

**Department of Commerce  
International Trade Administration  
Budget Estimates, Fiscal Year 2010  
President's Submission**

**TABLE OF CONTENTS**

<b>Exhibit Number</b>	<b>Exhibit</b>	<b>Page Number</b>
2	Organization Structure	ITA – 5
3	Executive Summary – General Statement	ITA – 7
	ITA Overseas Offices	ITA – 11
3a	FY 2010 Annual Performance Plan	ITA – 13
<b>Operations and Administration</b>		
5	Summary of Resource Requirements: Direct Obligations	ITA – 27
7	Summary of Financing	ITA – 29
8	Adjustments to Base	ITA – 31
9	Justification of Adjustments to Base	ITA – 33
	Manufacturing and Services	
10	Program and Performance: Direct Obligations	ITA – 39
12	Justification of Program and Performance:	ITA – 41
	Market Access and Compliance	
10	Program and Performance: Direct Obligations	ITA – 47
12	Justification of Program and Performance:	ITA – 49
	Import Administration	
10	Program and Performance: Direct Obligations	ITA – 55
12	Justification of Program and Performance:	ITA – 57
	Trade Promotion and the U.S. & Foreign Commercial Service	
10	Program and Performance: Direct Obligations	ITA – 67

**Department of Commerce  
International Trade Administration  
Budget Estimates, Fiscal Year 2010  
President's Submission**

<b>Exhibit Number</b>	<b>Exhibit</b>	<b>Page Number</b>
12	Justification of Program and Performance:	ITA – 69
13	Increase for FY 2010: Expansion of Commercial Presence in Critical Emerging Markets	ITA – 75
14	Program Change Personnel Detail	ITA – 79
15	Program Change Detail by Object Class	ITA – 80
	Executive Direction and Administration	
10	Program and Performance: Direct Obligations	ITA – 81
12	Justification of Program and Performance:	ITA – 83
16	Summary of Requirements by Object Class	ITA – 87
17	Detailed Requirements by Object Class	ITA – 89
<b>United States Travel and Tourism Promotion</b>		
5	Summary of Resource Requirements: Direct Obligations	ITA – 93
7	Summary of Financing	ITA – 95
12	Justification of Program and Performance:	ITA – 97
16	Summary of Requirements by Object Class	ITA – 99
<b>Grants to Manufacturers of Worsted Wool</b>		
5	Summary of Resource Requirements: Direct Obligations	ITA – 101
7	Summary of Financing	ITA – 103
12	Justification of Program and Performance:	ITA – 105
16	Summary of Requirements by Object Class	ITA – 107
17	Detailed Requirements by Object Class	ITA – 109
33	Appropriation Language and Code Citations	ITA – 113
34	Consulting and Related Services	ITA – 123

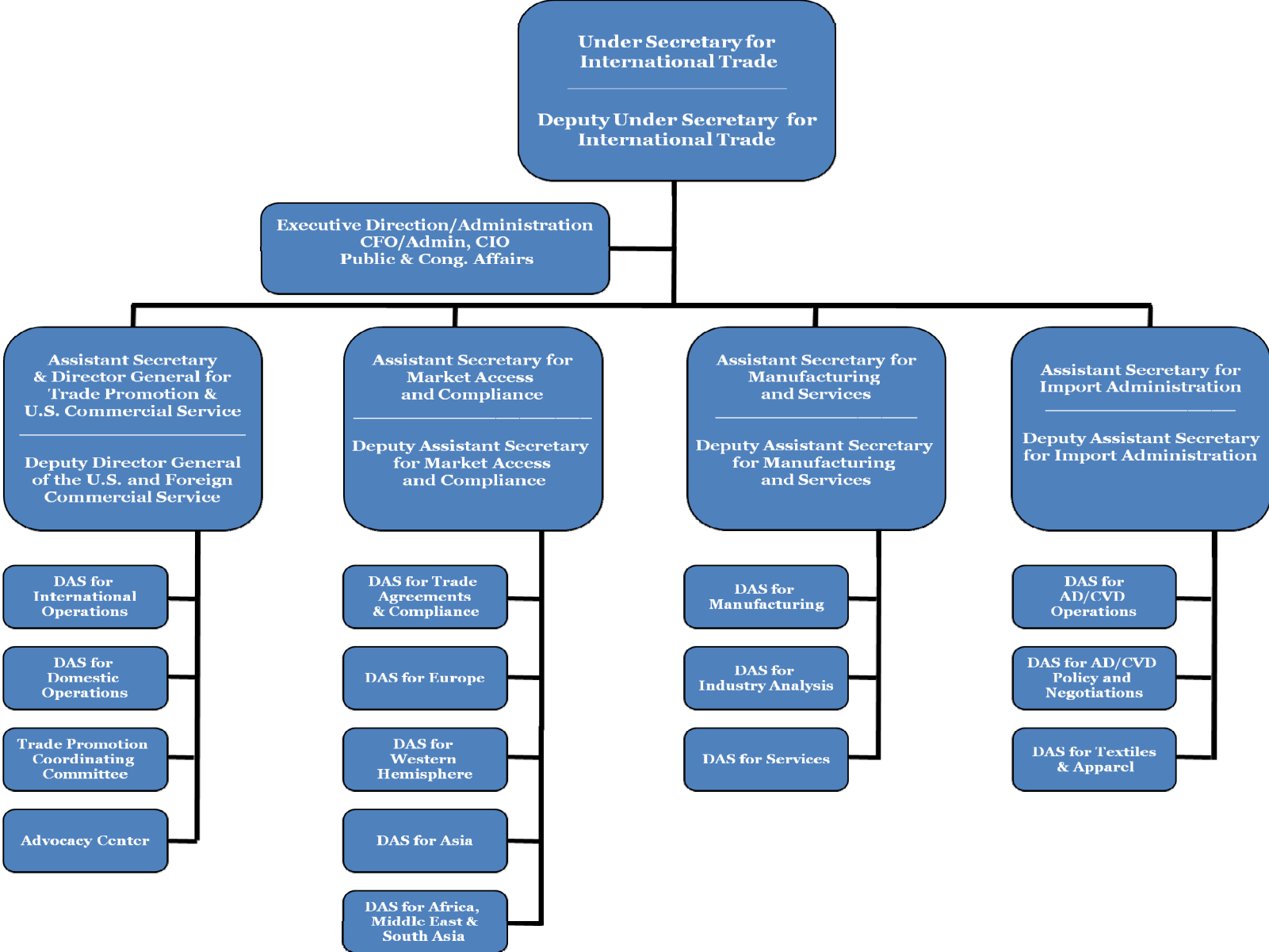
**Department of Commerce  
International Trade Administration  
Budget Estimates, Fiscal Year 2010  
President's Submission**

<b>Exhibit Number</b>	<b>Exhibit</b>	<b>Page Number</b>
35	Periodicals, Pamphlets, and Audiovisual Services	ITA – 125
36	Average Grade and Salaries	ITA – 127
	Glossary of Budget Acronyms and Terms	ITA – 129

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**Department of Commerce  
International Trade Administration  
Budget Estimates, Fiscal Year 2010  
President's Submission**

**ORGANIZATION STRUCTURE**



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## **Executive Summary**

FY 2010 President's Budget Submission

### **WHO WE ARE**

Trade is a significant and increasingly important factor contributing to the United States and global economies. U.S. exports set records the last two years -- \$1.6 trillion in 2007 and \$1.8 trillion in 2008. Exports are also outpacing imports, narrowing the trade gap in these same years -- a trend that continues into 2009. U.S. goods and services exports accounted for a record 13 percent of U.S. economic activity in 2008. According to the Economic and Statistics Administration (ESA), about 12 million Americans depend on exports for their jobs, and one out of every five manufacturing jobs in America is related to exports. With 95 percent of the world's consumers living outside the United States, even in these difficult economic times, the opportunity for sustaining and creating jobs through exporting still exists. American industry remains strong, and the United States still ranks at the top of most every measure of global competitiveness. Our businesses, workers, and farmers remain the most innovative, productive, and adaptable in the world. The United States remains the world's third largest exporter and is a leader in technological development, design, and global branding, all of which drive export growth.

The mission of the International Trade Administration (ITA) is to help assure the continued ability of U.S. firms and workers to compete and win in the global marketplace and to "create prosperity by strengthening the competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements."<sup>1</sup> When the world economy begins to recover, U.S. businesses will be well positioned to respond to new demand from every region of the world.

The Administration has announced ambitious plans for jumpstarting job creation while investing in programs that ensure sustainable economic growth and U.S. jobs through enhanced U.S. global competitiveness. ITA is uniquely positioned to play a pivotal role in this endeavor. As the lead export promotion and market access agency, ITA coordinates and leads efforts to ensure that overseas markets are opened and assist small and medium U.S. companies in selling their goods and services abroad. Our goal is to engage more U.S. companies than ever in the global marketplace by raising awareness of export opportunities and assistance. With a network of industry and trade policy experts located in offices across the United States, and staff in more than 75 countries around the world, ITA works on a daily basis to make sure U.S. companies are competitive and connected with international buyers. ITA has a significant capacity to sustain and create jobs.

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<sup>1</sup> ITA Mission Statement

ITA's employees are organized into four program areas: Manufacturing and Services (MAS), Market Access Compliance (MAC), Import Administration (IA), and Trade Promotion and the United States & Foreign Commercial Service (Commercial Service). These program areas are led and supported by the Executive Direction and Administration (ExAd) unit. These program areas work to accomplish three overarching long-term Department of Commerce (DoC) Outcomes:

1. Strengthen U.S. competitiveness in the global marketplace.
2. Broaden and deepen the U.S. exporter base.
3. Identify and resolve unfair trade practices.

The Annual Performance Plan (APP) [Exhibit 3a] included in this budget provides an in-depth road map for ITA's future plans in FY 2010 and a report on progress to date. As demonstrated in the APP, ITA's goals and objectives, further outlined in its strategic plan, drive the content and structure of this budget request and support the Department's mission.

### **Resource Request**

For FY 2010, the ITA requests budget authority of \$440.3 million and 1,844 Full-time Equivalent positions (FTE). This request funds core operations with a \$19.8 million increase over the FY 2009 Appropriation for the following change:

#### Adjustments to Base (ATB): \$14.6 million

The FY 2010 ATB request provides a net \$14.6 million to fund uncontrollable inflationary adjustments. Within this amount is an increase of \$11.5 million to support changes in personnel compensation costs such as the enacted FY 2009 and proposed FY 2010 pay raises, and \$3.1 million to support other inflationary cost changes.

#### Expansion of Commercial Presence in Critical Emerging Markets: \$5.2 million

The FY 2010 programmatic request of \$5.2 million would allow ITA to expand our presence in emerging and developing markets where we currently have limited commercial presence such as those in Africa, Eastern Europe, and Asia. Emerging and developing markets are expected to grow over 5% this year while developed markets are expected to shrink. By investing in these emerging and developing markets, ITA will help U.S. firms be positioned to take advantage of this growth which will result in the creation or sustainment of private sector jobs.

### **Why We Make this Request**

ITA products and services have delivered substantial benefit to the American economy. In assisting over 60,000 companies in their efforts to export for the first time, export to new locations or increase exports to familiar foreign marketplaces, ITA has aided in the growth and development of the national economy.



The global economy is changing rapidly with the rise of new competitors, deeper economic integration, and rapid innovation. Adapting effectively to those changes requires a comprehensive effort to open and expand markets, while combating foreign unfair trade practices and reducing structural impediments to doing business in the United States. ITA plays a significant role when unfair market access barriers impede U.S. commercial interests and when U.S. businesses seek assistance and protection in both foreign and domestic markets. ITA supports and implements the Administration's trade agenda, ensuring open markets and expanding commercial opportunities for U.S. firms. To achieve this effort, ITA's strategy focuses on strengthening U.S. industry competitiveness, establishing an open trading environment, promoting U.S. exports and investment, and resolving unfair trade practices.

ITA strives to establish an open trading environment by developing policies and providing programs to remove foreign trade barriers and to capture industry recommendations and impacts for trade policy and negotiations. ITA is committed to ensuring that both large and small companies throughout the United States benefit from trade agreements. In the World Trade Organization Doha Development Round, we are making progress. The successful conclusion of the Doha Round would have a tremendous impact on U.S. exports as well as benefit the rest of the world. If Doha were to achieve even a one-third cut in global tariff barriers to trade in goods and services, the Council of Economic Advisors estimates that the real income gains to a U.S. family of four could be around \$2,500 annually.

ITA promotes trade and investment by providing counseling and advocacy through the export process, supplying industry and market research, facilitating international partner matchmaking, and conducting trade events and related services. ITA focuses its efforts on assisting small and medium-sized enterprises' (SMEs) participation in the global marketplace. SMEs are the engines of growth in the U.S. economy, leading the business sector in job and wealth creation. Continued SME success in domestic and world markets will fuel sustained growth and job creation in the U.S. economy. ITA also leads government-wide trade promotion efforts. ITA's Trade Information Center provides a single point of customer contact to government export assistance programs. ITA manages Export.gov, the Federal Government's website dedicated to helping new-to-export firms get the assistance they need to succeed in world markets. ITA's Advocacy Center brings together interagency support for U.S. companies bidding on major foreign contracts.

ITA helps resolve unfair trade practices by identifying and overcoming trade barriers, ensuring foreign compliance with trade agreements, and enforcing U.S. trade laws. ITA's Trade Compliance Center advances trade compliance and market access outreach to ensure compliance with bilateral and multilateral trade agreements including analysis and advancement of critical U.S. trade positions on standards, intellectual property and removal of non-tariff barriers. Through its antidumping (AD) and countervailing duty (CVD) program, ITA defends American industry against injurious trade practices by administering the AD/CVD laws of the United States efficiently, fairly and in a manner consistent with U.S. international obligations.

ITA strengthens U.S. industry competitiveness by improving domestic regulations, economic policies, and industry and trade data. Domestic regulations and legislation can create conditions that impede U.S. industry from being competitive in overseas markets. ITA conducts critical analysis of domestic regulations, as well as domestic production (like energy or healthcare costs) to identify competitive barriers. Through industry advisory committees, ITA coordinates public-private sector committees that represent most sectors of the U.S. economy and provides input to trade policy negotiations and in shaping economic domestic policies.

## **ITA's Integrated Performance Budget**

In keeping with the objectives of the Government Performance and Results Act (GPRA), the performance measures identified in the APP and elsewhere in this document serve as the primary mechanism for holding ITA accountable for achieving its stated goals. This performance-based budget request is integrated with our planning and performance management processes and demonstrates how ITA distributes its resources in support of achieving its three primary performance goals.

### ITA OVERSEAS OFFICES

Country	City	Country	City	Country	City
Afghanistan	Kabul	Croatia	Zagreb	Israel	Tel Aviv
Algeria	Algiers	Czech Republic	Prague	Italy	Milan
Angola	Luanda	Denmark	Copenhagen	Italy	Florence
Argentina	Buenos Aires	Dominican Republic	Santo Domingo	Italy	Rome
Australia	Melbourne	Ecuador	Quito	Japan	Nagoya
Australia	Sydney	Egypt	Alexandria	Japan	Osaka-Kobe
Austria	Vienna	Egypt	Cairo	Japan	Sapporo
Azerbaijan	Baku	El Salvador	San Salvador	Japan	Tokyo
Belgium	Brussels	Finland	Helsinki	Jordan	Amman
Belgium	U.S. Mission to the European Union	France	Paris	Kazakhstan	Almaty
Brazil	Belo Horizonte	Germany	Berlin	Kazakhstan	Astana
Brazil	Brasilia	Germany	Dusseldorf	Kenya	Nairobi
Brazil	Recife	Germany	Frankfurt	Korea	Busan
Brazil	Rio de Janeiro	Germany	Munich	Korea	Seoul
Brazil	Sao Paulo	Georgia	Tbilisi	Kuwait	Kuwait City
Bulgaria	Sofia	Ghana	Accra	Kyrgyzstan	Bishkek
Canada	Calgary	Greece	Athens	Lebanon	Beirut
Canada	Montreal	Guatemala	Guatemala City	Libya	Tripoli
Canada	Ottawa	Honduras	Tegucigalpa	Malaysia	Kuala Lumpur
Canada	Toronto	Hungary	Budapest	Mexico	Guadalajara
Canada	Vancouver	India	Ahmadabad	Mexico	Mexico City
Chile	Santiago	India	Bangalore	Mexico	Monterrey
China	Beijing	India	Calcutta	Mexico	Tijuana
China	Chengdu	India	Chennai	Morocco	Casablanca
China	Guangzhou	India	Hyderabad	Mozambique	Maputo
China	Qingdao	India	Mumbai	Netherlands	The Hague
China	Shanghai	India	New Delhi	New Zealand	Wellington
China	Wuhan	Indonesia	Jakarta	Nigeria	Lagos
China	Shenyang	Iraq	Baghdad	Norway	Oslo
Colombia	Bogotá	Ireland	Dublin	Oman	Muscat
Costa Rica	San Jose	Israel	Jerusalem	Pakistan	Islamabad

## ITA OVERSEAS OFFICES

Country	City	Country	City	Country	City
Pakistan	Karachi	Saudi Arabia	Dhahran	Tajikistan	Dushanbe
Pakistan	Lahore	Saudi Arabia	Jeddah	Thailand	Bangkok
Panama	Panama City	Saudi Arabia	Riyadh	Tunisia	Tunis
Peru	Lima	Special Administrative Region	Hong Kong	Turkey	Ankara
Philippines	Manila	Senegal	Dakar	Turkey	Istanbul
Poland	Warsaw	Serbia and Montenegro	Belgrade	Turkey	Izmir
Portugal	Lisbon	Singapore	Singapore	United Arab Emirates	Abu Dhabi
Qatar	Doha	Slovak Republic	Bratislava	United Arab Emirates	Dubai
Romania	Bucharest	South Africa	Cape Town	Ukraine	Kiev
Russia	Krasnodar	South Africa	Johannesburg	United Kingdom	London
Russia	Moscow	Spain	Madrid	Uruguay	Montevideo
Russia	Nizhny Novgorod	Sweden	Stockholm	Uzbekistan	Tashkent
Russia	St. Petersburg	Taiwan	Kaohsiung	Venezuela	Caracas
Russia	Vladivostok	Taiwan	Taipei	Vietnam	Ho Chi Minh City



## **FY 2010 Annual Performance Plan**

### ***International Trade Administration***

#### **Table of Contents**

- Section 1. Mission
- Section 2. Corresponding DOC Strategic Goal and Objective/Outcome
- Section 3. Priorities/Management Challenges
- Section 4. Target and Performance Summary Table (with brief measure descriptions)/Validation and Verification
- Section 5. FY 2010 Program Changes
- Section 6. Resource Requirements Summary

#### **Section 1. Mission**

Create prosperity by strengthening the competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements.

#### **Section 2. Corresponding DOC Strategic Goal, Objective/Outcome**

**DOC Strategic Goal 1:** Maximize U.S. competitiveness and enable economic growth for American industries, workers, and consumers

**DOC Objective 1.1:** Foster domestic economic development as well as export opportunities

##### **ITA Performance Outcomes:**

1. Strengthen U.S. competitiveness in the global marketplace
2. Broaden and deepen the U.S. exporter base

**DOC Objective 1.2:** Advance responsible economic growth and trade while protecting American security

##### **ITA Performance Outcomes:**

3. Identify and resolve unfair trade practices

**DOC Management Integration Goal:** Achieve organizational and management excellence

## **ITA Management Integration Outcome:**

Achieve organizational and management excellence

### **Rationale:**

ITA supports the Department of Commerce's (the Department) mission of creating "the conditions for economic growth and opportunity." ITA works with other Federal agencies by advancing trade policy initiatives to provide U.S. companies with market access in foreign countries. ITA's domestic and international staff works with an extensive network of public and private partnerships to open foreign markets, provide export opportunities for U.S. companies and protect U.S. interests abroad. ITA's three performance outcomes<sup>1</sup> tie directly to the Department's strategic goals and objectives. ITA's management integration outcome ties directly to the Department's Management Integration Goal.

This FY 2010 Annual Performance Plan (APP) reflects ITA's shift towards a more strategic organization that responds to client concerns and demands in an effective manner. This APP reflects a focus on more effective planning and organizational management as described under ITA's management challenges section (See Section 4 of this APP). This plan reflects the strategic direction outlined in ITA's FY 2007-FY 2012 Strategic Plan which aims to enable ITA to improve all aspects of U.S. international economic interests.

