness of U.S. businesses and workers, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements – is more important than ever. ITA plays a critical role implementing the Administration's trade and investment agenda, helping U.S. companies identify business opportunities globally, overcome the challenges they face abroad, and address unfair foreign trade practices they face at home, while they continue to recover from the economic impacts of the COVID-19 pandemic. ITA is central and committed to the Biden-Harris Administration's efforts to build a more prosperous and inclusive economy – one that ensures all U.S. companies and localities, particularly those in underserved communities, benefit from the opportunities of a global marketplace and are protected from unfair foreign trade practices. ITA is uniquely able to leverage its network of industry, regional, and issue experts and its global footprint located in Washington, D.C., 127 international, and 106 U.S. locations to provide the full range of support to U.S. businesses and communities that enables them to compete and succeed. ITA's business units work together seamlessly to eliminate foreign trade barriers, ensure compliance with trade laws and agreements, expand opportunities for U.S. exports, promote foreign investment to the United States and support industry resilience to supply chain or geopolitical shocks.

For FY 2025, ITA requests a budget of \$645,500,000 and 2,278 positions to support its mission. This represents a total increase of \$32,500,000, which consists of net program increases of \$8,624,000 and inflationary adjustments of \$23,876,000 over the FY 2024 annualized CR level. The increase will help facilitate U.S. exports, strengthen supply chain resiliency, and augment ITA's ability to combat unfair foreign trade practices.

ITA is requesting a \$12,000,000 program increase for Industry & Analysis (I&A) to support the resilience of supply chains that are critical to U.S. national security and economic competitiveness. This request will expand and institutionalize the Supply Chain Center and expand the cadre of industry experts who would provide quick-turn analyses (e.g., related to crises or potential contingency scenarios that threaten or cause supply chain shortages); develop and implement a cross-sectoral supply chain risk evaluation framework; increase ITA's ability to proactively assess additional critical supply chains to develop Government-wide sector-specific strategies; support Commerce's work to expand domestic manufacturing related to critical supply chains; and provide strategic and substantive leadership to international supply chain coordination and collaboration initiatives, building on the successful Indo-Pacific Economic Framework for Prosperity (IPEF) supply chain pillar. This additional capacity will also help fulfill Administration requirements for supply chain analysis related to foreign investment screening (ITA industry expertise guides U.S. Government [USG] decisions in screening hundreds of billions of dollars of foreign country investment in the United States through CFIUS). A robust supply chain resilience program will improve the USG's ability to counter efforts to exploit U.S. technological breakthroughs

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2025**

and gain strategic leverage by seeking control over key supply chains. This request builds upon the \$10.8 million provided under the Consolidated Appropriations Act, 2023.

To support U.S. export competitiveness, achieve long-term resilience, counter unfair trade practices and economic coercion by the People's Republic of China, respond to challenges such as the tertiary effects of the further invasion of Ukraine, and counter strategic adversaries, ITA is requesting program changes to restructure its Global Markets footprint, including a \$4,000,000 request to enhance staff in strategic Foreign Commercial Service (FCS) regions. These changes will enable ITA to identify positive opportunities for U.S. companies, enable them to compete effectively in various strategic markets, and help eliminate barriers to trade created by the actions of other foreign actors. This builds upon the \$6.5 million provided under the Consolidated Appropriations Act, 2023, to strengthen the FCS presence in strategic regions of vital economic and national security concern. In 2023, ITA opened new posts in Abidjan, Côte d'Ivoire; Georgetown, Guyana; and Lusaka, Zambia to expand efforts in relevant markets to promote U.S. interests and counter increased Chinese coercion.

Additionally, ITA is requesting \$5,000,000 to fulfill new requirements related to Executive Order 14105, "Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern." This funding will enable ITA to gather and analyze information regarding certain outbound investments from the United States into critical sectors. With this funding, ITA will create a new office to manage I&A's investment security activities under both the outbound investment and CFIUS support activities as well as provide industry-specific expertise. The new resources will provide input to inform implementing the Executive Order and accompanying regulations and will participate in future assessments of the implementing regulations after the program goes into effect. ITA will provide sector experts in the target sectors who have the technical fluency and industry relationships to understand and anticipate national security risks associated with cutting-edge technologies—both those currently covered and those that may need to be recommended to the President for future inclusion. ITA will also engage with allies and partners regarding the national security risks posed by countries of concern to encourage other countries to adopt similar regulations.

Performance:

The Government Performance and Results Act (GPRA) of 1993 and the GPRA Modernization Act of 2010 serve as the foundation for ITA's performance measurement. The effectiveness of ITA investments to achieve its mission is assessed through the judicious use of data and empirical evidence. These best practices have been institutionalized in ITA operations to ensure both quality control as well as the proper use of objective methods to assess and communicate ITA's performance. For current performance, please see the FY 2023/2025 Annual Performance Plan and Report.

Adjustments:

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2025**

Inflationary Adjustments

ITA's FY 2025 Base includes a total of \$23,876,000 to account for the full funding requirement for inflationary adjustments to current programs for ITA activities. This includes the annualization of the 2024 civilian pay raise of 5.2 percent and the estimated 2025 pay raise of 2.0 percent as well as inflationary increases for labor and non-labor activities, including benefits, service contracts, utilities, field office lease payments, and shared administrative costs for presence in diplomatic and consular posts overseas.

This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
FY 2025 PROGRAM INCREASES / DECREASES / TERMINATIONS**
(Dollar amounts in thousands)
(By Appropriation, Largest to Smallest)

Increases

Page No In CJ	Appropriations	Budget Program	Title of Increase	Positions	Budget Authority
ITA – 39	Operations and Administration	Industry and Analysis	Supply Chain Resiliency Program	22	12,000
ITA – 44	Operations and Administration	Industry and Analysis	Outbound Investment	12	5,000
ITA – 82	Operations and Administration	Global Markets	Competing with China and other Threats: Export Promotion and Trade Barrier Efforts	13	4,000
Total, Increases				47	21,000

Decreases

Page No In CJ	Appropriations	Budget Program	Title of Increase	Positions	Budget Authority
ITA – 76	Operations and Administration	Global Markets	Rescale Export Promotion and Trade Barrier Reduction Efforts	(32)	(12,376)
Total, Decreases				(32)	(12,376)

This Page Intentionally Left Blank

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

	Positions	FTE	Direct Obligations	Budget Authority
Appropriation Available, 2024	2,159	1,485	634,052	613,000
2025 Adjustments to Base				
Plus: Change in unobligated balances, SOY			(21,052)	
Plus: Inflationary adjustments to base	0	15	23,876	23,876
2025 Base	2,159	1,500	636,876	636,876
Plus: 2025 Program changes	15	14	8,624	8,624
2025 Estimate	2,174	1,514	645,500	645,500

Comparison by activity/subactivity		2023		2024		2025		2025		Increase/Decrease	
		Actual	Amount	Annualized CR	Amount	Base	Amount	Estimate	Personnel	Amount	from 2025 Base
ITA-17 Industry and Analysis	Pos./BA	245	86,693	277	86,693	277	91,254	311	108,254	34	17,000
	FTE/Obl.	226	85,318	255	91,769	265	91,254	290	108,254	25	17,000
ITA-50 Enforcement and Compliance	Pos./BA	351	125,127	398	125,127	398	129,421	398	129,421	0	0
	FTE/Obl.	324	121,423	383	129,945	383	129,421	383	129,421	0	0
ITA-64 Global Markets	Pos./BA	1,361	373,976	1,470	373,976	1,470	387,539	1,451	379,163	(19)	(8,376)
	FTE/Obl.	737	373,132	764	384,714	768	387,539	757	379,163	(11)	(8,376)
ITA-89 Executive Direction/Administration	Pos./BA	102	27,204	118	27,204	118	28,662	118	28,662	0	0
	FTE/Obl.	100	27,227	117	27,624	118	28,662	118	28,662	0	0
Total	Pos./BA	2,059	613,000	2,263	613,000	2,263	636,876	2,278	645,500	15	8,624
	FTE/Obl.	1,387	607,100	1,519	634,052	1,534	636,876	1,548	645,500	14	8,624

Adjustments for:

Recoveries	(6,847)				
Unobligated balance, start of year	(8,755)	(21,052)			
Unobligated balance, transferred	0				
Unobligated balance, end of year	21,052				
Unobligated balance, expiring	449				
Financing from:					
Transfers from other accounts (-)					
Transfers to other accounts (+)					
Appropriation	613,000	613,000	636,876	645,500	8,624

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

			2023		2024		2025		2025		Increase/ (Decrease)	
			Actual		Annualized CR		Base		Estimate		FTE	Amount
Comparison by activity:			Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount		
Industry and Analysis	Pos./BA		14	5,148	11	3,213	11	3,213	11	3,213	0	0
	FTE/Obl.		14	5,148	11	3,213	11	3,213	11	3,213	0	0
Enforcement and Compliance	Pos./BA		0	4,799	0	15,396	0	15,396	0	15,396	0	0
	FTE/Obl.		0	4,799	0	15,396	0	15,396	0	15,396	0	0
Global Markets	Pos./BA		22	27,857	17	32,246	17	32,246	17	32,246	0	0
	FTE/Obl.		22	27,857	17	32,246	17	32,246	17	32,246	0	0
Executive Direction/Administration	Pos./BA		0	96	0	24	0	24	0	24	0	0
	FTE/Obl.		0	96	0	24	0	24	0	24	0	0
Total	Pos./BA		36	37,900	28	50,879	28	50,879	28	50,879	0	0
	FTE/Obl.		36	37,900	28	50,879	28	50,879	28	50,879	0	0

This Page Intentionally Left Blank

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

	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/ (Decrease)
Total Obligations	645,454	684,931	687,755	696,379	8,624
Offsetting collections from:					
Federal funds (reimbursables)	(32,271)	(41,994)	(41,994)	(41,994)	0
Trust funds	0	0	0	0	0
Non-Federal funds (fees)	(9,879)	(8,885)	(8,885)	(8,885)	0
Recoveries	(14,194)	0	0	0	0
Restoration of Recoveries	0	0	0	0	0
Unobligated balance, start of year	(32,866)	(21,052)	0	0	0
Unobligated balance, transferred	0	0	0	0	0
Unobligated balance, end of year	54,178	0	0	0	0
Unobligated balance, expiring	2,578	0	0	0	0
Budget Authority	613,000	613,000	636,876	645,500	8,624
Financing:					
Transfer from other accounts (-)	0	0	0	0	
Transfer to other accounts (+)	0	0	0	0	
Appropriation	613,000	613,000	636,876	645,500	8,624

This Page Intentionally Left Blank

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

	Positions	FTE	Amount
Adjustments:			
Subtotal, adjustments	0	0	0
Other Changes			
2024 Pay raise			6,494
2025 Pay raise			4,372
Awards			175
Full-year cost in 2025 of positions financed for part-year in 2023		15	3,109
Change in compensable days			0
Civil Service Retirement System (CSRS)			69
Federal Employees Retirement System (FERS)			(518)
Thrift Savings Plan			(41)
Federal Insurance Contribution Act (FICA) – OASDI			36
Health Insurance			3,144
Other Benefits			0
Employees Compensation Fund			95
Travel:			
Mileage (Included in GPL adjustment)			0
Per Diem (Included in GPL adjustment)			0
Rental payments to GSA			(3,394)
GSA Furniture and IT Program (FIT)			(930)
Postage			0
Working Capital Fund, Departmental Management			1,225
Cybersecurity (Non-Add incl in WCF)			355

National Archives and Records Administration (NARA)			15
General Pricing Level (GPL) Adjustment			3,543
Enterprise Services			(1,569)
Telecommunications Services - Enterprise Infrastructure Services (EIS)			(415)
HCHB Utilities (Included in GPL adjustment)			0
Commerce Business System (CBS)			0
Federal Protective Service			51
ICASS			6,570
CSCSP/MCSP			1,845
Subtotal, other changes	0	15	23,876
Total, adjustments to base	0	15	23,876

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

Activity: Industry and Analysis

Line Item		2023		2024		2025		2025		Increase/Decrease	
		Actual		Annualized CR		Base		Estimate		from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	245	86,693	277	86,693	277	91,254	311	108,254	34	17,000
	FTE/Obl.	226	85,318	246	91,769	265	91,254	290	108,254	25	17,000
Total	Pos./BA	245	86,693	277	86,693	277	91,254	311	108,254	34	17,000
	FTE/Obl.	226	85,318	246	91,769	265	91,254	290	108,254	25	17,000

This Page Intentionally Left Blank

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

Activity: Industry and Analysis

		FY 2023		FY 2024		FY 2025		FY 2025		Increase/ (Decrease)	
		Actual		Annualized CR		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	14	5,115	11	2,625	11	2,625	11	2,625	0	0
	FTE/Obl	14	5,115	11	2,625	11	2,625	11	2,625	0	0
	.										
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	33	0	588	0	588	0	588	0	0
	FTE/Obl	0	33	0	588	0	588	0	588	0	0
	.										
Total	Pos./BA	14	5,148	11	3,213	11	3,213	11	3,213	0	0
	FTE/Obl	14	5,148	11	3,213	11	3,213	11	3,213	0	0
	.										

This Page Intentionally Left Blank

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

Activity: Industry and Analysis

Goal Statement

Industry & Analysis (I&A) provides the critical industry expertise to help U.S. industries compete abroad; strengthen global supply chains vital to U.S. national security and economic competitiveness; advance U.S. exports and support job creation; and analyze investments to protect U.S. national security. I&A strategies and applied analysis support \$170 billion in U.S. exports and inward investment and over 595,000 American jobs and influence policy decisions affecting trillions of dollars of economic activity.

Base Program

The International Trade Administration's I&A business unit is the analytical engine of U.S. competitiveness policy, the leader in cross-sectoral supply chain resiliency analysis and policy, and the critical linkage between industry and the U.S. Government (USG). I&A plays a central role in identifying risks and opportunities for the growth of U.S. industries. I&A's workforce of trade specialists, business and industry specialists, and economists provides unique sectoral and analytical expertise that supports USG efforts to promote and protect U.S. businesses, helping them compete in a global marketplace, grow their exports, and strengthening the supply chains on which they depend.

I&A's breadth of industry expertise, analytical capability, and data programs cannot be found in the private sector or in any other agency. I&A's specialized knowledge across a broad range of sectors, policy programs, and economic activity is tailored to inform decisions across the Government, ranging from which supply chains require most urgent bolstering and how best to protect and promote U.S. innovation and national security, to advancing trade negotiations and supporting enforcement. I&A has also created data tools to support its analytic work in trade and competitiveness. In addition to providing internal analysis for the U.S. government, I&A also makes data, analytical tools, and market intelligence easily accessible to external decision-makers in the private sector and in state and local government. I&A analysis and data are used by firms, industry associations, internal stakeholders, other USG

agencies (e.g., the Departments of Defense, State, Transportation, and Homeland Security), the White House (including the National Security Council and the Office of the U.S. Trade Representative) and the Congress.

Many of the USG efforts to support U.S. competitiveness rely on I&A's analyses. I&A has a unique strength in understanding industries and their global supply chains. I&A sectoral and analytical capabilities are used to analyze and address supply chain vulnerabilities; to develop solutions to address foreign market access issues, support trade negotiations, and engage with foreign partners; to analyze domestic production, including as part of the Miscellaneous Tariff Bill process; to execute required sector reviews for Section 232 of the Trade Expansion Act of 1962 (19 U.S.C. §1862) (Section 232 exclusion cases); to evaluate remedies proposed to address industry injury under Section 201 of the Trade Act of 1974 (19 U.S.C. §2251) (Section 201 cases); to conduct national security reviews as a statutory member of the Committee on Foreign Investment in the United States (CFIUS); and to provide information on potential harm to domestic industry as part of Free Trade Zone application reviews.

I&A expertise is also sought in USG policymaking on emerging and enabling technologies and critical sectors such as semiconductors, electric vehicle and other high-capacity batteries, clean technology, critical minerals, autos, space, civil nuclear, artificial intelligence, advanced manufacturing, transportation and logistics services, biotechnology, and travel and tourism. I&A also works with other ITA units on efforts to engage with foreign governments on issues impacting U.S. firms and to educate industry on export markets, including through its leadership of the inter-agency STOPfakes program and ITA's digital attaché and standards' attaché programs. I&A is at the forefront of USG efforts on digital trade and privacy in the international marketplace, including leading the Privacy Shield Program, the Cross Border Privacy Rules initiative, and contributing to the digital components of the Indo-Pacific Economic Framework. I&A also produces the official travel and tourism trade statistics for the USG, which are used as an input by the U.S. Bureau of Economic Analysis (BEA) to calculate the Gross Domestic Product and the travel and tourism satellite account. These statistics enable informed decision-making by public and private sector stakeholders on efforts to promote international visitation to the United States.

I&A's analytical work, industry relationships, and policy recommendations influence U.S. policies affecting trillions of dollars in economic activity. I&A's analysis and recommendations have also been used to inform and direct crisis response (e.g., the COVID-19 pandemic, Russia's war against Ukraine, or semiconductor chip, baby food, and chassis shortages) and long-term strategic and policy efforts to counter risks posed by foreign adversaries. Fragile supply chains can have far reaching and long-lasting implications to U.S. economic prosperity and national security. I&A is already facing high demand for its sectoral and analytical expertise related to critical supply chain resiliency. Its expertise has been utilized to proactively identify areas of need and facilitate early intervention, particularly focused on the identification of dependencies abroad and the most critical supply chains. I&A is advising the Department of Defense and the Department of Energy on nearly \$5 billion of USG investments in critical minerals supply chains and the CHIPS Program Office in Commerce and the State Department on the deployment of tens of billions of dollars directed to strengthening semiconductor supply chains. I&A is critical to USG supply chain work because of its broad and deep sectoral expertise, which is the heart of understanding and strengthening supply chains needed to advance U.S. economic prosperity and security.

I&A's deep industry expertise is also critical for U.S. national security, including as it relates to providing sectoral understanding and supply chain-related analyses for CFIUS cases. This expertise, along with I&A's expansive industry connectivity, is also crucial to understanding the potential national security risks posed by certain outbound investments and to implementing the Administration's outbound investment policy to effectively address these risks while minimizing unintended economic effects and maintaining dialogue with industry.

I&A contains four primary subunits focused on industry sectors and one subunit focused on economic analysis and cross-cutting trade issues. I&A also executes a collection of trade programs for U.S. firms. Some of I&A's programs meet the needs of specific sectors such as textiles, apparel, travel and tourism, energy, and environmental goods. Other programs cut across various industries, such as the EU-U.S. Privacy Shield, the Swiss-U.S. Privacy Shield, and the Export Trading Company Act. I&A's largest asset category is employee expertise, which must be maintained through training, access to information, and interaction with stakeholders in the private sector. Delivery of I&A products and services is dependent on reliable secure information technology platforms for research and analysis and for dissemination.

Statement of Operating Objectives

Schedule and Milestones

FY 2025–2029

- Provide trade, enforcement, supply chain, and competitiveness policy recommendations.
- Provide sector analysis and economic modeling for trade, enforcement, supply chain, and competitiveness policy options.
- Engage with foreign governments to mitigate international supply chain challenges.
- Engage with foreign governments to remove barriers to U.S. exports for services and manufactured goods.
- Engage with U.S. industry to promote U.S. exports for services and manufactured goods.
- Engage with U.S. industry to support competitiveness of services and manufactured goods.
- Coordinate U.S. government policy for travel and tourism exports and advance the competitiveness of the U.S. travel and tourism sector.
- Administer the EU-U.S. Administer the EU-U.S. Data Privacy Framework, the UK Extension to the EU-U.S. Data Privacy Framework, and the Swiss-U.S. Data Privacy Framework, which enable data transfers from those markets and the United States and lead U.S. efforts, working with other agency partners, to expand global participation in the Cross Border Privacy Rules System to facilitate global data flows.
- Administer the Industry Trade Advisory Committee program, which enables U.S. industry input into trade negotiations.
- Administer other Federal Advisory Committees, to enable the Secretary's access to expert advice and recommendations to address international trade, climate, and supply chain challenges.

- Administer the Export Trade Certificate of Review program, which enables firms to collaborate on export activities.
- Administer the provisions of U.S. trade agreements for textiles and apparel and trade preference programs for textiles and apparel.
- Administer the formal dispute settlement process under 15 free trade agreements.
- Utilize the Supply Chain Center for crisis response and proactive policy actions that anticipate future constraints in key sectors and develop recommendations to mitigate impacts on U.S. national security and competitiveness.
- Supply indispensable sectoral and supply chain insights to CFIUS's investment screening activities.

Deliverables

- Pioneer a cross-sector supply chain risk assessment framework to inform U.S. Government decisions about which supply chains are most vulnerable, why, and how they can be strengthened.
- Provide strategies to target tens of billions of dollars of export opportunities for U.S. industry and inward investment to the U.S. as part of strengthening high-priority supply chains, including related to key emerging technologies.
- Provide quick-turn analyses for critical sectors that inform policymaking and responses to crises, strategic competition concerns, disruptions of trade, pandemics, or natural disasters.
- Provide strategic guidance to Commerce, White House, Department of Defense, Department of Energy, the State Department, and other departments and agencies related to industry and sector-specific competitiveness issues as they disburse billions of dollars in U.S. Government investments for supply chains.
- Provide increased leadership of, and support for, international supply chain dialogues to coordinate with international partners on, and increase the value of U.S. Government investments in, critical supply chains.
- Provide domestic production information to the U.S. International Trade Commission for Miscellaneous Tariff Bills.
- Maintain and improve trade data tools for U.S. exporters, such as Trade Stats Express, the Market Diversification Tool, and the Free Trade Agreement Tariff Tool.
- Maintain and improve Stopfakes.gov, which provides exporter information on protecting intellectual property.
- Produce Top Export Market Rankings and other information and data products for targeted services and manufactured goods.
- Produce trade and economic data products such as metropolitan area export data, characteristics of exporters data, and a suite of "*Jobs Supported by Exports*" products.
- Produce inputs for sectoral and cross-cutting chapters of trade agreements.
- Provide industry knowledge and analysis to inform interagency policy discussions on advancing secure and reliable supplies of critical minerals.
- Represent Commerce on CFIUS and play a lead role in implementing the Executive Order 14105, "Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern."
- Conduct the Survey of International Air Travelers (SIAT), which provides critical data to enable BEA to calculate the balance of payments and travel and tourism satellite account, as well as critical market intelligence for industry to increase travel and

tourism exports. SIAT data includes demographic and psychographic data collected from overseas visitors to the United States.

- Interpret and disseminate a full suite of interconnected travel and tourism data that provide critical market intelligence. SIAT data are one component of this overall suite of programs utilized monthly by the Department of Homeland Security, Department of State, Centers for Disease Control and Prevention, BEA, and the private sector.

Explanation and Justification

		2023 Actual		2024 Annualized CR		2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos./BA	245	86,693	277	86,693	277	91,254
	FTE/Obl	226	85,319	255	91,769	265	91,254

In FY 2023, I&A established a new Supply Chain Center as a small initial team to facilitate supply chain analysis and policy across I&A, along with a broad investment in industry analysis capacity required for the United States’ efforts to build resilient supply chains in key sectors. I&A established a new Office of Critical Minerals and Metals to respond to growing requests for I&A analysis and recommendations on products in these industries. I&A continued to lead Commerce dialogues on supply chains, including leading the negotiations for the supply chain pillar of the Indo-Pacific Economic Framework for Prosperity (IPEF). I&A also increased its capacity to produce quick-turn analyses in response to national security threats. I&A led Commerce-wide strategic efforts to enhance the international competitiveness of U.S. climate and clean technology. I&A also led the implementation of the government-wide strategy to increase travel and tourism through the National Travel and Tourism Strategy. I&A continued to manage high demand for analytical work to (1) address supply chain imbalances and vulnerabilities that impact national security and economic competitiveness, (2) counter U.S. trading partners’ retaliatory actions, and (3) support ITA and other agencies with data analytics and sectoral expertise and policy recommendations in trade compliance and export promotion work.