### **Section 3. Priorities/Management Challenges**

The Department of Commerce Departmental Management (DM) exercises oversight for Department-wide policies and procedures and works with ITA's Chief Financial Officer (CFO) and ITA's Chief Information Officer (CIO) to implement key government-wide management initiatives intended to achieve a citizen-centered, results-oriented, and market-based government.

ITA is working to address several management challenges. These challenges require both long-term and short-term actions. Addressing these challenges will enable ITA to become a more accountable and effectively run organization. ITA's CFO and CIO are responsible for working with ITA program management to lead the way for ITA to become a better run organization. ITA's leadership works collaboratively with Departmental Management to ensure that administrative functions, such as planning, budgeting, financial management, IT, procurement and human resources management operate smoothly across the organization.

During the period of its new strategic plan from FY 2007 through FY 2012, ITA intends to:

- Improve financial management effectiveness;
- Ensure property and asset accountability;
- Strengthen the protection of personal information;
- Position human capital as a strategic asset;

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<sup>1</sup> It is important to note that ITA has shifted from four performance outcomes to three. ITA discontinued reporting on "Increase exports to commercially significant markets including FTA countries, China and India" since the performance metrics were based on substantial external factors not controlled by ITA or the Department. For this reason, the metrics associated with that outcome were not indicative of the Commerce Department's nor of ITA's performance.

- Strengthen strategic planning;
- Establish client-focused /mission-driven IT systems and data integration;
- Optimize organizational flexibility and management capabilities; and
- Develop analytic and evaluative capabilities to engage the organization in continuous improvement efforts.

Several of the stated management challenges will impact the FY 2010 budget including IT information security enhancements, changes to Department of Commerce systems (such as implementation of an integrated e-travel system), upgrades to the DOC automated acquisition system, and identification security upgrades for ITA employees as required by Homeland Security Presidential Directive-12 (HSPD-12).

**Section4. Target and Performance Summary Table**

<b>Outcome 1 – Strengthen U.S. Competitiveness in the Global Marketplace</b>						
<b>Measure 1A: Annual cost savings resulting from the adoption of MAS recommendations contained in MAS studies and analysis (long-Term/annual)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	New	\$287M	\$413M	\$455M	\$350M	\$350M
<b>Description:</b> This measure captures the work of Manufacturing and Services analysts who evaluate the upstream and downstream impacts of various regulations on U.S. manufacturers and service providers in order to reduce the cost of regulation and produce cost savings for the industry. During FY 2008 , MAS provided analysis and comments on the Environmental Protection Agency’s (EPA) Spill Prevention, Control, and Countermeasures (SPCC I) rule resulting in cost savings to industries regulated by that rule. Several other rules, including EPA’s Definition of Solid Waste, the Department of Transportation’s (DOT) Side Impact, and Federal Aviation Administration’s (FAA) Aeronautical Parts Marking (APM) are under MAS review.						
<b>Comments on Changes to Targets:</b> At present, FY 2009 and FY 2010 MAS targets remain the same as FY 2008 targets and are based on FY 2007 actual data. ITA has maintained targets based on FY 2008 actual data.						
<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A				<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>						
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>	
MAS Analytical Reports and Studies	Annual	MAS Planning, Coordination and Management Office Records	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	A number of factors, including U.S. business cooperation, global trade trends, political developments, and other federal regulatory agencies may impact actual cost savings.	None	

<b>Outcome 1 – Strengthen U.S. Competitiveness in the Global Marketplace</b>						
<b>Measure 1B: Percent of industry-specific trade barriers that were removed or prevented (long-term)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	N/A	N/A	New	29%	20%	30%

<b>Description:</b> This measure quantifies over a five-year period, the success of MAS's involvement in removing industry-specific foreign trade barriers. This enables U.S. companies to bring more of their products and services to previously closed foreign markets. This measure captures the outcome of MAS's efforts to address barriers in foreign markets such as labeling requirements, foreign restrictions on U.S. investment, and spurious foreign standards.					
<b>Comments on Changes to Targets:</b> ITA has maintained targets based on FY 2008 actual data.					
<b>Relevant Program</b> Change(s): None		<b>Title:</b> N/A			<b>Exhibit 13 Page no:</b> N/A
<b>Validation and Verification</b>					
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>
MAS Sector Analyst	Long-Term	PBViews®	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	A number of factors, including U.S. business cooperation, global trade trends, political developments, and the extent to which foreign governments create barriers or act inconsistently with trade obligations (an exogenous factor) may impact the number of barriers removed.	None

<b>Outcome 1 – Strengthen U.S. Competitiveness in the Global Marketplace</b>						
<b>Measure 1C: Percent of industry-specific trade barrier milestones completed (annual)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	83%	81%	54%	73%	55%	55%
<b>Description:</b> This measure reports on the success of MAS to target and remove industry-specific trade barriers. MAS measures its long term outcomes through the removal or prevention of industry specific barriers (See Measure 1B). Key milestones track annual progress toward removal or elimination of each identified barrier. Barriers have been identified by U.S. industry and assessed by MAS program staff to determine their commercial and strategic value.						
<b>Comments on Changes to Targets</b> ITA has maintained targets based on FY 2008 actual data.						
<b>Relevant Program</b> Change(s): None		<b>Title:</b> N/A			<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>						
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>	



MAS Sector Analyst	Annual	PBViews®	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	These industry specific trade barrier milestones are occasionally subject to externalities such as delays in trade meetings with foreign governments. These factors may accelerate or impede milestone completion.	None
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**Outcome 1 – Strengthen U.S. Competitiveness in the Global Marketplace**

<b>Measure ID: Percent of agreement milestones completed (Annual)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	57%	100%	100%	70%	100%	100%

**Description:** This performance measure captures the work of MAS industry analysts and trade negotiators who work on multi-year free trade agreements that benefit U.S. exporters and are intended to enhance U.S. competitiveness. These agreement milestones ensure that MAS’s efforts are aligned to the President’s Trade Agenda, to the Department’s Manufacturing Initiative and to its Standards Initiatives. These milestones assist in tracking the MAS program’s progress toward accomplishing key tasks that strengthen domestic and international competitiveness. The FY 2008 is 0% because key agreements were suspended by the Administration.

**Comments on Changes to Targets:** At present, FY 2009 and FY 2010 MAS targets remain the same as FY 2008 targets and are based on FY 2007 data. ITA has maintained targets based on FY 2008 actual data.

<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A	<b>Exhibit 13 Page no:</b> N/A
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**Validation and Verification**

<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>
MAS Sector Analyst	Annual	MAS Planning, Coordination and Management Office Records	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	These agreement milestones are occasionally subject to externalities such as delays in trade meetings with foreign governments that may accelerate or impede milestone completion.	None

<b>Outcome 2 – Broaden and Deepen the U.S. Exporter Base</b>						
<b>Measure 2A: Increase in the annual growth rate of total small and medium-sized (SME) exporters</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
		N/A	N/A	New	New	2.75%
<b>Description:</b> The measure assesses the program's success at increasing the number of SME firms exporting. Data collected by the U.S. Census Bureau (Census) on the total number of SME exporters shows an average year to year growth rate of 2.52 percent between 2003 and 2006. The Commercial Service proposes to target this growth rate and to raise it to an average growth rate of 3 percent over the next five years. The Commercial Service considers this to be an ambitious, but achievable long-term target.						
<b>Comments on Changes to Targets:</b> This is a new ITA measure. The FY 2008 and FY 2009 targets are based on historical data. FY 2009 and FY 2010 targets will be adjusted as actual FY 2008 data became available.						
<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A					<b>Exhibit 13 Page no:</b> N/A
<b>Validation and Verification</b>						
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>	
U.S. Census Bureau	long-term	PBViews®	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA remains dependent on Census reporting schedules. Delays in Census reporting can result in a lag in calculating ITA performance outcomes.	None	

<b>Outcome 2 – Broaden and Deepen the U.S. Exporter Base</b>						
<b>Measure 2B: Percentage of advocacy bids won</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
		N/A	N/A	N/A	New	15%
<b>Description:</b> This measure illustrates US&FCS effectiveness in winning bids by comparing the number of advocacy client successes over time to the US&FCS average annual advocacy caseload. Improvement in this long-term success rate is an indicator that US&FCS advocacy efforts are increasingly effective at ensuring that U.S. business interests receive fair treatment in foreign markets.						
<b>Comments on Changes to Targets:</b> This is a new ITA measure. The FY 2008, FY 2009 and FY 2010 targets are based off of historical data. FY 2010 targets may be adjusted as actual FY 2009 data becomes available.						
<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A					<b>Exhibit 13 Page no:</b> N/A

Validation and Verification					
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken
U.S. Census Bureau	long-term	PBViews®	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA remains dependent on Census reporting schedules. Delays in Census reporting can result in a lag in calculating ITA performance outcomes.	None

**Outcome 2 – Broaden and Deepen the U.S. Exporter Base**

Measure 2C: Commercial Diplomacy Success (annual)	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Target	FY 2010 Target
	N/A	N/A	71	181	162	166

**Description:** This measure captures the results of Commercial Service front-line diplomatic engagement with foreign governments based on actions directed towards a foreign government in support of a U.S. company or the U.S. national economic interest. In order to qualify as a success, this engagement requires an action by the foreign government, and an outcome that benefits a U.S. company or the U.S. national economic interest. It serves as a valuable tool to gauge Commercial Service performance in its government-to-government work and captures a critical component of the program’s fundamental mandate to protect U.S. business interests abroad.

**Comments on Changes to Targets:** This is a new ITA measure. The FY 2008 and FY 2009 targets are based off a pilot completed during FY 2007. FY 2010 targets may be adjusted as actual FY 2009 data becomes available.

<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A	<b>Exhibit 13 Page no:</b> N/A
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**Validation and Verification**

Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken
ITA Compliance & Market Access Management System database	Annual	ITA Client Tracking System case database and PBViews®	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data. In addition, each month, Commercial Service officers review case data relevant to their areas in the ITA Client Tracking System case database.	Data reported is wholly dependent on a client’s willingness to provide such information and underreporting is likely.	None

**Outcome 2 – Broaden and Deepen the U.S. Exporter Base**

Measure 2D: Export Success Firms/Active Client Firms (Annual)	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Target	FY 2010 Target
	N/A	N/A	N/A	N/A	10.5%	11.0%

**Description:** This measure illustrates Commercial Service’s annual change in effectiveness in helping active clients achieve export success by comparing the number of firms successfully exporting to the number of firms helped by Commercial Service.

**Comments on Changes to Targets:** This is a new ITA measure. The FY 2008, FY 2009 and FY 2010 targets are based on historical data. FY 2010 targets may be adjusted as actual FY 2009 data becomes available.

<b>Relevant Program Change(s):</b> None		<b>Title:</b> N/A				<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>							
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken		
U.S. Exporters	Annual	Client Management System	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	Data reported is wholly dependent on a client's willingness to provide such information and underreporting is likely.	None		

<b>Outcome 2 – Broaden and Deepen the U.S. Exporter Base</b>								
<b>Measure 2E: US&amp;FCS SME NTE/Total change in SME exporters (annual)</b>			<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
			N/A	N/A	N/A	New	12.37%	12.74%
<b>Description:</b> This measure demonstrates Commercial Service's ability to engage potential exporters and help them better negotiate the barriers to achieve export success. This is measured by comparing the number of SME New-to-Export firms assisted by Commercial Service to the total change in SME exporters nationwide, as reported by the U.S. Census Bureau.								
<b>Comments on Changes to Targets:</b> This is a new ITA measure. The FY 2008, FY 2010 and FY 2010 targets are based on historical data. FY 2010 targets may be adjusted as actual FY 2009 data becomes available.								

<b>Relevant Program Change(s):</b> None		<b>Title:</b> N/A				<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>							
Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken		
U.S. Census Bureau	Annual	Client Management System	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA remains dependent on Census reporting schedules. Delays in Census reporting can result in a lag in calculating ITA performance outcomes.	None		

<b>Outcome 2 – Broaden and Deepen the U.S. Exporter Base</b>								
<b>Measure 2F: Number of SME NTM firms/SME firms exporting to two to nine markets (annual)</b>			<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
			N/A	N/A	N/A	New	3.81%	3.92%
<b>Description:</b> This measure focuses on Commercial Service's ability to help existing exporters overcome the barriers required to expand into multiple markets by comparing the number of SME New-to-Market firms assisted by Commercial Service to SME firms exporting in two to nine markets, as reported by the Census Bureau.								
<b>Comments on Changes to Targets:</b> This is a new ITA measure. The FY 2008, FY 2009 and FY 2010 targets are based off of historical data. FY 2009 and FY 2010 targets may be adjusted as actual FY 2008 data becomes available. At present FY 2009 Commercial Service targets remain the same as FY 2008 targets.								

<b>Relevant Program</b> Change(s): None	<b>Title:</b> N/A				<b>Exhibit 13 Page no:</b> N/A
<b>Validation and Verification</b>					
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>
U.S. Census Bureau	Annual	Client Management System	ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA remains dependent on Census reporting schedules. Delays in Census reporting can result in a lag in calculating ITA performance outcomes.	None

<b>Outcome 3– Identify and Resolve Unfair Trade Practices</b>						
<b>Measure 3A: Percentage reduction in trade-distorting foreign subsidy programs (long-term)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	N/A	N/A	New	1.6%	>1%	>1.5%
<b>Description:</b> The Import Administration (IA) has identified approximately 200 unfair trade practices. The measure tracks IA's efforts to monitor and address unfair trade practices through negotiation or by remedies provided under World Trade Organization (WTO) agreements or U.S. law. Many of the practices identified include preferential tax laws and subsidy programs.						
<b>Comments on Changes to Targets:</b> ITA expects to reach 3% by FY 2012. The FY 2009 and FY 2010 targets will be based on the FY 2008 actual.						
<b>Relevant Program</b> Change(s): None	<b>Title:</b> N/A				<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>						
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>	
U.S. companies and foreign company financial statements	Long-Term	Data from the AD/CVD Case Management System and PBViews®	Each case is supported by final determinations, including Federal Register notices.  ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	None	None	

<b>Outcome 3 – Identify and Resolve Unfair Trade Practices</b>						
<b>Measure 3B: Percent of AD/CVD determinations issued within statutory and/or regulatory deadlines (long-term/annual)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	84%	92%	89%	90%	90%	90%
<b>Description:</b> This measure compares the number of determinations issued within statutory and/or regulatory deadlines to the total number of determinations issued consistent with the AD/CVD laws and regulations of the United States and international obligations. Nearly all of these determinations are published in the Federal Register.						
<b>Comments on Changes to Targets:</b> ITA has used past trend data to derive the FY 2009 and FY 2010 targets of 90%.						

<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A	<b>Exhibit 13 Page no:</b> N/A
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**Validation and Verification**

Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken
IA cases completed in accordance with the statutory deadline	Long-Term/Annual	Data from the AD/CVD Case Management System and PBViews®	Each case is supported by final determinations, including Federal Register notices.  ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	None	None

**Outcome 3 – Identify and Resolve Unfair Trade Practices**

Measure 3C: Percent of ministerial errors in IA’s dumping and subsidy calculations (Long-Term/Annual)	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Target	FY 2010 Target
	23%	8%	8%	15%	<11%	<10%

**Description:** This measure reflects IA’s efforts to minimize/eliminate ministerial errors committed in the calculation of the dumping margins and subsidy rates that are published as preliminary or final determinations in investigations or published as final results in administrative reviews in the Federal Register. The importing public relies on accurate margins in order to estimate the amount of duties they may be responsible for and uses these margins to make business decisions. Foreign exporters rely on accurate margins in order to adjust their business practices to eliminate dumping. U.S. producers require accurate margins in order to make business decisions and remain competitive.

**Comments on Changes to Targets:** ITA has used past trend data to derive the FY 2009 and FY 2010 targets of less than 11%.

<b>Relevant Program Change(s):</b> None	<b>Title:</b> N/A	<b>Exhibit 13 Page no:</b> N/A
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**Validation and Verification**

Data Source	Frequency	Data Storage	Internal Control Procedures	Data Limitations	Actions to be Taken
U.S. Customs	Annual/Long-Term	Data from the AD/CVD Case Management System and PBViews®	Case reviews for errors by senior management. Also, ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	None	None

**Outcome 3 – Identify and Resolve Unfair Trade Practices**

Measure 3D: Percentage of Market Access and Compliance cases resolved successfully (Long-Term/Annual)	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Actual	FY 2009 Target	FY 2010 Target
	New	47%	52%	39%	35%	50%

**Description:** This measure shows the number of cases concluded successfully by ITA as a percentage of cases concluded in a given year or a five-year period that are designated as having resulted in success. This measure ensures IA staff works to achieve outcomes that meet the client expectations and does not simply close cases. It measures the effectiveness of the organization to remove foreign trade barriers (or prevent their implementation) on behalf of U.S. industry.

<b>Comments on Changes to Targets:</b> The FY 2009 and FY 2010 targets were derived from ITA's trend data from the number of cases resolved measure.					
<b>Relevant Program Change(s):</b> None		<b>Title:</b> N/A			<b>Exhibit 13 Page no:</b> N/A
<b>Validation and Verification</b>					
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>
ITA Compliance and Market Access Management System database	Annual/ Long-Term	ITA Client Tracking System case database and PBViews®	Each month, MAC office managers review case data relevant to their areas in the ITA Client Tracking System case database. In addition, ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA cannot control the outcome of the measure. In most cases, ITA must persuade a sovereign foreign government to change or remove a law or regulatory standard in order to declare a case a success.	None

<b>Outcome 3 – Identify and Resolve Unfair Trade Practices</b>						
<b>Measure 3E: Value of MAC cases resolved successfully (Annual)</b>	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Target</b>	<b>FY 2010 Target</b>
	New	\$7.3B	\$8.8B	\$12.3	\$2.0B	\$2.5B
<b>Description:</b> This measure provides the estimated cost of a particular trade barrier removed as it relates to a specific company or industry. This measure tends to fluctuate over time. This measure gauges the impact of trade barriers removed on behalf of a specific company or industry.						
<b>Comments on Changes to Targets:</b> ITA trend data indicates that the value of ITA cases resolved successfully has increased every year. ITA expects the value of cases to increase by 20% on an annual basis till 2010. The FY 2008 Actual exceeded the annual goal of \$1.5B. More users began to enter information regarding this metric after the roll-out of the new ITA Client Tracking System.						
<b>Relevant Program Change(s):</b> None		<b>Title:</b> N/A			<b>Exhibit 13 Page no:</b> N/A	
<b>Validation and Verification</b>						
<b>Data Source</b>	<b>Frequency</b>	<b>Data Storage</b>	<b>Internal Control Procedures</b>	<b>Data Limitations</b>	<b>Actions to be Taken</b>	
ITA Compliance and Market Access Management System database	Annual/ Long-Term	ITA Client Tracking System case database and PBViews®	Each month, MAC office managers review case data relevant to their areas in the ITA Client Tracking System case database.  ITA utilizes inspector general reviews, the annual independent financial audit and DOC/ITA verification and validation reviews to assess actual measure data.	ITA cannot control the outcome of the measure. In most cases, ITA must persuade a sovereign foreign government to change or remove a law or regulatory standard in order to declare a case a success.	None	

**Section 6. FY 2010 Program Changes**

	Accompanying GPRA		Base (in Millions)		Increase/Decrease		Page of Exhibit 13 Discussion
	App Page no.	Performance Measure no.	FTE	Amount	FTE	Amount	
<b>Program Change:</b> Expansion of Commercial Presence in Critical Emerging Markets	N/A	N/A	971	\$248,238	19	\$5,200	ITA-75