In FY 2024, the Supply Chain Center will continue building the analytical capability needed to drive supply chain resiliency policy action through pilot projects on priority sectors, creating a framework and methodology for supply chain analysis on nascent and emerging technologies and expanding how we leverage data and advanced analytics and modeling tools. I&A will also establish new offices to respond to the growing demand for its analysis and recommendations in digital services, critical and emerging technologies, and healthcare.

In FY 2024, I&A began to support the outbound investment program established by the Executive Order 14105, “Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern.” The success of any outbound investment program will require I&A’s singular, sector-specific industry expertise to prevent U.S. private capital from financing adversary advances in critical sectors that undermine U.S. national security. I&A plays an important role in identifying and understanding the relevant technologies, sectors, and supply chains vital to developing and implementing the outbound program. I&A also brings a unique commercial perspective and connectivity to industry that will be key to successful implementation and reducing the risks of unintended market disruptions.

I&A will lead the implementation of the IPEF Supply Chain Agreement, which entered into force in February 2024, and is supporting the negotiations of the digital provisions. I&A will specifically assist in operationalizing the bodies under the IPEF Supply Chain Agreement, including the IPEF Supply Chain Council, and will also pursue research and analysis on opportunities and vulnerabilities for supply chain resilience in key sectors of collective interest in the Indo-Pacific region. I&A will support the Miscellaneous Tariff Bill (MTB) process by providing information to the International Trade Commission on domestic production if MTBs legislation is enacted.

In FY 2025, I&A will continue to build on these activities, particularly to deepen I&A’s capabilities to leverage the industry depth and data-driven insights vital to USG work to identify needs and craft policy responses with respect to supply chains that affect U.S. economic competitiveness and national security.

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

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

- **Trade Agreements Secretariat (TAS):** TAS is responsible for the fair and impartial administration of dispute settlement provisions under all U.S. free trade agreements (FTAs), as mandated in their respective implementation acts.
- **Market Development Cooperator Program (MDCP):** OAS administers MDCP awards on behalf of I&A. This program establishes cooperative agreements between ITA and non-profit industry groups like trade associations to support projects that help U.S. companies compete in international markets. On average, MDCP projects generate over \$286 in exports for every federal dollar invested.
- **Industry Trade Advisory Committees (ITACs):** OAS administers the ITAC program on behalf of the Secretary of Commerce (Secretary) and the United States Trade Representative (USTR). The 15 ITACs are part of the USTR-led trade advisory committee system pursuant to section 135(c) of the Trade Act of 1974, as amended. The ITACs provide detailed policy and technical advice and recommendations regarding negotiating objectives and bargaining positions in trade agreements, the implementation of existing trade agreements; and perform other advisory functions relevant to the development of U.S. trade policy matters.

- **Strategic Partnership Program (SPP):** OAS administers the SPP on behalf of ITA. This program leverages relationships with organizations, both for-profit and non-profit, who share ITA’s mission to enhance the global competitiveness of U.S. firms and attract foreign direct investment. Our Partnerships help to broaden and deepen our outreach by enabling ITA to share critical export and investment information with millions of U.S. organizations. Based on final activity reports received to date, in FY 2022, 37 ITA Strategic Partners held 205 events with over 25,635 participants. Of this, 104 events focused on underserved communities with over 14,900 participants.
- **Supply Chain Center:** The Supply Chain Center (SCC) integrates and coordinates I&A’s efforts as the analytic engine of supply chain resilience policy. The SCC helps bring together data and expertise to be proactive in anticipating supply chain challenges and strategic in setting priorities for policy focus and action based on data-driven risk analysis. It is a force multiplier in improving the targeting and effectiveness of U.S. Government investments and a partner with industry in building resilient supply chains and supporting U.S. businesses in leading the industries of the future. The SCC works closely with other agencies and stakeholders to inform U.S. Government action as a leading member of the White House-led Council on Supply Chain Resiliency and in alignment with the White House-led Global Competitive Analysis Team efforts.

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

- **Cross-Sectoral Policy Analysis:** TP&A provides analysis on standards development, intellectual property, trade law compliance, tariffs, government procurement and rules of origin to inform policymakers in the federal government and in the private sector.
- **Economic Analysis:** TP&A provides in-depth economic analysis and economic modeling on a wide variety of trade and supply chain related issues including economic coercion, tariff actions, removal of foreign trade barriers, the downstream effects of trade actions, and the impact of global supply chain disruptions.
- **Data & Data Tools:** TP&A creates and makes publicly available, in coordination with other Commerce agencies, unique data series (metropolitan export data, jobs supported by exports, exporter database). It also develops and maintains I&A’s external trade data tools, including TradeStats Express, the FTA Tariff Tool, the Jobs Supported by Exports data series, and the Market Diversification Tool.
- **CFIUS:** TP&A is the policy lead for the Department of Commerce’s participation in CFIUS national security reviews of transactions involving the acquisition of U.S. companies by foreign firms.
- **Outbound Investment:** I&A plays a vital role in implementing the Executive Order 14105, “Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern,” including by facilitating industry engagement, helping field and integrate industry input through the public comment process, and analyzing future data collected through the notification provisions of the Order.
- **IPR Outreach and Toolkits:** TP&A manages the STOPfakes program which includes Roadshows that deliver critically important information about intellectual property protection and enforcement to U.S. small and medium enterprises. TP&A

also maintains the Stopfakes.gov website, which houses industry-specific toolkits and country snapshots providing information on intellectual property protections.

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

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

- **Fifth Generation (5G) Wireless Technology Initiative:** Manufacturing leads a strategic initiative to support and promote the competitiveness of U.S. companies in international markets for 5G wireless technology.
- **Biopharmaceuticals:** Manufacturing provides decision-makers with critical and up to date information to support the global competitiveness of this industry, bolster pandemic preparedness and address current drug shortages. Manufacturing provides in-depth industry intelligence to inform policy actions to resolve medical product supply chain issues and other health crises.
- **Semiconductor Initiative:** Manufacturing's policy expertise on semiconductors has been critical in shaping the executive branch's approach to the industry since 2015 when we led interagency efforts on the development and implementation of the National Semiconductor Leadership Strategy, which included securing a \$12 billion foreign investment in the U.S.-based semiconductor supply chain.
- **Climate:** Manufacturing is leading ITA efforts to support the Administration's global climate ambitions, including supporting the development and implementation of Commerce's international climate strategy plans under EO 14008 on Tackling the Climate Crisis at Home and Abroad; developing internal guidance and external messaging on ITA climate activities, priorities, and resources; and strategic efforts to enhance the international competitiveness of U.S. climate and clean tech solutions.
- **Advanced Batteries:** Manufacturing supports the development of the domestic battery industry by providing critical market research and analysis that inform the Administration's advanced battery priorities and the Federal Consortium for Advanced Batteries (FCAB).
- **Asia-Pacific Economic Cooperation (APEC) Cybersecurity Workstream:** Manufacturing is leading a six-year (2019-2024) APEC workstream focused on cybersecurity policy and standards to support U.S. competitiveness in the ICT sector.
- **APEC Telehealth Workstream:** Manufacturing is implementing a 5-year (2020-2024) APEC workstream, "Empowering Telehealth Solutions Across APEC," to promote resilient health streams in the wake of COVID-19, highlight the strength and ingenuity of U.S. telehealth solutions, and shape regulatory environments in APEC economies to provide greater opportunity for U.S. companies.
- **APEC Automotive Dialogue New Vehicle Technologies Program:** Manufacturing is implementing a 5-year (2021-2025) APEC workstream to reduce regulatory divergence and avoid adoption of country-specific standards or regulations throughout the APEC region that could reduce the competitiveness of U.S. products.

- **Autos/USMCA:** Manufacturing provides advice on the implementation and enforcement provisions of USMCA related to automotive goods. The Automotive Committee continues to meet and consult on additional questions that arise concerning alternative staging (approved alternative staging plans permit vehicle manufacturers a longer period of transition to comply with the new rules of origin), and text interpretation related to core parts provisions, and the treatment of used vehicles under USMCA, among others.
- **Solar:** The Manufacturing office advocates for decreasing our dependence on China through development of alternative solar supply chains globally and scaling up U.S. manufacturing. Manufacturing advocates for increased transparency and traceability, due to the credible allegations of forced labor in China in the solar supply chain.
- **Hydrogen:** Manufacturing provides industry and supply chain analysis to advance U.S. government efforts to enhance the competitiveness of the U.S. hydrogen industry.

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

- **Critical Minerals:** TCGM leads the Department's trade policy, trade promotion, and trade facilitation activities to increase the competitiveness of U.S. critical minerals—as well as activities to increase international cooperation related to processed critical materials. TCGM works to ensure secure and reliable supplies of critical minerals by providing industry knowledge and analysis to inform interagency policy discussions.
- **Personal Protective Equipment (PPE):** TCGM analysts support the development of a sustainable domestic PPE supply chain capable of reducing U.S. reliance on imported PPE (masks, ventilators, gowns, etc.).
- **Marine Plastic Litter and Plastic Pollution:** TCGM advocates for a global agreement on marine litter and plastic pollution within the United Nations.
- **Food Safety and Security:** TCGM administers a public-private partnership in Asia-Pacific Economic Cooperation (APEC) on food safety capacity building and trade facilitation to ensure regulations do not create unintended barriers to U.S. exports while ensuring safety. APEC economies import 75 percent of their processed food and beverages from the United States.
- **Softwood Lumber:** TCGM provides critical market data and analysis to interested USG policy makers which allows for balancing the needs of lumber consumers (the residential construction industry and their downstream customers) with that of domestic timber industry producers.
- **Data Collection, Analysis and Made in USA:** TCGM promotes the accessibility of textiles reliable inputs and ensures resilient supply chains for these materials within the Western Hemisphere by providing the Made in USA Sourcing and Products Directory for textiles, apparel, footwear, travel goods and by collecting, analyzing, and publishing data on trade involving textiles and apparel.
- **Implementation of Textile Agreements:** TCGM is responsible for matters affecting textile trade policy; supervising the implementation of certain textile and apparel provisions in Free Trade Agreements and preference programs, such as AGOA; and coordinating efforts to combat illegal textile and apparel transshipment. TCGM's Deputy Assistant Secretary chairs the

Committee for the Implementation of Textile Agreements (CITA) that includes USTR, Treasury, State, and Labor, which are integral to developing and implementing textile trade policy.

- **Forced Labor:** TCGM represents Commerce equities on the Forced Labor Enforcement Task Force (FLETF), an interagency working group to review recommendations and vote on the placement of entities on the Uyghur Forced Labor Protections Act (UFLPA) Entity List.

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

- **Privacy Shield Program / Data Privacy Framework (DPF) Program:** Renegotiating and administering the EU-U.S. and Swiss-U.S. Privacy Shield Frameworks, which served over 5,000 U.S. participating companies and then administering the updated and renamed frameworks as the EU-U.S. and Swiss-U.S. Data Privacy Frameworks, along with the United Kingdom Extension to the EU-U.S. Data Privacy Framework to enable such companies to transfer personal data from Europe to the United States in support of the \$7.1 trillion transatlantic economic relationship. More than 70 percent of the participating companies are small and medium enterprises.
- **Cross Border Privacy Rules (CBPR) System:** Leading the U.S. Government's administration of the CBPR system. The CBPR mechanism facilitates cross border data flows and promotes internationally recognized data protection best practices. I&A received support from USAID, the State Department, and APEC to work on this issue. In April 2022, the Secretary announced the expansion of the system so that it is now available to economies beyond the APEC region.
- **Digital Trade Issues:** Providing industry-grounded expertise on digital trade issues in bilateral and multilateral fora. For example, I&A used its knowledge to contribute to the digital trade chapter of the Indo-Pacific Economic Framework (IPEF), which focuses on digital economy and emerging technology issues. I&A also advocates for U.S. industry on other digital services issues, including cybersecurity, cloud computing, media and entertainment, telecommunication services, software, and artificial intelligence, among others.
- **Supply Chain Services:** Providing policy advice and working to improve the competitive movement of U.S. goods and services, focusing on all distribution and transportation modes. Promoting best practices in customs and trade facilitation for an efficient supply chain.
- **Trade and Development Finance:** Supporting the Department's engagement with the Export-Import Bank and the International Development Finance Corporation, including the Secretary of Commerce role as a member of the relevant boards.
- **Blockchain Competitiveness:** Leading ITA's initiative to promote global U.S. blockchain competitiveness (with a particular focus on the insurance, trade finance, and supply chain industries) and leading discussions with industry, U.S. and foreign policymakers, and multilateral institutions.
- **Financial Services Market Access:** Managing ITA's effort to advance financial services, insurance, and private pensions market access including engagement in bilateral and multilateral trade discussions, leading the U.S. delegation to the Organization for Economic Cooperation and the Development Insurance and Private Pensions Committee, and catalyzing

multiple interagency efforts that seek to ensure a level playing field for U.S. financial services firms competing around the world.

- **Professional and Business Services Market Access:** Managing ITA's efforts to advance services market access through bilateral and multilateral trade negotiations and in concert with other U.S. Government agencies seeking to ensure trading partners abide by commitments and adopt regulatory practices that provide favorable treatment to all competitors. Advocates for and promotes the interests of U.S. providers of education services; professional services, including legal services, accounting, and management consulting; architecture, engineering, and construction; university and private sector research and development; and other business services.

National Travel and Tourism Office (NTTO): I&A's NTTO is the lead for travel and tourism within the federal government. It is responsible for producing the official USG travel and tourism data to inform private- and public-sector efforts to grow international visitation to the United States, representing economic interests related to travel and tourism in national security discussions, and coordinating private-sector input in, and interagency progress on, the National Travel and Tourism Strategy. NTTO also supports the Secretary of Commerce in her role as chair of the Tourism Policy Council (TPC), which was established by law to coordinate federal efforts related to travel and tourism. Additionally, NTTO manages the U.S. Travel and Tourism Advisory Board (TTAB), a Federal Advisory Committee Act body that provides recommendations on matters relating to the travel and tourism sector to the Secretary of Commerce.

- **National Travel and Tourism Strategy (Strategy):** NTTO leads the implementation of the Strategy that focuses federal government efforts to support the growth of the U.S. travel and tourism industry. The Strategy, released in 2022, set a five-year goal of attracting 90 million international visitors to the United States spending \$279 billion annually. These expenditures will support job creation in communities across the United States, its territories, and the District of Columbia.
- **The TPC:** Created by Congress and chaired by the Secretary of Commerce, the TPC is the interagency council charged with coordinating national policies and programs relating to travel and tourism. NTTO serves as the Secretariat for the TPC and is working with the agencies of the TPC to implement the Strategy.
- **Travel and Tourism Trade Data:** NTTO is responsible for collecting, analyzing, and disseminating international travel and tourism statistics for the United States. Travel and tourism is historically the nation's largest services sector – representing 27 percent of U.S. services exports and 10 percent of all U.S. exports in 2019 (goods and services).
- **SIAT:** NTTO conducts the SIAT as a key component of its statistical system to comply with requirements of the National Tourism Organization Act of 1996 that states Commerce is to collect and publish comprehensive international travel and tourism statistics and other marketing information. These data are used by BEA to calculate the balance of payments and by ITA to provide critical market intelligence to enable the private sector to target international markets and develop products that will grow travel and tourism exports. This data are also used to inform national security and economic policy.
- **Corporation for Travel Promotion (d/b/a Brand USA):** Brand USA is the nation's destination marketing organization. The Secretary of Commerce appoints the Board of Directors and approves Brand USA's annual objectives in consultation with the Secretary of State and the Secretary of Homeland Security. Commerce is the primary U.S. government liaison to Brand USA.

- **TTAB:** This CEO-level private sector Federal Advisory Committee Act board works with stakeholders represented by the membership and provides advice to the Secretary of Commerce on public policy and programs to address current and emerging issues in the travel and tourism sector, ensuring regular contact between the government and industry.
- **Advancing U.S. Travel and Tourism Competitiveness:** NTTO represents Commerce and ITA in interagency governmental and international fora on issues relating to international travel to and within the United States, as well as competitiveness and implementation of U.S. policies. NTTO serves as the principal point of contact and representative for the USG for travel and tourism policy and programs with multinational efforts such as G20, APEC, OECD, and OAS, with representatives of foreign governments on a bilateral basis, with state, local and tribal governments, and with U.S. industry and other stakeholders.

I&A statutory authority includes:

- Tariff Act of 1930
- Export Trading Company Act of 1982 (P.L. 97-290)
- American Manufacturing Competitiveness Act of 2016 (P.L. 114-159)
- Trade Expansion Act of 1962 (19 U.S.C. §1862) (Section 232 exclusion cases)
- Market Development Cooperator Program (15 USC 4723)
- International Travel Act of 1961 (P.L. 87-63)
- National Tourism Policy Act of 1981 (P.L. 97-63)
- Travel Promotion Act of 2009 (P. L. 111–145)
- National Tourism Organization Act of 1996 (P.L. 104–288)
- Tourism Policy and Export Promotion Act of 1992 (P.L. 102-372)
- Travel Promotion Act of 2009 (P.L. 111-145)
- Travel and Tourism Requirements in H.R. 2617, Consolidated Appropriations Act for FY 2023, Division BB, Title VI (P.L. 117-328)
- Federal Advisory Committee Act (P.L. 92-463)
- Trade Act of 1974 (P.L. 93-618)
- Mutual Educational and Cultural Exchange Act (MECEA) of 1961 (22 U.S.C. §§ 2455(f) and 2458(c))
- Omnibus Trade and Competitiveness Act of 1988 (P.L. 100-418)
- United States-Mexico-Canada Agreement (USMCA) Implementation Act (P.L. 116-113)
- Export Enhancement Act of 1988 (as amended 15 U.S.C. § 4728(c))

This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2025**
(Dollar amounts in thousands)

	2025 Base		2025 Estimate		Increase/Decrease from 2025 Base	
	Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	277	91,254	299	103,254	22	12,000
	265	91,254	281	103,254	16	12,000

Supply Chain Resiliency Program (+\$12,000, 16 FTE/22 Positions) – This request provides funding to grow the small team in I&A’s Supply Chain Center (SCC) to become the analytic engine of U.S. supply chain resiliency policy and to expand expert positions in key industry sectors. It would support creating dedicated teams to lead rapid reaction analysis, policy tool development, and engagement with industry to improve supply chain resilience. This request builds on the FY 2023 supply chain resources that I&A deployed strategically to launch the Supply Chain Center and to fill key expert positions across the I&A industry offices that ITA’s supply chain resiliency work relies on for industry expertise and connectivity.

This request will expand and institutionalize the Supply Chain Center and expand the cadre of industry experts who would provide quick-turn analyses (e.g., related to crises that threaten or cause supply chain shortages); develop and implement a cross-sectoral supply chain risk evaluation framework; increase ITA’s ability to proactively assess additional critical supply chains to develop USG-wide sector-specific strategies; support Commerce’s work to expand domestic manufacturing related to critical supply chains; and provide strategic and substantive leadership to international supply chain coordination and collaboration initiatives, building on the successful Indo-Pacific Economic Framework for Prosperity (IPEF) supply chain pillar. This additional capacity will also help fulfill Administration requirements for supply chain analysis related to foreign investment screening and inform ITA’s industry expertise in guiding USG decisions in screening hundreds of billions of dollars of foreign country investment in the United States through CFIUS. A robust supply chain resilience program will improve the USG’s ability to counter efforts by foreign adversaries to exploit U.S. technological breakthroughs and gain strategic leverage by seeking control over key supply chains. In addition to increasing staffing in the SCC and the industry offices, the additional funds will also be used for contracts and data purchase to expand the number and depth of sector-specific supply chain analyses I&A can undertake.

Schedule and Milestones:

FY 2025-2029

- Build out Supply Chain Center with analytic and program support.
- Fully leverage unique and cost-effective commercially available advanced analytics tools and datasets.

Deliverables:

- Conduct in-depth analyses of multiple supply chains, annually, to understand each supply chain's geographic footprint, vulnerabilities, and potential opportunities.
- Develop and deploy a supply chain risk evaluation framework that assesses supply chain resiliency across sectors to identify relative vulnerability for the purpose of supporting prioritization of policy action to bolster resiliency.
- Provide dozens of quick-turn analyses for additional sectors that inform policymaking and responses to crises, strategic competition concerns, disruptions of trade, pandemics, or natural disasters.
- Drive additional supply chain coordination and collaboration initiatives with international organizations, building on the success of the IPEF supply chain pillar.
- Provide high-quality sectoral analysis reflecting supply chain considerations to inform hundreds of billions of dollars of U.S. investment screening through CFIUS.
- Provide strategic guidance to Commerce, Department of Defense, Department of Energy, Department of State, and other departments and agencies related to industry and sector-specific competitiveness issues as they disburse billions of dollars in USG investments for supply chains.
- Provide strategies to target tens of billions of dollars of export opportunities for U.S. industry and inward investment to the United States as part of strengthening high-priority supply chains, including related to key emerging technologies.