**Section 7. Resource Requirements Table**

	FY 2005 Actual	FY 2006 Actual	FY 2007 Actual	FY 2008 Enacted	FY 2009 Request	FY 2010 Base	Increase/ Decrease	FY 2010 Request
<b>ITA Performance Outcome 1: Strengthen U.S. Competitiveness in the Global Marketplace</b>								
Manufacturing and Services	\$58.9	\$49.1	\$56.1	\$42.5	\$49.1	\$50.1	\$0.0	\$50.1
Executive Direction/Administration	\$3.7	\$3.7	\$3.6	\$3.5	\$3.4	\$3.2	\$0.0	\$3.2
Total Funding	\$62.6	\$52.8	\$59.7	\$46.0	\$52.5	\$53.3	\$0.0	\$53.3
Direct	\$62.2	\$52.1	\$59.0	\$44.8	\$51.7	\$52.7	\$0.0	\$52.7
Reimbursable	\$0.4	\$0.7	\$0.8	\$1.2	\$0.8	\$0.6	\$0.0	\$0.6
IT Funding	\$4.2	\$4.6	\$5.5	\$5.1	\$4.9	\$4.6	\$0.0	\$4.6
FTE	264	257	243	228	234	232	0	232
<b>ITA Performance Outcome 2: Broaden and Deepen the U.S. Exporter Base</b>								
Commercial Service	\$236.1	\$247.5	\$245.9	\$256.6	\$263.0	\$265.3	\$5.2	\$270.5
Executive Direction/Administration	\$16.6	\$16.6	\$17.1	\$16.8	\$16.4	\$15.6	\$0.0	\$15.6
Total Funding	\$252.7	\$264.1	\$263.0	\$273.4	\$279.4	\$280.9	\$5.2	\$286.1
Direct	\$242.1	\$251.8	\$250.6	\$257.9	\$254.8	\$263.6	\$5.2	\$268.8
Reimbursable	\$10.6	\$12.3	\$12.4	\$15.5	\$24.6	\$17.3	\$0.0	\$17.3
IT Funding	\$19.9	\$22.9	\$27.5	\$25.6	\$24.7	\$23.1	\$0.0	\$23.1
FTE	1,335	1,338	1,202	1,151	1,036	1,025	19	1,044
<b>ITA Performance Outcome 3: Identify and Resolve Unfair Trade Practices</b>								
Market Access and Compliance	\$44.4	\$43.5	\$44.0	\$46.0	\$44.8	\$43.8	\$0.0	\$43.8
Import Administration	\$63.1	\$71.7	\$66.6	\$69.6	\$72.4	\$74.3	\$0.0	\$74.3



	<b>FY 2005 Actual</b>	<b>FY 2006 Actual</b>	<b>FY 2007 Actual</b>	<b>FY 2008 Enacted</b>	<b>FY 2009 Request</b>	<b>FY 2010 Base</b>	<b>Increase/ Decrease</b>	<b>FY 2010 Request</b>
Executive Direction/Administration	\$8.3	\$8.3	\$7.5	\$7.9	\$7.8	\$7.5	\$0.0	\$7.5
Total Funding	\$115.8	\$123.5	\$118.2	\$123.5	\$125.0	\$125.6	\$0.0	\$125.6
Direct	\$114.7	\$122.0	\$116.9	\$122.4	\$123.2	\$124.2	\$0.0	\$124.2
Reimbursable	\$1.2	\$1.4	\$1.3	\$1.1	\$1.8	\$1.4	\$0.0	\$1.4
IT Funding	\$7.9	\$10.7	\$12.8	\$11.9	\$11.5	\$10.8	\$0.0	\$10.8
FTE	638	633	544	496	589	590	0	590

<b>Grand Total</b>								
Total Funding	\$431.1	\$440.2	\$440.8	\$442.9	\$456.9	\$459.8	\$5.2	\$465.0
Direct	\$419.0	\$425.9	\$426.5	\$425.1	\$429.6	\$440.4	\$5.2	\$445.6
Reimbursable	\$12.2	\$14.5	\$14.5	\$17.8	\$27.2	\$19.3	\$0.0	\$19.3
IT Funding	\$32.0	\$38.2	\$45.8	\$42.6	\$41.2	\$38.5	\$0.0	\$38.5
FTE	2,237	2,229	1,990	1,875	1,859	1,847	19	1,866

Note: Travel and Tourism Promotion account included in MAS and Worsted Wool account included in IA. Differences in totals are the result of rounding.

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

	Positions	FTE	Direct Obligations	Budget Authority
FY 2009 Currently Available	2,151	1,837	424,306	420,431
less: Obligations from prior years	0	0	(3,875)	0
ITA- 31 plus: 2010 Adjustments-to-Base	0	(12)	14,634	14,634
<b>FY 2010 Base</b>	<b>2,151</b>	<b>1,825</b>	<b>435,065</b>	<b>435,065</b>
plus: FY 2010 Program Changes	30	19	5,200	5,200
<b>Total FY 2010 Estimate</b>	<b>2,181</b>	<b>1,844</b>	<b>440,265</b>	<b>440,265</b>

Comparison by activity/subactivity		2008		2009		2010		2010		Increase/	
		Actual	Amount	Currently Available	Amount	Base	Amount	Estimate	Amount	Personnel	Amount
ITA- 39 Manufacturing and Services	Pos./BA	242	40,521	242	48,592	242	49,530	242	49,530	0	0
	FTE/Obl.	211	41,593	219	48,593	219	49,530	219	49,530	0	0
ITA- 47 Market Access and Compliance	Pos./BA	226	41,384	226	42,332	226	43,212	226	43,212	0	0
	FTE/Obl.	193	45,738	207	44,257	207	43,212	207	43,212	0	0
ITA- 55 Import Administration	Pos./BA	384	62,713	415	66,357	415	68,290	415	68,290	0	0
	FTE/Obl.	267	63,972	345	66,357	351	68,290	351	68,290	0	0
ITA- 67 Trade Promotion and U.S. & Foreign Commercial Service	Pos./BA	1,119	235,408	1,119	237,739	1,119	248,238	1,149	253,438	30	5,200
	FTE/Obl.	1,061	242,467	952	239,688	952	248,238	971	253,438	19	5,200
ITA- 81 Executive Direction/Administration	Pos./BA	149	25,146	149	25,411	149	25,795	149	25,795	0	0
	FTE/Obl.	121	25,975	114	25,411	96	25,795	96	25,795	0	0
<b>TOTALS</b>	Pos./BA	2,120	405,172	2,151	420,431	2,151	435,065	2,181	440,265	30	5,200
	FTE/Obl.	1,853	419,745	1,837	424,306	1,825	435,065	1,844	440,265	19	5,200
	Fees		11,000		9,439		9,439		9,439		
Adjustments for:											
Recoveries			(10,529)		0		0		0		0
Refunds			(317)								
Unobligated balance, start of year			(6,623)		(3,875)		0		0		0
Unobligated balance, start of year transferred			(1,028)		0		0		0		0
Unobligated balance, expiring			49		0		0		0		0
Unobligated balance, end of year			3,875		0		0		0		0
Unobligated balance, end of year unavailable			0		0		0		0		0
Financing from:											
Transfers to other accounts			0		0		0		0		0
Transfers from other accounts			0		0		0		0		0
<b>Appropriation</b>			405,172		420,431		435,065		440,265		5,200

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

	2008 Actual	2009 Currently Available	2010 Base	2010 Estimate	Increase/ (Decrease)
Total Obligations	437,501	451,545	454,363	459,563	5,200
Financing:					
Offsetting collections from:					
Federal funds	(13,780)	(11,500)	(9,859)	(9,859)	0
Trust funds	0				0
Non-Federal funds	(13,878)	(9,439)	(9,439)	(9,439)	0
Recoveries	(10,669)	0	0	0	0
Refunds	(317)	0			
Unobligated balance, start of year	(6,623)	(10,175)	0	0	0
Unobligated balance, start of year transferred	(1,028)	0	0	0	0
Unobligated balance, expiring	3,793	0	0	0	0
Unobligated balance, end of year	10,175	0	0	0	0
Unobligated balance, end of year unavailable	0	0	0	0	0
Budget Authority	405,173	420,431	435,065	440,265	5,200
Financing:					
Transferred to other accounts	0	0	0	0	0
Transferred from other accounts	0	0	0	0	0
Appropriation	405,173	420,431	435,065	440,265	5,200

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
Adjustments-To-Base**  
(Dollar amounts in thousands)

<u>Adjustments:</u>	<u>FTE</u>	<u>Amount</u>
Transfer of Human Resource office to DoCHROC	(18)	(1,587)
<b><u>Other Changes:</u></b>		
Annualization of 2009 Pay Raise	0	3,363
Payment to the Working Capital Fund	0	238
2010 Pay Raise	0	2,752
Payment to the Working Capital Fund	0	215
Full-year cost in 2010 of positions financed for part year in 2009	6	642
Change in compensable days	0	0
Civil Service Retirement System (CSRS)	0	(74)
Federal Employees' Retirement System (FERS)	0	182
Thrift Savings Plan	0	21
Federal Insurance Contribution Act (FICA)-OASDI	0	37
Health insurance	0	224
Employee's Compensation Fund	0	(56)
Travel		
Mileage	0	50
Domestic Per diem	0	115
Foreign Per diem	0	457
Rent payments to GSA	0	365
GSA Steam	0	1,157
Electricity	0	2,325
Postage	0	1
Printing and reproduction.	0	11
Other services: (Itemized)		
Working capital fund.	0	215
Commerce Business Systems (bureau specific)	0	48
National Archives and Records Administration (NARA)	0	6
International Cooperative Administrative Support Services (ICASS)	0	190
Non ICASS local guard service	0	10
Military pouch	0	6
General Pricing Level Adjustment		
Transportation of things.	0	12
Rent payments to others	0	83
Communications, Utilities and Miscellaneous	0	27
Other Services	0	150
Supplies and materials.	0	11
Equipment	0	38
Overseas wage increases	0	1,912
Overseas price increases	0	64
Currency Loss	0	1,424
Subtotal, other changes	<u>6</u>	<u>16,221</u>
Less amount absorbed		0
<b>Total, Adjustments to Base</b>	<u>(12)</u>	<u>14,634</u>

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

	<u>FTE</u>	<u>Amount</u>
<u>Adjustments:</u>		
<b>HR Consolidation</b> .....	<b>(18)</b>	<b>(1,587)</b>
As of May 25, 2008, all four human resources servicing offices located within the Herbert C. Hoover Building (HCHB) were combined into a one-stop service center for all HR services to HCHB building occupants. This merger transferred personnel from ITA to the Department. Of this amount, 18 were funded from the Operations and Administration Account. The remainder were funded through reimbursable agreements with other bureaus within the Department of Commerce. For FY 2009 and beyond ITA will be required to pay for human resource staffing services from the Doc Human Resource Operations Center (DoCHROC).		
<u>Other Changes:</u>		
<b>Pay Raises</b> .....		<b>6,568</b>
Full-year cost of 2009 pay increase and related costs:		
The 2009 President's budget assumes a pay raise of 3.9% effective January, 2008.		
Total cost in 2010 of 2009 pay raise		8,140,586
Less amount funded in 2009		(4,540,000)
Amount requested in 2010 to provide full-year costs of 2009 pay increase		3,600,586
A general pay raise of 2.0% is assumed to be effective January 1, 2010		
Total cost of 2010 of pay increase		2,752,000
Payment to Working Capital Fund		215,000
Total, adjustment for 2010 Pay Raise		2,967,000
<b>Full year cost in 2010 of positions financed for part of year in 2009</b> .....	<b>6</b>	<b>642</b>
An increase of \$641,522 is required to fund full year cost in 2010 of positions financed for part-year in 2009. The computation follows:		
Annual salary of new positions in 2010	33	2,370,864
Less 5 percent Lapse	(2)	(118,543)
Full year cost of personnel compensation	31	2,252,321
Less personnel compensation in 2009	(25)	(1,761,034)
Cost of personnel compensation in 2010	6	491,287
Adjustment for 2010 pay raise		7,369
Additional amount required for personnel compensation	6	498,656
Benefits		142,866
Total Adjustment to Base for positions financed in 2009	6	641,522

**Civil Service Retirement System (CSRS).....** **(74)**

The number of employees covered by the Civil Service Retirement System (CSRS) continues to drop as positions become vacant and are filled by employees who are covered by the Federal Employees Retirement System (FERS). The estimated percentage of payroll for employees covered by CSRS will drop from 14.4% in 2009 to 14.0% in 2010 for regular employees and foreign service employees will be 12.5% to 10.0%. Contribution rates will remain at 7.00% for regular employees and 7.25% for foreign service

Regular:

2010 \$131,667,673 x .140 x .0700	1,290,343
2009 \$131,667,673 x .144 x .0700	1,327,210
Subtotal	(36,867)

Foreign Service:

2010 \$20,484,715 x .100 x .0725	148,514
2009 \$20,484,715 x .125 x .0725	185,643
Subtotal	(37,129)

Total adjustment-to-base	(73,995)
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**Federal Employees Retirement System (FERS).....** **182**

The number of employees covered by FERS continues to rise as employees covered by CSRS leave and are replaced by employees covered by FERS. The estimated percentage of payroll for employees covered by FERS will rise from 85.6% in 2009 to 86.0% in 2010 for regular and from 87.5% to 90.0% for foreign service employees. The contribution rate will remain at 11.2% in 2010 for regular employees, and will increase from 20% to 24% for foreign service employees.

Regular:

2010 \$131,667,673 x .860 x .112	12,682,230
2009 \$131,667,673 x .856 x .112	12,623,243
Subtotal	58,987

Foreign Service:

2010 \$20,484,715, x .900 x .2403	4,430,229
2009 \$20,484,715 x .875 x .2043	4,307,167
Subtotal	123,062

Total adjustment-to-base	182,049
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**Thrift Savings Plan (TSP).....** **21**

The cost of ITA's contributions to the Thrift Savings Plan will also rise as FERS participation increases.  
 The contribution rate is expected to remain at 2%.

Regular:

2010 \$131,667,673 x .860 x .02	2,264,684
2009 \$131,667,673 x .856 x .02	2,254,151
Subtotal	10,533

Foreign Service:

2010 \$20,484,000 x .900 x .02	368,725
2009 \$20,484,000 x .875 x .02	358,483
Subtotal	10,242

Total adjustment-to-base	20,775
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**Federal Insurance Contribution Act (FICA).....** **37**

As the percentage of payroll covered by FERS rises, the cost of Old Age Survivor and Disability Insurance (OASDI) contributions will increase. In addition, the maximum salary subject to OASDI tax will increase from \$106,425 in 2009 to \$110,400 in 2010. The contribution rate will remain 6.2% in 2010.

Regular:

2010 \$131,667,673 x .860 x .952 x .062	6,683,535
2009 \$131,667,673 x .856 x .955 x .062	6,673,414
Subtotal	10,122

Foreign Service:

2010 \$20,484,715 x .900 x .906 x .062	1,035,602
2009 \$20,484,715 x .875 x .908 x .062	1,009,058
Subtotal	26,544

Other Salaries; Regular Salaries

2010 \$377,000 x .952 x .062	22,252
2009 \$377,000 x .955 x .062	22,322
Subtotal	(70)

Total adjustment-to-base	36,596
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**Health Insurance.....** **224**

Effective January 2008, this bureau's contribution to Federal employees' health insurance premiums increased by an average rate of 2.0%. Applied against the 2009 estimate of \$11,204,800, the additional amount required is \$224,096.

	<u>FTE</u>	<u>Amount</u>
<b>Federal Employee's Compensation Act.....</b>		<b>(56)</b>
The Employee's Compensation Fund bill for the year ending in June 30, 2008 is \$56,000 lower than the bill for the year ending in June 30, 2007. Upon enactment of the 2010 appropriation, ITA will reimburse the Department of Labor pursuant to 5 U.S.C. 8147.		
<b>Travel (Mileage).....</b>		<b>50</b>
Effective March 19, 2007 the reimbursable rate for the use of a privately owned automobile increased from \$0.485 to \$.505 per mile. A rate increase of 20.6% was applied to the 2009 estimate of \$244,000 to arrive at an increase of \$50,264 for 2010.		
<b>Domestic Per Diem.....</b>		<b>115</b>
Effective October 2007, the General Services Administration raised per diem rates. The average rate for domestic per diem increased by 4.2%. This percentage was applied to the 2009 estimate of \$ 2,706,240 to arrive at an increase of \$114,593.		
<b>Foreign Per Diem.....</b>		<b>457</b>
Effective April 2008, the General Services Administration raised per diem rates. The average rate for foreign per diem increased by 15.6%. This percentage was applied to the 2009 estimate of \$2,931,760 to arrive at an increase of \$457,403.		
<b>Rental Payments to GSA.....</b>		<b>365</b>
GSA rates are projected to increase 2.5% in 2010. This percentage was applied to the 2009 estimate of \$14,610,000 to arrive at an increase of \$365,520.		
<b>HCHB GSA Steam.....</b>		<b>1,157</b>
This request moves charges from the WCF to A&R for costs associated with the GSA Steam Bill for HCHB. It also includes an adjustment for the cost per unit of steam from \$38.95 to \$40.95, an increase of 5.1%		
<b>HCHB Electricity.....</b>		<b>2,325</b>
This request moves charges from the WCF to A&R for costs associated with the PEPCO electricity for HCHB. It also includes an adjustment to cover the 6.1% increase in PEPCO electricity costs.		
<b>Postage (U.S.P.S.).....</b>		<b>1</b>
Effective May 12, 2008, the Governors of the Postal Service approved a rate increase of 2.4%. This percentage was applied to the 2009 estimate of \$38,000 to arrive at an increase of \$912.		

	<u>FTE</u>	<u>Amount</u>
<b>General Printing Office (GPO) Printing</b> ..... This request applies OMB economic assumptions for 2010 to areas where the prices that the government pays are established or influenced through the market system. A factor of 0.8% was applied to the 2009 printing estimate of \$1,435,000 to arrive at an increase of \$11,480.	11	
<b>Working Capital Fund</b> ..... An increase of \$215,000 is required to fund cost increases in the Department's Working Capital Fund to maintain the current level of operations.	215	
<b>Commerce Business System (CBS)</b> ..... An increase of \$48,000 is required to support ITA's continued use of the CBS accounting system.	48	
<b>National Archives and Records Administration (NARA) Storage Costs</b> ..... NARA has indicated the cost to administer ITA's records storage will increase from \$20,200 in 2009 to \$25,856 in 2009. The amount required to cover this increase is \$5,656.	6	
<b>International Cooperative Administrative Support Services (ICASS)</b> ..... This request applies OMB economic assumptions for 2010 to areas where the prices that the government pays are established through the market system. A general inflationary rate increase of 0.8% was applied to the 2009 ICASS estimate of \$23,806,000 to arrive at an increase of \$190,000. The Department of State is the primary provider for shared administrative support systems at embassies and other diplomatic and consular missions overseas. The Department of State coordinates the provision of such services and distribution of their costs via the International Common Administrative Support Services (ICASS) system. This increase is required to maintain current level of ICASS support at ITA's existing overseas offices.	190	
<b>Non International Cooperative Administrative Support Services (ICASS) Local Guard</b> ..... This request applies OMB economic assumptions for 2010 to areas where the prices that the government pays are established through the market system. A rate increase of 0.8 % was applied to the 2009 projected cost of \$1,277,677 to arrive at an increase of \$10,221. This increase is based on ICASS-related guard services cost increase and is driven by requirement for more expensive and increased number of security personnel.	10	
<b>Military Pouch</b> ..... This request applies OMB economic assumptions for 2010 to areas where the prices that the government pays are established or influenced through the market system. A rate of increase of 0.8% was applied to the 2009 projected cost of \$750,473 to arrive at an increase of \$6,004. The increase is needed for security and anthrax-related devices during pouch mail delivery.	6	

	<u>FTE</u>	<u>Amount</u>
<b>General Pricing Level Adjustment.....</b>		<b>321</b>
<p>This request applies OMB economic assumptions for 2010 to sub-object classes where the prices that the Government pays are established through the market system. A factor of 0.8% was applied to: rental payment to others; transportation of things; communications, utilities, and miscellaneous charges (excluding postage); supplies and materials; equipment and other services (excluding DOC's Department of Management (DM) and Working Capital Fund (WCF) Payments).</p>		
	Transportation of things	12
	Rental payment to others	83
	Communications, utilities and misc charge	27
	Other Services	150
	Supplies and materials	11
	Equipment	38
	<b>Total</b>	<b>321</b>
<b>Overseas Wage Increases.....</b>		<b>1,912</b>
<p>The Foreign Service National (FSN) Salary increase is for wage adjustments overseas based on calculations using a 8.2% increase applied to total FSN salaries and other overseas salary costs. This percentage was applied to the 2009 estimate of \$23,195,000 to arrive at an increase of \$1,901,990. Addresses a critical USFCS shortfall.</p>		
<b>Overseas Price Increases.....</b>		<b>64</b>
<p>The overseas price increases is based on anticipated overseas price increases in FY 2010 in countries in which ITA conducts operations. The percentage of 0.8% was applied to a base of \$7,949,000 to arrive at an increase of \$63,592.</p>		
<b>Currency Exposure.....</b>		<b>1,424</b>
<p>As the U.S. dollar loses value when converted to foreign currency, operating costs increase. As a result of these exchange losses, the cost of base operations has increased. An ATB of \$1,424,000 is required in order to maintain the level of current operations.</p>		
Subtotal, other changes	<b>6</b>	<b>16,221</b>
Less: amount absorbed	<b>0</b>	<b>0</b>
<b>Total, Adjustments to Base</b>	<b>(12)</b>	<b>14,634</b>

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

**Activity: International Trade Administration**  
**Subactivity: Manufacturing and Services**

<b><u>Performance Goal</u></b>		2008 Actual		2009 Currently Available		2010 Base		2010 Estimate		Increase/ (Decrease)	
		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Strengthen U.S. Competitiveness in the Global Marketplace	Pos./BA	242	40,521	242	48,592	242	49,530	242	49,530	0	0
	FTE/Obl.	211	41,593	219	48,593	219	49,530	219	49,530	0	0
<b>Total</b>	<b>Pos./BA</b>	242	40,521	242	48,592	242	49,530	242	49,530	0	0
	<b>FTE/Obl.</b>	211	41,593	219	48,593	219	49,530	219	49,530	0	0

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**Department Of Commerce  
International Trade Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE  
Manufacturing and Services**

**Enhancing American Industry's Competitiveness**

**Department of Commerce Goal**

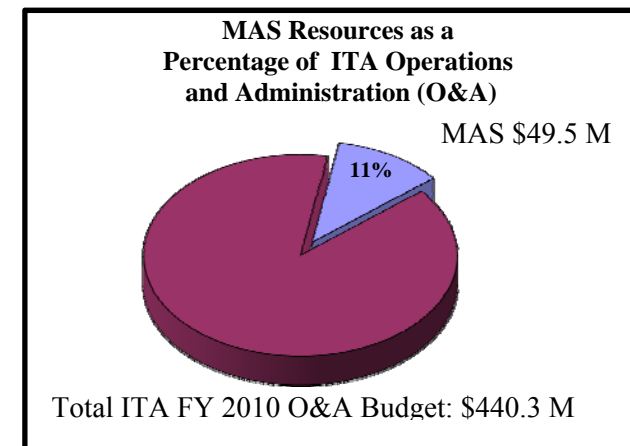
Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

**Mission and Goals for FY 2010**

Strengthen the domestic and international competitiveness of U.S. industry by eliminating and/or preventing barriers and expanding foreign market access to increase U.S. exports. Manufacturing and Services (MAS) supports several of the ITA-wide strategic goals and is the primary unit responsible for the ITA-wide strategic goal entitled "Strengthen U.S. Competitiveness in the Global Marketplace."

MAS pursues its mission and goals by combining its analytical capabilities and its in-depth industry knowledge to provide assessments and recommendations to improve U.S. business competitiveness. MAS is the key ITA program unit focused on these issues from a business perspective. Specifically, MAS:

- Serves as the government's foremost industry sector experts;
- Provides critical economic and policy analysis and information;
- Ensures appropriate industry and other stakeholder input into domestic policy development, assessment and implementation;
- Ensures appropriate industry and other stakeholder input into trade policy development, negotiation, implementation, and compliance;
- Supports the Manufacturing Council, the President's Export Council, the Travel and Tourism Advisory Board, the Industry Trade Advisory Committees, the Environmental Technologies Trade Advisory Committee, the Civil Nuclear Trade Advisory Committee, and the Tourism Policy Council;
- Advocates for the interests of the manufacturing and services sectors on standards issues;



- Compiles and disseminates data on U.S. and world trade, economic performance, and industry competitiveness, as well as travel and tourism market intelligence; and
- Supports industry market access issues in key foreign markets through industry analysis, bilateral activities, leading industry delegations to key markets, and leading industry-focused subgroups.

### **Base Program**

MAS advances the competitiveness of U.S. industry by researching and analyzing U.S. industries and their operating environments to identify the opportunities and challenges that face them. MAS consults with U.S. industry on challenges and opportunities identified and combines industries' input with MAS's analysis to develop policy recommendations on issues such as standards on occupational exposure to chemicals and the definition of solid waste to promote U.S. competitiveness. U.S. manufacturers have outlined significant factors that are eroding competitiveness, contributing to higher production costs, retarding innovation, and impeding trade. These concerns form the foundation for generating policy recommendations that ensure the U.S. government is creating conditions where U.S. manufacturers and service providers prosper and maximize competitiveness. Further, MAS works with trade associations to sponsor events (e.g., conferences and roundtables) on issues affecting service and manufacturing firms. These events provide U.S. exporters access to senior U.S. government policymakers and offer firms the opportunity to explain significant factors that affect competitiveness, innovation, and impediments to trade in manufacturing and services. The concerns of manufacturing and services firms are an important building block for generating policy recommendations as the United States moves forward with an aggressive, market opening, trade agenda.

The program evaluates the effects of domestic and international economic and regulatory policies on the ability of U.S. manufacturing and service industries to compete in world markets. It conducts analyses of the economic environment for manufacturing and services industries and makes recommendations to enhance that environment. The organization analyzes regulations such as health, safety, or environmental regulations. The organization also reviews proposed governmental policies to determine their impact on cost competitiveness of U.S. firms and their technical and economic feasibility. It works with other U.S. agencies to reduce the impact of proposed and existing policies and regulations on U.S. industries. It serves as the primary liaison with U.S. industry and works with industry to identify key issues affecting competitiveness. MAS analyzes trends in manufacturing and service industries, including productivity growth, employment, structural changes, sustainable development, and evolving business models. It collects original data, which is used by the Department of Commerce to perform analysis and report on U.S. imports and exports of international travel. This information is also used by the travel and tourism industry for planning purposes.

With renewed activity in the World Trade Organization Doha Round negotiations, MAS's expertise in trade analysis and its database tools enable the Department of Commerce to provide critical input, not elsewhere available, throughout all phases of negotiations which is heavily relied upon by the United States Trade Representative. Through analysis, coordination with country desk officers, and consultation with private-sector representatives, MAS develops industry-specific recommendations for trade policy. MAS develops negotiating priorities and recommends strategies to overcome tariff and non-tariff barriers, open markets, promote mutual recognition, and to deal with other sensitive issues that affect trade in manufactured goods and services. Further, MAS manages the Industry Trade Advisory Committees program, which serves as a communications channel for U.S. companies to express their views to U.S. negotiators on trade discussions and other policy issues.

MAS's knowledge of, and relationship with, U.S. industry enables it to take a unique leadership role on key issues affecting trade in goods and services. One example of the program's contribution is its efforts to address the impact of divergent standards, redundant testing and compliance procedures on U.S. competitiveness, and unilateral and non-transparent standard setting exercises that increase manufacturers' costs and decrease their competitiveness. These standards and related issues are now recognized as major impediments to trade.

MAS is spearheading ITA's standards efforts. In response to industry concerns and in conjunction with the private sector, MAS continues to focus its efforts on:

- Understanding and leveraging the domestic and international linkages between government regulations and standards primarily developed by the private sector;
- Promoting a market-based approach to standards development;
- Reinforcing MAS expertise on standards issues in key sectors and markets;
- Devising an effective training and outreach program for industry;
- Alerting industry of potential changes in international regulations and opportunities to comment before they are adopted; and
- Reaching out to and working cooperatively with U.S. industry.

MAS is particularly active in pursuing standards activities in key strategic markets including China and India. Specifically, MAS works closely with the U.S. Trade and Development Agency on its U.S.-China Standards and Conformity Assessment Cooperation Program (SCACP) and U.S.-India Standards and Conformance Cooperation Program (SCCP), designed to strengthen bilateral relationships and to improve access for U.S. companies to these markets by boosting cooperation on standards and conformity assessment issues. MAS and U.S. industry work together in for a including the Asia-Pacific Economic Cooperation (APEC) to highlight U.S. concerns with restrictive EU-like regulatory approaches and offer alternatives to help limit their spread. MAS also works closely with other government agencies on issues such as import (including food) safety.

Other U.S. government agencies, such as the Food and Drug Administration (FDA), the Department of Energy (DOE) and the Environmental Protection Agency (EPA), rely on MAS as the key resource for setting trade policy priorities affecting certain U.S. industries. The MAS program takes a leading role in providing a forum for industry and government to come together in the international arena to discuss expanding exports and investment. MAS trade specialists use their industry expertise to support multilateral and bilateral trade negotiations. For example, in environmental services, MAS took a lead role with the U.S. Trade Representative in developing data for the General Agreement on Trade in Services plurilateral negotiations in this sector. This work helped move these discussions forward, offering gains for environmental services firms.

MAS acts in support of the National Oceanic and Atmospheric Administration (NOAA), the Departmental lead, and represents ITA on the Homeland Security Council/National Security Council (HSC/NSC) Maritime Security Policy Coordinating Committee (MSPCC). Similarly, MAS acts in support of the Office of the Secretary, and represents ITA on the HSC/NSC Border and Transportation Security Policy Coordinating Committee (BTSPCC). In both cases, ITA participates in the interagency work on transportation and border security and in the expanded maritime and aviation security policy efforts directed by the National Security Council and the Homeland Security Council. In terms of e-commerce, MAS promotes growth through bilateral and multilateral discussions as well as with agreements with foreign governments, including Free Trade Agreements and the U.S.-European Union Safe Harbor Agreement.

MAS travel and tourism data serves as the sole source of government statistics on the travel industry. This information feeds Gross Domestic Product estimates as well as balance of payments and trade data in an industry exporting more than \$120 billion annually and running a trade surplus. The Bureau of Labor Statistics uses MAS data to develop and report an international airfare price index. The Department of State uses MAS data for air service negotiations to determine the impact of travel and tourism to and from the U.S.

MAS manages a state-of-the-art information-delivery system for trade information – TradeStats Express ([www.tse.export.gov](http://www.tse.export.gov)). This technology, which features interactive data retrieval, user customization, data visualization on map-based interfaces, and flexible downloading and printing, vastly expands data accessibility while sharply reducing the costs of serving ITA customers. MAS continues its initiative to improve the usefulness of U.S. export data as a tool for helping U.S. firms realize their export potential. Working with the Census Bureau, MAS supports the development of economic profiles of the U.S. exporting community, detailed statistics on U.S. exports at the state and metropolitan level, and information on the role of exports in supporting jobs in each state. This data provides critical information to U.S. firms considering the initiation or expansion of exporting activities, as well as, Federal, state, and local government entities involved in supporting the realization of export potential by their constituent business entities.

Since the inception of the Asia-Pacific Partnership for Clean Development and Climate (APP), MAS has led the Department's policy and capacity-building involvement in USG interagency activities and planning, and has acted as the Department's policy lead on APP activities. The APP is a joint effort by the United States and six Asian-Pacific nations (Australia, Canada, China, India, Japan, and the Republic of Korea) to promote the development and deployment of cleaner and more efficient energy technologies to curtail the growth of greenhouse gas emissions worldwide. As part of the initiative, MAS's industry specialists work on eight task forces to identify and remove barriers to the spread of cleaner more efficient technologies. MAS chairs the APP Task Force on aluminum and leads the U.S. Renewable Energy and Distributed Generation Task Force. MAS also provides substantial support to the buildings and appliances, cement, steel, cleaner fossil energy, coal mining, and power generation task forces. MAS industry experts review projects that receive APP funding. In addition, MAS's industry specialists and senior staff help develop and participate in U.S. industry outreach APP events in conjunction with the State Department and the Commercial Service. MAS has worked to integrate a trade policy and industry competitiveness focus into Commercial Service trade promotion events, in order to help create a proper enabling environment for U.S. firms to increase opportunities in partner countries, while selling technologies that reduce greenhouse gases, a major contributor to climate change.

MAS works both multilaterally and bilaterally. Examples of multilateral work include the Asia-Pacific Economic Cooperation (APEC) Auto Dialogue and the APEC-funded medical device regulatory training seminars. Examples of our bilateral work include MAS-led industry delegations to key markets to discuss market issues with foreign officials. There is also a special manufacturing focus on China and India, with manufacturing subgroups under the U.S.- China Joint Commission on Commerce and Trade, U.S.-China Strategic Economic Dialogue, and major manufacturing industries represented on the U.S.-India High Technology Cooperation Group and the U.S.-India Standards Dialogue.

MAS manages the Market Development Cooperator Program (MDCP). The MDCP is a competitive matching funds grant program that provides Federal assistance to trade associations, chambers of commerce and other industry groups that are particularly effective in reaching and assisting small-and medium-sized enterprises. MDCP partnerships help to underwrite the start-up costs of competitiveness-enhancement projects which these groups are often reluctant to undertake without Federal government support. Much of the competitiveness that MDCP projects engender can be measured in terms of exports. Since FY 1993, MDCP award winners have generated more than \$2.8 billion in exports, an average of \$252 million annually. When funded projects are completed, the private sector will have invested more than \$76.8 million to increase global competitiveness as a result of the U.S. government's \$27.7 million expenditure.

MAS also coordinates the Committee for Foreign Investment in the United States (CFIUS) activities for the Department and administers the Export Trading Company Act in coordination with the Department of Justice.

**Summary of Workload and Performance Data**

	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate</b>	<b>FY 2010 Estimate</b>
Annual cost savings resulting from the adoption of MAS recommendations contained in MAS studies and analysis	\$413 million	\$455 million	\$350 million	\$350 million
Percent of industry-specific trade barriers that were removed or prevented	New	29%	20%	30%
Percent of industry-specific trade barrier milestones completed	54%	73%	60%	60%
Percent of agreement milestones completed	100%	100%	100%	100%
Percent reduction in per unit cost of data distribution	4.5%	2.86%	2.0%	2.0%
Exports generated annually from Public/Private partnerships	\$260 million	\$252 million	\$100 million	\$140 million

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

**Activity: International Trade Administration**  
**Subactivity: Market Access and Compliance**

		2008		2009		2010		2010		Increase/ (Decrease)	
		Actual	Amount	Currently Available	Amount	Base	Amount	Estimate	Amount	Personnel	Amount
<b><u>Performance Goal</u></b>		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Identify and Resolve Unfair Trade Practices	Pos./BA	226	41,384	226	42,332	226	43,212	226	43,212	0	0
	FTE/Obl.	193	45,738	207	44,257	207	43,212	207	43,212	0	0
<b>Total</b>	<b>Pos./BA</b>	226	41,384	226	42,332	226	43,212	226	43,212	0	0
	<b>FTE/Obl.</b>	193	45,738	207	44,257	207	43,212	207	43,212	0	0

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**Department Of Commerce  
International Trade Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE  
Market Access and Compliance**

**Increasing Access to Foreign Markets for U.S. Industry**

**Department of Commerce Goal**

Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

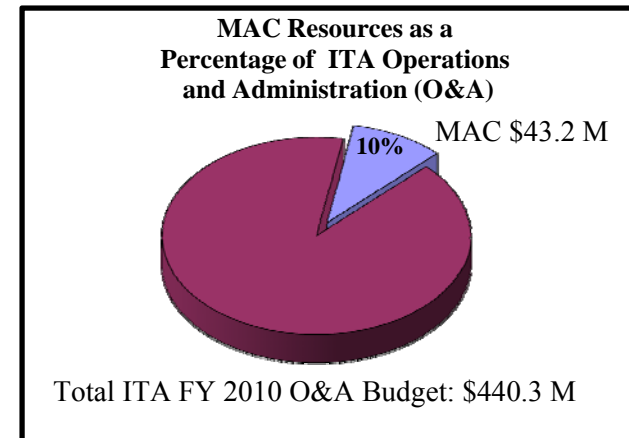
**Mission and Goals for FY 2010**

The mission of Market Access and Compliance (MAC) is to advance U.S. commercial interests by fostering an open global economic environment in which U.S. firms have an equal opportunity to compete, win and to champion American businesses and workers by eliminating foreign barriers to trade, investment and business operations and enforcing trade agreements.

Market Access and Compliance strives for greater access to foreign markets for U.S. companies by combating barriers to U.S. exports and ensuring foreign compliance with trade agreements. MAC activities support the ITA-wide strategic goal titled “Identify & Resolve Unfair Trade Practices.”

MAC’s strategic goals and objectives are:

- Monitor foreign compliance with U.S. non-agricultural trade agreements to ensure that other governments implement and maintain their market access obligations;
- Identify, analyze and overcome foreign barriers to U.S. exports;
- Work with the U.S. Trade Representative (USTR) and other agencies to negotiate trade agreements and coordinate strategies to overcome trade barriers and enforce agreements once they are implemented;
- Increase the number of market access and compliance investigations initiated and resolved; and,
- Encourage market openness and non-discriminatory trade policies in other countries to benefit U.S. exports and investment.



### **Base Program**

The President and the Congress have both stressed the importance of ensuring compliance by foreign nations with trade agreements so that U.S. businesses receive the full benefit of negotiated trade agreements. MAC monitors, investigates, and evaluates foreign compliance with more than 270 trade agreements signed by the United States. MAC is an integral part of the U.S. Government's interagency effort to develop and implement market access strategies and to remove foreign trade barriers, and provides the core trade policy support for the Secretary of Commerce and Under Secretary for International Trade.

MAC is organized into five regional units; 1) Africa, the Middle East and South Asia; 2) Asia; 3) Europe; 4) Western Hemisphere; and (5) the Trade Agreements and Compliance (TAC) unit. MAC country experts in the regional units collaborate closely with issue experts (standards, customs, intellectual property rights, etc.) and other ITA programs in the TAC to identify and resolve trade barriers facing U.S. firms and exporters. MAC's specialists devise strategies for remedying broad market access deficiencies, such as restrictive standards and other regulatory measures that keep U.S. exports out of foreign markets. Using a variety of tools and techniques from direct bilateral discussion to formal consultative mechanisms, MAC coordinates U.S. government efforts to implement market access strategies. MAC's units also participate in international trade conferences, events, and missions to assess trade barriers, combat threats that impede trade, and develop trade opportunities for U.S. exports.

MAC's Trade Compliance Center (TCC), within the TAC unit, works in close collaboration with country and regional experts as well as other ITA programs to monitor foreign governments' implementation of trade agreements signed with the U.S. to identify any compliance problems. The TCC obtains information directly from U.S. businesses, MAC regional units, other Department of Commerce units, and U.S. embassies regarding potential failures by foreign governments to implement and adhere fully to agreements. Once a problem is identified, a case is initiated and a team of experts is formed to resolve the problem. These teams include MAC's country desk officers, compliance specialists from the TCC, industry experts from Manufacturing and Services (MAS), as well as officers (both foreign and domestic) from the Commercial Service. Teams work to resolve compliance problems without having to resort to lengthy, formal dispute settlement procedures. MAC's staff works cooperatively with the industry experts in MAS if the issue does or potentially could affect an entire industry, and also with appropriate Import Administration (IA) offices when illegal subsidies by foreign governments and/or dumping by foreign companies is suspected. When compliance cannot be attained in this informal manner, the TCC works with the USTR Monitoring and Enforcement Unit to develop effective cases for formal dispute settlement through the World Trade Organization (WTO), North America Free Trade Agreement (NAFTA), or by other means. MAC's specialists contribute to regular reports on possible compliance violations for use by the USTR and other agencies.

MAC has significantly expanded its tools and activities in aggressively combating non-tariff barriers imposed on U.S. firms. For example, MAC has placed four permanent, full-time compliance officers in Brussels, China (2), and Japan to work on-the-ground in resolving the most difficult trade compliance and market access problems for U.S. firms. These specialists have immediate access to foreign government officials in order to resolve compliance cases, as well as monitor laws and regulations that may impede U.S. exports to these markets. ITA's global network of Commercial Service and MAC officers provides feedback to the TCC and intervention in the field when necessary, protecting U.S. business interests abroad.

MAC recently consolidated a variety of existing trade programs that have been developed in individual regional units into a more cohesive program managed by a “Total Economic Engagement” team. The concept of total economic engagement builds on the trend in trade policy that has shifted the focus from tariff barriers to non-tariff barriers. In many developing markets there is a need for new programs to encourage pro-trade/pro-growth policies and to leverage a wide variety of U.S. Government trade capacity building initiatives to prevent or ameliorate market access barriers. In addition, MAC has operated important new programs through government-to-government and public-private dialogs that seek to raise the overall level of U.S. trade. These activities are increasing exports and supporting a stronger, market-oriented economic system in these areas of the world, which contributes both to U.S. economic goals and global stability. The potential payoff for these programs in terms of barriers prevented is significant. The Total Economic Engagement team provides a strategic coordination point for MAC programs on entrepreneurship, standards development, training foreign trade officials, and promoting trade opportunities through market access successes.