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

Activity: Industry and Administration
Program Change: Supply Chain Resiliency Program

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Executive Director	Washington D.C.	SE	1	\$ 212,100	\$ 212,100
Business and Industry	Washington D.C.	GS-15	1	\$ 191,900	\$ 191,900
Economist, Team Lead	Washington D.C.	GS-15	1	\$ 191,900	\$ 191,900
Trade Specialist Team Lead	Washington D.C.	GS-15	1	\$ 191,900	\$ 191,900
Business and Industry	Washington D.C.	GS-14	4	\$ 181,216	\$ 724,864
Economist	Washington D.C.	GS-14	4	\$ 181,216	\$ 724,864
Trade Specialist	Washington D.C.	GS-14	1	\$ 181,216	\$ 181,216
Management and Program Analyst	Washington D.C.	GS-14	1	\$ 181,216	\$ 181,216
Business and Industry	Washington D.C.	GS-13	3	\$ 153,354	\$ 460,062
Trade Specialist	Washington D.C.	GS-13	2	\$ 153,354	\$ 306,708
Administrative Specialist	Washington D.C.	GS-11	2	\$ 107,590	\$ 215,180
Management and Program Analyst	Washington D.C.	GS-09	1	\$ 88,926	\$ 88,926
Subtotal			22		\$ 3,670,836
Less Lapse	25%		(6)		\$ (917,709)
Total Full-time permanent (FTE)			16		\$ 2,753,127
2025 Pay Adjustment	2.0%				\$ 55,063
			16		\$ 2,808,190
			0		\$ -

Total

\$ 2,808,190

Personnel Data Summary

Full-time Equivalent Employment (FTE)

Full-time permanent

16

Other than full-time permanent

0

Total FTE

16

Authorized Positions

Full-time permanent

22

Other than full-time permanent

0

Total Positions

22

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

Activity: Industry and Analysis
Program Change: Supply Chain Resiliency Program

Object Class	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/Decrease from 2025 Base
11 Personnel compensation					
11.1 Full-time permanent	28,926	31,441	35,123	37,931	2,808
11.3 Other than full-time permanent	266	350	350	350	0
11.5 Other personnel compensation	970	661	670	753	83
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	30,162	32,452	36,143	39,034	2,891
12 Civilian personnel benefits	10,723	12,674	13,814	15,157	1,343
13 Benefits for former personnel	0	202	202	202	0
21 Travel and transportation of persons	909	2,367	2,381	2,626	245
22 Transportation of things	4	12	12	69	57
23.1 Rental payments to GSA	3,867	3,593	2,799	3,166	367
23.2 Rental payments to others	1	0	0	0	0
23.3 Communications, Utilities and misc. charges	839	1,836	1,782	1,792	10
24 Printing and reproduction	232	164	168	198	30
25.1 Advisory and assistant services	4,966	8,682	8,873	8,873	0
25.2 Other services from non-Federal sources	12,034	11,984	12,379	16,736	4,357
25.3 Other goods and services from Federal sources	13,520	11,652	6,476	9,052	2,576
25.4 Operation and maintenance of facilities	1,164	1,289	1,289	1,289	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	0	0	0	0	0
25.7 Operation and maintenance of equipment	364	0	0	0	0
25.8 Subsistence and support of persons	2	0	0	0	0
26 Supplies and materials	1,205	927	947	1,031	84

31	Equipment	4,877	2,735	2,789	2,829	40
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	447	1,200	1,200	1,200	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	85,318	91,769	91,254	103,254	12,000

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2025**
(Dollar amounts in thousands)

		2025 Base		2025 Estimate		Increase/Decrease from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Industry and Analysis	Pos/BA	277	91,254	289	96,254	12	5,000
	FTE/Obl.	265	91,254	274	96,254	9	5,000

Outbound Investment (+\$5,000, 9 FTE/12 Positions) – This request provides funding to fulfill new requirements from Executive Order 14105, “Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern,” that will gather information regarding certain outbound investments from the United States into critical sectors and prohibit others. While Treasury will lead on intake of the information, Treasury will depend on ITA’s unique, sector-specific industry expertise to prevent U.S. private capital from financing adversary advances in critical sectors that undermine U.S. national security.

With this funding, ITA will create a new office to manage I&A’s investment security activities for both the outbound investment and CFIUS support activities and will create positions in I&A’s sector offices. ITA will provide target sector experts who have the technical fluency and industry relationships to understand and anticipate national security risks associated with cutting-edge technologies—both those currently covered and those that may need to be recommended to the President for future inclusion. ITA has the scalable industry analysis skillsets to, for example, understand the semiconductor and other critical supply chains to identify the full range of investments that could boost an adversary’s military capabilities while trying to prevent unnecessary economic disruptions. This funding will also enable ITA to expand its industry engagement to proactively communicate with industry representatives and answer the high volume of questions they will have as they seek to adhere to the requirements of the Executive Order. In addition, ITA will need sector-specific capital flows and investment expertise to anticipate and effectively propose policy adaptations as foreign adversaries develop new mechanisms to evade scrutiny and access U.S. investment. ITA’s sector-specific experts will be indispensable to collecting, interpreting, and presenting to the committee analysis on the influx of transaction-specific and aggregate data that the private sector will be providing to the U.S. Government regarding outbound investments and associated supply chains.

Schedule and Milestones:

FY 2025-2029

- Provide input, utilizing commercial, sectoral and supply chain expertise, to inform implementing the Executive Order and accompanying regulations (including any changes to the program) regarding categories of notifiable and prohibited transactions, scope of technology sectors covered, review comments received by industry on rulemaking and engage with industry regarding implementation of the Executive Order and regulations.
- Following the effective date of implementing regulations, analyze, utilizing commercial, sectoral and supply chain expertise, notified transactions.
- Continuing to provide core commercial and sector-specific technical expertise to support the program's operations.
- Engage, in coordination with the Departments of Treasury and State, with allies and partners regarding the national security risks posed by countries of concern advancing covered national security technologies and products to encourage other countries to adopt similar restrictions.
- Within one year of the effective date of implementing regulations, assess whether to amend the regulations, including whether to adjust the definition of "covered national security technologies and products" to add or remove technologies and products covered by the program.
- Periodically thereafter, review the effectiveness of the regulations.

Within one year of the effective date of implementing regulations, and no less than annually thereafter, provide analysis for report to the President regarding an assessment of the effectiveness of the measures imposed under the Executive Order in addressing threats to U.S. national security, aggregate sector trends evident in notifiable transactions and related capital flows in covered national security technologies and products, and advancement by the countries of concern in covered national security technologies and products critical for such countries' military, intelligence, surveillance, or cyber-enabled capabilities, and recommendations regarding modifications to the Executive Order and implementing regulations and the establishment or expansion of other Federal programs to the covered national security technologies and products.

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

Activity: International Trade Administration
Program Change: Outbound Investment

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Deputy Assistant Secretary (DAS)	Washington D.C.	SE	1	\$ 212,100	\$ 212,100
Office Director	Washington D.C.	GS-15	1	\$ 191,900	\$ 191,900
Business & Industry Specialist	Washington D.C.	GS-14	1	\$ 181,216	\$ 181,216
Senior Advisor	Washington D.C.	GS-14	1	\$ 181,216	\$ 181,216
Business & Industry Specialist	Washington D.C.	GS-13	7	\$ 153,354	\$ 1,073,478
Administrative Specialist	Washington D.C.	GS-12	1	\$ 128,956	\$ 128,956
Subtotal			<u>12</u>		<u>\$ 1,968,866</u>
Less Lapse	25%		<u>(3)</u>		<u>\$ (492,217)</u>
Total Full-time permanent (FTE)			9		\$ 1,476,649
2025 Pay Adjustment	2.0%				\$ 29,533
			9		<u>\$ 1,506,182</u>
Total					\$ 1,506,182

Personnel Data Summary

Full-time Equivalent Employment (FTE)

Full-time permanent

9

Other than full-time permanent
Total FTE

0

9

Authorized Positions

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

12
0

12

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

Activity: International Trade Administration

Program Change: Outbound Investment

Object Class	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/Decrease from 2025 Base
11 Personnel compensation					
11.1 Full-time permanent	28,926	31,441	35,123	36,629	1,506
11.3 Other than full-time permanent	266	350	350	470	120
11.5 Other personnel compensation	970	661	670	714	44
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	30,162	32,452	36,143	37,813	1,670
12 Civilian personnel benefits	10,723	12,674	13,814	14,550	736
13 Benefits for former personnel	0	202	202	202	0
21 Travel and transportation of persons	909	2,367	2,381	2,535	154
22 Transportation of things	4	12	12	47	35
23.1 Rental payments to GSA	3,867	3,593	2,799	2,999	200
23.2 Rental payments to others	1	0	0	0	0
23.3 Communications, Utilities and misc. charges	839	1,836	1,782	1,823	41
24 Printing and reproduction	232	164	168	209	41
25.1 Advisory and assistant services	4,966	8,682	8,873	8,873	0
25.2 Other services from non-Federal sources	12,034	11,984	12,379	12,722	343
25.3 Other goods and services from Federal sources	13,520	11,652	6,476	8,004	1,528
25.4 Operation and maintenance of facilities	1,164	1,289	1,289	1,289	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical care	0	0	0	0	0
25.7 Operation and maintenance of equipment	364	0	0	0	0

25.8	Subsistence and support of persons	2	0	0	0	0
26	Supplies and materials	1,205	927	947	971	24
31	Equipment	4,877	2,735	2,789	2,929	140
32	Lands and structures	0	0	0	88	88
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	447	1,200	1,200	1,200	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	85,318	91,769	91,254	96,254	5,000

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

Activity: Enforcement and Compliance

Line Item		2023		2024		2025		2025		Increase/Decrease	
		Actual		Annualized CR		Base		Estimate		from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	351	125,127	398	125,127	398	129,421	398	129,421	0	0
	FTE/Obl.	324	121,423	383	129,945	383	129,421	383	129,421	0	0
Total	Pos./BA	351	125,127	398	125,127	398	129,421	398	129,421	0	0
	FTE/Obl.	324	121,423	383	129,945	383	129,421	383	129,421	0	0

This Page Intentionally Left Blank

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

Activity: Enforcement and Compliance

		FY 2023		FY 2024		FY 2025		FY 2025		Increase/ (Decrease)	
		Actual		Annualized CR		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	5	0	3	0	3	0	3	0	0
	FTE/Obl.	0	5	0	3	0	3	0	3	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	4,794	0	15,393	0	15,393	0	15,393	0	0
	FTE/Obl.	0	4,794	0	15,393	0	15,393	0	15,393	0	0
Total	Pos./BA	0	4,799	0	15,396	0	15,396	0	15,396	0	0
	FTE/Obl.	0	4,799	0	15,396	0	15,396	0	15,396	0	0

This Page Intentionally Left Blank

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

Activity: Enforcement and Compliance

Goal Statement

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

Base Program

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

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

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

Statement of Operating Objectives

Schedule and Milestones

FY 2025-2029

- Work with U.S. companies and workers to ensure their full access to trade remedy laws and E&C services.
- Exercise the functions of the "Secretary" and "administering authority" under U.S. AD and CVD laws within the meaning of Section 303 and Title VII of the Tariff Act of 1930, as amended.
- Coordinate the formulation and implementation of U.S. AD/CVD policies and programs.
- Ensure the proper enforcement of AD/CVD laws, including the expeditious conduct of investigations, administrative reviews, new shipper reviews, changed circumstances reviews, circumvention and scope inquiries, sunset reviews, the administration of AD/CVD findings and orders, the issuance of instructions directing the U.S. Customs and Border Protection to collect duties under those findings and orders, and the administration of AD/CVD suspension agreements and other related bilateral agreements.
- Work with program counsel in litigation defending actions taken by the Department under the AD/CVD laws.
- Conduct negotiations with foreign manufacturers or governments to suspend AD/CVD investigations in lieu of other appropriate remedial actions and address other unfair trade practices and trade barriers, where appropriate.
- Represent U.S. commercial interests in bilateral, multilateral, and regional trade and investment agreement negotiations and oversee formulation and implementation of policies related to a wide range of areas covered by trade agreement disciplines, as well as areas where agreement disciplines are still being created.
- Monitor and ensure foreign government compliance with bilateral, multilateral, and regional trade and investment agreements.
- Monitor foreign trade remedy actions and liaise with impacted U.S. exporters. In consultation with interagency partners, advocate, as appropriate, on behalf of U.S. exporters.
- Administer the Steel and Aluminum Import Monitoring and Analysis programs.
- Administer the Foreign-Trade Zones program as alternate for the Secretary of Commerce on the Foreign-Trade Zones Board and act in conjunction with the U.S. Department of Treasury's appointed Board member in most FTZ matters.

- Maintain staff and contractor resources needed to ensure timely and accurate analysis of Section 232 duty tariff exclusion requests when opposed by domestic steel and aluminum industries.

Deliverables

- In FY 2025 E&C will continue to rigorously enforce the AD/CVD trade laws. E&C anticipates a continued significant number of new AD/CVD investigations and circumvention inquiries resulting from domestic manufacturers filing petitions and requests for relief from duty evasion schemes. In FY 2025, E&C will continue to support these ongoing activities. As such, E&C will:
 - Provide information through E&C's Petition Counseling Unit to U.S. parties about remedies available under U.S. trade law and provide support and counseling to any party considering filing an AD or CVD petition.
 - Conduct investigations under the AD/CVD laws, as appropriate, in response to U.S. industry petitions alleging that imports are being dumped or unfairly subsidized, and that those imports are materially injuring, or threatening material injury to, the competing U.S. industry. In FY 2023, E&C initiated 61 new AD/CVD investigations. E&C staff are currently conducting 83 new AD/CVD investigations on 14 different products imported from 24 trading partners and considering petitions for an additional 10 new AD/CVD investigations.
 - Enforce a historical high of over 678 existing AD/CVD orders against products sold by foreign exporters at dumped prices or unfairly subsidized by their governments, of which more than one-third impose remedial antidumping or countervailing duties on unfairly traded Chinese exports.
 - Where appropriate, self-initiate AD/CVD circumvention inquiries to defend existing AD/CVD orders against schemes designed to evade and undermine the effectiveness of such orders.
 - Administer eight suspension agreements, including the AD and CVD suspension agreements on white grape juice concentrate from Argentina, the AD suspension agreement on Mexican tomatoes, the amended AD/CVD suspension agreements on Mexican sugar, the amended AD Russian uranium suspension agreement, and two other AD suspension agreements.
- Enhance and administer the current steel import monitoring and licensing system as well as the new system designed to track imports of aluminum products and provide early warning of import surges.
- In FY 2025 E&C will continue to ensure compliance with trade agreements. As such, E&C will:
 - Fulfill the Department's statutory mandate to monitor multilateral, regional, and bilateral trade agreement operations and seek foreign governments' compliance with their obligations. Through its Trade Agreements Compliance program, in FY 2023, E&C successfully closed 46 compliance cases involving 21 trading partners and initiated 114 compliance cases involving 45 trading partners in support of U.S. exporters.
- In FY 2025 E&C will continue to administer the FTZ program. As such E&C will:
 - Process applications for new Foreign-Trade Zone activities, including new operating sites and new manufacturing activities at existing sites. As the operational arm of the U.S. FTZ program, in FY 2023 E&C's FTZ staff oversaw the licensing and regulation of U.S. foreign-trade zones, including decisions addressing the reorganization or expansion of 7

zones, 58 applications for new or expanded production authority, and over 230 additional staff-level cases. FTZs currently employ more than 500,000 American workers.

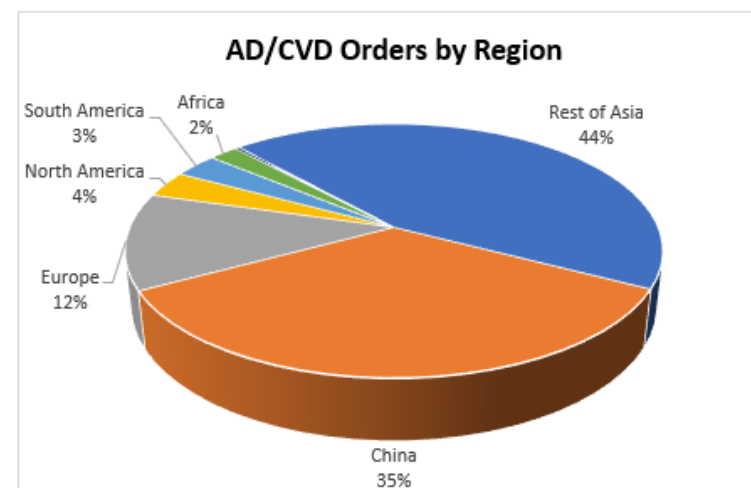
- In FY 2025 E&C will continue to monitor foreign trade remedy actions and liaise with impacted U.S. exporters. In consultation with interagency partners, advocate, as appropriate, on behalf of U.S. exporters. In addition, E&C will engage in trade remedy technical exchanges with foreign trade remedy authorities to share best practices which will benefit U.S. exporters who may be the subject of foreign trade remedy cases. In FY23, the Trade Remedy Compliance Staff organized E&C participation in 11 multilateral or bilateral exchanges involving eight trading partners.

Explanation and Justification

		2023 Actual		2024 Annualized CR		2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Enforcement and Compliance	Pos./BA	351	125,127	398	125,127	398	129,421
	FTE/Obl	324	121,423	383	129,945	383	129,421

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

- AD/CVD Enforcement:** E&C conducts investigations under the AD/CVD laws in response to U.S. industry petitions alleging that imports are being dumped or unfairly subsidized, and that those imports are materially injuring, or threatening material injury to, the competing U.S. industry. After examining evidence in a petition, if an AD or CVD investigation is initiated, E&C is required by law to complete the proceeding and issue its final determination within 215 days for AD investigations or 140 days for CVD investigations (or 315 days for AD investigations and 205 for CVD investigations, if fully extended). During that time, E&C analysts and accountants must collect and examine detailed product sales and manufacturing cost information from the foreign exporters, compute preliminary dumping or subsidies rates, conduct overseas verifications to ensure the accuracy of the exporters' data, and draft comprehensive explanations of the methods and reasoning underlying their final duty rate calculations. While AD/CVD investigations vary widely in scope and complexity, E&C ensures that each proceeding is conducted in an open, transparent, and fair manner. E&C is responsible for the negotiation and administration of AD and CVD suspension agreements (agreements between Commerce and the foreign government or producers/exporters that suspend underlying AD/CVD investigations) and other bilateral agreements.

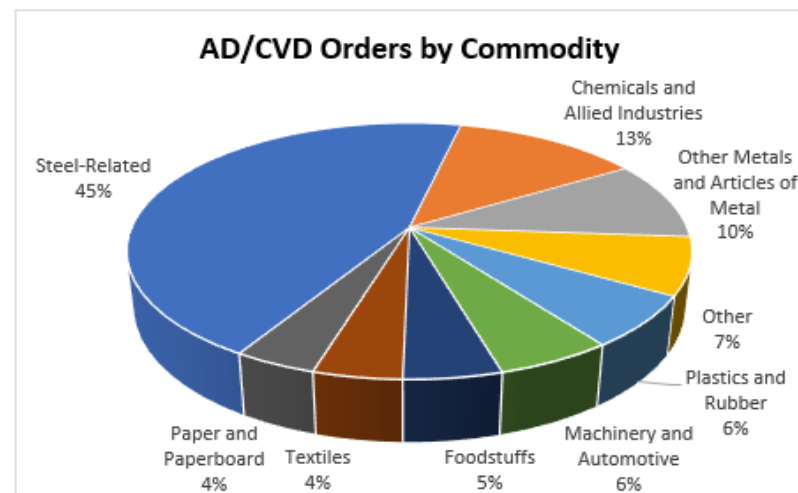


E&C currently enforces AD/CVD orders that impose remedial duties on imports from 59 countries and 6 regions worldwide. These orders ensure a level playing field for domestic industries in the face of unfair trade practices by our foreign trading partners.

- Once an AD/CVD investigation is completed, if E&C finds that the imported products are being dumped or unfairly subsidized and the International Trade Commission independently finds that those imported products injure or threaten to injure the U.S. industry, E&C issues an order instructing U.S. Customs and Border Protection (CBP) to begin collecting remedial duty deposits on the imported merchandise. In each succeeding year, interested parties may request an administrative review of the AD/CVD order to determine the actual number of duties that are to be collected to remedy the unfair trade practices. Administrative reviews of AD and CVD orders are, in effect, how E&C determines the amount of dumping or the amount of subsidization on a yearly basis.

- To ensure the collection of AD/CVD duties owed to the U.S. Government and to help make certain that AD/CVD laws provide the intended relief to U.S. manufacturers, farmers, and workers, E&C also works closely with CBP to help stop duty evasion by foreign exporters and their U.S. importers. Dishonest exporters and importers increasingly resort to circumvention or illegal evasion schemes to avoid or minimize the payment of AD/CVD duties. E&C is elevating its efforts to counter such activities by working in partnership with CBP, the Department of Justice, and other federal agencies to identify and address fraudulent activity, in some cases leading to fines, felony indictments, and imprisonment of offending parties.

- E&C's AD/CVD petition counseling staff provide information to U.S. parties about remedies available under U.S. trade law and provide support and counseling to any party considering filing an AD or CVD petition. Information, counseling, and support are available to all U.S. businesses, workers, and industry associations that have questions about the AD/CVD laws. Petition counseling staff connected with manufacturers, workers, trade associations, and their representatives in 771 counseling sessions in FY 2023. Through these sessions, E&C counsels U.S. industries on how to act against dumped and subsidized imports so they have a complete understanding of available trade remedies and can fully exercise their rights under the AD/CVD laws.



AD/CVD orders cover a wide variety of imported products across many industries and commodity groups. While the steel sector accounts for almost half of the United States' AD/CVD orders in effect, remedial duties to address dumping and illegal subsidization ensure fair competition in the textiles, paper, and chemicals sectors too.

- Trade Agreements Compliance:** E&C fulfills the Department's statutory mandate to monitor multilateral, regional, and bilateral trade agreement operation and seek foreign governments' compliance with their obligations. E&C leads ITA efforts to identify trade barriers caused by non-compliance; pursue foreign government compliance through securing voluntary and lasting changes to laws, regulations, and procedures; and engage industry stakeholders and interagency partners to execute this mission. E&C works closely with USTR, representing the compliance mission in trade policymaking, including decisions on utilizing dispute settlement and/or other trade enforcement actions when compliance is not obtainable. E&C also evaluates whether existing trade agreement obligations are sufficient to guarantee fair treatment of U.S. companies and employs this expertise to seek strong, enforceable disciplines during U.S. trade agreement negotiations. For FY2025, E&C will continue prioritizing compliance actions that secure/maintain trade agreement-required transparency to promote fairness and predictability in trading partner markets for U.S.

exporters and redouble focus on interagency collaboration to leverage other agency engagement with foreign governments to advance compliance goals.

- **Foreign-Trade Zones (FTZ) Program:** The FTZ program helps to encourage commercial activity at U.S. facilities in competition with foreign alternatives by allowing companies to use special FTZ customs procedures. Reducing costs through FTZ use can lead to more competitive U.S. operations, thereby helping to maintain U.S. activity and jobs. States and local communities also use zones as an element of their economic development efforts. E&C staff serve as the operational arm of the interagency FTZ Board, chaired by the Department of Commerce. Under the FTZ Act of 1934 (19 U.S.C. §81) and the Board's regulations (15 CFR 400), the Board licenses and regulates FTZs that are administered and operated on a local level. E&C conducts monitoring and spot checks of FTZ activity and local administration for statutory, regulatory and policy compliance. E&C is also involved in outreach to communities to enhance awareness and understanding of the FTZ program as an economic development tool. As of the end of FY 2023, there were over 250 FTZs that sponsored more than 1,000 single-user locations in the United States and employed over 500,000 persons. In that same year, the FTZ Board processed 740 applications that included zone reorganizations, site/subzone designations, and manufacturing authority for individual companies within zones. In addition, under delegated authority, E&C's FTZ staff processed an additional 237 requests – primarily requests for site designations for individual companies.
- **Section 232 Product Exclusion Analysis:** E&C is conducting technical reviews of the requests for product-specific exclusions from the Section 232 tariffs on imported steel and aluminum, for which U.S. producers submit objections. The Bureau of Industry and Security (BIS), which administers the exclusion process, assigns, via the online portal, these requests to E&C following the mandated 30-day comment period, to evaluate the technical merits of the requests and objections submitted by U.S. steel or aluminum producers. E&C must then evaluate information submitted by parties in connection with the requests, objections, rebuttals and surrebuttals, and then send a recommendation to BIS regarding whether the submitted evidence suggests that U.S. producers can supply the requested product. As of September 30, 2023, 500,139 product exclusion requests have been submitted since the Section 232 tariffs were imposed in March 2018. Of these, E&C has processed over 147,000 exclusion requests for BIS, including the review of over 344,000 objections, rebuttal and surrebuttal filings as part of these submissions.
- **Steel and Aluminum Import Monitoring and Analysis:** E&C oversees a web-based steel import licensing and monitoring program, the Steel Import Monitoring and Analysis (SIMA) system, providing both government officials and the public with the earliest accurate information regarding imports of all basic steel mill products. As of September 30, 2023, over 6.0 million steel import licenses had been issued by the web-based system. Since 2016, E&C has been publishing country-specific steel reports that complement the SIMA data available to the public. These country-specific steel reports provide detailed, in-depth analysis of top steel exporting and importing countries' changing patterns of steel trade. The reports are also enhanced with an interactive online steel trade monitor. These enhanced monitoring tools help the steel industry and other steel users follow the general trade patterns and better assess the impact of the displacement to traditional steel trade patterns caused by substantial increases in foreign

exports. In 2021, E&C launched the new SIMA system along with a new dashboard that was added to the SIMA monitor showing the country where the steel to the United States was originally melted and poured. This dashboard reports data up to the 6-digit Harmonized System codes (HTS) level released on a quarterly basis. These changes address USG and steel industry interest in enhanced monitoring and analysis of potential import surges and transshipment in the context of certain U.S. import programs. In 2021, E&C launched the Aluminum Import Monitoring (AIM) system, modeled on SIMA, which also has a licensing requirement. The aluminum licensing requirement took effect on June 28, 2021, and the license data was incorporated into the AIM monitor in September 2021 after the newly collected data was reviewed for quality assurance; additionally in March 2022, September 2022, and March 2023, the first of several pieces of aluminum supply chain information collected from the licenses was released. There have been over 400,000 aluminum licenses issued since June 2021. The new AIM monitor closely mirrors the SIMA system with the addition of the license data. In FY 2025, ITA will continue its work to enhance the AIM program including outreach to the aluminum license applicants, and the industry and publish the global aluminum trade information monitor like the steel information that is publicly available in SIMA.