### **Intellectual Property Rights**

Within the TAC, MAC’s Intellectual Property Rights office investigates allegations of trade agreement violations and encourages policies by foreign governments to enhance and protect Intellectual Property Rights (IPR) for U.S. firms and artists. The unit has improved coordination efforts with other U.S. Government agencies to improve respect for and improvement of IPR protection. MAC is a key participant in ITA’s Strategy Targeting Organized Piracy (STOP) initiative. For many countries this process starts with negotiating strong IPR rules in bilateral free trade agreements. Furthermore, MAC’s IPR office seeks out violations abroad and presents specific evidence of abuse, forcing action by foreign governments to enforce their laws. China is of particular concern as there continues to be serious shortcomings in basic IPR protection even after more than five years since their WTO accession. MAC has developed a number of outreach and education tools designed to help small and medium-sized enterprises in particular protect their intellectual property. These tools are found at [www.StopFakes.gov](http://www.StopFakes.gov).

### **Trade Policy and Negotiation Support**

Within the TAC, MAC supports the U.S. Government’s trade negotiations by providing the analysis, expertise, and staff support needed to achieve negotiation objectives that will benefit U.S. firms and workers and provide new opportunities to expand U.S. exports of goods and services, protect U.S. investment and IPR. The country and regional experts in MAC provide technical knowledge and detailed country expertise needed for U.S. trade agreement negotiating teams. MAC analyzes market barriers, develops detailed data and information related to technical problems and obstacles, and conducts economic and commercial analyses necessary for successfully negotiating trade agreements.

MAC specialists are heavily involved in multi-lateral negotiations in the Doha Round of the WTO, in the wide variety of trade and investment councils, and bilateral investment negotiations. Working to obtain enhanced market access for U.S. exports, MAC’s support of and participation in trade negotiations, as well as monitoring the implementation of trade agreements, has grown dramatically and will remain at a high level through FY 2010. In addition, MAC continues to provide extensive trade policy support for the Secretary and Under Secretary in making decisions that affect our bilateral trade relations, in establishing contacts with foreign government officials, and in the development of new country specific assistance programs to ensure a role for expanding U.S. business in economic development programs. MAC, along with other ITA programs, administers the Department’s participation in the interagency Trade Policy Committee by representing U.S. business interests in the formulation of U.S. trade policy.

**Outreach to SMEs**

MAC is oriented to help small and medium-sized enterprises (SMEs) that lack the resources to determine their rights under U.S. trade agreements or resolve other market access barriers. MAC recognizes that many U.S. firms, especially SMEs, may not be aware of their rights under trade agreements signed by the United States, nor are they aware of the assistance the U.S. government can provide in resolving their trade problems. MAC's representatives continue to pursue an aggressive outreach program to U.S. businesses and industry associations across the country, to include working with U.S. Export Assistance Centers along with the Commercial Service in 48 states. MAC staff continuously trains ITA staff on how MAC can help companies overcome trade barriers, as well as how ITA can assist companies enter new markets. Companies are encouraged to use MAC as the U.S. Government assistance source to combat unfair barriers to trade. MAC's TCC maintains a trade agreements database on the Internet ([www.export.gov/tcc](http://www.export.gov/tcc)) that explains U.S. trade agreements and enables companies to compare the market access they are receiving with what they should be receiving, allowing them to identify potential violations or failure to implement agreements. Using this website, U.S. businesses can then register complaints regarding market access barriers, thereby initiating an investigation by MAC's specialists.

**Advance the U.S. International Commercial and Strategic Interests**

MAC is actively engaged in trade-related programs around the world that enhance commercial and strategic interests of the United States and U.S. firms. For example, MAC operates the Iraq and Afghanistan Task Forces, which are staffed by an interdisciplinary team of trade specialists from across ITA. Their mission is not only to assist in the reconstruction efforts for these two countries – thereby supporting the development of stable governments and economic growth – but also to pave the way for increased U.S. participation in these markets. MAC's experts in trade agreements and international trade regulations are working to create a fair and open framework of trade policy in Iraq and Afghanistan. At the same time, trade promotion and commercial development experts are working to uncover opportunities for U.S. firms in Iraq and Afghanistan, increasing the overall level of trade and promoting economic prosperity for the United States and the region. MAC supports aggressive outreach through seminars and the Internet to alert U.S. businesses to specific opportunities opened through U.S. policy and assistance programs. MAC has also had significant success in expanding U.S. exports while supporting U.S. Government foreign policy initiatives in China, Russia and the other Newly Independent States, Central America, and Eastern Europe.

**Summary of Workload and Performance Data**

	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate</b>	<b>FY 2010 Estimate</b>
Percentage of cases resolved successfully	52%	39%	35%	50%
Value of cases resolved successfully (in U.S. Dollars)	\$8.8B	\$12.3B	\$2.0B	\$2.5B
Number of market access and compliance cases initiated	187	190	200	210
Number of market access cases resolved	158	150	155	160
Percentage of MAC cases that have an action plan/success definition within 10 business days of initiation	82%	80%	80%	85%
Percentage of MAC cases initiated on behalf of SME's	22%	32%	33%	35%
Number of MAC cases resolved successfully	82	38	38	50
Percentage of MAC cases resolved annually	25.73%	27%	29%	30%
Annual average cost per case resolved	\$183,000	\$180,000	\$180,000	\$180,000

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

**Activity: International Trade Administration**  
**Subactivity: Import Administration**

		2008		2009		2010		2010		Increase/ (Decrease)	
		Actual	Amount	Currently Available	Amount	Base	Amount	Estimate	Amount	Personnel	Amount
<b><u>Performance Goal</u></b>		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Identify and Resolve Unfair Trade Practices	Pos./BA	384	62,713	415	66,357	415	68,290	415	68,290	0	0
	FTE/Obl.	267	63,972	345	66,357	351	68,290	351	68,290	0	0
<b>Total</b>	<b>Pos./BA</b>	384	62,713	415	66,357	415	68,290	415	68,290	0	0
	<b>FTE/Obl.</b>	267	63,972	345	66,357	351	68,290	351	68,290	0	0

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**Department Of Commerce  
International Trade Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE  
Import Administration**

**Safeguard U.S. Industries and Jobs Against Unfair Trade**

**Department of Commerce Goal**

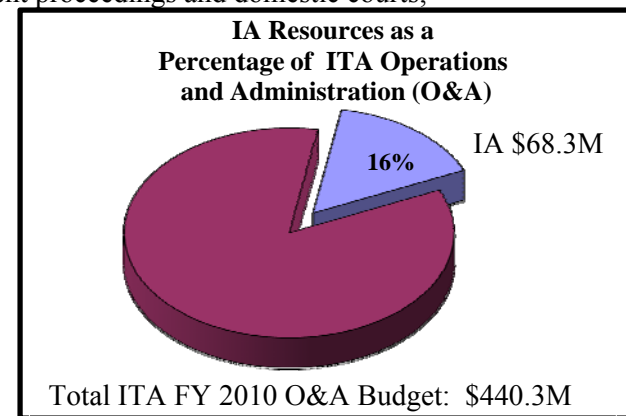
Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

**Mission and Goals for FY 2010**

Import Administration's (IA) mission is to take prompt and aggressive action against unfair foreign trade practices by enforcing the U.S. trade laws and trade agreements negotiated to address trade-distorting practices. IA supports the ITA-wide strategic goal titled "Identify & Resolve Unfair Trade Practices."

IA achieves its mission and goals by:

- Conducting statutorily mandated antidumping (AD) and countervailing duty (CVD) investigations, administrative reviews, new shipper reviews, sunset reviews, changed circumstances reviews, and scope and anti-circumvention inquiries within statutory and/or regulatory time limits, and negotiating and enforcing suspension and other bilateral agreements, which address injurious dumping or subsidization;
- Defending the determinations of the agency in the WTO and NAFTA dispute settlement proceedings and domestic courts;
- Closely working with Customs and Border Protection (CBP) and other agencies to identify and counter evasion of AD and CVD duties;
- Negotiating strong, effective and transparent disciplines on unfair trade practices in multilateral fora, such as the WTO, and various Free Trade Agreements (FTAs);
- Analyzing market trends and foreign government and business practices to identify potential unfair trade problems at the earliest stage possible and provide assistance to U.S. businesses harmed by these practices through subsidy enforcement efforts, trade remedy compliance activities and pre-petition counseling;
- Monitoring persistent and fundamental structural problems affecting major industries, such as the steel industry, through a variety of forums (e.g., the North American Steel Trade Committee);
- Coordinating the Department's import safety efforts to help prevent unsafe products



from entering the United States;

- Implementing trade enforcement activities, such as textile safeguards and the textile provisions of U.S. preferential programs and FTAs, and monitoring market access and trade compliance issues for U.S. textile, apparel, footwear, and travel goods companies;
- Supporting monitoring and enforcement of the 2006 Softwood Lumber Agreement with Canada;
- Administering textile commercial availability provisions, wool fabric and cotton shirting fabric tariff rate quotas, the Earned Import Allowance certificate program, and other provisions of U.S. preference programs and FTAs;
- Developing new business opportunities to enhance U.S. textile, apparel, footwear, and travel goods industry competitiveness in international markets; and
- Managing and supporting the Foreign Trade Zones Program and the Statutory Import Programs Staff programs.

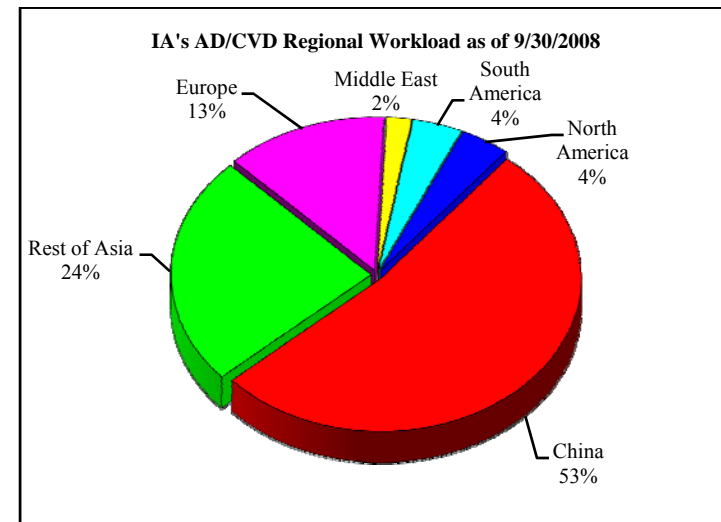
### **Base Program**

#### **Antidumping and Countervailing Duty Program**

IA is committed to vigorously enforcing U.S. trade laws. IA promotes freer and fairer trade by administering the U.S. AD and CVD laws in the most transparent and impartial manner by ensuring compliance by foreign governments and exporters with AD/CVD sections of the international trade agreements and applicable U.S. statutes. AD/CVD laws provide domestic industries the opportunity to obtain relief from injury caused by imports of foreign products that are sold at less than fair value or that benefit from foreign government subsidies.

#### **AD/CVD Operations**

IA continues to enhance uniformity and consistency in the application of the U.S. trade laws, a goal made more challenging by the recent increase in workload with respect to AD/CVD investigations. In FY 2008, IA initiated 35 new investigations, compared to 28 investigations in all of FY 2007 and seven and 12 investigations in all of FY 2006 and FY 2005, respectively. Included in the 35 new investigations are eight CVD investigations of products from China. The China/Non Market Economy (China/NME) unit, which managed 91 of the 299 statutory cases that IA completed in FY 2008, is dedicated to the enforcement of the AD law with respect to China and other non-market economy (NME) countries. The China/NME unit continues to experience an increase in workload as trade cases involving China grow in number and become more complex. The China/NME unit enables IA to consolidate and cultivate the expertise necessary to address the unique trade problems associated with conducting unfair trade proceedings involving NME countries, such as irregular financial reporting, fraudulent filings, opaque company relations, and close ties to local and provincial governments. These are particularly notable given IA's departure in March 2007 from its 23-year long practice of not applying the CVD law to imports from NME countries.



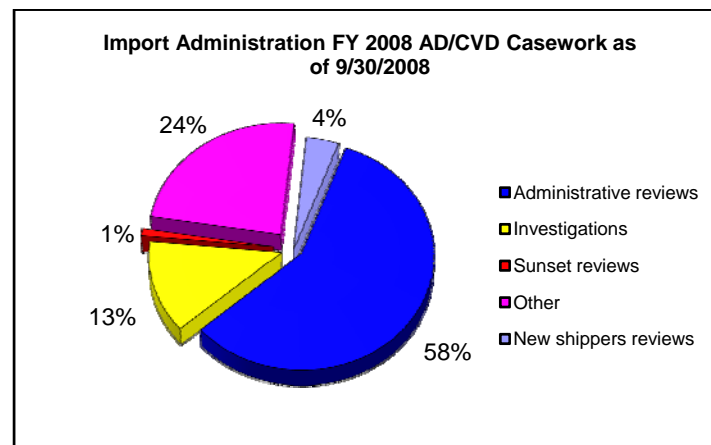
IA conducts an investigation under the AD/CVD laws when there is reason to believe imports are being unfairly subsidized or sold in the United States at less than fair market value and a U.S. industry is materially injured, or threatened with material injury, by such imports. Each investigation must be completed within strict statutory deadlines, and the investigations vary widely in terms of scope and complexity. Each investigation requires:

- Intensive analysis of information provided by the petitioning U.S. industry to determine whether an investigation should be initiated;
- Preparation of extensive questionnaires, which are sent to the relevant foreign governments and/or industry and request information about foreign government subsidy programs or individual firms' prices and costs;
- Analysis of responses to the questionnaires and verification of such responses on-site in the foreign country at the relevant government site or company offices;
- Calculation of subsidy rates or dumping margins and duty deposit rates; and
- Preparation of preliminary and final determinations, including extensive memoranda and *Federal Register* notices that detail the full analysis of the information and address all comments from U.S. and foreign industry.

IA performs many of the same steps when it subsequently conducts administrative and new shipper reviews. Whereas investigations determine whether imports are being unfairly subsidized or sold at less than fair market value, reviews determine the amount of duties to be collected to remedy those unfair practices. Thus, reviews are equally as important as investigations because they determine the actual relief to domestic industries. In recent years, the number of reviews has also increased, as has their complexity.

When the results of a final determination are challenged in the U.S. Court of International Trade, the U.S. Court of Appeals for the Federal Circuit, NAFTA and/or the WTO, IA's staff provides support to the Chief Counsel for IA, the Justice Department and/or the Office of the United States-Trade Representative (USTR). If a case is remanded to IA by any of the reviewing authorities, the proceeding is re-conducted in accordance with the Court's or Panel's instructions.

Some importers are increasingly attempting to avoid or minimize AD and CVD duties through misreporting the name or country of origin of products subject to AD and CVD duties, establishing shell companies to import at lower duties, and other means. IA is increasing its efforts to counter such activities. IA often identifies such schemes through analyzing information and documents provided during administrative reviews and conducting on-site audits. IA also cooperates with Customs and Border Protection (CBP) and other agencies to prosecute fraudulent activity. IA's efforts have resulted in such importers being subject to fines, penalties and felony indictments.



Major program activities include:

- Analyzing petitions submitted by domestic industries alleging dumping or unfair subsidization with respect to imports into the United States;

- Conducting subsequent investigations of alleged unfair foreign trade practices that were adequately alleged and documented in such petitions;
- Conducting administrative reviews of AD/CVD orders to determine the actual amount of AD and CVD liability;
- Conducting reviews to provide legitimate new shippers the opportunity to obtain their own AD and CVD rates;
- Conducting five-year sunset reviews of AD/CVD orders;
- Conducting scope and anticircumvention inquiries as well as changed circumstance reviews to ensure adequate enforcement of AD/CVD orders and accommodate evolving market conditions;
- Issuing instructions to CBP to impose duties at the border to provide relief to domestic industries when dumping or subsidization has been found to be causing them injury;
- Working closely with CBP and Immigration and Customs Enforcement on investigations of fraudulent activity pertaining to AD/CVD matters; and
- Playing an integral role with the USTR and other agencies in monitoring and ensuring the enforcement of the 2006 Softwood Lumber Agreement with Canada (2006 SLA). The 2006 SLA settled litigation regarding AD and CVD orders administered by IA on imports of Canadian softwood lumber and resulted in the termination of those orders. IA provides expertise in monitoring Canada's collection of export taxes and implementation of export quotas on softwood lumber exports per the requirements of the 2006 SLA, as well as monitoring Canada's commitment to not provide new assistance to its lumber industry. In addition, IA provides expertise to the Department of Justice in carrying out arbitration proceedings against Canada before the London Court of International Arbitration to enforce the SLA.

#### **AD/CVD Policy and Negotiations**

IA oversees a variety of programs and policies regarding the administration of the AD/CVD laws. This includes: 1) the negotiation and administration of all suspension agreements and other bilateral agreements related to AD/CVD cases; 2) analysis and support on cost accounting and financial analysis matters in AD/CVD cases; 3) negotiation of trade remedy disciplines in the ongoing WTO Rules negotiations and in other trade negotiations, such as FTA negotiations; and 4) involvement in broader policy issues regarding unfair trade matters.

IA's role is to steer the application of policies and procedures in AD/CVD proceedings in a consistent manner, bearing in mind the agency's and Administration's broader policy objectives and statutory and international obligations. IA strives to achieve consistency by reviewing case determinations, and by developing new policies for major or emerging issues. IA is responsible for analyzing and informing case investigators and decision makers of the potential ramifications on AD/CVD proceedings posed by developments in the General Agreement on Tariffs and Trade (GATT) and its successor, the World Trade Organization (WTO). IA represents U.S. interests in international negotiations, such as those relating to the WTO or those being conducted to establish free trade agreements. Finally, the organization pro-actively monitors and analyzes market trends and imports in various industries (e.g., steel, cement and textiles and apparel) and foreign government and business practices to identify potential unfair trade problems at the earliest stage.

Major program activities within AD/CVD Policy and Negotiations include:

- **Subsidies enforcement:** The primary role of the Subsidies Enforcement Office (SEO) is to confront unfair foreign government subsidization and unfair trade practices by providing monitoring, analysis, counseling and advocacy services to U.S. parties harmed by

such trade-distorting practices. The main activities of the SEO are mandated by law. Specifically, Section 281 of the Uruguay Round Agreements Act, as further clarified in the Statement of Administrative Action, stipulates the following SEO responsibilities: (1) coordinate U.S. countervailing duty and multilateral subsidies enforcement efforts; (2) assist the private sector by monitoring foreign subsidies and identifying instances of subsidization which can be remedied under the WTO Subsidies Agreement; and (3) submit an Annual Report to Congress. (The 2009 report is the fourteenth such report to Congress.) The SEO serves as a focal point for responding to private-sector inquiries regarding subsidies disciplines and remedies, and assists the U.S. private-sector by monitoring foreign subsidies and identifying instances of subsidization that can be addressed under the provisions of the WTO Subsidies Agreement or U.S. law. The SEO identifies and/or evaluates on average about 680 unfair trade practices each fiscal year, of which approximately 300 relate to China.

- All aspects of the WTO related to trade remedies: IA works actively to advance U.S. interests in the WTO rules negotiations by supporting strong, effective, and transparent trade remedy disciplines that address injurious dumping and unfair subsidization in the marketplace. IA's primary objective in these negotiations is to maintain and enhance the U.S. ability to address and curtail trade-distorting practices that interfere with and undermine the optimal operation of a liberalized trading system, thereby denying U.S. firms and workers their full share of benefits under such a system. In addition, IA participates in the antidumping committee, the subsidies committee, the safeguards committee and any other committee that could affect U.S. trade remedy interests. A key role in participating in these committees is to closely monitor China's compliance with its WTO accession protocol, which includes reviewing China's antidumping and subsidies practices through mechanisms such as the annual transitional review. IA also assists countries in meeting WTO obligations through technical assistance. All of these efforts are greatly enhanced by a senior IA official permanently stationed in Geneva, Switzerland, who works directly with the USTR and WTO staff on the ground to advance U.S. priorities in this area.
- Free Trade Agreement (FTA) negotiations: IA is actively involved in FTA negotiations to ensure the effectiveness of U.S. trade remedy laws. Further, IA closely monitors FTA negotiations in areas such as competition, agriculture and market access, providing input where needed to maintain consistency on issues such as subsidies, the role of state trading enterprises and monopolies.
- Trade remedy compliance: The Trade Remedy Compliance Staff (TRCS) tracks other countries' use of trade remedies, including AD/CVD and safeguard laws, and provides a point of contact for U.S. companies facing potential unfair trade problems arising from such activities. These efforts are led both by a team of technical experts in Washington, D.C., and overseas-based Import Administration officers – currently stationed in Beijing, China, Seoul, Korea and Geneva, Switzerland – who coordinate closely with other agencies of the U.S. Government and the business community in an effort to proactively identify and resolve problems before they develop into trade disputes. TRCS works with many U.S. companies experiencing difficulties with other countries' trade remedy actions, including engaging the foreign governments when circumstances warrant and, if necessary, assisting the USTR in addressing such problems at the WTO. A key facet of the TRCS is to promote, through technical exchanges and other outreach programs, improved transparency and fairness on the part of foreign governments in administering their unfair trade laws, and a greater awareness of the administration and rationale of U.S. trade remedy proceedings.
- Bilateral agreements: The Bilateral Agreements Unit has the responsibility for the negotiation and administration of AD and CVD suspension agreements and other bilateral agreements. The unit's technical experts ensure the effective monitoring of compliance with the agreements as well as consistency across agreements. This unit administers various existing suspension agreements with Russia, Ukraine,

Mexico, and Argentina, covering products ranging from steel to uranium to tomatoes. In addition, the unit administers a three-year bilateral agreement between the United States and Mexico on cement, which is due to terminate at the end of March 2009. IA spearheaded the interagency effort to negotiate an amendment to the suspension agreement on uranium from Russia, which was finalized in early 2008. The Office of Policy also led the negotiations of a new suspension agreement on fresh tomatoes from Mexico in early 2008 and the renegotiation of the Ukrainian cut-to-length plate agreement as a market-economy agreement, effective November 1, 2008.

- Pre-petition counseling: IA continued to expand its outreach efforts to industries and workers harmed by unfair foreign trade, particularly small and medium-sized firms that may be unfamiliar with the remedies available under the trade laws or that may be unable to afford legal assistance. Pre-petition counseling staff meet with U.S. companies and industries that express an interest in filing an AD or CVD petition, provide materials to assist such companies/industries in drafting a petition, review draft petitions, and maintain a website and hotline geared toward educating the public about the trade remedy laws. In the past two years, more than 440 initial and follow-up petition counseling sessions were conducted with a wide variety of firms, including numerous small and medium-sized businesses.
- Steel import monitoring and analysis: The Steel Import Monitoring and Analysis (SIMA) system was created as part of the President's Steel Initiative to address persistent and fundamental structural problems in the global steel industry, such as overcapacity and market-distorting government practices that resulted in trade frictions and instability. The SIMA system is a web-based steel import licensing and monitoring program that provides the Administration and the public with the earliest accurate information possible regarding steel imports. It covers imports of all basic steel mill products. More than 2.35 million import licenses have been issued by IA's web-based system since its inception in March 2003. The SIMA group has also developed a web-based NAFTA steel monitoring system as part of the North American Steel Trade Committee's Steel Strategy
- U.S. Insular Possessions Watch and Jewelry Programs: IA administers and regulates the U.S. Insular Possessions Watch and Jewelry Programs authorized by P.L. 97-446, as amended by P.L. 103-465, P.L. 106-36 and P.L. 108-429 and the Educational, Scientific and Cultural Materials Importations Act (Florence Agreement) authorized by P.L. 89-651, as amended by P.L. 106-36. The Insular Watch Program provides duty exemption allocations for watches and watch movements entering the United States. The Insular Watch and Jewelry Programs provide duty refund benefits, based on creditable wages and fringe benefits, to watch producers located in the U.S. Insular Possessions (Virgin Islands, Guam, American Samoa, and the Northern Mariana Islands). The Florence Agreement Program implements U.S. treaty obligations under Annex D of the United Nations Educational, Scientific and Cultural Organization (UNESCO) sponsored Florence Agreement by determining whether scientific instruments imported into the United States by non-profit institutions qualify for duty-free entry. This program allows the duty-free flow of scientific instruments to universities and other non-profit institutions to encourage research and education, as long as equivalent scientific instruments are not being produced in the United States. IA also records and tabulates data on the duty-free entry of articles for the handicapped under Annex E (ii) of the Nairobi Protocol in accordance with the safeguard provision of P.L. 100-418, as amended by P.L. 100-647. The safeguard provision allows U.S. companies or industries to petition to have the duties reinstated if U.S. companies or industries are being adversely impacted by the duty-free entry of certain articles for the handicapped. IA also provides input on trade policy issues involving watches, jewelry, scientific instruments and articles for the handicapped.

The Office of Accounting is responsible for ensuring that IA uses acceptable, sound accounting and financial principles in administering the AD/CVD laws. In this role, the office supports all IA offices involved with the AD/CVD program. The office performs all investigative aspects of casework, including on-site verifications related to the cost of production and the constructed value aspects of AD investigations. The complexities of these issues require expert knowledge in both U.S. and foreign accounting practices. The office also provides litigation support to the Office of the Chief Counsel. The expertise provided by the Office of Accounting applies to a large number of AD/CVD cases and litigation and supports many other program and administrative activities of IA.

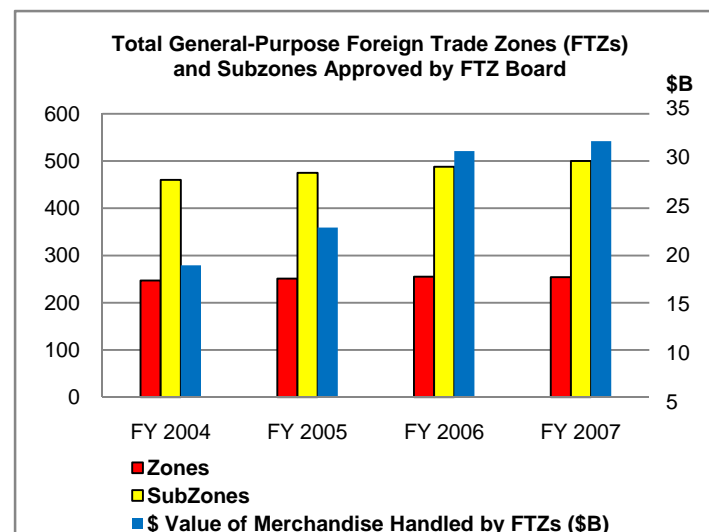
### Textiles and Apparel Program

IA administers and enforces agreements concerning textile and apparel products and an array of responsibilities with respect to ensuring fair trade and a level playing field for the U.S. fiber, textile, apparel, footwear, travel goods and leather industries. The staff seeks and evaluates industry views on international trade issues affecting these industries; formulates textile policy positions on proposed trade agreements and legislative initiatives; provides key technical support to the USTR for negotiating the textiles and apparel chapter in each FTA; and participates in the negotiation of multilateral and bilateral agreements. Furthermore, this organization administers provisions of U.S. trade agreements and preference programs, such as commercial availability provisions, wool fabric and cotton shirt fabric tariff rate quotas, Earned Import Allowance certificate programs, handloom/folklore, and other provisions; and chairs the interagency Committee for the Implementation of Textile Agreements (CITA) which sets policy on textile safeguard actions, actions against illegal transshipment, and other textile related issues. The organization has an active export-promotion program that assists small and medium-sized U.S. textile and apparel firms to develop and expand their export markets. In FY 2008, the staff generated more than 2,181 trade leads for U.S. textile and apparel firms resulting in projected sales of \$38 million. The staff works closely with other IA personnel responsible for subsidies and intellectual property rights, concerning China and other countries, to ensure coordinated and well-supported responses to issues affecting textile, apparel, footwear, travel goods, and leather trade.

### Foreign-Trade Zones Program

IA administers the Foreign-Trade Zones (FTZ) Program. The FTZ staff serves as the operational arm of the FTZ Board, an interagency body chaired by the Secretary of Commerce. The Board was established to license (grants of authority) and regulate foreign trade zones (customs free zones) under the FTZ Act of 1934 (19 USC 81) and the Board's regulations (15 CFR 400). Foreign-Trade Zones are sponsored by public or public type corporations, with some operated by private corporations under agreement with licensees. The Act's public utility requirement calls for reasonable and non-discriminatory rates. As of the end of FY 2007, there were 254 zones and nearly 500 sub-zones in the United States employing approximately 350,000 persons. The volume of exports leaving U.S. foreign-trade zones exceeded \$31 billion in FY 2007.

The formal applications approved for FY 2008 included one for a new zone project, 11 for expansions of existing zones, and 20 for new subzones, and 11 for manufacturing authority within existing zones and subzones. In reviewing new manufacturing in zones and sub-zones in terms of the public interest, the Board evaluates the net



economic effect of the proposed operation, considering such factors as: public policy, import penetration, export development, employment impact, and impact on domestic industry. Zone savings are designed to help improve the international competitiveness of U.S. industries. States and local communities use zones as an element of their economic development efforts. FTZ activity is monitored for compliance with application scope and FTZ Board grant restrictions.

### Summary of Workload and Performance Data

	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate</b>	<b>FY 2010 Estimate</b>
Percent reduction in trade-distorting foreign subsidy program	New	1.6%	>1%	>1.5%
Percent of Import Administration antidumping and countervailing duty decisions overturned by U.S. Courts	New	0%	<2% (by 2012)	<2% (by 2012)
Percentage of AD/CVD determinations issued within statutory and/or regulatory deadlines	89 %	90%	90%	90%
Number of investigation determinations issued	17	78	**	**
Number of administrative review determinations issued	173	159	**	**
Number of new shipper review determinations issued	36	36	**	**
Number of sunset review determinations issued	64	26	**	**
Number of scope/anticircumvention determinations issued	39	32	**	**
Number of changed circumstances determinations issued	7	9	**	**
Percent of instructions sent to U.S. CBP on a timely basis	93 %	96%	82%	86%
Percent of ministerial errors in IA's dumping and subsidy calculations	8 %	15%	<11%	<10%
Cost Per Workload Unit – Administrative Protective Order Staff Function	\$72	\$58	\$59	\$51
Average time to post to the Internet final decisions in IA proceedings	.7 day	1day	1 day	1 day
Number of new AD/CVD petition counseling sessions conducted by IA staff	78	52	**	**
Number of trade negotiations led and/or supported by IA	47	31	**	**
Number of continued AD/CVD petition counseling sessions conducted by IA staff	118	198	**	**
Number of potential unfair trade practices identified and/or under evaluation	684	269	**	**
Percent of identified unfair trade practices affecting U.S. parties addressed through informal/formal intervention or dispute settlement	60%	27%	**	**
Number of technical exchanges and bilateral contacts pursued to improve foreign transparency and impartial treatment	New	55	35	**
Number of steel trade and industry analyses produced, drawn in part from steel import monitoring (SIMA) data	New	14	12	12



	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate</b>	<b>FY 2010 Estimate</b>
Number of identified foreign trade remedy proceedings affecting and of interest to U.S. parties that are addressed through informal/formal intervention or dispute settlement	51	50	**	**
Percent of identified foreign trade remedy proceedings affecting and of interest to U.S. parties that are addressed through informal/formal intervention or dispute settlement	90%	94%	**	**
Number of identified market access and trade compliance issues for U.S. textile firms under review	35	24	21	21
Percent of identified market access and trade compliance issues for U.S. textile firms resolved	88%	80%	70%	70%
Number of textile events/seminars planned/supported	22	63	50	50
Dollar value of textile and apparel sales generated (\$ in millions)	\$59	\$37.9	\$50	\$50
Number of new to export textile and apparel companies	10	12	15	15
Number of new to market textile and apparel companies	45	34	35	35
Percent of wool/cotton shirting baric tariff rate quota licenses issued on time	100%	100%	100%	100%
Percent of commercial availability cases processed within statutory deadlines	100%	100%	100%	100%
Average time to process new Foreign Trade Zones (FTZ) applications	8 months	9.4 months	10 months	10 months
Number of FTZ and FTZ subzones in operation (estimates)	382	385	385	385
Dollar value of merchandise handled by FTZs (\$ in billions) (estimates)	\$502	500	\$500	\$500
Dollar value of exports (\$ in billions) (estimates)	\$31	30	\$30	\$30
Percent of applications for duty-free treatment of scientific instruments processed in 60 days	70%	100%	70%	70%
Percent of insular watch duty exemptions and insular watch and jewelry duty-refund benefits issued to the U.S. companies within the statutory and regulatory deadlines	100%	100%	100%	100%
Number of duty-free applications processed	63	47	63	63

**Note:**

\*\*It is not possible to develop reliable estimates as these measures are highly influenced by outside trade factors.

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

**Activity:** International Trade Administration  
**Subactivity:** Trade Promotion and U.S. & Foreign Commercial Service

		2008		2009		2010		2010		Increase/ (Decrease)	
		Actual	Amount	Currently Available	Amount	Base	Amount	Estimate	Amount	Personnel	Amount
<b><u>Performance Goal</u></b>		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Broaden and Deepen the U.S. Exporter Base	Pos./BA	1,119	235,408	1,119	237,739	1,119	248,238	1,149	253,438	30	5,200
	FTE/Obl.	1,061	242,467	952	239,688	952	248,238	971	253,438	19	5,200
<b>Total</b>	<b>Pos./BA</b>	1,119	235,408	1,119	237,739	1,119	248,238	1,149	253,438	30	5,200
	<b>FTE/Obl.</b>	1,061	242,467	952	239,688	952	248,238	971	253,438	19	5,200

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**Department Of Commerce  
International Trade Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE  
Trade Promotion and the U.S. and Foreign Commercial Service**

**America's Global Business Partner**

**Department of Commerce Goal**

Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

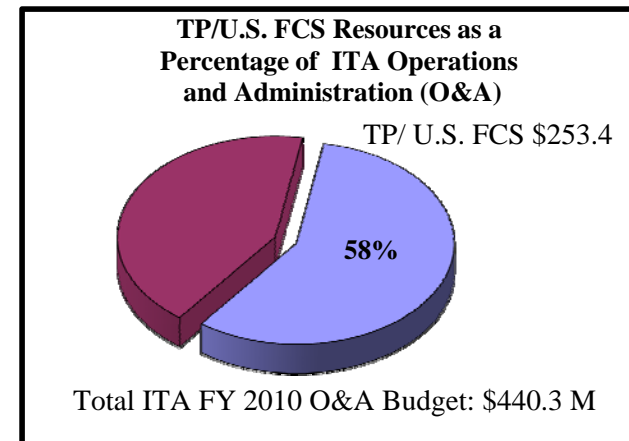
**Mission and Goals for FY 2010**

The Trade Promotion and U.S. & Foreign Commercial Service (Commercial Service) mission to promote exports, particularly by assisting small and medium-sized enterprises (SMEs), and to protect U.S. business interests abroad.

The Commercial Service's mission is aligned with the Department's outcomes to "Broaden and Deepen the U.S. Exporter Base," and "Identify and Resolve Unfair Trade Practices." The Commercial Service achieves its mission and goals by:

- Increasing the number of U.S. companies exporting;
- Helping current exporters enter additional markets;
- Helping current exporters expand their presence within markets;
- Providing diplomatic support for U.S. firms operating in foreign markets;
- Creating market access through policy advocacy and the support of trade negotiations;
- Leveraging commercial programs to support U.S. foreign economic policy priorities;
- Ensuring compliance with trade agreements; and
- Protecting U.S. business interests abroad.

In FY 2008 the programs and services of the Commercial Service helped support or create over 400,000 U.S. jobs. The Commercial Service accomplished this by facilitating export transactions primarily of small and medium sized business and by conducting advocacy and commercial diplomacy for U.S. firms of all sizes. In FY 2008, the Commercial Service facilitated 12,659 export transactions, a six percent increase from 2007. Of these transactions, 82 percent were for SMEs, 3.4 percent were for companies exporting for the



first time, and 29 percent were for companies exporting to new markets. The Commercial Service’s work with traditionally underserved communities resulted in 173 transactions for rural companies, 61 transactions for minority owned businesses, and 26 transactions for women-owned businesses. The dollar-value of U.S. export sales resulting from Advocacy Center cases increased from \$6.5 billion in FY2004 to \$30.1 billion in FY 2008, an increase of 362 percent. Additionally, the Commercial Service reported 181 Commercial Diplomacy Successes exceeding its target of 160 by 13 percent.

**Base Program**

The primary mission of Commercial Service is to help individual U.S. companies expand their revenues and support for U.S. jobs through foreign sales of U.S.-made goods and services and the protection of U.S. business interests abroad. This mission is fulfilled by a global network of trade professionals located in over 250 domestic and international offices that help U.S. businesses, particularly small and medium-sized businesses, capitalize on export opportunities and gain market share. The Commercial Service also provides diplomatic support for trade compliance, advocacy, and trade policy initiatives.

The organization coordinates its efforts with state, local, and other Federal partners to multiply its impact and ensure there is no overlap in services. The Commercial Service includes the Trade Promotion Coordinating Committee (TPCC) secretariat and the Advocacy Center. The TPCC is chaired by the Secretary of Commerce and is composed of 19 Federal agencies that work together to coordinate and streamline trade promotion and financing services. The TPCC develops and implements a government-wide strategic plan for Federal trade promotion efforts, and submits the annual National Export Strategy report to Congress. The Advocacy Center coordinates U.S. Government advocacy support to level the playing field on behalf of U.S. business interests (including defense trade) as they compete against foreign firms for specific international contracts or other U.S. export opportunities.

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

In order to increase its ability to reach more exporters, the Commercial Service began establishing strategic partnerships with the private sector in FY 2003. To date, the Commercial Service has partnerships with FedEx, Google, eBay, PNC Bank, UPS, M&T Bank, City National Bank, Commercial Bank, TD Bank, Zions Bank, Baker & McKenzie, and the United States Postal Service. The Commercial Service is working toward establishing partnerships with several other private sector entities. These partnerships allow the Commercial Service to leverage the resources and expertise of its partners to promote the benefits of exporting and to improve access to Commercial Service programs and services. The partners assist in the development and support of outreach events such as U.S. export education seminars and conferences, and in the joint development of marketing and direct mail materials for Commercial Service programs.

The Commercial Service maintains a strategic professional development program. This program includes trade compliance training, human rights and customer service training, commercial tradecraft training, and leadership development to ensure that Commercial Service trade professionals can help U.S. firms, especially SMEs, compete in the global economy. The Commercial Service supplements core e-commerce tools with

worldwide videoconferencing, designed to lower the cost of doing business for U.S. small and medium-sized businesses, and instant internet meetings to improve coordination, improve training opportunities, and lower travel costs.

The Commercial Service's overseas offices cover areas encompassing 94 percent of global Gross Domestic Product (GDP) outside the United States. About 75 percent of these offices are located in U.S. embassies and consulates. The Department of State plans to build 150 new embassy compounds over a multiple year period. Under the Capital Security Cost Sharing (CSCS) program, the Department of State charges agencies represented in these compounds on a per capita basis. The CSCS charges began in FY 2005 and are projected to continue at the FY 2010 rate through at least FY 2018. Without these requested funds, ITA will be required to reduce significantly its overseas presence.

The Commercial Service provides an array of services and customized solutions to help U.S. companies export goods and services:

#### Export Promotion

- *Counseling*, which assists U.S. companies to understand foreign markets and develop export-marketing plans, including overseas product pricing, best prospects, market entry strategies, distribution channels, export financing, and access to the full range of public and private trade promotion assistance;
- *Market intelligence*, which includes alerts about export opportunities created through international trade agreements and negotiations, and industry and market-specific research; and
- *Matchmaking*, which includes identifying and introducing qualified overseas agents, distributors, and other partners and end users; market-sensitive trade events; and business forums.

#### Advocacy

- *Interagency coordination*, which includes assessing advocacy requests, providing overseas government-to-government advocacy, and supporting other trade-related agencies (e.g., Department of State, USTR, Export-Import Bank, Overseas Private Investment Corporation, and the Trade Development Agency);
- *Major projects*, which includes identifying major overseas projects and procurement opportunities (including those funded by multilateral development banks), alerting U.S. firms to these opportunities, and advocating on behalf of U.S. firms bidding on projects; and
- *Finance*, which includes working with trade-finance agencies to help U.S. companies successfully bid on major projects.

#### Compliance

- *Trade barriers*, which includes working with ITA's compliance offices and the USTR to identify and resolve barriers affecting U.S. small and medium-sized businesses and ensuring overseas compliance with trade law and regulations;
- *Public outreach*, which identifies overseas market access, dumping, and subsidy problems, and works with ITA compliance offices for resolution; and
- *Analysis*, which identifies violations and access problems, and conveys market information to specialists for policy direction and coordination.