- **Foreign Trade Remedy Compliance:** E&C tracks foreign government use of trade remedies, evaluating AD, CVD and safeguard laws and assisting U.S. companies facing potential obstacles in accessing export markets due to foreign trade remedy cases. E&C works with U.S. companies targeted by foreign trade remedy actions, including engaging foreign governments when circumstances warrant and, if necessary, assisting USTR in addressing such problems at the WTO. Advocacy efforts helped bring about the successful termination of 2 of these types of measures in FY 2023, keeping open approximately \$16.67 million in U.S. export markets.
- **Subsidies Enforcement:** E&C provides monitoring, analysis, counseling, and advocacy services to U.S. parties harmed by unfair foreign government subsidization and related practices. As directed by law, activities include: (1) coordinating U.S. CVD and multilateral subsidies enforcement efforts; (2) assisting the private sector by identifying, monitoring, and addressing, as appropriate, foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and (3) jointly with USTR, producing an annual report to Congress on subsidy monitoring and enforcement activities. Subsidies enforcement staff identified and monitored almost 1,700 foreign subsidies and government support practices, roughly half of which relate to China, addressing 23 percent of the more significant practices in 2023. E&C works closely with USTR to coordinate the U.S. Government's response to foreign CVD investigations brought against U.S. exports, involving outreach to all relevant federal, state, and local government agencies that administer alleged U.S. subsidy programs.
- **Commerce's Trade Policy Staff Committee Secretariat:** E&C administers the Commerce Trade Policy Staff Committee (CTPSC) Secretariat, serving as the primary vehicle for the Department to convey its official view on interagency trade policy matters. The CTPSC Secretariat is the first line for consultation and interagency consensus building as part of the United States Government trade policy decision-making process led by USTR. In FY 2023, the CTPSC Secretariat administered 145 formal

document review and clearance tasks that required collaboration across all Commerce bureaus (e.g., BIS, NIST, NTIA, NOAA, USPTO) that engage in trade policy. The CTPSC Secretariat also serves as the Department's lead coordinator for interagency consensus building when the Department's equities arise on trade matters concerning the United Nations and the Organization for Economic Cooperation and Development and collaborated with the interagency group on 51 review and clearance tasks in FY 2023.

E&C statutory authority includes:

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

This Page Intentionally Left Blank

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

Activity: Global Markets

Line Item		2023		2024		2025		2025		Increase/Decrease	
		Actual		Annualized CR		Base		Estimate		from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos./BA	1,361	373,976	1,470	373,976	1,470	387,539	1,451	379,163	(19)	(8,376)
	FTE/Obl.	737	373,132	764	384,714	768	387,539	757	379,163	(11)	(8,376)
Total	Pos./BA	1,361	373,976	1,470	373,976	1,470	387,539	1,451	379,163	(19)	(8,376)
	FTE/Obl.	737	373,132	764	384,714	768	387,539	757	379,163	(11)	(8,376)

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

Activity: Global Markets

		FY 2023		FY 2024		FY 2025		FY 2025		Increase/ (Decrease)	
		Actual		Annualized CR		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	5,451	0	6,257	0	6,257	0	6,257	0	0
	FTE/Obl.	0	5,451	0	6,257	0	6,257	0	6,257	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	22	22,406	17	25,989	17	25,989	17	25,989	0	0
	FTE/Obl.	22	22,406	17	25,989	17	25,989	17	25,989	0	0
Total	Pos./BA	22	27,857	17	32,246	17	32,246	17	32,246	0	0
	FTE/Obl.	22	27,857	17	32,246	17	32,246	17	32,246	0	0

This Page Intentionally Left Blank

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

Activity: Global Markets

Goal Statement

Global Markets (GM) supports job creation in the United States and strengthens U.S. economic and national security by promoting U.S. exports, attracting inward investment, and ensuring market access and a level playing field in international trade for U.S. companies and industries.

Base Program

Strategically located with a presence in 127 international and 106 domestic locations, GM's global network of trade and investment professionals ensures that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers. GM has a presence in international markets that represent more than 95 percent of global GDP and 97% of U.S. trade; in domestic locations that cover all U.S. states and Puerto Rico; and at the table in U.S. interagency policy decision-making forums. As the U.S. government agency mandated to work together with U.S. companies, both locally and in world's markets, GM uniquely brings trusted expertise, impartial assistance, affordable services, and global reach through its network of local and overseas trade professionals to promote and protect U.S. commercial and economic interests abroad.

In addition to assisting U.S. businesses, GM also plays a key role in supporting the Administration's trade agenda. The Administration has taken aggressive actions to improve U.S. competitiveness, economic security, and national security, many of which have relied on GM's global network of experts. Demand is increasing for GM's assistance to help U.S. businesses impacted by market access barriers around world; to support trade negotiations and policy dialogues; to combat malign influence in third country markets; and to garner a larger share of foreign direct investment for U.S. localities.

Operationally, GM utilizes cross-cutting ITA-wide global teams of international, domestic, and headquarters specialists whose portfolios focus on specific industries and markets. Leveraging all four (4) of its program areas, GM assists companies of all sizes to identify opportunities and develop strategies for successful market entry or expansion in countries around the globe. This includes bringing foreign buyers and U.S. companies together through business matchmaking services, promotional support and representation at trade shows and fairs, trade events, product launches, and technical seminars. GM convenes foreign governments and U.S. industry in government-to-government and public/private dialogues to find solutions to market access barriers and facilitate learning and best practice sharing on emerging commercial issues and opportunities. GM staff also conducts advocacy on behalf of U.S. firms, providing official support for U.S. companies bidding on foreign government contracts. In addition, GM strategically attracts Foreign Direct Investment (FDI) into the United States to further strengthen our economic climate and supply chains and support continued job growth.



GM is organized into the following four (4) programs to accomplish its Goals, Objectives, and other mission critical activities:

1. **The Foreign Commercial Service (FCS)** focuses on eliminating foreign trade barriers by addressing U.S. business and industry needs directly with foreign governments and through the U.S. interagency community to achieve official host government actions or decisions to the benefit of the U.S. market objectives. FCS is comprised of Foreign Service Officers (FSOs), Locally Employed Staff (LES), and headquarters-based country and regional experts. FCS is further divided into five (5) Regional Offices with separate geographical areas of responsibility: China, Asia, Europe, Middle East and Africa, and Western Hemisphere. GM's FSOs and LES are positioned at 127 locations across 80 countries of U.S. commercial significance. FCS advances U.S. commercial interests, resolves disputes with foreign local government officials, clarifies local regulations and standards, identifies opportunities for U.S. exports, and counsel companies on the best strategies to succeed in overseas markets. GM international staff collaborate with U.S. businesses and trade associations, other Department of Commerce units, and U.S. embassies to investigate transactional problems or market access barriers that could disrupt U.S. companies' access to foreign markets. GM works to resolve trade problems before companies have to resort to lengthy, formal dispute settlement procedures. GM's international field staff assists U.S. companies in determining their rights under U.S. trade agreements and resolve market access barriers on their own. In addition, GM's headquarters-based country and regional experts provide technical knowledge and detailed country and issue expertise needed for addressing and resolving trade issues through formal and informal bilateral and regional discussions. GM's FCS Regional Offices initiate a variety of public-private

¹ Graphic represents global presence as of FY 2024 and does not take into account proposed program changes.

programs to promote pro-growth policies in foreign markets and pre-empt potential trade barriers. GM operates such programs through government-to-government and public-private dialogues seeking to improve the overall level of U.S. trade.

2. **The U.S. Commercial Service**, also known as the U.S. Field, focuses on promoting U.S. exports by connecting U.S. companies, particularly small and medium-sized enterprises (SMEs), to foreign markets and buyers. The U.S. Field is a network of trade specialists serving 106 U.S. Export Assistance Centers (USEACs) across the United States with primary focus on the exporting needs of SMEs. Many U.S. companies do not possess international business contacts and expertise in critically important functional areas, such as marketing, global logistics, international strategy development and export promotion. U.S. Field trade specialists help identify opportunities for U.S. exporters, develop international marketing strategies, find partners, overcome a range of exporting hurdles, clarify foreign regulations and standards, provide support to clients who have business disputes abroad or encounter foreign market barriers, and counsel U.S. companies on the best strategies to succeed in overseas markets. The U.S. Field works with FCS to create customized services for U.S. companies to better understand and identify export market opportunities and connect those companies directly to buyers. The U.S. Field plays a primary role in educating U.S. firms that may not be aware of their rights, obligations, and opportunities in foreign markets or of the assistance ITA can provide in resolving their trade problems. Working with other ITA programs, the U.S. Field organizes educational outreach programs to U.S. businesses and industry associations across the country, enabling U.S. companies to compete more effectively in the global marketplace. To directly support the full range of underserved communities, the U.S. Field operates the National Global Diversity and the National Rural Export Centers to advance the broader ITA Global Diversity Export Initiative (GDEI). These centers are committed to ensuring opportunities for all enterprises, especially those that often have barriers to expanding market participation.

3. **The Advocacy Center** focuses on ensuring fair and open competition for U.S. companies competing for foreign government contracts and combatting restrictive and unfair procurement rules and practices. Based in Washington, DC, the Advocacy Center leads the federal government's advocacy effort for U.S. companies bidding on foreign government procurement and project opportunities by coordinating federal agency resources to level the playing field on behalf of U.S. business interests as they compete against foreign firms. The Advocacy Center also includes a U.S. Field component with Regional Managers who manage advocacy cases and focus on outreach to the U.S. exporting community across the country. Additionally, the Advocacy Center hosts the Multilateral Development Bank Liaison program with liaison officers at the World Bank, the Inter-American Development Bank, the European Bank for Reconstruction and Development, the African Development Bank, and the Asian Development Bank. The mission of this program is to connect U.S. exporters to opportunities related to Bank-funded projects and the Banks themselves. The liaisons help companies navigate the Banks and represent U.S. business interests at the Banks. The Advocacy Center is the primary interagency coordinator across 14 different agencies to execute a "whole of government" approach to help U.S. exporters win business overseas.

4. **SelectUSA** focuses on attracting FDI into the United States by promoting the U.S. as the world's prime investment destination further stimulating U.S. economic growth and prosperity, creating highly compensated jobs, spurring innovation, and driving exports. To strengthen federal inward investment promotion efforts, SelectUSA coordinates investment-related resources across more than 20 federal agencies and operates as a partner to state and local economic development efforts to promote the United States as the best market for investment in the world and addresses business climate concerns that may impede investment. SelectUSA serves as an information clearinghouse for the global investment community, an ombudsman for investors, and an advocate for U.S. cities, states, tribes, and regions. The SelectUSA program leverages the resources of GM's

international field and the U.S. Department of State around the world to promote inward investment into the United States. With the cooperation of U.S. commercial and economic teams overseas, coordinated, global teams actively work with current and potential investors, U.S. economic development organizations, service providers, foreign governments, and multiplier organizations to facilitate investment and create U.S. jobs.

GM statutory authority and other relevant links:

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

Statement of Operating Objectives

U.S. exports and inward investment are critical factors for the Nation’s economic security and prosperity. FY 2023, and the previous few years, have ushered in global realities and transformations that have increasingly focused GM on defending economic security, tackling supply chain vulnerabilities, and addressing emerging technology standards. This is largely due to GM’s unique expertise, network, and knowledge of the business and political environment in the region, country, city, or county. These growing needs are coming at the same time as increased costs within relatively flat funding. With the successful completion of the Agency Priority Goal to double clients assisted and in the face of these global and operational realities, GM will rescale its operations and re-prioritize its mission. Rather than focusing on quantity, GM will focus its mission activities – export promotion, investment promotion, and ensuring market access and fair trade – on areas critical to economic and national security such as critical and emerging technologies, climate technology and clean energy, digital technologies and services, defense and critical infrastructure, and supply chain resilience including re-shoring and friend-shoring. GM’s existing performance indicators remain relevant to demonstrating overall success in achieving its goal statement, however, as GM executes this shift in strategy changes to performance indicators may follow in the coming years.

Schedule and Milestones

FY 2025–2029

- Lend full support to USG initiatives to advance the national and economic security of the United States leveraging GM’s unique expertise, network, and knowledge of the business and political environment in the region, country, city, or county.
- Support inclusivity and diversity initiatives to help businesses from underserved communities in the United States including the Global Diversity Exporter Initiative (GDEI), rural export centers, and the Advocacy Center’s outreach series on public procurement opportunities with the Multilateral Development Banks.
- Identify and attract high impact, job creating foreign direct investment into the United States with emphasis on those deals that will address supply chain gaps in the United States.

- Develop programs with U.S. firms to expand policy alignment, collaboration and commercial opportunities in critical and emerging technologies and digital sectors.
- Continue efforts through the U.S.-China Commercial Issues Working Group to advance U.S. business exporting concerns.
- Implementation of IPEF commitments, which will require extensive interagency and private sector coordination, commercial diplomacy, and capacity building efforts by GM Asia teams based in Washington, DC and in the IPEF partner countries.
- Promote U.S. clean technologies through events and initiatives including GM Europe's Allies for Climate Tech, the Go Green and Blue initiative at the regional American Association of Port Authorities conference in Colombia; through the U.S. Brazil Clean Energy Industry Dialogue; and through the Southern Cone Initiative for Mitigating Pollution and Climate Threats.
- Defend U.S. business interests against foreign malign influence, anticompetitive and predatory foreign behavior, unfair trade practices, and state-sponsored entities.
- Co-chair the President's Digital Transformation with Africa initiative, to coordinate a whole-of-government effort to support African partners to grow vibrant, secure, and inclusive digital economies through building new infrastructure, developing human capital, and fostering productive regulatory environments.
- Promote trade and investment including high quality business-to-business deals in sectors that will have an outsized impact on African economies for years to come including infrastructure; digital, clean, and climate technologies; space commerce, critical minerals, and creative industries.
- Lead U.S. government advocacy efforts for U.S. companies bidding on foreign government contracts ensuring that advocacy campaigns related to U.S. national security interests (energy, digital services, and defense) get highest priority engagement from the interagency.
- Host the following major events:
 - Trade Winds: a large, multi-market trade mission/conference;
 - Discover Global Markets: a U.S.-based conference focused on market opportunities in the selected Trade Winds region for the year; and
 - Building Bridges to Global Markets: located in diverse heavy locations, these half-day events support our GDEI efforts to address the unique challenges diverse SMEs face in exporting.
 - SelectUSA Investment Summit
- Establish a world-class digital interface for assisting clients and providing market intelligence to U.S. companies.

Deliverables

- Assist 31,500 U.S. exporters, particularly small and medium-sized enterprises with a focus on the Nation's underserved communities.
- Work to ensure that over 80% of U.S. export clients assisted are SMEs and that 85% of GM clients meet their business objectives.
- Assist over 9,900 U.S. economic development organizations and investment clients to increase foreign direct investment in U.S. localities and help generate 130 high-impact, job-creating investment Written Impact Narratives (WINs).
- Level the playing field, counter malign influence, positioning U.S. companies for success globally and help generate 470 Commercial Diplomacy and Advocacy WINs.
- Generate 360 Market Intelligence Articles to educate and help guide U.S. exporters.

In FYs 2020-24, ITA continued phased rollout of its new web presence building upon ITA's successful implementation of a world-class customer relationship management system enabling GM to reach and support more U.S. exporters.

- ITA has in place robust web management, digital expertise, and web optimization tools to professionally manage ITA's Trade.gov. GM leverages these resources to assist more clients with its valuable trade and market research information.
- ITA uses website analytics tools to continually monitor and improve the quality of digital content that U.S. exporters need. GM's information is popular and trusted, ranking highly on common browser search results, which are the source of most of ITA's web traffic.
- ITA continually updates and expands trade information available to the public. Over the last year, GM updated more than 135 Country Commercial Guides (CCGs) and 533 market intelligence articles created by GM's global network of trade experts.

Explanation and Justification

	2023 Actual		2024 Annualized CR		2025 Base	
	Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets						
Pos./BA	1,361	373,976	1,470	373,976	1,470	387,539
FTE/Obl	737	373,132	764	384,714	768	387,539

In FY 2023, GM’s global network of trade and investment experts:



Total Clients Assisted

Our trade specialists around the globe assisted more than 42,000 export and investment clients in FY23.



Financial Impact

Global Markets facilitated \$170.2 billion in U.S. exports and inward investment last year.



Jobs Supported

595,000 American jobs were supported by Global Markets and export and inward investment services.



Return on Investment

For every \$1 appropriated to Global Markets, returned over \$402 to the U.S. economy exceeding our pre-pandemic economic impact.

² Return on Investment is calculated over the immediate past three fiscal years (FY 2021-2023).

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

\$5 Million in U.S. Exports

WIN in Algeria

Small, woman-owned oil tool manufacturing and design firm in rural **Wyoming** signs \$5 million distribution agreement in **Algeria**.

First Time Exporter

WIN in Mexico

Small **New Jersey** food and beverage company with no previous exporting experience makes their first international sale in **Mexico**.

\$180 Million Investment

WIN for Texas

Australian mining company invests in new **Texas** facility, estimated to be completed in 2025 - Creating 112 direct jobs and 128 indirect jobs by 2026.

Multi-Million Dollar Contracts Secured

WIN in West Africa

Washington, DC based cyber-security firm competes and wins ten multi-million-dollar contracts in **West Africa** with Advocacy Center support.

\$4 Billion Investment

WIN for Kansas

Investment from **Japan** in **Kansas** electric vehicle battery manufacturing facility directly creates an estimated 4,000 new jobs and an additional 20,000+ indirect jobs for suppliers, construction workers, and community businesses.

From our clients across the country:

"The U.S. Commercial Service has been my most valuable resource for growth with exploring more possibilities of exporting and meeting my business initiatives of forging strong, key relationships with foreign governments. Most notably with my International Trade Specialist. They are extremely knowledgeable and highly responsive with very productive next steps I could take for furthering my goals. I am absolutely in good hands with them and have really had incredible progress so far working with them. I look forward to continuing my efforts of working together with the U.S. Commercial Service on a long-term basis..."

"[We appreciate] the responsiveness of the Commercial Service team and their genuine interest in helping us to expand our business globally. We also like the range of services you provide. We have used Gold Key Service, Single Company Promotion, and International Partner Search for specific projects over the past few years and all were excellent options for their respective projects."

"Between the free information available on your website and the fee-based services, particularly the Gold Key Service, I think your services are the most important--yet underutilized--services for exporters, particularly small and medium-sized companies."

"The Commercial Service has an incredible cadre of extremely knowledgeable staff that are SMEs by sector and continually looking to improve their understanding and grasp of business opportunities to grow our economy."

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2025**
(Dollar amounts in thousands)

		2025 Base		2025 Estimate		Increase/Decrease from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos/BA	1,470	387,539	1,438	375,163	(32)	(12,376)
	FTE/Obl.	768	387,539	752	375,163	(16)	(12,376)

Rescale Export Promotion and Trade Barrier Efforts (-\$12,376, -16 FTE/-32 Positions) – With the enactment of the Fiscal Responsibility Act of 2023 (FRA) resulting in revised budget levels for Fiscal Years 2024 and 2025, ITA will rescale Global Markets (GM) export promotion and trade analysis efforts by reducing, through attrition, personnel worldwide and refocusing on the highest priority areas. To accomplish this, ITA will reduce staffing levels at 10 overseas offices, nine (9) domestic offices and at headquarters. The reduction in staffing levels includes four (4) Foreign Service Officer positions, 10 Locally Employed Staff positions internationally, and 18 General Schedule positions across headquarters and the U.S. Field.

To achieve long-term sustainability, GM will further restructure its domestic and international footprint and re-prioritize its mission and performance matrixes. ITA will focus its support to the highest impact markets for both export promotion and advancing national security interests. ITA will significantly reduce its Foreign Direct Investment (FDI) research and attraction support contracts as well as refocus reduced FDI efforts to a limited, more strategic focus. The resulting footprint will support ITA’s highest priority export promotion and trade barrier efforts as supported by resource allocation models and other strategic inputs.

This rescaling will enable GM to operate within the requested funding levels.

Schedule and Milestones:

FY 2025-2029³

- Reduce staffing levels to align with strategic priorities and funding levels.

³ Final count and location determinations will be made based upon national security and economic conditions at the time of enactment.