### e-Commerce

The Commercial Service is leading ITA's upgrade of its client relationship management system to create a unified, enterprise-wide view of the customer and present a single face to U.S. businesses. This system will ensure that communication with U.S. businesses is handled in a timely manner. The Commercial Service uses two major e-commerce tools to help U.S. business evaluate new overseas markets and take advantage of foreign sales opportunities:

- Export.gov, which distributes Commercial Service public information about export markets, including business opportunities, regulatory issues, and trade policy;
- BuyUSA.gov, the Commercial Service's field-based web presence for U.S. exporters and foreign buyers.

### Summary of Workload and Performance Data

The Commercial Service is developing new performance measures that will better illustrate the results of its work promoting exports and protecting U.S. business interests abroad:

	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate*</b>	<b>FY 2010 Estimate*</b>
Increase in the Annual Growth Rate of Total Small and Medium-Sized (SME) Exporters	N/A	New	2.75%	2.8%
Percentage of Advocacy Bids Won	N/A	New	15%	17%
Commercial Diplomacy Success	71	181	162	166
Export Success Firms/ Active Client Firm (NTM)	N/A	New	10.5%	11.0%
US & FCS SME NTE/ Total change in SME exporters	N/A	New	12.37%	12.74%
Number of SME NTM Firms/ SME Firms exporting to two of nine markets	N/A	New	3.81%	3.92%
US & FCS Export Value/Total Costs	N/A	N/A	\$430	\$450
Number of export transactions made as a result of ITA involvement	11,974	12,659	N/A	N/A
Number of new to export (NTE) successes	721	426	N/A	N/A
Number of new-to-market (NTM) export successes	4,299	3,625	N/A	N/A
Number of increase-to-market (ITM) export successes	6,954	8,606	N/A	N/A
Dollar value of advocacy cases completed successfully based on a three-year moving average	\$32.56B	\$30.00B	N/A	N/A
Number of advocacy cases completed successfully based on a three-year moving average	41	44	N/A	N/A



	<b>FY 2007 Actual</b>	<b>FY 2008 Actual</b>	<b>FY 2009 Estimate*</b>	<b>FY 2010 Estimate*</b>
Net Promoter Score	N/A	57%	65%	66%
Customer Satisfaction	N/A	N/A	N/A	N/A

\* Measures and targets changed as a result of Commercial Service's 2008 PART submission. Measures for Number of export transactions, NTE, NTM, ITM, advocacy dollar value/case numbers, and Customer Satisfaction percentage was discontinued in FY 2009.

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**DEPARTMENT OF COMMERCE  
INTERNATIONAL TRADE ADMINISTRATION  
Operations and Administration  
PROGRAM INCREASE FOR FY 2010  
(Dollar amounts in thousands)**

		FY 2010 Base		FY 2010 Estimate		Increase (Decrease)	
		<u>Personnel</u>	<u>Amount</u>	<u>Personnel</u>	<u>Amount</u>	<u>Personnel</u>	<u>Amount</u>
Trade Promotion and U.S. and Foreign Commercial Service	Pos./BA	1,119	\$248,238	1,149	\$253,438	30	\$5,200
	FTE/Obl.	952	\$248,238	971	\$253,438	19	\$5,200

**Expansion of Commercial Presence in Critical Emerging Markets (+19 FTE, \$5,200,000):** ITA is requesting 19 FTE and \$5.2 million for Trade Promotion and the United States and Foreign Commercial Service in order to more aggressively support export-related job creation/maintenance by developing a more robust presence in challenging markets in the Africa, Eastern Europe and Asia.

### Statement of Need

Exports of goods and services have played a key role in domestic economic growth for much of the past decade, providing from one quarter to one half of the growth in GDP in many quarters. Exports now account for 12% of domestic GDP and provided over 12 million jobs for Americans at rates above the average manufacturing pay.

The Administration has announced ambitious plans for jumpstarting job creation while investing in programs that ensure sustainable economic growth and U.S. jobs through enhanced U.S. global competitiveness. ITA is uniquely positioned to play a pivotal role in this endeavor. As the lead export promotion, industry competitiveness, and market access agency, ITA coordinates and leads efforts to ensure that overseas markets are opened and assist small and medium U.S. companies in selling their goods and services abroad. With a global network of offices across the United States, industry and trade policy experts, and staff in more than 75 countries around the world, ITA works on a daily basis to make sure U.S. companies are competitive and connected with international buyers.

## **Proposed Actions**

ITA seeks to expand its international presence by exploring opportunities to open new offices in critical emerging and developing markets in Africa, Eastern Europe, and Asia. In this endeavor, ITA is considering the following locations for new offices: Monrovia, Liberia; Vilnius, Lithuania; Yekaterinburg, Russia; and Ulan Bator, Mongolia.

Emerging and developing markets are significantly less open and transparent than more developed markets are, and small businesses typically have much less access to information about these markets. ITA commercial officers and locally-engaged staff in countries such as those listed above will facilitate market entry and help level the playing field by identifying business opportunities, establishing contacts in the host government and business community, providing advocacy support for U.S. firms, and assisting in the development and implementation of market access agreements.

## **Benefits**

The Administration priority is on creating economic growth through increasing U.S. production capacity while the U.S. economy is in recession. Emerging and developing markets are expected to grow over 5% this year while developed markets are expected to shrink. By investing in these emerging and developing markets, ITA will help U.S. firms be positioned to take advantage of this growth which will result in the creation and sustainment of private sector jobs.

**ITA-Wide Performance Goal Supported:** This initiative supports ITA's "Advance U.S. International and Commercial Strategic Interests, and Enhance U.S. Competitiveness in Domestic and International Markets" performance goals.

<b>Performance Measures:</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>	<b>FY 2013</b>	<b>FY 2014</b>
<b>Job created or supported by investment</b>	3,257	6,797	13,595	13,595	13,595
<b>Cost and Benefits:</b> (Dollars in Thousands)					
Direct Obligations:					
Uncapitalized	5,200	5,427	5,427	5,427	5,427
Capitalized	0	0	0	0	0
Budget Authority	\$5,200	\$5,427	\$5,427	\$5,427	\$5,427
Outlays	\$3,640	\$4,839	\$5,404	\$5,427	\$5,427
FTE	19	28	28	28	28
Benefits in Dollars (billions)	\$0.5	\$1.0	\$2.0	\$2.0	\$2.0

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**Department of Commerce  
International Trade Administration  
Operations and Administration  
PROGRAM CHANGE PERSONNEL DETAIL**  
(Dollar amounts in thousands)

<b>Activity:</b>	Trade Promotion and U.S. and Foreign Commercial Service				
<b>Subactivity:</b>	Trade Promotion and U.S. and Foreign Commercial Service				
<b>Program Change:</b>	Expansion of Commercial Presence in Critical Emerging Markets				
<b>Title:</b>		Grade	Number	Salary	Salaries
<hr/>					
Locally Engaged Staff			22	53,000	1,166,000
Subtotal			<u>22</u>		<u>1,166,000</u>
Less Lapse (33.0%)			<u>(7)</u>		<u>(291,500)</u>
Total Full-time permanent:			<u>15</u>		<u>874,500</u>
2010 Pay Adjustment	4.3%				<u>37,604</u>
<b>Subtotal</b>			<u>15</u>		<u>912,104</u>
 Foreign Service Officer		FS-02	8	\$93,100	\$744,800
Subtotal			<u>8</u>		<u>744,800</u>
Less Lapse (50.0%)			<u>(4)</u>		<u>(372,400)</u>
Total Full-time permanent:			<u>4</u>		<u>372,400</u>
2010 Pay Adjustment	2.0%				<u>7,448</u>
<b>Subtotal</b>			<u>4</u>		<u>379,848</u>
 <b>Total</b>			19		1,291,952
 <b>Personnel Data</b>					
<hr/>					
Full-time Equivalent Employment					
Full-time permanent			19		
Other than full-time permanent			<u>0</u>		
<b>Total</b>			19		
 Authorized Positions:					
Full-time permanent			30		
Other than full-time permanent			<u>0</u>		
<b>Total</b>			30		

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

**Activity:** Trade Promotion and U.S. and Foreign Commercial Service  
**Sub activity:** Trade Promotion and U.S. and Foreign Commercial Service  
**Program Changes:** Expansion of Commercial Presence in Critical Emerging Markets

Object Class	<b>2009 Increase</b>
11 Personnel compensation	
11.1 Full-time permanent	1,292
11.3 Other than full-time permanent	0
11.5 Other personnel compensation	181
11.8 Special personnel services payments	0
11.9 <b>Total personnel compensation</b>	<b>1,473</b>
12.1 Civilian personnel benefits	367
13 Benefits for former personnel	0
21 Travel and transportation of persons	460
22 Transportation of things	160
23.1 Rental payments to GSA	0
23.2 Rental payments to others	670
23.3 Communications, Utilities and miscellaneous charges	292
24 Printing and reproduction	14
25.1 Consulting services	0
25.2 Other services	323
25.3 Purchase of goods and services	768
26 Supplies and materials	43
31 Equipment	615
32 Lands and structures	0
33 Investments and loans	0
41 Grants, subsidies and contributions	15
42 Insurance claims and indemnities	0
43 Interest and dividends	0
44 Refunds	0
99 <b>Total obligations</b>	<b>5,200</b>



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

**Activity: International Trade Administration**  
**Subactivity: Executive Direction/Administration**

		2008		2009		2010		2010		Increase/ (Decrease)	
		Actual		Currently Available		Base		Estimate			
<b><u>Management Integration Goal</u></b>		Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Achieve Organizational and	Pos./BA	149	25,146	149	25,411	149	25,795	149	25,795	0	0
Management Excellence	FTE/Obl.	121	25,975	114	25,411	96	25,795	96	25,795	0	0
<b><u>Distribution by Performance Goal</u></b>											
Strengthen U.S. Competitiveness in	Pos./BA	18	3,063	18	3,097	18	3,144	18	3,144	0	0
the Global Marketplace	FTE/Obl.	15	3,164	13	3,097	11	3,144	11	3,144	0	0
Broaden and Deepen the U.S.	Pos./BA	89	14,939	89	15,100	89	15,328	89	15,328	0	0
Exporter Base	FTE/Obl.	72	15,431	66	15,100	55	15,328	55	15,328	0	0
Identify and Resolve Unfair Trade	Pos./BA	42	7,144	42	7,214	42	7,323	42	7,323	0	0
Practices	FTE/Obl.	34	7,380	35	7,214	30	7,323	30	7,323	0	0
<b>Total</b>	<b>Pos./BA</b>	149	25,146	149	25,411	149	25,795	149	25,795	0	0
	<b>FTE/Obl.</b>	121	25,975	114	25,411	96	25,795	96	25,795	0	0

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**Department Of Commerce  
International Trade Administration  
JUSTIFICATION OF PROGRAM AND PERFORMANCE  
Executive Direction and Administration**

**Supporting Trade Through Leadership and Effective Resource Management**

**Department of Commerce Goal**

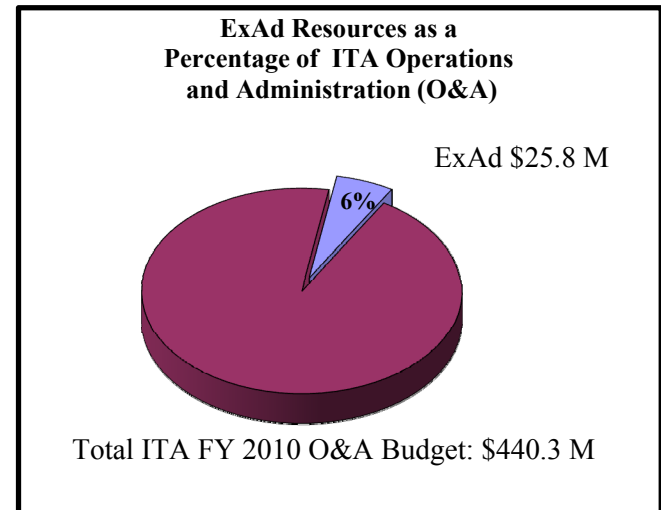
Achieve Organizational and Management Excellence.

**Mission and Goals for FY 2010**

The mission of the Executive Direction and Administration (Ex/Ad) unit is to achieve U.S. trade expansion and economic growth through leadership, well conceived policy guidance, and efficient and effective management of ITA resources. In FY 2010, Ex/Ad will provide the necessary support services, program oversight, and overall policy leadership to allow ITA program units to operate at their full potential. Information Technology (IT) will continue to make technological improvements to its systems and provide IT solutions in order to help make ITA’s services seamless and ITA’s processes more efficient.

Through the Management Integration Goal: Achieve Organizational and Management Excellence; Ex/Ad supports the three Department of Commerce Outcomes:

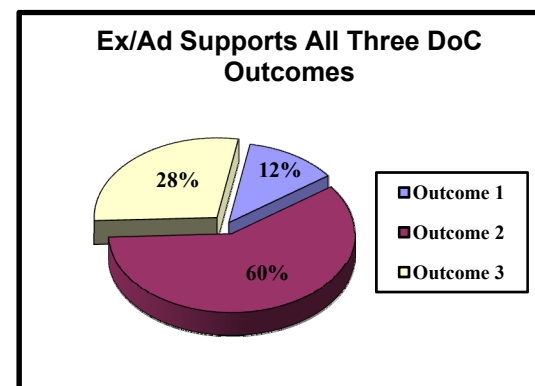
- Strengthen U.S. Competitiveness in the Global Marketplace
- Broaden and Deepen the U.S. Exporter Base
- Identify and Resolve Unfair Trade Practices



### Base Program

The Executive Direction and Administration program includes the offices of the Under Secretary for International Trade, the Chief Financial Officer and Director of Administration, and the Chief Information Officer. Programs and issues concerning trade administration, commercial policy, and trade development are coordinated with the Department of Commerce, ITA customers and stakeholders, trade organizations, foreign entities, and Federal, state and local governments through the Office of the Under Secretary and Deputy Under Secretary for International Trade, the Office of Legislative and Intergovernmental Affairs (OLIA), and the Office of Public Affairs (OPA). For example, Executive Direction represents ITA on the National Economic Council, the Trade Policy Review Group, and serves as ex-officio member of the Board of the Export-Import Bank of the United States, and on other Secretarial level boards, committees or panels for which the primary focus is international trade. OLIA acts as a liaison to the U.S. government's legislative branch. Through its work, OLIA informs Congress of the important successes ITA makes and keeps ITA aware of new trade-related legislative initiatives. OPA broadcasts ITA's services and successes to the appropriate press and business audiences in the U.S. and around the world. OPA publishes a monthly electronic newsletter, International Trade Update, which highlights ITA's efforts, its clients' successes, and provides a resource for small and medium-sized enterprises interested in exporting.

The Chief Financial Officer and Director of Administration, through the Offices of Financial Management, Organization and Management Support, and Office of Strategic Resources, oversees the agency's resources and measures program performance to ensure ITA's success in achieving its strategic goals. These offices provide shared services solutions to ITA programs and manage the administrative aspects of ITA, and ensure the needs of ITA clients and employees are fulfilled. ITA understands the importance of using reliable and accurate financial data, as well as the ability of this data to demonstrate the proud achievements of the organization. Through the use of integrated systems, program analysis and evaluation, planning strategically and continuous business process improvement, the offices of the Chief Financial Officer and Director of Administration enable ITA programs to operate at maximum efficiency and improve overall effectiveness. In addition, strong links between performance and budgets are maintained ensuring that strategic objectives are met.



- Ex/Ad also contributes to ITA's efforts by providing advanced, technical solutions to problems. The Office of the Chief Information Officer (OCIO) provides centralized strategic and operational management of information technology (IT) resources, maximizes information control and security on a global basis, and oversees platform standardization, training and life cycle management. In addition, the OCIO oversees the administration of ITA's advanced internet portal Export.gov ([www.export.gov](http://www.export.gov)). By providing the necessary IT tools and maintenance, the CIO provides a link that customers around the world may use to research trade issues, understand trade agreements and become knowledgeable about the export process. Not only does the Chief Information Officer's office provide ITA's customers with an important and useful tool to learn about exporting, and thus champion trade, but it also integrates many of the facets of ITA's organizational efforts into one seamless and unified informational space.

**Summary of Workload and Performance Data**

	<b>FY 2007 Actual</b>	<b>FY 2008 Estimate</b>	<b>FY 2009 Estimate</b>	<b>FY 2010 Estimate</b>
Customer satisfaction survey score	70	70	72	72
Customer perception for ease of access to export and trade information and data	73	75	76	76

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

<b>Object Class</b>	<b>2009</b>		<b>2010 Base</b>	<b>2010 Estimate</b>	<b>Increase/ (Decrease)</b>
	<b>2008 Actual</b>	<b>Currently Available</b>			
11 Personnel compensation					
11.1 Full-time permanent	151,361	171,104	176,574	177,866	1,292
11.3 Other than full-time permanent	24,612	20,232	21,369	21,369	0
11.5 Other personnel compensation	9,728	6,722	6,858	7,039	181
11.8 Special personnel services payments	241	7	7	7	0
11.9 Total personnel compensation	185,943	198,065	204,808	206,281	1,473
12.1 Civilian personnel benefits	54,548	57,213	58,827	59,194	367
13 Benefits for former personnel	1,840	3,498	3,442	3,442	0
21 Travel and transportation of persons	15,518	13,247	12,892	13,352	460
22 Transportation of things	1,681	1,914	1,938	2,098	160
23.1 Rental payments to GSA	12,045	14,610	14,975	14,975	0
23.2 Rental payments to others	12,203	10,356	10,582	11,252	670
23.3 Communications, utilities and miscellaneous charges	7,190	5,964	9,216	9,508	292
24 Printing and reproduction	2,152	1,863	1,876	1,890	14
25.1 Consulting services	1,939	2,600	2,623	2,623	0
25.2 Other services	29,719	15,933	15,670	15,993	323
25.3 Purchase of goods and services from Gov't accounts	79,868	88,102	89,092	89,860	768
25.4 Operations and maintenance of facilities	15	15	15	15	0
25.7 Operations and maintenance of equipment	299	300	302	302	0
26 Supplies and materials	3,432	2,395	2,420	2,463	43
31 Equipment	3,332	7,615	5,770	6,385	615
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	7,831	500	500	515	15
42 Insurance claims and indemnities	10	26	26	26	0
43 Interest and dividends	180	0	0	0	0
44 Refunds	0	91	91	91	0
<b>99 Total Direct Obligations</b>	<b>419,745</b>	<b>424,306</b>	<b>435,065</b>	<b>440,265</b>	<b>5,200</b>
Less Prior Year Recoveries	(10,529)	0	0	0	0
Less Refunds	(317)				
Less Unobligated balance, start of year	(6,623)	(3,875)	0	0	0
Less Unobligated balance, transferred	(1,028)	0	0	0	0
Plus Unobligated balance, expiring	49	0	0	0	0
Plus Unobligated balance, end of year	3,875	0	0	0	0
Less Transfers from other accounts	0	0	0	0	0
Net Budget Authority	405,172	420,431	435,065	440,265	5,200

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

	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2010</b>	<b>Increase/ (Decrease)</b>
	<b>Actual</b>	<b>Currently Available</b>	<b>Base</b>	<b>Estimate</b>	
Personnel Data					
Full-Time equivalent Employment:					
Full-time permanent	1,737	1,721	1,709	1,728	19
Other than full-time permanent	116	116	116	116	0
<b>Total</b>	<b>1,853</b>	<b>1,837</b>	<b>1,825</b>	<b>1,844</b>	<b>19</b>
Authorized Positions:					
Full-time permanent	1,929	1,960	1,960	1,990	30
Other than full-time permanent	191	191	191	191	0
<b>Total</b>	<b>2,120</b>	<b>2,151</b>	<b>2,151</b>	<b>2,181</b>	<b>30</b>