**Department of Commerce
International Trade Administration
Salaries and Expenses
PROGRAM CHANGE PERSONNEL DETAIL**
(Dollar amount in thousands)

Activity: Global Markets
Program Change: Rescale Export Promotion and Trade Barrier
Reduction Efforts

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Trade Specialist	Washington D.C.	GS-13	(6)	\$ 153,354	\$ (920,124)
Management and Program Analyst	Washington D.C.	GS-13	(3)	\$ 153,354	\$ (460,062)
Trade Specialist	Various	GS-13	(9)	\$ 140,166	\$ (1,261,494)
Subtotal			(18)		\$ (2,641,680)
Less Lapse	25%		5		\$ 660,420
Total Full-time permanent (FTE)			(13)		\$ (1,981,260)
2025 Pay Adjustment	2.0%				\$ (39,625)
Subtotal			(13)		\$ (2,020,885)
Locally Engaged Staff	Overseas		(10)	\$ 62,975	\$ (629,750)
Subtotal			(10)		\$ (629,750)
Less Lapse	25%				\$ 157,438
Total Full-time permanent:					\$ (472,312)
2025 Pay Adjustment	2.0%				\$ (9,446)
Subtotal					\$ (481,758)

Foreign Service Officer	Overseas	FS-02	(2)	\$ 181,216	\$ (362,432)
Foreign Service Officer	Overseas	FS-03	(2)	\$ 153,354	\$ (306,708)
Subtotal			(4)		\$ (669,140)
Less Lapse	25%		1		\$ 167,285
Total Full-time permanent:			(3)		\$ (501,855)
2025 Pay Adjustment	2.0%				\$ (10,037)
Subtotal			(3)		\$ (511,892)
Total					\$ (3,014,535)

Personnel Data

Full-time Equivalent Employment (FTE)

Full-time permanent	(16)
Other than full-time permanent	0
Total FTE	(16)

Authorized Positions

Full-time permanent	(32)
Other than full-time permanent	0
Total Positions	(32)

This Page Intentionally Left Blank

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

Activity: International Trade Administration
Program Change: Rescale Export Promotion and Trade Barrier Reduction Efforts

Object Class	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/Decrease from 2025 Base
11	Personnel compensation				
11.1	95,345	103,525	107,209	104,194	(3,015)
11.3	36,116	39,253	39,253	39,253	0
11.5	10,279	10,470	10,610	10,597	(13)
11.8	(22)	0	0	0	0
11.9	141,718	153,249	157,072	154,044	(3,028)
12	Civilian personnel benefits				
	57,646	63,807	66,480	64,936	(1,544)
13	Benefits for former personnel				
	1,501	1,603	1,603	1,603	0
21	Travel and transportation of persons				
	10,067	8,101	8,144	7,988	(156)
22	Transportation of things				
	3,400	2,790	2,852	2,805	(47)
23.1	Rental payments to GSA				
	7,568	11,113	8,657	8,356	(301)
23.2	Rental payments to others				
	11,300	11,418	11,669	11,427	(242)
23.3	Communications, Utilities and misc. charges				
	4,767	3,489	3,375	3,320	(55)
24	Printing and reproduction				
	166	81	83	60	(23)
25.1	Advisory and assistant services				
	22,008	14,755	15,080	10,376	(4,704)
25.2	Other services from non-Federal sources				
	12,189	10,818	11,225	10,667	(558)
25.3	Other goods and services from Federal sources				
	78,097	83,785	81,321	79,941	(1,380)
25.4	Operation and maintenance of facilities				
	6,737	6,620	6,620	6,620	0
25.5	Research and development contracts				
	37	0	0	0	0
25.6	Medical care				
	6	0	0	0	0
25.7	Operation and maintenance of equipment				
	718	600	600	600	0

25.8	Subsistence and support of persons	296	0	0	0	0
26	Supplies and materials	1,678	1,470	1,502	1,473	(29)
31	Equipment	12,786	11,015	11,256	10,949	(307)
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	445	0	0	(2)	(2)
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	1	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	<u>373,132</u>	<u>384,714</u>	<u>387,539</u>	<u>375,163</u>	<u>(12,376)</u>

**Department of Commerce
International Trade Administration
Operations and Administration
PROGRAM CHANGES FOR 2025**
(Dollar amounts in thousands)

		2025 Base		2025 Estimate		Increase/Decrease from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Global Markets	Pos/BA	1,470	387,539	1,483	391,539	13	4,000
	FTE/Obl.	768	387,539	773	391,539	5	4,000

Competing with China and other Threats: Export Promotion and Trade Barrier Efforts (+\$4,000, 5 FTE/13 Positions) – Funding is requested to increase U.S. export competitiveness, counter unfair trade practices and economic coercion by the People’s Republic of China and respond to emerging challenges such as the tertiary effects of the invasion of Ukraine.

The additional \$4 million will enable GM to keep pace with the competitive international trade landscape that has become significantly more challenging as a result of the hegemonic ambitions of China as reflected in their foreign commercial service spending multiples larger than our own, and geopolitical crises like the Russian further invasion of Ukraine creating supply chain and other disruptions. These factors have led the U.S. private sector to lose ground to increasingly sophisticated international and state-owned entities who have leveraged comprehensive support from their governments. China is becoming increasingly aggressive in marketing its standards to African, Indo-Pacific, and Central and South American countries, disadvantaging U.S. goods produced to international standards and preventing people in those countries from receiving the best possible goods and services. Through its Belt and Road Initiative, China continues exporting its unique national standards to emerging markets and seeks to redefine those industry and technology standards to which the international community – including U.S. exporters – must adhere to to participate in the global marketplace.

Without GM’s presence and capacity on the frontline supporting U.S. firms, engaging its expertise to combat foreign economic influence, and identifying, reducing, and eliminating trade barriers, U.S. commercial entities will continue to lose market share in the global marketplace. An increased global presence in targeted regions will enable GM to help U.S. businesses take advantage of tens of billions of dollars in opportunities in the information and communications technology, agribusiness, design and construction, and renewable energy sectors leading to increased U.S. business engagement.

GM seeks to counter strategic adversaries, leading to open and fair markets, and better meet the needs of American businesses. With this request, ITA will enhance Global Markets staff in strategic Foreign Commercial Service (FCS) Regions to identify positive opportunities for U.S. companies, enable them to compete effectively in various strategic markets, and help eliminate barriers to trade created by either existing conditions or the actions of other foreign actors. This will be accomplished through five (5) additional Foreign Service Officers and six (6) Locally Employed Staff at new and existing overseas

offices in strategic regions. In addition, GM will support two (2) additional International Trade Specialists located at existing U.S. Export Assistance Centers to improve support for SMEs as they seek to grow through engagement in international trade into strategic regions.

This \$4 million request would enable ITA to better address the gap in export promotion capacity between the United States and our adversaries and strengthen FCS presence in strategic regions of vital economic and national security interest.

Schedule and Milestones:

FY 2025-2029⁴

- Open one (1) new international office.
- Increase international staffing in existing strategic locations.
- Maintain support for export promotion and trade barrier efforts.

Deliverables:

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

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

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

Activity: Global Markets
Program Change: Competing with China and other Threats: Export Promotion and Trade Barrier Efforts

Full Time Permanent

Title:	Location	Grade	Number	Annual Salary	Total Salaries
Trade Specialist	Washington D.C.	GS-14	1	\$ 181,216	\$ 181,216
Trade Specialist	Washington D.C.	GS-13	1	\$ 153,354	\$ 153,354
Subtotal			2		\$ 334,570
Less Lapse	25%		(1)		\$ (83,643)
Total Full-time permanent (FTE)			1		\$ 250,927
2025 Pay Adjustment	2.0%				\$ 5,019
Subtotal			1		\$ 255,946
Locally Engaged Staff	Overseas		6	\$ 62,975	\$ 377,850
Subtotal			6		\$ 377,850
Less Lapse	25%				\$ (94,463)
Total Full-time permanent:					\$ 283,387
2025 Pay Adjustment	2.0%				\$ 5,668
Subtotal					\$ 289,055
Foreign Service Officer	Overseas	FS-01	2	\$ 191,900	\$ 383,800
Foreign Service Officer	Overseas	FS-02	2	\$ 181,216	\$ 362,432
Foreign Service Officer	Overseas	FS-03	1	\$ 153,354	\$ 153,354
Foreign Service Officer	Overseas	FS-04	0		\$ -
Foreign Service Officer	Overseas	FS-05	0		\$ -

Foreign Service Officer	Overseas	FS-06	0	\$	-
Foreign Service Officer	Overseas	FS-07	0	\$	-
Foreign Service Officer	Overseas	FS-08	0	\$	-
Foreign Service Officer	Overseas	FS-09	0	\$	-
Subtotal			5	\$	899,586
Less Lapse	25%		(1)	\$	(224,897)
Total Full-time permanent:			4	\$	674,689
2025 Pay Adjustment	2.0%			\$	13,494
Subtotal			4	\$	688,183
Total				\$	1,233,184

Personnel Data

Full-time Equivalent Employment (FTE)

Full-time permanent	5
Other than full-time permanent	0
Total FTE	5

Authorized Positions

Full-time permanent	13
Other than full-time permanent	0
Total Positions	13

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

Activity: International Trade Administration
Program Competing with China and other Threats: Export Promotion and
Change: Trade Barrier Efforts

Object Class	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/Decrease from 2025 Base
11 Personnel compensation					
11.1 Full-time permanent	95,345	103,525	107,209	108,442	1,233
11.3 Other than full-time permanent	36,116	39,253	39,253	39,253	0
11.5 Other personnel compensation	10,279	10,470	10,610	10,623	13
11.8 Special personnel services payments	(22)	0	0	0	0
11.9 Total personnel compensation	141,718	153,249	157,072	158,318	1,246
12 Civilian personnel benefits	57,646	63,807	66,480	67,227	747
13 Benefits for former personnel	1,501	1,603	1,603	1,603	0
21 Travel and transportation of persons	10,067	8,101	8,144	8,236	92
22 Transportation of things	3,400	2,790	2,852	2,886	34
23.1 Rental payments to GSA	7,568	11,113	8,657	8,690	33
23.2 Rental payments to others	11,300	11,418	11,669	12,122	453
23.3 Communications, Utilities and misc. charges	4,767	3,489	3,375	3,434	59
24 Printing and reproduction	166	81	83	86	3
25.1 Advisory and assistant services	22,008	14,755	15,080	15,129	49
25.2 Other services from non-Federal sources	12,189	10,818	11,225	11,528	303
25.3 Other goods and services from Federal sources	78,097	83,785	81,321	82,256	935
25.4 Operation and maintenance of facilities	6,737	6,620	6,620	6,620	0
25.5 Research and development contracts	37	0	0	0	0
25.6 Medical care	6	0	0	0	0
25.7 Operation and maintenance of equipment	718	600	600	600	0

25.8	Subsistence and support of persons	296	0	0	0	0
26	Supplies and materials	1,678	1,470	1,502	1,520	18
31	Equipment	12,786	11,015	11,256	11,280	24
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	445	0	0	4	4
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	1	0	0	0	0
44	Refunds	0	0	0	0	0
99	Total obligations	373,132	384,714	387,539	391,539	4,000

This Page Intentionally Left Blank

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

Activity: Executive Direction and Administration

Line Item		FY 2023		FY 2024		FY 2025		FY 2025		Increase/Decrease	
		Actuals		Annualized CR		Base		Estimate		from 2025 Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Executive Direction and Administration	Pos./BA	102	27,204	118	27,204	118	28,662	118	28,662	0	0
	FTE/Obl.	100	27,227	117	27,624	118	28,662	118	28,662	0	0
Total	Pos./BA	102	27,204	118	27,204	118	28,662	118	28,662	0	0
	FTE/Obl.	100	27,227	117	27,624	118	28,662	118	28,662	0	0

This Page Intentionally Left Blank

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

Activity: Executive Direction and Administration

		FY 2023		FY 2024		FY 2025		FY 2025		Increase/ (Decrease)	
		Actual		Annualized CR		Base		Estimate			
Comparison by activity		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Activities Supported by non-Federal Sources (Fees)	Pos./BA	0	57	0	0	0	0	0	0	0	0
	FTE/Obl.	0	57	0	0	0	0	0	0	0	0
Activities supported by Federal Sources (Reimbursable)	Pos./BA	0	39	0	24	0	24	0	24	0	0
	FTE/Obl.	0	39	0	24	0	24	0	24	0	0
Total	Pos./BA	0	96	0	24	0	24	0	24	0	0
	FTE/Obl.	0	96	0	24	0	24	0	24	0	0

This Page Intentionally Left Blank

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

Activity: Executive Direction and Administration (ExAd)

Goal Statement

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

Base Program

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

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

- Strategic management – ensuring policy, planning, and operational resources across ITA most effectively and efficiently meet the needs of U.S. business and the American economy, especially with respect to trade enforcement and compliance.
- Operational integration – strengthening the ITA business model in a manner that ensures customers can access and efficiently receive the full value of information and services across business units.
- Digital transformation – growing the capacity of ITA to deliver digitally to customers more timely and better information and services to improve the success of U.S. business competing internationally on a level playing field.

- Information Technology (IT) modernization – integrating best-of-class information technology to reduce operational costs and facilitate improved customer service delivery.
- Data services - enables strategic use of Federal data for mission, service, and the public good by practicing ethical governance, conscious design, and a learning culture.
- Cybersecurity – ensuring the protection of mission-critical information and systems within a disperse, worldwide operations network.
- ExAd accomplishes its activities primarily through federal staff and contract support. Contract support provides specialized expertise for critical activities, particularly for information technology in areas such as application development, infrastructure operations, IT governance, digital services, information security, and help desk support. Contract costs are shared costs supported by all business units. Resources in FY 2024 will primarily continue to fund the necessary federal staff providing inherently governmental services and support to business units on core functions such as finance, travel, legislative affairs, human resources, and workplace planning and management, as well as services and support that are delivered at a lower cost than contractors including employee training and development, strategic planning, and digital operations.

Statement of Operating Objectives

Schedule and Milestones

FY 2025-2029

The Trade Promotion Coordinating Committee Secretariat (TPCC)

- Engage with federal trade agencies and state international development organizations to coordinate trade promotion activities across federal, state, and local governments.
- Conduct outreach to small businesses, startups, and entrepreneurs to promote the benefits of trade and to provide trade education.
- Manage the President’s Export Council to ensure stakeholder input into the export promotion strategic planning process.
- Lead international cooperation on small business trade promotion policy in multilateral and bilateral venues to advance ITA strategic priorities.

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

- Implement an ITA-wide workforce and recruitment plan to assist hiring managers to better plan and be prepared to make well-informed decisions regarding recruitment needs.
- Enhance and implement new hire onboarding orientation training.
- Mature Technology Business Management (TBM) program to enable transparency of IT spending in alignment with mission programs, providing ITA with a more accurate and detailed understanding of agency’s IT costs as well as better informed decisions regarding future investments.

Office of the Chief Information Officer (OCIO)

- Mature the Agile IT delivery framework and Enterprise Architecture Program to enable management of value-driven technology capabilities delivery, ensure a mission-enabling and future-ready architecture and drive strategic decision making.
- Enhance user authentication and transactional processing capabilities for faster, higher quality and more secure digital interactions.
- Integrate human-centered design across all projects and initiatives in accordance with the 21st Century Integrated Digital Experience Act.
- Complete integration of artificial intelligence capabilities for digital experiences to enhance the cost-effective, predictive analytics of trade data, efficient identification of customer needs and effective dynamic response.
- Mature data skills and data literacy deliverables as identified in the Federal Data Strategy (FDS) 2021 Action Plan to achieve the 2030 Vision of the FDS (<https://strategy.data.gov/>).

Deliverables

Office of the Under Secretary:

- Plan and develop integrated cross-ITA strategies and lead activities that advance FY 2025- FY 2029 trade and investment goals.
- Develop annual export promotion coordination plans with state international development organizations.
- Coordinate an integrated outreach strategy for ITA's U.S. Field staff to communicate with state-based legislative and intergovernmental stakeholders on ITA's mission and services.
- Deliver three Trade Promotion Coordinating Committee Interagency Trade Officer training programs per fiscal year.
- Hold two President's Export Council meetings per fiscal year.

Office of the Chief Financial and Administrative Officer (OCFAO)

- Deliver a workforce plan that offers tools to assist hiring managers to plan for attrition and for new workforce needs.
- Provide the tools necessary for hiring managers to choose the appropriate job occupational series, grades, and the right skill set for employees in the various ITA mission critical occupations.
- Develop a plan for training and onboarding new hires.
- Publish management dashboards that tie Enterprise Resource Planning (ERP) data to mission outcomes, allowing for data driven decision making around program priorities and resource allocation.

Office of the Chief Information Officer (OCIO)

- Sustain compliance with FISMA (Federal Information Security Modernization Act) and advance ITA cybersecurity posture to Zero Trust in accordance with Executive Order 14028, “Improving the Nation's Cybersecurity.”
- Increase digital awareness and engagement with ITA programs/program offices and achieve compliance with the 21st Century IDEA.
- Achieve unified user experience with integrated digital customer experience and employee experience in development and delivery of all products and services.
- Establish AI Governance Framework for supporting Executive Order 13859, “Maintaining American Leadership in Artificial Intelligence.”
- Provide an open data analytics portal enabling Small and Medium Businesses (SMBs), researchers, citizen data scientists, and other stakeholders the ability to interrogate trade data for their own tailored insights.
- Achieve compliance with Federal Information Technology Acquisition Reform Act (FITARA)/Megabyte as evidenced by the implementation of centralized management of IT hardware acquisition and software licensing and management of end-point user computing lifecycle, as well as accurate hardware and software inventory data list and standard operating procedures for data accuracy.

Explanation and Justification

		2023		2024		2025	
		Actual		Annualized CR		Base	
		Personnel	Amount	Personnel	Amount	Personnel	Amount
Executive Direction/Administration	Pos./BA	102	27,204	118	27,204	118	28,662
	FTE/Obl	100	27,227	117	27,624	118	28,662

The ExAd budget is organized into three main units:

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

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

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

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

Office of the Chief Financial and Administrative Officer (OCFAO): Provides financial and administrative support to ITA. OCFAO also includes the following offices:

- **Human Capital:** This office plans and evaluates ITA's strategic human capital and workforce planning needs for the organization by performing people data analytics and HR policy research for improvement of programmatic work. The office serves as a conduit for HR activities and support performed by the HR shared services provider to ensure seamless delivery of services its workforce. Support includes consultative and advisory services advocating on behalf of executives (political and non-political), managers and employees on all HR operational services. It leads and coordinates programs and initiatives that support outreach and hiring, employee recognition and engagement, and development by enhancing technical and non-technical skills to meet mission, organizational, and employee performance goals.
- **Management Operations:** This office manages ITA -wide program support and technical services. The office conducts organizational and functional management analysis studies; develops policies for the international and domestic travel program; administers organizational and administrative directives, organizational charts, Departmental symbols and logos, forms management, energy and sustainability, environmental reporting, correspondence; leads ITA's global personal property

management and fleet program; manages ITA's travel card and passport/visa program; oversees facilities and space management, acquisition, parking program, federal register; and manages the ITA-wide Freedom of Information Act and Privacy Act program. This office also serves as the ITA liaison to the Department's Acquisition Services Office and the Government Accountability Office as well as external agencies such as the Department of Transportation, Department of State, General Services Administration, and the Office of Management and Budget.

- **Budget & Finance:** This office formulates, presents, and executes the ITA budget; administers financial and budgetary controls; provides accounting services and maintains ITA's integrated accounting system, including financial reporting and financial internal controls; prepares budget and accounting reports; and prepares formal financial statements. This office assures the availability, quality, and cost effectiveness of centrally provided administrative services.

Organizational Excellence and Strategic Delivery (OESD): This office plans and manages ITA's organizational excellence strategies, including customer and employee experience (CX/EX), strategic performance management, knowledge management, data analysis, enterprise risk management, change management, evidence-based reporting, Employee Viewpoint Survey efforts, and internal program reviews. This office serves as the ITA liaison to the Government Accountability Office and the Office of the Inspector General. Activities in support of enterprise-wide strategic initiatives include coordinating the Agency Priority Goal, supporting special reviews such as employee workforce planning, knowledge capture and retention activities for existing and retiring ITA subject matter experts, the development and execution of a succession plan to ensure critical knowledge remains in ITA, and the development and execution of a comprehensive CX/EX strategy across all ITA business units.

Office of the Chief Information Officer (OCIO): Enables ITA to fulfill its mission through the innovative use of technology and is responsible for managing the disciplined capital planning and investment controls necessary to acquire, use, maintain, and dispose of information technology. OCIO includes the following functional areas:

- **Enterprise Architecture:** Conducting enterprise analysis, design, planning, and implementation, using a comprehensive approach, for the successful development and execution of strategy in accordance with Federal Information Technology Acquisition Reform Act (FITARA). Applies architecture principles and practices to guide organizations through the business, information, process, and technology changes necessary to execute their strategies.
- **Customer Success:** Ensures that ITA technology consumers and businesses attain the maximum value and support from IT services and investments, through 24/7 technical support to ITA employees via the Customer Support Center (CSC), change management, training, and user adoption.
- **Products Delivery:** Provides products development/configuration services to include business requirements, user experience, solution design and development, testing, and quality assurance. Delivers information solutions to support interoperability and information accessibility. Provides operations and maintenance for all application products and services.
- **Operations:** Provides consistent and thorough enterprise-wide communications, secure, resilient, and highly available infrastructure, as well as access to applications, data, and technology platforms.
- **Information Security and Risk Management:** Protects the confidentiality, integrity, and availability of information and information systems as well as secure infrastructure at ITA. This includes real-time network operations monitoring, cybersecurity operations monitoring and Privacy Assessments.

- **Policy & Strategic Planning:** Strategically harmonize business operations and IT operations so both collaboratively keep the joint (train) running and make sure it's running as well as possible. Establishes IT policies, provides governance framework and oversight of ITA IT investments, monitors performance of IT investments in accordance with FITARA.
- **Records Management:** Responsible for leading Electronic Records Management at ITA and implementing a Modern Records Management Program to enable compliance with DOC requirements, the Federal Records Act, and all National Archives and Records Administration (NARA) requirements.
- **Data Services:** Implements Foundations for Evidence-Based Policymaking Act and manages the Data services program and systems that enable ITA to leverage data as a strategic asset.

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	2023 Actual	2024 Annualized CR	2025 Base	2025 Estimate	Increase/(Decrease) from 2025 Base
11.1 Full-time permanent	179,032	196,088	208,055	210,663	2,608
11.3 Other than full-time permanent	37,007	40,228	40,228	40,348	120
11.5 Other personnel compensation	13,070	13,071	13,246	13,386	140
11.8 Special personnel services payments	(22)	0	0	0	0
11.9 Total personnel compensation	229,087	249,387	261,529	264,397	2,868
12.1 Civilian personnel benefits	88,958	99,232	104,025	106,077	2,052
13 Benefits for former personnel	1,501	1,807	1,807	1,005	(802)
21 Travel and transportation of persons	13,737	14,854	14,940	15,275	335
22 Transportation of things	3,509	2,840	2,903	2,982	79
23 Rent, communications, and utilities					
23.1 Rental payments to GSA	16,348	19,564	15,240	15,540	300
23.2 Rental payments to others	11,508	11,675	11,932	12,143	211
23.3 Communications, utilities and miscellaneous charges	6,924	7,944	7,695	7,751	56
24 Printing and reproduction	1,480	1,291	1,320	1,369	49
25 Other contractual services					
25.1 Advisory and assistance services	38,440	36,210	37,007	32,346	(4,661)
25.2 Other services	38,983	36,360	38,054	42,503	4,449
25.3 Purchase of goods and services from Gov't accounts	117,537	120,158	107,243	110,889	3,646
25.4 Operations and maintenance of facilities	10,487	10,195	10,196	10,196	0
25.5 Research and development contracts	37	0	0	0	0
25.6 Medical Care	6	0	0	0	0
25.7 Operations and maintenance of equipment	1,096	600	600	600	0

25.8	Subsistence and support of persons	305	0	0	0	0
26	Supplies and materials	3,714	3,177	3,246	3,421	175
31	Equipment	22,543	17,553	17,934	17,799	(135)
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	899	1,205	1,205	1,207	2
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	1	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	<u>607,100</u>	<u>634,052</u>	<u>636,876</u>	<u>645,500</u>	<u>8,624</u>
	Less prior year recoveries	(6,847)	0	0	0	
	Less prior year unobligated balance	<u>12,746</u>	<u>(21,052)</u>	<u>0</u>	<u>0</u>	
	Total Budget Authority	613,000	613,000	636,876	645,500	8,624
Personnel Data						
Full-Time equivalent Employment:						
	Full-time permanent	1,283	1,415	1,430	1,444	14
	Other than full-time permanent	<u>104</u>	<u>104</u>	<u>104</u>	<u>104</u>	<u>0</u>
	Total	1,387	1,519	1,534	1,548	14
Authorized Positions:						
	Full-time permanent	1,955	2,159	2,159	2,174	15
	Other than full-time permanent	<u>104</u>	<u>104</u>	<u>104</u>	<u>104</u>	<u>0</u>
	Total	2,059	2,263	2,263	2,278	15

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

Object Class	2023	2024	2025	2025	Increase/(Decrease)
	Actual	Annualized CR	Base	Estimate	from 2025 Base
11 Personnel compensation					
11.1 Full-time permanent	28,926	31,441	35,123	39,525	4,402
11.3 Other than full-time permanent	266	350	350	470	120
11.5 Other personnel compensation	970	661	670	797	127
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	30,162	32,452	36,143	40,792	4,649
12.1 Civilian personnel benefits	10,723	12,674	13,814	15,879	2,065
13 Benefits for former personnel	0	202	202	202	0
21 Travel and transportation of persons	909	2,367	2,381	2,780	399
22 Transportation of things	4	12	12	104	92
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	3,867	3,593	2,799	3,366	567
23.2 Rental payments to others	1	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	839	1,836	1,782	1,833	51
24 Printing and reproduction	232	164	168	238	70
25 Consulting and other services					
25.1 Consulting services	4,966	8,682	8,873	8,873	0
25.2 Other services	12,034	11,984	12,379	17,060	4,681
25.3 Purchase of goods and services from Gov't accounts	13,520	11,652	6,476	10,567	4,091
25.4 Operations and maintenance of facilities	1,164	1,289	1,289	1,289	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	0	0	0	0	0

25.7	Operations and maintenance of equipment	364	0	0	0	0
25.8	Subsistence and support of persons	2	0	0	0	0
26	Supplies and materials	1,205	927	947	1,132	185
31	Equipment	4,877	2,735	2,789	2,939	150
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	447	1,200	1,200	1,200	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	85,318	91,769	91,254	108,254	17,000
	Less Prior Year Recoveries	(1,569)	0	0	0	
	Less prior year unobligated balance	2,944	(5,076)	0	0	
	Total Budget Authority	86,693	86,693	91,254	108,254	17,000

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	221	250	260	285	25
Other than full-time permanent	5	5	5	5	0
Total	226	255	265	290	25

Authorized Positions:

Full-time permanent	240	272	272	306	34
Other than full-time permanent	5	5	5	5	0
Total	245	277	277	311	34

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

Object Class		2023	2024	2025	2025	Increase/(Decrease)
		Actual	Annualized CR	Base	Estimate	from 2025 Base
11.1	Full-time permanent	40,920	46,165	49,657	49,657	0
11.3	Other than full-time permanent	626	625	625	625	0
11.5	Other personnel compensation	1,395	1,522	1,543	1,543	0
11.8	Special personnel services payments	0	0	0	0	0
11.9	Total personnel compensation	42,941	48,313	51,825	51,825	0
12.1	Civilian personnel benefits	15,604	17,336	18,055	18,055	0
13	Benefits for former personnel	0	2	2	2	0
21	Travel and transportation of persons	2,176	3,632	3,654	3,654	0
22	Transportation of things	100	20	20	20	0
23	Rent, Communications, and utilities					
23.1	Rental payments to GSA	4,912	4,858	3,784	3,784	0
23.2	Rental payments to others	185	257	263	263	0
23.3	Communications, utilities and miscellaneous charges	1,129	2,394	2,323	2,323	0
24	Printing and reproduction	1,061	1,028	1,050	1,050	0
25	Consulting and other services					
25.1	Consulting services	8,725	10,874	11,113	11,113	0
25.2	Other services	13,532	12,811	13,691	13,691	0
25.3	Purchase of goods and services from Gov't accounts	24,427	22,807	17,942	17,942	0
25.4	Operations and maintenance of facilities	2,095	1,789	1,789	1,789	0
25.5	Research and development contracts	0	0	0	0	0
25.6	Medical Care	0	0	0	0	0
25.7	Operations and maintenance of equipment	14	0	0	0	0

25.8	Subsistence and support of persons	8	0	0	0	0
26	Supplies and materials	663	653	668	668	0
31	Equipment	3,847	3,166	3,237	3,237	0
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	7	5	5	5	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	<u>121,423</u>	<u>129,945</u>	<u>129,421</u>	<u>129,421</u>	<u>0</u>
	Less Prior Year Recoveries	(327)	0	0	0	
	Less prior year unobligated balance	<u>4,031</u>	<u>(4,818)</u>	<u>0</u>	<u>0</u>	
	Total Budget Authority	125,127	125,127	129,421	129,421	0
Personnel Data						
Full-Time equivalent Employment:						
	Full-time permanent	318	377	377	377	0
	Other than full-time permanent	<u>6</u>	<u>6</u>	<u>6</u>	<u>6</u>	<u>0</u>
	Total	324	383	383	383	0
Authorized Positions:						
	Full-time permanent	345	392	392	392	0
	Other than full-time permanent	<u>6</u>	<u>6</u>	<u>6</u>	<u>6</u>	<u>0</u>
	Total	351	398	398	398	0

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

Object Class	2023	2024	2025	2025	Increase/(Decrease)
	Actual	Annualized CR	Base	Estimate	from 2025 Base
11.1 Full-time permanent	95,345	103,525	107,209	105,415	(1,794)
11.3 Other than full-time permanent	36,116	39,253	39,253	39,253	0
11.5 Other personnel compensation	10,279	10,470	10,610	10,623	13
11.8 Special personnel services payments	(22)	0	0	0	0
11.9 Total personnel compensation	141,718	153,249	157,072	155,291	(1,781)
12.1 Civilian personnel benefits	57,646	63,807	66,480	66,467	(13)
13 Benefits for former personnel	1,501	1,603	1,603	801	(802)
21 Travel and transportation of persons	10,067	8,101	8,144	8,080	(64)
22 Transportation of things	3,400	2,790	2,852	2,839	(13)
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	7,568	11,113	8,657	8,390	(267)
23.2 Rental payments to others	11,300	11,418	11,669	11,880	211
23.3 Communications, utilities and miscellaneous charges	4,767	3,489	3,375	3,380	5
24 Printing and reproduction	166	81	83	62	(21)
25 Consulting and other services					
25.1 Consulting services	22,008	14,755	15,080	10,419	(4,661)
25.2 Other services	12,189	10,818	11,225	10,993	(232)
25.3 Purchase of goods and services from Gov't accounts	78,097	83,785	81,321	80,876	(445)
25.4 Operations and maintenance of facilities	6,737	6,620	6,620	6,620	0
25.5 Research and development contracts	37	0	0	0	0
25.6 Medical Care	6	0	0	0	0
25.7 Operations and maintenance of equipment	718	600	600	600	0

25.8	Subsistence and support of persons	296	0	0	0	0
26	Supplies and materials	1,678	1,470	1,502	1,492	(10)
31	Equipment	12,786	11,015	11,256	10,971	(285)
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	445	0	0	2	2
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	1	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	<u>373,132</u>	<u>384,714</u>	<u>387,539</u>	<u>379,163</u>	<u>(8,376)</u>
	Less Prior Year Recoveries	(4,950)	0	0	0	
	Less prior year unobligated balance	<u>5,793</u>	<u>(10,738)</u>	<u>0</u>	<u>0</u>	
	Total Budget Authority	<u>373,975</u>	<u>373,976</u>	<u>387,539</u>	<u>379,163</u>	<u>(8,376)</u>

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	654	681	685	674	(11)
Other than full-time permanent	<u>83</u>	<u>83</u>	<u>83</u>	<u>83</u>	<u>0</u>
Total	<u>737</u>	<u>764</u>	<u>768</u>	<u>757</u>	<u>(11)</u>

Authorized Positions:

Full-time permanent	1,278	1,387	1,387	1,368	(19)
Other than full-time permanent	<u>83</u>	<u>83</u>	<u>83</u>	<u>83</u>	<u>0</u>
Total	<u>1,361</u>	<u>1,470</u>	<u>1,470</u>	<u>1,451</u>	<u>(19)</u>

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

Object Class	2023	2024	2025	2025	Increase/(Decrease)
	Actual	Annualized CR	Base	Estimate	from 2025 Base
11.1 Full-time permanent	13,840	14,957	16,066	16,066	0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	426	418	423	423	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	14,266	15,374	16,489	16,489	0
12.1 Civilian personnel benefits	4,985	5,414	5,676	5,676	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	585	754	761	761	0
22 Transportation of things	5	19	19	19	0
23 Rent, Communications, and utilities					
23.1 Rental payments to GSA	0	0	0	0	0
23.2 Rental payments to others	22	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	189	224	215	215	0
24 Printing and reproduction	21	19	19	19	0
25 Consulting and other services					
25.1 Consulting services	2,740	1,899	1,941	1,941	0
25.2 Other services	1,228	747	759	759	0
25.3 Purchase of goods and services from Gov't accounts	1,493	1,913	1,504	1,504	0
25.4 Operations and maintenance of facilities	491	498	498	498	0
25.5 Research and development contracts	0	0	0	0	0
25.6 Medical Care	0	0	0	0	0
25.7 Operations and maintenance of equipment	1	0	0	0	0
25.8 Subsistence and support of persons	0	0	0	0	0

26	Supplies and materials	168	126	129	129	0
31	Equipment	1,033	637	652	652	0
32	Lands and structures	0	0	0	0	0
33	Investments and loans	0	0	0	0	0
41	Grants, subsidies and contributions	(0)	0	0	0	0
42	Insurance claims and indemnities	0	0	0	0	0
43	Interest and dividends	0	0	0	0	0
44	Refunds	0	0	0	0	0
99.9	Total Direct Obligations	27,226	27,624	28,662	28,662	0
	Less Prior Year Recoveries	(0)	0	0	0	
	Less prior year unobligated balance	(22)	(420)	0	0	
	Total Budget Authority	27,204	27,204	28,662	28,662	0

Personnel Data

Full-Time equivalent Employment:

Full-time permanent	90	107	108	108	0
Other than full-time permanent	10	10	10	10	0
Total	100	117	118	118	0

Authorized Positions:

Full-time permanent	92	108	108	108	0
Other than full-time permanent	10	10	10	10	0
Total	102	118	118	118	0

This Page Intentionally Left Blank

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

FY 2025 compared to FY 2023 Enacted (P.L. 117-328)

OPERATIONS AND ADMINISTRATION

For necessary expenses for international trade activities of the Department of Commerce provided for by law, to carry out activities associated with facilitating, attracting, and retaining business investment in the United States, to carry out activities associated with title VI of division BB of the Consolidated Appropriations Act, 2023 (Public Law 117-328), and for engaging in trade promotional activities abroad, including expenses of grants and cooperative agreements for the purpose of promoting exports of United States firms, without regard to sections 3702 and 3703 of title 44, United States Code; full medical coverage for dependent members of immediate families of employees stationed overseas and employees temporarily posted overseas; travel and transportation of employees of the International Trade Administration between two points abroad, without regard to section 40118 of title 49, United States Code; employment of citizens of the United States and aliens by contract for services; recognizing contributions to export expansion pursuant to Executive Order 10978; rental of space abroad for periods not exceeding 10 years, and expenses of alteration, repair, or improvement; purchase or construction of temporary demountable exhibition structures for use abroad; payment of tort claims, in the manner authorized in the first paragraph of section 2672 of title 28, United States Code, when such claims arise in foreign countries; not to exceed \$294,300 for official representation expenses abroad; purchase of passenger motor vehicles for official use abroad, not to exceed [\$45,000] \$65,000 per vehicle; not to exceed \$325,000 for purchase of armored vehicles without regard to the general purchase price limitations; obtaining insurance on official motor vehicles; and rental of tie lines, [\$625,000,000] \$657,500,000, of which [\$85,000,000] \$102,000,000 shall remain available until September 30, [2024] 2026: Provided, That \$12,000,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding section 3302 of title 31, United States Code: Provided further, That, of amounts provided under this heading, not less than \$16,400,000 shall be for China antidumping and countervailing duty enforcement and compliance activities: Provided further, That the provisions of the first sentence of section 105(f) and all of section 108(c) of the Mutual Educational and Cultural Exchange Act of 1961 (22 U.S.C. 2455(f) and 2458(c)) shall apply in carrying out these activities; and that for the purpose of this Act, contributions under the provisions of the Mutual Educational and Cultural Exchange Act of 1961 shall include payment for assessments for services provided as part of these activities: Provided further, That, of amounts provided under this heading, up to \$3,000,000, to remain available until expended, shall be for the purpose of carrying out a pilot fellowship program of the United States Commercial Service under which

the Secretary of Commerce may make competitive grants to appropriate institutions of higher education or students to increase the level of knowledge and awareness of, and interest in employment with, that Service among minority students: Provided further, That any grants awarded under such program shall be made pursuant to regulations to be prescribed by the Secretary, which shall require as a condition of the initial receipt of grant funds, a commitment by prospective grantees to accept full-time employment in the Global Markets unit of the International Trade Administration upon the completion of participation in the program.

This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
Operations and Administration
APPROPRIATION LANGUAGE AND CODE CITATION**

FY 2025

1. "For necessary expenses for international trade activities of the Department of Commerce provided for by law, to carry out activities associated with facilitating, attracting, and retaining business investment in the United States, to carry out activities associated with title VI of division BB of the Consolidated Appropriations Act, 2023 (Public Law 117-328), and for engaging in trade promotional activities abroad, including expenses of grants and cooperative agreements for the purpose of promoting exports of United States firms,

13 U.S.C. 301(a) and 305	19 U.S.C. 81a et seq.	19 U.S.C. 2354	22 U.S.C. 4723a
15 U.S.C. 141 et seq.	19 U.S.C. 1318 and 1502(a)	19 U.S.C. 2411 et seq.	22 U.S.C. 5462
15 U.S.C. 649b-649d	19 U.S.C. 1339(b)	19 U.S.C. 2451 sec. 411	22 U.S.C. 5812(b)
15 U.S.C. 1151 et seq.	19 U.S.C. 1514-1516	19 U.S.C. 3201 nt.	22 U.S.C. 5821
15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq.	19 U.S.C. 1592A(b)	19 U.S.C. 3538(b), (c), and (d)	22 U.S.C. 5823(b)
15 U.S.C. 1512 et seq.	19 U.S.C. 1617	19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d)	22 U.S.C. 5824
15 U.S.C. 4001 et seq.	19 U.S.C. 1671 et seq.	19 U.S.C. 3721(b)(3)(C)	22 U.S.C. 5872
15 U.S.C. 4011 et seq.	19 U.S.C. 1673 et seq.	19 U.S.C. 3802(c)(3)	26 U.S.C. 4221 and 19 U.S.C. 1309
15 U.S.C. 4721 and 22 U.S.C. 262s-2	19 U.S.C. 1677k and 1677n	22 U.S.C. 262s-2 nt.	28 U.S.C. 2631 et seq.
15 U.S.C. 4723	19 U.S.C. 1862	22 U.S.C. 1471 nt.	42 U.S.C. 6951 et seq.
15 U.S.C. 4725	19 U.S.C. 2031	22 U.S.C. 2351(b)(1)	44 U.S.C. 3702 and 3703
15 U.S.C. 4726	19 U.S.C. 2114 and 2155	22 U.S.C. 2451 et seq.	46 U.S.C. 1122b
15 U.S.C. 4727	19 U.S.C. 2114b	22 U.S.C. 2651 et seq.	50 U.S.C. 98-98h

15 U.S.C. 4728	19 U.S.C. 2171 nt.	22 U.S.C. 3101 et seq.	50 U.S.C. 401 et seq.
15 U.S.C. 4729	19 U.S.C. 2252(h)(3)(A)	22 U.S.C. 3901 et seq.	

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

No Specific Authority

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

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

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

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

No Specific Authority

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

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

No Specific Authority

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

5. "employment of citizens of the United States 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.

"Recognizing contributions to export expansion pursuant to Executive Order 10978;

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

No Specific Authority

Buildings, pavilions, and space in such structures must be rented for exhibitions. Rental terms are established by fair authorities. The program may desire to exhibit at certain fairs, which support ITA's trade development objectives. The

installation of exhibits in rented buildings requires that certain alterations and improvements be made. To limit expenditures for such alterations and improvements would seriously restrict the quality and effectiveness of the exhibitions.

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

No Specific Authority

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

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

No Specific Authority

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

9. “not to exceed \$294,300 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 \$65,000 per vehicle; not to exceed \$325,000 for purchase of armored vehicles without regard to the general purchase price limitations; 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. “\$657,500,000, of which \$102,000,000 to remain available until September 30, 2026: Provided, That \$12,000,000 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. “of amounts provided under this heading, not less than \$16,400,000 shall be for China antidumping and countervailing duty enforcement and compliance activities:”
13. “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;”

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.

14. “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.

15. That, of amounts provided under this heading, up to \$3,000,000, to remain available until expended, shall be for the purpose of carrying out a pilot fellowship program of the United States Commercial Service under which the Secretary of Commerce may make competitive grants to appropriate institutions of higher education or students to increase the level of knowledge and awareness of, and interest in employment with, that Service among minority students: Provided further, That any grants awarded under such program shall be made pursuant to regulations to be prescribed by the Secretary, which shall require as a condition of the initial receipt of grant funds, a commitment by prospective grantees to accept full-time employment in the Global Markets unit of the International Trade Administration upon the completion of participation in the program.

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

	2023 Actual	2024 Annualized CR	2025 Estimate
Consulting Services	1,718	1,752	1,791
Management and professional services	-	-	-
Special studies and analyses	-	-	-
Management and support services for research and development	36,722	34,458	30,555
Total	38,440	36,210	32,346

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

Management and support services for research and development: Includes engineering and technical services, support modification, development and architectural design and integration efforts to ITA information technology systems.

This Page Intentionally Left Blank

**Department of Commerce
International Trade Administration
Operations and Administration
PERIODICALS, PAMPHLETS AND AUDIOVISUAL PRODUCTS**

	2023 Actual	2024 Annualized CR	2025 Estimate
Periodicals	218	218	222
Pamphlets	3	3	3
Audiovisuals	2	2	2
Total	223	223	228

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

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

This Page Intentionally Left Blank

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

	2023 Actual	2024 Annualized CR	2025 Estimate
Direct			
Average ES salary and benefits	\$264,838	\$258,211	\$263,375
Average GS grade	13.0	12.9	12.9
Average GS salary and benefits	\$180,516	\$172,019	\$175,459
Average grade and salary and benefits established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary and benefits	\$263,159	\$268,782	\$292,972
Average Foreign Service Officer grade	1.7	1.6	1.9
Average Foreign Service Officer salary and benefits	\$222,755	\$222,199	\$226,643
Average Foreign Service Staff salary and benefits	\$176,113	\$170,274	\$173,679
Average Foreign Service salary and benefits in foreign countries	\$199,434	\$199,434	\$203,423

This Page Intentionally Left Blank

**Department of Commerce
Operating Unit of Commerce
Salaries and Expenses
IMPLEMENTATION STATUS OF GAO AND OIG RECOMMENDATIONS**

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

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

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

Report Number	GAO-23-105369
Report Title	EXPORT PROMOTION Commerce Should Improve Workforce Planning and Management of Its Global Markets Unit
Issue Date	May 11, 2023
Recommendation Number	1
Recommendation	The Secretary of Commerce should ensure that the Director General of Global Markets fully documents how to use the staffing models and the process for updating the models, including changes to the variables and weights.
Action(s) Planned	Global Markets' (GM's) Office of Strategy and Engagement (OSE), as stewards of the staffing models, will issue reference documentation addressing how to use the staffing models and the process for updating the models.
Action Status (Planned, In-Progress, or Complete)	In Progress
Target Completion Date	FY 24
Recommendation Status (Planned, In-Progress, or Complete)	In-Progress

Report Number	GAO-23-105369
Report Title	EXPORT PROMOTION Commerce Should Improve Workforce Planning and Management of Its Global Markets Unit
Issue Date	May 11, 2023
Recommendation Number	2

Recommendation	The Secretary of Commerce should ensure that the Director General of Global Markets regularly reviews the allocation of Foreign Commercial Service Officers and U.S. Field staff, including the justifications of positions that continue to exceed modeled projections for domestic and overseas posts.
Action(s) Planned	<ul style="list-style-type: none"> ○ GM's Office of the Deputy Assistant Secretary for Global Operations will lead a team to: <ul style="list-style-type: none"> ▪ Build on current active leadership review and evaluation of location and capacity needs, as well as current procedures of evaluation and allocation of position structure, by reviewing existing procedures and tools for tracking modeled projections and actual allocations ▪ Determine nomenclature to be used within the table of organization process to document variances ▪ Update procedures and tools as needed ▪ Finalize documentation of updated procedures ▪ Complete Director General's review of allocations as initiation of regular review cycle
Action Status (Planned, In-Progress, or Complete)	In-Progress
Target Completion Date	FY 24
Recommendation Status (Planned, In-Progress, or Complete)	In-Progress

Report Number	GAO-23-105369
Report Title	EXPORT PROMOTION Commerce Should Improve Workforce Planning and Management of Its Global Markets Unit
Issue Date	May 11, 2023
Recommendation Number	3
Recommendation	The Secretary of Commerce should ensure that there is a workforce plan that comprehensively and strategically considers GM's entire overseas and domestic workforce and describes leadership action to improve diversity, equity, inclusion, and accessibility (DEIA).
Action(s) Planned	<p>GM's Office of Global Talent Management (OGTM) will lead the effort to:</p> <ul style="list-style-type: none"> ▪ Collect and review previous research/project work in GM ▪ Build from the Office of Personnel Management's (OPM) workforce planning model to serve as best practice guide, checklist, and template for GM's efforts, including incorporation of requirements supporting DEIA improvements ▪ Conduct relevant data analysis (staffing trends, workload assessments, ratio standards) ▪ Prepare draft GM workforce plan ▪ Finalize and clear workforce plan for implementation
Action Status (Planned, In-Progress, or Complete)	In-Progress
Target Completion Date	FY 24
Recommendation Status (Planned, In-Progress, or Complete)	In-Progress

Report Number	GAO-23-105369
Report Title	EXPORT PROMOTION Commerce Should Improve Workforce Planning and Management of Its Global Markets Unit
Issue Date	May 11, 2023
Recommendation Number	4
Recommendation	The Secretary of Commerce should ensure that the Director General of Global Markets takes steps to address staffing vacancies in the Office of Global Talent Management.
Action(s) Planned	<ul style="list-style-type: none"> ○ Staffing vacancies identified during GAO’s engagement have been filled or have hiring actions underway ○ GM requested additional resources within its FY 2024 President’s Request for increased staffing within the Office of Global Talent Management, both to provide for improved organizational support to requested growth in field capacity, and to address the increasingly complex support functions required to adequately service the existing GM footprint.
Action Status (Planned, In-Progress, or Complete)	In-Progress
Target Completion Date	FY 24
Recommendation Status (Planned, In-Progress, or Complete)	In-Progress

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

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

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

Open Recommendation(s) the Department plans to implement.

Report Number	Report Title	Issue Date	Recommendation Number	Recommendation	Target Implementation Date	Closure Request Pending with GAO (Yes/No)	Clear Budget Implications (Yes/No)
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	1	GAO recommends that The Secretary of Commerce and the Secretary of State should indicate the methods the agencies will use to maintain an effective working relationship in their Memorandum of Understanding for the Partner Post Program.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	2	GAO recommends that The Secretary of Commerce and the Secretary of State should clarify how Commerce and State will sustain program leadership over the long term, such as with succession planning, in their Memorandum of Understanding for the Partner Post Program.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	3	GAO recommends that The Secretary of Commerce and the Secretary of State should ensure Commerce and State articulate and agree to a process for making and enforcing program decisions in their Memorandum of Understanding for the Partner Post Program.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	4	GAO recommends that the Secretary of Commerce and the Secretary of State should ensure that Commerce and State indicate how they will use client feedback on client experiences in their Memorandum of Understanding for the Partner Post Program.	FY24	No	No
GAO-22-105860	Economic and Commercial	Jun 9 2022	5	GAO recommends that the Secretary of State and the Secretary of Commerce	FY24	No	No

	Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness			should ensure their agencies indicate a method to evaluate outcomes or a way to track or monitor progress toward goals for the program in their guidance cables for the Deal Team Initiative.			
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	6	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies specify how Embassy Deal Teams should identify and coordinate the use of dozens of U.S. government programs supporting U.S. commercial interests overseas in their guidance cables for the Deal Team Initiative.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	7	GAO recommends that the Secretary of State and the Secretary of Commerce should clarify how their agencies will sustain program leadership over the long term, such as with succession planning, in their guidance cables for the Deal Team Initiative.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	8	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies articulate and agree to a process for making and enforcing program decisions in their guidance cables for the Deal Team Initiative.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to	Jun 9 2022	9	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies indicate whether Deal Team participants have the appropriate knowledge, skills, and abilities to contribute and, if not, include a plan with timeframes on how they will address this	FY24	No	No

	Improve Coordination and Effectiveness			issue in their guidance cables for the Deal Team Initiative.			
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9 2022	10	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies include information on whether incentives are available to encourage State and Commerce and their staff to participate in Deal Teams in their guidance cables for the Deal Team Initiative.	FY24	No	No
GAO-22-105860	Economic and Commercial Diplomacy: State and Commerce Could Build on Efforts to Improve Coordination and Effectiveness	Jun 9, 2022	11	GAO recommends that the Secretary of State and the Secretary of Commerce should ensure their agencies establish a method for monitoring and updating the cables in their guidance cables for the Deal Team Initiative.	FY24	No	No
GAO-16-805	SEC Conflict Minerals Rule: Companies Face Continuing Challenges in Determining Whether Their Conflict Minerals Benefit Armed Groups	Aug 25, 2016	1	To improve the effectiveness of the SEC's conflict minerals disclosure rule, the Secretary of Commerce should submit to the appropriate congressional committees a plan outlining steps that Commerce will take, with associated time frames, to (1) assess the accuracy of the independent private sector audits (IPSA) and other due diligence processes described under section 13(p) of the Securities Exchange Act of 1934; (2) develop recommendations for the process used to carry out such audits, including ways to improve the accuracy of the audits and establish standards of best practices for such audits; and (3) acquire the necessary knowledge, skills, and abilities to carry out these responsibilities.	In National Association of Manufacturers v. United States SEC, the District Court for the District of Columbia declared an element of the relevant SEC rule unconstitutional, necessitating that the SEC determine how that decision affects overall implementation of the Conflict Minerals rule. Until the SEC completes its deliberative process, makes such determination, and implements any necessary revisions to the rule, the	No	No

					Department does not intend to undertake additional work under Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act with regard to the assessment of the accuracy of the audits and other due diligence processes or recommendations regarding the audits.		
GAO-13-644	Export Promotion: Better information Needed about Federal Resources	Aug 14, 2013	2	GAO recommends that TPCC (1) develop and distribute guidance for member agencies on what information they should provide the TPCC on the resources they spend on export promotion activities; and (2) report in its National Export Strategies on how resources are allocated by agency and aligned with the strategy's priorities.	Budget table will be updated pending development of an export promotion strategy.	No	No

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

Report Number	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	
Reason Not Implemented	

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

Report Number	None to report
Report Title	
Issue Date	
Recommendation Number	
Recommendation	

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

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

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

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

This Page Intentionally Left Blank

FY 2023 PERFORMANCE GOAL UPDATE

INTERNATIONAL TRADE ADMINISTRATION

Overview of Bureau Accomplishments

In alignment with the priorities of the Administration, the International Trade Administration (ITA) contributed to the following strategic and stewardship objectives (SOs) of the Department of Commerce (DOC) Fiscal Year (FY) 2022-2026 [Strategic Plan](#):

SO 1.1: Revitalize U.S. Manufacturing and Strengthen Domestic Supply Chains – ITA is the only part of the U.S. Government that looks at industries through the lens of economic competitiveness (including how to help U.S. industries to compete abroad), serves as the de facto supply chain office of the federal government, and provides upwards of 150 quick-turn analyses annually for the White House and other government stakeholders. ITA, for example, created a new Supply Chain Center with a small initial team to provide strategic guidance and policy recommendations related to responses to fast-moving supply chain crises, coordinate government-wide efforts to more proactively improve supply chain resiliency, and provide strategic direction for supply chain engagements with foreign trading partners. ITA's Advisory Committee on Supply Chain Competitiveness (ACSCC) continued to refine and improve upon its June 2022 recommendations to support U.S. supply chain resiliency. The ACSCC provides the Secretary of Commerce with detailed advice on the elements of a comprehensive national freight infrastructure and freight policy to support U.S. supply chain, fosters national economic competitiveness, and improves U.S. supply chain competitiveness in the domestic and global economy.

ITA contributed to a [report](#) on harnessing biotechnology and biomanufacturing to strengthen supply chain resilience and advance innovative solutions in health, climate change, energy, food security, and agriculture. The report was delivered to the White House in March 2023. The Department was tasked to lead the report via the [National Biotechnology and Biomanufacturing Initiative](#), which was launched through Executive Order (E.O.) 14081. ITA and the National Institute of Standards and Technology hosted over 300 stakeholders in a virtual event on [How Standards Help SMEs to Innovate, Compete and Grow](#) as part of the stakeholder outreach for U.S.-EU Trade and Technology Council. ITA also hosted the National Defense University (NDU) Supply Chain Class as part of a 10-month long series of lectures preparing students for strategic leadership to acquaint NDU students with ITA's work on supply chains, logistics, and national security. In addition, ITA evaluated 34 Department of Defense (DOD) Defense Production Act Title III proposals requesting over \$1.1 billion in funding for projects aimed at securing the supply chains outlined in E.O. 14017. ITA's industry expertise and business acumen helps DOD to ensure that these deals are viable and can succeed commercially without indefinite government support. DOD has successfully funded four projects which invest \$123 million in the domestic production of cobalt, high purity aluminum, antimony trisulfide, and graphite.

ITA and Departmental leadership negotiated a [Memorandum of Understanding](#) establishing a U.S.-India Semiconductor Supply Chain and Innovation Partnership. ITA and the European Community likewise reached an agreement on establishing an Early Warning Mechanism to share information about and cooperate in addressing future disruptions in the semiconductor supply chain. ITA successfully advocated for modifications to the [Harmonized Tariff Schedule](#), resulting in new statistical breakouts for personal protective equipment (PPE) and other essential public health supplies. The level of detail now available will empower analysts across the U.S. government by increasing supply chain visibility for these products and the ability of the U.S. to anticipate, prepare for, and respond to potential public health emergencies or supply chain disruptions. ITA helped to secure over \$940 million of exports in cargo and aviation scanning equipment to Mexico, supporting over 1,000 U.S. jobs and countering the presence of Chinese equipment on the U.S.-Mexico border.

SO 1.2: Accelerate the Development, Commercialization, and Deployment of Critical and Emerging Technologies – ITA continued to provide industry expertise and recommendations for U.S. government policy discussions on emerging and enabling technologies and critical sectors such as semiconductors, electric vehicle and other high-capacity batteries, clean technology, critical minerals, autos, space, civil nuclear, artificial intelligence, advanced manufacturing, transportation and logistics services, and biotechnology. ITA experts analyzed and recommended the approval of a Department of Energy (DOE) loan, which awarded \$2 billion to support the growth and expansion of an advanced battery recycling company in Nevada. The approved project will create hundreds of manufacturing jobs and ultimately reduce U.S. supply-chain dependence for electric vehicle (EV) battery material inputs from foreign sources. ITA similarly advanced EV-industry competitiveness in Asia-Pacific Economic Cooperation (APEC), co-hosting the twenty-fifth Anniversary of the Automotive Dialogue. The Automotive Dialogue is a public-private forum to identify barriers to growth in the region. The U.S. delegation leveraged these discussions to advance consensus on standards harmonization and supply chain diversification for EVs and autonomous vehicles. ITA also serves as co-chair of the International Working Group of the Subcommittee on Microelectronics Leadership, an interagency subcommittee under the National Science and Technology Council charged under the Creating Helpful Incentives to Produce Semiconductors Act with coordinating government-wide efforts on semiconductor research and development. ITA advises on how diplomacy and trade can support U.S. leadership in the semiconductor industry.

SO 1.3: Increase International Cooperation and Commerce – Based on preliminary FY 2023 analysis, ITA recorded a record-breaking number of clients assisted—over 92,000 through digital and traditional channels—and facilitated more than \$170 billion in U.S. exports and inward investment supporting over 595,000 American jobs through export and inward investment promotion functions as well as Commercial Diplomacy and Advocacy to level the playing field for American businesses, ensure access to foreign markets, and counter foreign-sponsored competition. Of the more than 92,000 clients assisted, ITA directly assisted over 32,000 U.S exporters with 195,000 inquiries and—with 85 percent of its export customers identified as small and medium-sized enterprises (SMEs)—maintained compliance with its Congressional mandate to emphasize the promotion of goods and services from SMEs. ITA's Advocacy Center facilitated over 90 contracts signed by U.S. exporters pursuing foreign government procurement

opportunities following successful advocacy campaigns. The value for these contracts exceeded \$56 billion and supported more than 233,000 U.S. jobs.

ITA's inward investment promotion work yielded significant business results. ITA assisted over 10,000 unique investment clients—both foreign investors and U.S. economic development organizations—which led to 179 investment deals valued at nearly \$55 billion and supporting over 35,000 U.S. jobs. These results were greatly facilitated by ITA's annual SelectUSA Investment Summit, which marked the largest-ever investment summit in the United States. The event attracted over 4,900 attendees, more than 2,300 company representatives from 83 foreign markets, and approximately 700 representatives of U.S. economic development organizations from 55 U.S. states and territories.

Throughout FY 2023, ITA supported several efforts and initiatives to increase international cooperation on trade related issues. The Assistant Secretary of Commerce for Global Markets and Director General of the U.S. and Foreign Commercial Service, for example, visited Dhaka, Bangladesh, to officially open the new Foreign Commercial Service Office and in addition met with Government of Bangladesh and private sector representatives. ITA also opened a new office in Georgetown, Guyana, to support the large influx of U.S. companies in this emerging market where they are facing increased direct competition from Chinese firms (particularly in energy and infrastructure). ITA provided support for the September 2023 meeting between the Secretary of Commerce and the President of Guyana that focused on deepening U.S.-Guyanese trade and announced the opening of a Commercial Service office in the country. In addition, ITA facilitated the meeting between the Secretary of Commerce and the Japanese delegation of semiconductor companies to encourage partnerships with U.S. companies and to contribute to the development of the semiconductor supply chain, including by investing into the United States. This event advanced the Administration's goals and fulfilled a key commitment under the DOC and Department of State (DOS) co-led U.S.-Japan Economic Policy Consultative Committee. ITA also led the first-ever trade mission to Montenegro and the first trade mission to Serbia in over 20 years and hosted several [Discover Global Markets](#) events across America to increase U.S. exports in Europe and Eurasia.

ITA remains at the forefront of U.S. government efforts on digital trade and privacy in the international marketplace, including leading the Privacy Shield Program and the Cross Border Privacy Rules initiative. After two years leading the interagency negotiation effort with the UK, ITA helped the U.S. to achieve a significant milestone in facilitating bilateral dataflows between the U.S. and UK. Both nations announced their commitment in principle to establish a U.S.-UK data bridge allowing for the free flow of data between organizations in the United Kingdom and participating organizations in the United States that upholds the rights of data subjects, facilitates responsible innovation, and provides individuals in both countries with greater access. ITA renegotiated the EU-U.S. and Swiss-U.S. Privacy Shield Frameworks, which served over 5,000 U.S. participating companies. ITA is now administering the updated and renamed EU-U.S. and Swiss-U.S. Data Privacy Frameworks, along with the United Kingdom Extension to the EU-U.S. Data Privacy Framework. These mechanisms enable companies to transfer personal data from Europe to the United States in support of the \$7.1 trillion transatlantic economic relationship. Approximately 75 percent of the participating companies are SMEs. ITA also continued to lead the expansion and uptake of the Global Cross Border Privacy Rules (CBPR) forum to facilitate data

protection, privacy, and interoperability in support of the free flow of data. ITA planned and executed five bilateral and one multilateral capacity-building workshops on the Global CBPR Forum across Southeast Asia and Latin America. Strategic partnership with colleagues across DOS empowered ITA to bring in-person, multi-stakeholder capacity-building events on the Global CBPR Forum to priority countries that neither would have been able to accommodate within the given timeframe due to financial or technical expertise limitations.

SO 1.4: Protect National Security Interests and Enforce Trade Rules – ITA continued its focus on enforcing U.S. trade laws to defend American manufacturers, workers, and farmers from unfair trade throughout FY 2023 as well as monitoring and ensuring compliance with trade agreements, assessing foreign direct investment impacts on national security, and improving international intellectual property protections. In May 2023, ITA proposed modifications to its antidumping and countervailing duty (AD/CVD) regulations that improve enforcement activities designed to defend U.S. companies from unfair trade practices and has received 53 comments in response. The proposed regulations apply to various aspects of AD/CVD proceedings, including:

- Strengthening DOC’s ability to address transnational subsidies or subsidies flowing from one country to another that are used to undercut domestic industries.
- Clarifying U.S. particular market situation practice, a provision designed to counteract distortive trade practices.
- Numerous changes to level the playing field for U.S. producers by ensuring that a country’s weak, ineffective, or nonexistent intellectual property, human rights, labor, or environmental protections do not provide an unfair advantage over U.S. producers. These changes complement our existing subsidy and dumping calculation methodologies.

Trade enforcement activity—including new investigations and circumvention inquiries—is at a historic high, consistent with the Administration’s goal to make trade free, fair, and reciprocal. Through FY 2023, ITA was administering 671 AD/CVD orders, an all-time high and an increase of 64 percent since the start of FY 2018. During FY 2023, ITA initiated 61 new AD and CVD investigations and is currently conducting 80 AD/CVD investigations. Through its Trade Agreements Compliance Program, ITA successfully closed 46 compliance cases in FY 2023, protecting U.S. export opportunities by ensuring that foreign governments around the globe honored U.S. rights under multilateral, regional, and bilateral trade agreements. ITA worked with the United States Trade Representative (USTR) and the interagency on efforts to reinvigorate standing World Trade Organization (WTO) Committees for compliance activities and sought strong, binding disciplines in key U.S. commercial agreement negotiation activities outside of the WTO, including IPEF and the U.S.-Taiwan 21st Century Trade Initiative.

ITA’s industry expertise is also critical for U.S. national security, including as it relates to providing a sectoral understanding and supply chain-related analysis when examining cases in the Committee on Foreign Investment in the United States (CFIUS). This expertise, along with ITA’s expansive industry connectivity, is crucial to understanding potential national security risks posed by certain outbound investments and to the implementation of the Administration’s outbound policy to address these risks effectively

while minimizing unintended economic effects on and maintaining dialogue with industry. ITA also continued implementing Foreign Investment Risk Review Modernization Act (FIRRMA) requirements through its CFIUS team. Through FY 2023, DOC continues to meet its FIRRMA obligations and in meeting the expected increase in CFIUS cases under FIRRMA for ITA and the Bureau of Industry and Security (BIS). For example, ITA participated in every CFIUS review of transactions—which included 290 cases valued at \$298.5 billion. CFIUS reviewed 160 declarations valued at \$81.82 billion. ITA’s Office of Investment Security coordinates DOC’s inputs as a statutory member of CFIUS. This office also shared market analysis and other industry-specific research for the other agencies on CFIUS and continues to build expertise in supply chain focused analysis. ITA played a significant role in the creation of E.O. 14105 on Addressing United States Investments in Certain National Security Technologies and Products in Countries of Concern (and Advanced Notice of Proposed Rulemaking) and will continue to have an important role in implementing the E.O. and future regulations. ITA also continued to support BIS processes (e.g., data transparency, timeliness of decisions, etc.) for requesting exclusions from the additional duties and quantitative limits on imports of aluminum and steel imposed under Section 232 of the Trade Expansion Act of 1962.

SO 1.5: Promote Accessible, Strong, and Effective Intellectual Property Rights to Advance Innovation, Creativity, and Entrepreneurship – ITA manages and leads the interagency [STOPfakes program](#) with over 10 partner federal agencies to provide expertise, guidance and resources to U.S. businesses and consumers on the importance of protecting intellectual property (IP), including in export markets. In FY 2023, the STOPfakes program engaged more than 4,500 individuals focused on intellectual property rights, including more than 2,800 businesses at the Consumer Electronics Show (CES). In partnership with U.S. Export Assistance Centers, the STOPfakes program resumed live, in-person STOPfakes Roadshows, including at the Harley-Davidson University in Milwaukee, Wisconsin, and at a business incubator in Orlando, Florida. ITA’s STOPfakes team also presented on the STOPfakes program as part of the U.S.-Argentina Forum on Innovation and Creativity for Economic Development in Buenos Aires, Argentina, and at the APEC Intellectual Property Experts Group Meeting in Seattle, Washington. Throughout FY 2023, the STOPfakes team engaged with SMEs, women-in-business, underserved businesses, global brands, and government officials at various venues, including at ITA’s SelectUSA conference. ITA also led the DOC-wide effort to evaluate the adequacy and effectiveness of select countries’ protection and enforcement of intellectual property rights. Its findings were incorporated in the USTR [Special 301 Report](#) on the global state of intellectual property rights protection and enforcement. The Congressionally mandated interagency review details U.S. government findings on more than 100 trading partners.

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

DOC bureaus and federal agencies to share information of strategic interest via tools such as the International Standards Alert, Strategic Standards Information mechanism, and International Standards Cooperation Network. These three strategic efforts allow stakeholders to stay connected on standards development activities across U.S. government agencies and with likeminded partners and allies. These mechanisms are a proactive approach by the U.S. government to protect its collective interests and involvement in international standards development, with a particular focus on critical and emerging technologies.

ITA achieved three milestones defined by DOC in support of E.O. 14028, meeting the compliance requirements for security information and event management, user behavior analytics, security orchestration, automation, response capabilities, detection and monitoring of data stream disruption, as well as a sustainable way to triage them. These efforts positioned ITA as the first bureau in DOC to achieve this higher level of cyber awareness and security posture.

SO 1.7: Advance U.S. Leadership in The Global Commercial Space Industry – ITA’s Advocacy Center managed 27 cases in the space industry sector, which includes launch services, satellite manufacturing, satellite telecommunications services, sensors, ground station equipment, and related goods and services. These cases have a total value of approximately \$8.8 billion, with approximately \$7.7 billion in U.S. export content. This included 21 new advocacy requests in FY 2023. ITA also supported the conclusion of five contract signings in FY 2023, valued at \$1.53 billion with 100 percent U.S. content. American space companies also participated in ITA trade promotion events, such as U.S. pavilions at major air shows.

SO 2.1: Drive Equitable, Resilient, Place-Based Economic Development and Job Growth – ITA’s National Travel and Tourism Office (NTTO) continued to originate and provide official U.S. travel and tourism statistics to the private sector as well as reduce institutional barriers to tourism through interagency and multinational policy coordination. NTTO, for instance, led the completion of Year One of the [National Travel and Tourism Strategy](#) with measurable progress made through interagency Tourism Policy Council coordination. The ambitious five-year strategy prioritizes government-wide efforts to rebuild the U.S. travel and tourism industry, which was disproportionately affected by the COVID-19 pandemic, and supports a more inclusive, equitable, accessible, and sustainable industry for the future. NTTO also carried out all responsibilities required of DOC for work associated with the Corporation for Travel Promotion (i.e., Brand USA), including approval of its FY 2023 Annual Objectives, seating of appropriate sector board members for the 2023-2026 term, processing of Brand USA’s requests for \$100 million in matching funds, and conveying of its Annual Report to Congress. NTTO also supported efforts to successfully advocate for China to restore the United States as an approved destination for Chinese group travel.

NTTO seated a new U.S. Travel and Tourism Advisory Board (TTAB) for the Secretary of Commerce and convened multiple TTAB meetings to solicit industry expertise on issues of relevance to the U.S. government, specifically in support of the implementation of the National Travel and Tourism Strategy. NTTO also represented the United States in Tourism Ministerial and Tourism Working Group meetings of the Group of 20, APEC, and Organization for Economic Co-operation and Development (OECD) to advance U.S.

travel and tourism policy priorities and strengthen U.S. travel and tourism competitiveness. NTTO completed the Interim Report to Congress on the Effects of the COVID-19 Pandemic on the Travel and Tourism Industry and increased data and research products available, such as new reports, report formats, and expansion of its online data visualization tools. In addition, NTTO collaborated with DOS to reopen the Business Visa Travel Office to streamline assistance in getting a business visa for conferences and events.

SO 2.2: Build Sustainable, Employer-Driven Career Pathways to Meet Employers' Need for Talent and to Connect Americans to Quality Jobs

– As part of its ongoing efforts to help local businesses to stay competitive in the international marketplace and support local jobs, ITA completed hometown tours in several cities throughout the United States. The Hometown Tours outreach series promotes client awareness of ITA's available tools to combat unfair trade, assist clients in making better-informed business decisions, and augment information about resources for U.S. industries and workers to seek relief from unfair pricing and practices of foreign actors. In support of E.O. 14041, ITA serves as a delegate of the White House Initiative on Historically Black Colleges and Universities (HBCUs) to foster academic excellence and pathways to opportunity for Black students. In collaboration with the Minority Business Development Agency, ITA's [Global Diversity Export Initiative](#) Director co-leads the HBCU International Clusters Committee, which has increased ITA's outreach to HBCUs.

SO 2.3: Advance Entrepreneurship and High-Growth Small and Medium-Sized Enterprises – With 85 percent of its FY 2023 export client base represented by SMEs, ITA provides export solutions to support SMEs—including minority-owned and historically disadvantaged businesses—to overcome the challenges associated with exporting and attracting inward investment. ITA, for example, continued its [Building Bridge to Global Markets](#) program, which focuses on SMEs from underserved business communities and delivers no-cost, in-person exporting expertise. The 12 Building Bridges events held in FY 2023 directly supported over 500 U.S. companies to better understand the impact of exporting and the value resources available through ITA and other federal agencies. As another example of ITA's commitment to expand access to services and export assistance to SMEs from underrepresented communities, ITA [relocated](#) its Commercial Service office in Raleigh, North Carolina, to Shaw University, America's oldest historically Black college in the South. As part of its [Trade Winds](#) program, which helps companies to achieve growth and exposure in targeted markets across the globe, ITA likewise launched the EMPOWER Asia initiative to support women's economic empowerment in the United States and the Asia-Pacific region. ITA also signed a [Memorandum of Agreement](#) with the National Center for American Indian Enterprise Development to encourage foreign direct investment in Indian Country, help Native Americans export to international markets, and ensure intellectual property protection for Native American artists and businesses. In addition, ITA's Rural Export Center launched its public [Export Management Company Directory](#), which provides a listing of vetted and experienced U.S. companies ready to help SMEs to expand into international markets. Furthermore, ITA's [Market Development Cooperator Program](#) (MDCP) continues to partner with non-profit industry groups, which are effective in reaching SMEs. These groups compete for MDCP awards by proposing innovative projects that address trade barriers, enhance industry competitiveness, and generate exports. On average, MDCP projects generate over \$286 in exports for every federal dollar invested.

SO 3.3: Accelerate Development and Deployment of Clean Technologies – ITA led an interagency team to draft the Climate and Clean Technologies chapter of the National Export Strategy, which details U.S. government actions and resources to advance the competitiveness of U.S. clean tech exporters. ITA also launched a new Clean Tech Strategic Projects Fund, which will provide \$870,000 to support ITA staff-proposed and -executed programs to build capacity for clean energy deployment and develop market opportunities in 33 eligible developing countries through FY 2026. ITA implemented the first project under this initiative, a U.S.-Malaysia Clean Tech Forum in Kuala Lumpur, Malaysia, in March 2023. ITA has likewise awarded funds for upcoming workshops on clean energy deployment in Mexico and Vietnam. ITA helped to reach an OECD export credit reform agreement after several years of efforts by the U.S. delegation. The agreement in principle will enable the Export-Import Bank of the United States to better meet the needs of U.S. exporters by providing more flexible financing terms for additional categories of climate-friendly projects.

ITA advocated for an October 2022 Westinghouse Electric Company (WEC) win in Poland, which selected WEC to serve as the technology supplier for its new national nuclear power program. The project will support 62,500 American jobs and strengthen Poland's transition to clean energy. The Technology Standards Working Group under the Trade and Technology Council reached tentative agreement on the use of numerous standards for heavy duty vehicle charging infrastructure. The technical coordination for charging infrastructure could allow hardware and software usage in both the U.S. and EU markets (depending on testing and certification requirements). ITA also worked through APEC to conduct workshops, roundtables, and site visits to highlight clean technology standards for monitoring and measuring greenhouse gas emissions across APEC economies.

SO 3.4: Embed Climate Considerations across Department Programs – DOC, led by ITA, became a constituent agency of the DOE's Net Zero World (NZW) initiative, which plays a key role in private sector engagement efforts. ITA and DOE organized the NZW Industry Forum in December 2022, which convened dozens of U.S. clean energy industry stakeholders, diplomats from the embassies of all eight NZW partner countries, and officials from eight U.S. federal agencies involved in international climate and clean energy work. DOC's [Special American Business Internship Training Program](#), which is administered by ITA, completed the first of three Clean Energy programs for South Asia to take place this year. Sixteen energy experts from Bangladesh, India, and Sri Lanka visited the United States for a two-week program in support of the U.S. Government's Clean Enhancing Development and Growth through Energy Asia initiative to assist Asia's clean energy transition and support the deployment of U.S. technologies and services. ITA also published its [Climate & Clean Technology Resources Directory](#), which provides a comprehensive, integrated, and easy-to-use platform to access tools and resources provided across the U.S. Government in support of U.S. climate and clean technology businesses. The directory positions DOC as a leading resource to support business with domestic market-building and international trade and market expansion.

SO 4.1: Implement Evidence-Based Decision Making within the Department of Commerce to Increase Program and Policy Impact – ITA continued to educate federal staff through its Data Practitioners Community of Practice (DP-CoP) which has over 120 members. The DP-CoP holds monthly meetings on ITA-relevant data topics, offers introductory and intermediate-level Microsoft

Power BI courses, provides one-on-one coaching services to ITA staff, and offers twice monthly Power BI Open Office Hours support sessions with technical staff. ITA provides data practitioners with a self-paced, online training program using DataCamp to reinforce data acumen knowledge and data maturity. These efforts have resulted in an increase in data visualizations across ITA, including on its trade.gov website, that make it easier for the public to filter, download, and use bureau data. ITA also began conducting yearly data maturity assessments to assist in gauging its maturity level and identifying areas for improvement. In addition, ITA conducted several modernization initiatives, including dashboard creation and website modernization, that improve data access, feedback options, and usage tracking for impact assessments.

SO 4.3: Improve Commerce Data Usability and Advance Ethical, Responsible, and Equitable Data Practices – In addition to providing internal analysis across the federal government, ITA makes data, analytical tools, and market intelligence accessible to external decision-makers in the private sector and in state and local government. ITA’s analyses and data are used by individual firms, industry associations, internal stakeholders, and other government agencies. ITA modernizations to its public-facing data resources include the following:

- ITA released an [informational video](#) on trade remedy circumvention. This resource informs the public of the importance of maintaining fair trade and holding our trading partners accountable.
- ITA released its [Global Aluminum Trade Monitor](#), a new online tool that allows U.S. industry to create custom data visualizations and gain greater insight into how countries that import and export aluminum react to global market conditions.
- ITA updated its [Country Reports](#), which present international trade and other macroeconomic statistics for more than 230 trading partners on an annual basis.
- ITA updated its [Jobs Supported by Exports](#), which provides estimates on the number of jobs in the United States required to produce U.S. exports.
- ITA updated its [U.S. Metropolitan Export Series Data](#), which features interactive maps, data tools, and factsheets that show U.S. goods exports by metropolitan area.
- ITA updated its [Exporter Database](#), which depicts annual data on the characteristics of U.S. merchandise exporters.
- ITA continued to update its [Manufacturing Industry Tracker](#) on a monthly basis to provide timely data on trade, employment, production and prices for 21 industry sectors and their sub-sectors. The [TradeStatsExpress](#) likewise continues to provide monthly updates.
- ITA’s Office of Textiles and Apparel modernized 27 interactive trade data tools for textiles, apparel, footwear, travel goods, PPE, and leather products. This data, with visualizations, covers over 5,100 Harmonized Tariff Codes tracking \$132 billion in total imports and \$25 billion in total exports in 2022. The modernized tools can be more easily used by the U.S. government and industry stakeholders to monitor trends in the industry.

- ITA published more than 130 [Country Commercial Guides](#)—including more than 75 from its international field offices and nearly 60 by DOS in other markets. Country Commercial Guides are comprehensive reports on market conditions and opportunities that are prepared annually by market experts at U.S. Embassies worldwide. ITA continued to improve the organization and presentation of these reports on its trade.gov website.
- ITA’s international field offices published more than 500 [Market Intelligence](#) articles. Market Intelligence articles are brief, timely, and actionable reports directed at U.S. exporters that provide information on opportunities and changes in the business or regulatory environment. ITA introduced new filters on its trade.gov website so that customers can more easily find these articles.

SO 5.1: Effectively Implement New Department of Commerce Authorities and Investments – ITA received sufficient resources to support its mission and fully obligated its FY 2023 appropriations. ITA met or exceeded all budget submission, financial reporting, and financial statement audit deadlines to DOC internal and external stakeholders. In FY 2023, ITA successfully implemented use of Treasury’s G-Invoicing system to comply with government-wide requirements and ended the fiscal year without any audit deficiencies or weaknesses, ensuring maintenance of an unqualified opinion and contributing to DOC’s twenty-fifth consecutive unqualified opinion. ITA instituted a scaled lean-agile framework for portfolio planning, budgeting, and information technology (IT) product development to improve productivity, increase transparency, and strengthen intra-bureau alignment on IT investments. The adoption of lean-agile best practices helps ITA to deliver IT products with greater resource effectiveness and efficiency as well as empowers staff engagement in product ideation, decision making, and delivery to better achieve organizational goals and objectives as defined by the DOC FY 2022-2026 Strategic Plan.

ITA continued collaboration with the National Oceanic and Atmospheric Administration to manage its grants management support and provide grants administration guidance and support to Program Officers, recipients, and others as needed. ITA’s Management Operations Division is central to the facilitation of the agreement process for the grants online system (GOL), which is designated to be DOC’s official grant management system. ITA programs use the GOL application in an operational mode for administering and managing grants. MDCP awards, for example, include financial and technical assistance to support projects that help U.S. companies compete in international markets.

SO 5.2: Optimize Workforce and Diversity, Equity, and Inclusion Practices – ITA is in its second year of implementing a Succession Planning Cohort (Cohort). Through a series of leadership development modules, group mentorship sessions, and project work, Cohort participants grow leadership skills based on mission-critical competencies. ITA conducted extensive outreach to all stakeholder groups to ensure a pool of applicants who bring a diversity of culture, experience, and thought to the Cohort. ITA also continued the development of its Apprenticeship Program, which incorporates job shadowing, coaching, and executive leadership opportunities for staff. By leveraging knowledge management tools and practices that cultivate and transfer expertise within both

programs, participants can more capably compete and serve in future roles at ITA as vacancies arise—thus improving current recruitment, hiring, onboarding, and retention processes.

ITA's Diversity and Inclusion Advisory Council (DIAC) operates in accordance with a comprehensive Charter that emphasizes the importance of bureau-wide awareness and best practices on diversity, equity, inclusion, and accessibility (DEIA). With ongoing support from the Under Secretary of Commerce for International Trade, the DIAC continued its outreach throughout the bureau through activities such as the Beyond Book Club group to promote open discussions on DEIA topics, an annual DIAC survey to help ITA senior leadership to gauge progress in DEIA, and support on outreach and recruitment to diversity and inclusion groups in Minority Serving Institutions (with a particular focus on HBCUs). The DIAC also hosted seminars during ITA Diversity Week and open discussions that commemorated ITA's Women's Economic Empowerment and Entrepreneurship Strategy and the 2022-2025 DEIA Strategic Plan. In addition, the DIAC co-hosted with DOC's Equity Council the inaugural Congress of DEIA Councils. This marked the first-ever convening of DIAC-like organizations across all DOC bureaus to establish a platform for sharing best practices, lessons learned, and opportunities for partnership and collaboration. In March 2023, ITA updated its internal expertise locator system, ITA Connect, to include pronoun options in employee profiles. The Knowledge Management (KM) team responsible for the system continues to engage with stakeholders throughout the organization to ensure that the application captures and reflects the needs of users through accessible design.

SO 5.3: Equitably Deliver Exceptional Customer Experience – In alignment with the President's Management Agenda and E.O. 14058, ITA established five core functions of its customer experience (CX) program: Strategy, Organizational Culture, Customer Understanding, Service Design, and Performance Measurement. To build in-house capacity, ITA recruited and onboarded 35 CX Champions in October 2022. This group graduated in July 2023 after completion of a 10-modular training on concepts and methods delivered by the CX team. CX Champions also participated in ITA-specific workshops to build a culture of customer-centric practices. ITA developed a One-ITA Customer Experience Principles draft for formal adoption in FY 2024. ITA conducted primary and secondary research into ITA customers that will inform a Voice of Customer program design and the development of ITA customer and employee Personas. ITA also conducted a customer needs inventory with business unit stakeholders to clarify Digital Experience Platform requirements. In addition, ITA created a digital service blueprint that identifies systemic issues and recommendations to improve client and employee experiences on trade.gov. Furthermore, ITA conducted a CX Maturity assessment with a broad cross section of ITA staff to determine CX awareness and existing CX-related efforts. The data will help to prioritize focus areas as ITA develops a roadmap to improve its CX maturity.

The KM Team initiated work on the redesign of the bureau's intranet and integration of knowledge management principles into service design and employee experience (EX). ITA continued to engage stakeholders across the organization to conduct in-depth knowledge mapping sessions to better understand how employees' access, gain, and use information to serve clients and provide deliverables. The KM Team applies the Collaborative, Learning, and Adaptive framework established in the U.S. Agency for

International Development to co-design solutions to improve processes and outcomes as well as integrate continuous learning into the organization. These EX initiatives directly support CX and ITA's ability to fulfill its mission.

SO 5.4: Make Department Facilities and Operations More Sustainable and Efficient – ITA collaborated with all bureau business units to reach consensus and approve a final master plan that supports reduced square footage for ITA in the Herbert C. Hoover Building. The final master plan was developed by DOC due to the return of Phase 8 to the General Services Administration. This required all DOC bureaus to reduce space by at least 25 percent. ITA continues to work with DOC to reduce its overall footprint, which plays a critical role in its Sustainability Plan. Coordinating across business units and DOC, ITA has worked to significantly reduce waste and pollution in the building. ITA also supported the footprint reduction initiative and the reduction in the bureau's carbon footprint via space management guidance that maximizes existing space in alignment with ITA's telework policy.

SO 5.5: Modernize Mission Support Processes and Infrastructure – ITA continued to deliver more user-friendly solutions for clients to engage with key services and content. As a result, the bureau exceeded its Agency Priority Goal (APG) targets partly by the capture of digital clients assisted via an Internet Protocol address matching solution and value-added digital content created across the organization while APG digital milestones were completed on schedule by transitioning ITA's web presence from a privately managed cloud exclusively supported by ITA to a Federal Risk and Authorization Management Program-certified, partner-managed, web hosting service for easier content management and updates, enhanced web platform stability and security, and improved savings in maintenance cost. Additional key accomplishments include the launch of an Events Management platform to improve ITA's external client experience; the replacement of legacy technology; the automation of tracking and reporting of bureau goals; the release of a new case management and filing system in support of the Office of the Executive Secretariat that greatly enhances the speed by which filing can be submitted, the number and size of files included in filings, and automation of the workflows necessary for the successful resolution of cases; and the launch of the first bidding cycle in the modernized human capital application system to advertise and manage assignments for ITA Foreign Service Officers; the continued optimization of user experience; and the successful decommission of the legacy application.

ITA also improved its electronic records management operations and compliance status. ITA, for example, achieved a 37 percent score increase in its Records Management Self-Assessment and improved its Federal Electronic Records and Email Maturity standing. ITA supported 14 federal employees as they completed their Records Liaison Officers Certification, transferred 3,150 boxes of records to the Federal Records Center, responsibly destroyed 144 boxes of records eligible for destruction, and implemented a capstone approach to email records retention policy in support of Office of Management and Budget Memorandum 23-07. The capstone approach reduced the burden on individual end-users, enabled ITA to systematically eliminate temporary email, and reduced the amount of email that has no further value in being stored. In collaboration with stakeholder feedback, ITA also developed an automation tool to streamline and simplify purchasing and administrative processes, such as its purchase card program. An electronic tool, for example, is under development to reduce cardholder purchasing burdens and redundancies, and to

enhance tracking and accountability. An electronic approval process for Form 2086 was similarly developed to reduce cardholder burden and streamline administrative processes. ITA also optimized the digitalized transmission of electronic approval and documentation utilizing SharePoint.

Planned Actions through FY 2025

ITA data and analysis indicate that the strategies detailed in the DOC FY 2022-2026 Strategic Plan effectively position ITA to execute its mission and carry out the Administration's priorities. Planned actions through FY 2025 include the following:

- Continue to provide industry analysis and recommendations to support U.S. competitiveness and national security.
- Engage with foreign governments to improve the competitiveness of U.S. industry through mitigating international supply chain challenges and removing barriers to trade for U.S. exports.
- Administer the EU-U.S. and Swiss-U.S. Data Privacy Frameworks as well as the UK Extension to the Data Privacy Framework, all of which enable data transfers from those markets and the United States and lead U.S. efforts, working with other agency partners, to expand global participation in the Cross Border Privacy Rules System to facilitate global data flows.
- Supply indispensable sectoral and supply chain insights to CFIUS's investment screening activities and establish a new capability to support the outbound investment program established by the President's Executive Order.
- Build out its Supply Chain Center with analytic and program support and fully leverage unique and cost-effective commercially available advanced analytics tools and datasets.
- Continuously advocate for the United States as the world's premier market for conducting business, attract foreign investors, and assist states and localities to facilitate job-creating investments into U.S. communities.
- Support U.S. company resilience to foreign economic and geopolitical coercion and policies and practices of malign actors and their sponsored entities in third country markets as well as promote U.S. standards and business practices worldwide.
- Initiate a review of existing internal operations and client services to modernize mission work for the 21st century and better meet the needs of U.S. SMEs, including existing clients and companies in underserved communities.

Major internal and external factors that may impact progress for planned actions through FY 2025 include the following:

- ITA has 670 antidumping and countervailing duty orders in place—a historic high. Though the newly created enforcement office in FY 2022 increased staffing capacity, the overall workload continues to outpace staff resources.
- Budgetary uncertainty and funding for key strategic programs and tools may significantly impair the ability of ITA to execute its mission on several fronts:

- A reduction in its budget for FY 2024 and FY 2025 may slow progress in developing the Supply Chain Center and slow elevating the NTTO under an Assistant Secretary. ITA's outbound investment efforts may also be restricted.
- ITA may find itself unable to provide timely and effective responses to real and potential acute shortages while also conducting multiple, simultaneous proactive analyses to understand and prevent supply chain crises in the critical sectors.
- ITA may be forced to curtail data purchases that are deemed critical to its ability to make recommendations on trade policy, foreign investments, and supply chains.
- ITA frequently fields fast turn-around requests from the White House, National Security Council, and other agencies on sectors such as semiconductors, critical minerals, energy, IT, and biopharmaceuticals. The bureau's ability to respond to those requests is based on access to data. Without access to that data, ITA could find itself unable to provide timely advice on these matters—a scenario that may impair the U.S. government's ability to conduct trade policy or address critical supply chain challenges.
- ITA may need to scale back or eliminate support for tools used by internal and external clients, including staff; Congressional, state, and local officials; and other ITA clients. These tools are used to provide consulting services, local economic development activities, and clients' business planning efforts. Many of these tools are currently not available elsewhere.
- ITA may resort to measures such as not filling behind attrition or curbing outreach travel. Such a scenario could result in ITA missing several future targets for performance indicators—especially the number of U.S. exporters assisted (non-digital), which is highly dependent on available staff and related program funding.
- ITA may scale back certain mission support products and services, potentially hampering the ability to introduce advanced technologies to continue making improvements in user engagement (including mobile responsiveness and usability enhancements), supply chain, cybersecurity, artificial intelligence, and modern technologies.

Analysis of Performance Indicators

Explanation of Trends

ITA continues to broaden and strengthen its outreach and assistance to U.S. exporters and investment clients, increase the number of ITA-facilitated foreign government actions benefiting U.S. companies, and emphasize tailored assistance to SMEs and disadvantaged businesses. Given the continued imperative that economic security is national security, ITA is increasingly leading DOC and interagency efforts to cultivate trusted markets around the world for U.S. businesses by leading in government-to-government and private-sector-to-government bilateral and multilateral engagements on economic security issues. As the importance of this work grows and budgets stagnate or are effectively reduced due to lack of inflationary adjustments to base, ITA may need to consider reviewing Commercial Diplomacy performance indicators to better capture this work while recalibrating other

performance indicators. Continued funding for technological improvements in ITA's trade.gov website and traditional export services will be critical to mitigating any adverse effects of this trend on export promotion services. Furthermore, trade enforcement activity remains at a historic high. ITA anticipates a continued upward trend in AD/CVD activity, as domestic manufacturers file new AD/CVD petitions and ITA conducts proceedings based on AD/CVD orders already in place.

Explanation of Targets for FY 2024 and FY 2025

ITA's performance measure targets are based upon previous actuals, improved operational and technological efficiencies, economic and geopolitical conditions, and budgetary parameters. After careful consideration of these factors, ITA set moderate FY 2024 targets for several of its performance indicators. ITA might also set moderate targets for FY 2025.

ITA recommends the discontinuation of its performance indicator for the *Number of International Trade Administration Client Outreach Activities to U.S. Clean Tech Companies*. ITA far exceeded its (internal) annual targets for hosting client outreach events and believes that any further targeting presents diminishing marginal utility for the impact of those events and may reduce bandwidth for ITA to advance other facets of its climate and clean tech policy priorities. Due to the observed variability and unpredictability associated with its *Value of Clean Tech Written Impact Narrative Statements* performance indicator, ITA based its FY 2024 target on non-outlier data. ITA will continue to study this performance indicator.

With the successful conclusion of its FY 2022-2023 APG, ITA will adjust its target for the *Number of Underserved Community Clients Assisted* performance indicator from a biennial to an annual reporting cadence. This transition explains any perceived discrepancy between FY 2023 and FY 2024 targets.

Progression of the Performance Indicators

In [collaboration](#) with the Secretary of Commerce, ITA set an ambitious [FY 2022-2023 APG](#) of doubling the annual number of clients assisted while maintaining a focus on SMEs and businesses in underserved communities. ITA exceeded its overall APG target by 21 percent. ITA also exceeded its supporting APG target for SMEs and reached 88 percent of its other supporting APG target for clients assisted in underserved communities. ITA either met or exceeded its remaining performance indicator targets for FY 2023, as documented in the table below.

ITA is introducing two performance indicators in support of its KM program. After several years of growth in KM, ITA has achieved a sufficient level of maturity to formally incorporate metrics for this program to ensure that associated efforts continue to improve the effectiveness of internal processes and promote a learning culture that drives innovation and organizational success.

Performance Data Validation and Verification

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

Performance Indicators

Class	Strategic Objective	Performance Indicator	FY 2019 Actual	FY 2020 Actual	FY 2021 Actual	FY 2022 Actual	FY 2023 Actual	FY 2023 Target	FY 2023 Status	FY 2024 Target	FY 2025 Target
Closing Out	3.3	Number of International Trade Administration Client Outreach Activities to U.S. Clean Tech Companies**	—	—	—	172	148	—	N/A	DISC	DISC
Current/Recurring	3.3	Value of Clean Tech Written Impact Narrative Statements**	—	—	—	\$2.70 B	\$13.80 B	—	N/A	\$1.11 B	\$1.11 B
Current/Recurring	1.3	Number of underserved community clients assisted*	—	—	—	6,447	10,120	11,500	Not Met	6,200	6,200
Current/Recurring	1.3	Number of Commercial Diplomacy/Advocacy Written Impact Narratives	470	575	578	559	597	525	Exceeded	470	470
Current/Recurring	1.3	Number of U.S Exporters Assisted (non-digital)	29,557	31,249	31,526	32,520	32,644	35,000	Met	31,500	31,500
Current/Recurring	1.3	Percentage of U.S. Exporter Clients that are Small and Medium-Sized Enterprises	—	86%	86%	85%	85%	80%	Exceeded	80%	80%
Current/Recurring	1.3	Percentage of U.S. exporter clients that achieved their export objectives	78%	80%	84%	89%	89%	85%	Exceeded	85%	85%
Current/Recurring	1.3	Number of Investment Promotion Written Impact Narratives	127	115	155	181	179	145	Exceeded	130	130
Current/Recurring	1.3	Number of investment clients assisted	6,471	6,921	11,721	9,932	10,350	11,000	Met	9,900	9,900

Current/ Recurring	1.4	Number of trade agreement compliance cases resolved successfully	37	30	41	38	46	38	Exceeded	38	38
Current/ Recurring	1.4	Percentage of antidumping and countervailing duty (AD/CVD) determinations issued within statutory and/or regulatory deadlines	99.0%	99.5%	99.0%	97.0%	97.0%	91.0%	Exceeded	91.0%	91.0%
Proposed new	5.2	Percentage of Successors in Critical Roles Satisfied with Knowledge Dossiers***	—	—	—	—	—	—	N/A	TBD	TBD
Proposed new	5.2	Number of Visits from Unique Users of ITA Connect***	—	—	—	—	—	—	N/A	TBD	TBD

* Please note that the FY 2023 target value for this performance indicator is associated with the two-year lifecycle of ITA's FY 2022-2023 APG. Starting in FY 2024, ITA will set targets on an annual basis for this indicator. This transition from a biennial to an annual reporting period explains any perceived discrepancy between FY 2023 and FY 2024 targets.

** Please note that this performance indicator was introduced in FY 2022 and therefore did not have sufficient historical data to determine appropriate target values for FY 2022 or FY 2023.

*** Please note that this performance indicator has been introduced for FY 2024. Appropriate target values for subsequent fiscal outyears will be determined once sufficient historical data is available for internal analysis and discussion.