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

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
11 Personnel compensation				
11.1 Full-time permanent				
Executive level	17	794	794	0
Senior Executive Service	129	6,101	6,101	0
General schedule	3,131	124,867	124,867	0
Senior Foreign Service	219	6,467	6,467	0
Foreign Service Staff	462	13,638	14,018	380
Foreign Service Nationals	1,512	24,707	25,619	912
Subtotal	5,470	176,574	177,866	1,292
11.3 Other than full-time permanent				
General schedule	296	7,742	7,742	0
Locally engaged staff	841	13,624	13,624	
Experts & consultants	0	3	3	0
Subtotal	1,137	21,369	21,369	0
11.5 Other personnel compensation				
Overtime	0	370	370	0
Cash awards	78	4,184	4,220	36
Differentials	58	2,304	2,449	145
Subtotal	136	6,858	7,039	181
11.8 Special personnel services payments				
Foreign service officers (State)	0	0	0	0
Other	0	7	7	0
Subtotal	0	7	7	0
11.9 Total personnel compensation	6,743	204,808	206,281	1,473
12.1 Civilian personnel benefits				
Civil service retirement	(51)	1,638	1,638	0
Federal Employee Retirement	712	16,974	17,065	91
Thrift savings plan	86	5,364	5,372	8
Federal insurance contribution act	342	7,881	7,911	30
Health insurance	242	11,447	11,476	29
Life insurance	(61)	112	112	0
FSN/LES Retirement	344	6,564	6,593	29
Other	0	8,847	9,027	180
Subtotal	1,614	58,827	59,194	367

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

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
13.0				
Benefits for former personnel				
Severance pay	0	2,777	2,777	0
Unemployment compensation	(56)	665	665	0
Subtotal	(56)	3,442	3,442	0
21				
Travel and transportation of persons				
Common Carrier	(700)	4,543	4,663	120
Mileage	(54)	294	294	0
Per diem/actual	364	6,256	6,416	160
Vehicular	0	88	198	110
Other	36	1,711	1,781	70
[Overseas estimates]	[(238)]	[5,397]	[5,857]	[460]
Subtotal	-355	12,892	13,352	460
22				
Transportation of things	24	1,938	2,098	160
[Overseas estimates]	[4]	[462]	[502]	[40]
Subtotal	24	1,938	2,098	160
23.1				
Rental payments to GSA	365	14,975	14,975	0
23.2				
Rental payments to others	226	10,582	11,252	670
23.3				
Communications, utilities and miscellaneous charge				
Rental of ADP equipment	0	0	0	0
Rental of office copying equipment	0	16	16	0
Other equipment rental	11	898	905	7
Federal telecommunications system	29	2,276	2,346	70
Other telecommunications services	(317)	941	1,043	102
Postal services by USPS	1	39	39	0
HCHB Steam	1,157	1,157	1,157	0
HCHB Electricity	2,325	2,325	2,325	0
Other	46	1,564	1,677	113
[Overseas estimates]	[307]	[12,235]	[12,527]	[292]
Subtotal	3,252	9,216	9,508	292

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

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
24	Printing and reproduction			
	Publications	10	1,394	1,406
	Public use forms	0	3	5
	Envelopes	0	48	48
	Other	3	431	431
	[Payments to DM, WCF]	[0]	[360]	[360]
	[Overseas estimates]	[2]	[70]	[70]
	Subtotal	13	1,876	1,890
25.1	Consulting services	23	2,623	2,623
25.2	Other services			
	Training:			
	University training	0	26	26
	Other	9	1,075	1,111
	Maintenance of equipment	5	97	97
	Other non-governmental contracts	145	9,340	9,431
	Representation	0	327	327
	Other	(422)	4,805	5,001
	[Overseas estimates]	[(345)]	[5,760]	[6,251]
	Subtotal	(263)	15,670	15,993
25.3	Purchases of goods & services from Gov't accounts			
	Office of Personnel Management Training	3	381	381
	GSA reimbursable services	1	169	169
	Commerce Business System (CBS)	48	3,971	3,971
	Department of Interior	0	0	0
	Department of State Capital Security Cost Sharing Program	0	23,674	23,674
	Payment to DM, WCF	687	32,119	32,119
	Other Misc. services by other Federal Agencies	51	4,772	4,940
	International Cooperative Support Services (ICASS)	200	24,006	24,606
	Subtotal	990	89,092	89,860
25.4	Operations and maintenance of facilities	0	15	15
25.7	Operations and maintenance of equipment	2	302	302

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

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
26				
Supplies and materials				
Office Supplies	7	1,548	1,576	28
ADP supplies	1	77	84	7
Other	17	795	803	8
[Overseas estimates]	[14]	[973]	[1,016]	[43]
Subtotal	25	2,420	2,463	43
31				
Equipment				
Office machines and equipment	36	1,439	1,719	280
ADP hardware	0	77	182	105
ADP software	23	1,908	1,978	70
Other	(1,904)	2,346	2,506	160
[Overseas estimates]	[(1,882)]	[922]	[1,537]	[615]
Subtotal	(1,845)	5,770	6,385	615
32				
Lands and structures	0	0	0	0
33				
Investments	0	0	0	0
41				
Grants, subsidies and contributions	0	500	515	15
42				
Insurance claims and indemnities	0	26	26	0
43				
Interest/dividends	0	0	0	0
44				
Refunds	0	91	91	0
99				
<b>Total Obligations</b>	10,759	435,065	440,265	5,200
99				
Total Obligations	10,759	435,065	440,265	5,200
Less Prior Year Recoveries	0	0		
Less Refunds				
Less Unobligated balance, start of year				
Less Unobligated balance, transferred				
Plus Unobligated Balance, expiring				
Plus Unobligated balance, end of year	0	0	0	0
Less Transfers from other accounts	0	0	0	0
<b>Net Budget Authority</b>	10,759	435,065	440,265	5,200

**Department of Commerce  
International Trade Administration  
United States Travel and Tourism Promotion  
SUMMARY OF RESOURCE REQUIREMENTS**  
(Dollar amounts in thousands)

	Positions	FTE	Budget Authority	Direct Obligations
FY 2009 Appropriation	0	0	0	0
less: Obligations from prior years	0	0	0	0
plus: 2010 Adjustments-to-Base	0	0	0	0
<b>FY 2010 Base</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
plus: FY 2010 Program Changes	0	0	0	0
<b>Total FY 2010 Estimate</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

			2008 Actual		2009 Currently Available		2010 Base		2010 Estimate		Increase/ (Decrease)	
			Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
ITA- 97	Travel and Tourism Promotion:	Pos./BA	0	0	0	0	0	0	0	0	0	0
	Manufacturing and Services	FTE/Obl.	0	36	0	0	0	0	0	0	0	0
<b>TOTALS</b>			<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>0</b>	<b>36</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Adjustments for:												
Recoveries			0		0		0		0		0	
Unobligated balance, start of year			(36)		0		0		0		0	
Unobligated balance, expiring			0		0		0		0		0	
Unobligated balance, end of year			0		0		0		0		0	
Fees collected			0		0		0		0		0	
Rescission			0		0		0		0		0	
Unobligated balance rescission			0		0		0		0		0	
Financing from:												
Transfers to other accounts			0		0		0		0		0	
Transfers from other accounts			0		0		0		0		0	
<b>Appropriation</b>			<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	

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Exhibit 7

Department of Commerce  
 International Trade Administration  
 United States Travel and Tourism Promotion  
**SUMMARY OF FINANCING**  
 (Dollar amounts in thousands)

	2008 Actual	2009 Currently Available	2010 Base	2010 Estimate	Increase/ (Decrease)
Total Obligations	36	0	0	0	0
Financing:					
Offsetting collections from:					
Federal funds	0	0	0	0	0
Trust funds	0	0	0	0	0
Non-Federal funds, fee collections	0	0	0	0	0
Recoveries	0	0	0	0	0
Unobligated balance, start of year	(36)	0	0	0	0
Unobligated balance, expiring	0	0	0	0	0
Unobligated balance, end of year	0	0	0	0	0
Rescission	0	0	0	0	0
Unobligated balance rescission	0	0	0	0	0
Budget Authority	0	0	0	0	0
Financing:					
Transferred to other accounts	0	0	0	0	0
Transferred from other accounts	0	0	0	0	0
Appropriation	0	0	0	0	0

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**Department Of Commerce  
International Trade Administration  
United States Travel and Tourism Promotion  
JUSTIFICATION OF PROGRAM AND PERFORMANCE**

**Enhancing American Industry's Competitiveness**

**Department of Commerce Goal**

Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

**Mission and Goals for FY 2010**

Strengthen the domestic and international competitiveness of U.S. industry by eliminating and/or preventing barriers and expanding foreign market access to increase U.S. exports. MAS supports several of the ITA-wide strategic goals and is the primary unit responsible for the goal entitled "Strengthen U.S. Competitiveness in the Global Marketplace."

The FY 2007 Appropriations Act provided funding for a Travel and Tourism program within the Department of Commerce. This program will be administered by the International Trade Administration. Funding for the program is available through Fiscal Year 2008. No further funding is requested for this program.

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**Department of Commerce**  
**International Trade Administration**  
**United States Travel and Tourism Promotion**  
**SUMMARY OF REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

<u>Object Class</u>	2008 Actual	2009 Currently Available	2010 Base	2010 Estimate	Increase/ (Decrease)
11 Personnel compensation					
11.1 Full-time permanent	0	0	0	0	0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	0	0	0
12.1 Civilian personnel benefits	0	0	0	0	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	0	0	0
22 Transportation of things	0	0	0	0	0
23.1 Rental payments to GSA	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	0	0	0	0	0
23.2 Rental payments to others	0	0	0	0	0
24 Printing and reproduction	0	0	0	0	0
25.1 Consulting services	0	0	0	0	0
25.2 Other services	0	0	0	0	0
25.3 Purchase of goods and services from Gov't accounts	0	0	0	0	0
25.4 Operations and maintenance of facilities	0	0	0	0	0
25.7 Operations and maintenance of equipment	0	0	0	0	0
26 Supplies and materials	0	0	0	0	0
31 Equipment	0	0	0	0	0
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	36	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
<b>99 Total Direct Obligations</b>	<b>36</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Less Prior Year Recoveries	0	0	0	0	0
Less Unobligated balance, start of year	(36)	0	0	0	0
Plus Unobligated balance, expiring	0	0	0	0	0
Plus Unobligated balance, end of year	0	0	0	0	0
Less Transfers from other accounts	0	0	0	0	0
Net Budget Authority	0	0	0	0	0

**Department of Commerce  
International Trade Administration  
United States Travel and Tourism Promotion  
SUMMARY OF REQUIREMENTS BY OBJECT CLASS  
(Dollar amounts in thousands)**

	2008	2009	2010	2010	Increase/
	Actual	Currently Available	Base	Estimate	(Decrease)
Personnel Data					
Full-Time equivalent Employment:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0
Authorized Positions:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0

**Department of Commerce  
International Trade Administration  
Grants to Manufacturers of Worsted Wool Fabrics  
SUMMARY OF RESOURCE REQUIREMENTS**  
(Dollar amounts in thousands)

	Positions	FTE	Budget Authority	Direct Obligations
FY 2009 Currently Available	0	0	5,332	5,332
less: Obligations from prior years	0	0	0	0
plus: 2010 Adjustments-to-Base	0	0	0	0
<b>FY 2010 Base</b>	<b>0</b>	<b>0</b>	<b>5,332</b>	<b>5,332</b>
plus: FY 2010 Program Changes	0	0	0	0
<b>Total FY 2010 Estimate</b>	<b>0</b>	<b>0</b>	<b>5,332</b>	<b>5,332</b>

Comparison by activity/subactivity	2008		2009		2010		2010		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
ITA-105 Import Administration	0	5,332	0	5,332	0	5,332	0	5,332	0	0
	0	5,332	0	5,332	0	5,332	0	5,332	0	0
<b>TOTALS</b>	<b>0</b>	<b>5,332</b>	<b>0</b>	<b>5,332</b>	<b>0</b>	<b>5,332</b>	<b>0</b>	<b>5,332</b>	<b>0</b>	<b>0</b>
	0	5,332	0	5,332	0	5,332	0	5,332	0	0
Adjustments for:										
Recoveries		0		0		0		0		0
Unobligated balance, start of year		0		0		0		0		0
Unobligated balance, carryover		0		0		0		0		0
Unobligated balance, expiring		0		0		0		0		0
Unobligated balance, end of year		0		0		0		0		0
Fees collected		0		0		0		0		0
Rescission		0		0		0		0		0
Unobligated balance rescission		0		0		0		0		0
Financing from:										
Transfers to other accounts		(5,332)		(5,332)		(5,332)		(5,332)		0
Transfers from other accounts		0		0		0		0		0
<b>Appropriation</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>

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**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**SUMMARY OF RESOURCE REQUIREMENTS**  
(Dollar amounts in thousands)

	2008 Estimate	2009 President's Budget	2010 Base	2010 Estimate	Increase/ (Decrease)
Total Obligations	5,332	5,332	5,332	5,332	0
Financing:					
Offsetting collections from:					
Federal funds	0	0	0	0	0
Trust funds	0	0	0	0	0
Non-Federal funds, fee collections	0	0	0	0	0
Recoveries	0	0	0	0	0
Unobligated balance, start of year	0	0	0	0	0
Unobligated balance, carryover	0	0	0	0	0
Unobligated balance, expiring	0	0	0	0	0
Unobligated balance, end of year	0	0	0	0	0
Rescission	0	0	0	0	0
Unobligated balance rescission	0	0	0	0	0
Budget Authority	5,332	5,332	5,332	5,332	0
Financing:					
Transferred to other accounts	(5,332)	(5,332)	(5,332)	(5,332)	0
Transferred from other accounts	0	0	0	0	0
Appropriation	0	0	0	0	0

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**Department Of Commerce  
International Trade Administration  
Grants to Manufacturers of Worsted Wool Fabrics  
JUSTIFICATION OF PROGRAM AND PERFORMANCE**

**Safeguard U.S. Industries and Jobs Against Unfair Trade**

**Department of Commerce Goal**

Maximize U.S. competitiveness and enable economic growth for American industries, workers and consumers.

**Mission and Goals for FY 2010**

Import Administration's (IA) mission is to take prompt and aggressive action against unfair trade practices by enforcing the U.S. trade laws and trade agreements to address trade-distorting practices. IA activities support the ITA-wide strategic goal titled "Identify & Resolve Unfair Trade Practices."

Title V of the Trade and Development Act of 2000 (The Act) as amended by the Trade Act of 2002 and the Miscellaneous Trade and Technical Corrections Act of 2004, H.R. 1047, [http://otexa.ita.doc.gov/wool\\_trust\\_fund.pdf](http://otexa.ita.doc.gov/wool_trust_fund.pdf), and the Pension Protection Act of 2006<sup>1</sup> creates tariff rate quotas, providing for temporary reductions in the import duties on two categories of worsted wool fabrics suitable for use in making suits or suite-type jackets or trousers. The tariff relief (duty savings) provided is intended to benefit U.S. worsted wool fabric producers, as well as U.S. tailored clothing manufacturers that use imported fabrics as inputs. The fabrics are made of combed wool that is processed into yarns on the worsted system and, hence, are known as worsted wool fabrics. Section 4002(c)(6) of the Miscellaneous Trade and Technical Corrections Act of 2004 provides authority to the Secretary of Commerce to promote domestic employment by issuing grants to manufacturers of worsted wool fabrics to persons who are manufacturers of worsted wool fabrics. Funds for the grants are provided by the Department of Treasury. The Act directs the Department of Treasury to establish a trust fund to be known as the Wool Apparel Manufacturers Trust fund consisting of amounts received from duties collected on imports of certain wool products. The Department of Treasury transfers the funds to the Department to Commerce. The Department of Commerce issues grants to manufactures of worsted wool fabrics on the basis of the percentage of each manufacturer's production of the fabric in 1999, 2000 and 2001. **The total amount of grants to manufacturers is \$5,332,000 each calendar year (the statute establishes two grant amounts of \$2,666,000 each for two types of worsted wool fabrics).** Any grant awarded by the Secretary is final and not subject to appeal or protest. The grant authority expires in calendar year 2010.

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<sup>1</sup> <http://www.dol.gov/ebsa/pdf/ppa2006.pdf>

**Summary of Workload and Performance Data**

	<b>FY 2007</b>	<b>FY 2008</b>	<b>FY 2009</b>	<b>FY 2010</b>
Percent of wool/cotton fabric tariff rate quota licenses issued on time	100%	100%	100%	100%

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**SUMMARY OF REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

<u>Object Class</u>	2008 Actual	2009 Currently Available	2010 Base	2010 Estimate	Increase/ (Decrease)
11 Personnel compensation					
11.1 Full-time permanent	0	0	0	0	0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	0	0	0
12.1 Civilian personnel benefits	0	0	0	0	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	0	0	0
22 Transportation of things	0	0	0	0	0
23.1 Rental payments to GSA	0	0	0	0	0
23.3 Communications, utilities and miscellaneous charges	0	0	0	0	0
23.2 Rental payments to others	0	0	0	0	0
24 Printing and reproduction	0	0	0	0	0
25.1 Consulting services	0	0	0	0	0
25.2 Other services	0	0	0	0	0
25.3 Purchase of goods and services from Gov't accounts	0	0	0	0	0
25.4 Operations and maintenance of facilities	0	0	0	0	0
25.7 Operations and maintenance of equipment	0	0	0	0	0
26 Supplies and materials	0	0	0	0	0
31 Equipment	0	0	0	0	0
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	5,332	5,332	5,332	5,332	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
<b>99 Total Direct Obligations</b>	<b>5,332</b>	<b>5,332</b>	<b>5,332</b>	<b>5,332</b>	<b>0</b>
Less Prior Year Recoveries	0	0	0	0	0
Less Unobligated balance, start of year	0	0	0	0	0
Plus Unobligated balance, expiring	0	0	0	0	0
Plus Unobligated balance, end of year	0	0	0	0	0
Less Transfers from other accounts	(5,332)	(5,332)	(5,332)	(5,332)	0
Net Budget Authority	0	0	0	0	0

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**SUMMARY OF REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2010</b>	<b>Increase/ (Decrease)</b>
	<b>Actual</b>	<b>Currently Available</b>	<b>Base</b>	<b>Estimate</b>	
Personnel Data					
Full-Time equivalent Employment:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0
Authorized Positions:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**DETAILED REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

<b>Object Class</b>	<b>2010 Adjustments to Base</b>	<b>2010 Base</b>	<b>2010 Estimate</b>	<b>Increase/ (Decrease)</b>
11 Personnel compensation				
11.1 Full-time permanent				
Executive level	0	0	0	0
Senior Executive Service	0	0	0	0
General schedule	0	0	0	0
Senior Foreign Service	0	0	0	0
Foreign Service Staff	0	0	0	0
Foreign Service Nationals	0	0	0	0
Subtotal	0	0	0	0
11.3 Other than full-time permanent				
General schedule	0	0	0	0
Experts & consultants	0	0	0	0
Subtotal	0	0	0	0
11.5 Other personnel compensation				
Overtime	0	0	0	0
Cash awards	0	0	0	0
Differentials	0	0	0	0
Subtotal	0	0	0	0
11.8 Special personnel services payments				
Foreign service officers (State)	0	0	0	0
Other	0	0	0	0
Subtotal	0	0	0	0
11.9 Total personnel compensation	0	0	0	0
12.1 Civilian personnel benefits				
Civil service retirement	0	0	0	0
Federal Employee Retirement	0	0	0	0
Thrift savings plan	0	0	0	0
Federal insurance contribution act	0	0	0	0
Health insurance	0	0	0	0
Life insurance	0	0	0	0
Employees comp fund	0	0	0	0
Other	0	0	0	0
Subtotal	0	0	0	0

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**DETAILED REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
13.0				
Benefits for former personnel				
Severance pay	0	0	0	0
Unemployment compensation	0	0	0	0
Subtotal	0	0	0	0
21				
Travel and transportation of persons				
Common Carrier	0	0	0	0
Mileage	0	0	0	0
Per diem/actual	0	0	0	0
Vehicular	0	0	0	0
Other	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
22				
Transportation of things	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
23.1				
Rental payments to GSA	0	0	0	0
23.2				
Rental payments to others	0	0	0	0
23.3				
Communications, utilities and miscellaneous charges				
Rental of ADP equipment	0	0	0	0
Rental of office copying equipment	0	0	0	0
Other equipment rental	0	0	0	0
Federal telecommunications system	0	0	0	0
Other telecommunications services	0	0	0	0
Postal services by USPS	0	0	0	0
Other	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**DETAILED REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
24				
Printing and reproduction				
Publications	0	0	0	0
Public use forms	0	0	0	0
Envelopes	0	0	0	0
Other	0	0	0	0
[Payments to DM, WCF]	[0]	[0]	[0]	[0]
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
25.1				
Consulting services	0	0	0	0
25.2				
Other services				
Training:				
University training	0	0	0	0
Other	0	0	0	0
Maintenance of equipment	0	0	0	0
Other non-governmental contracts	0	0	0	0
Representation	0	0	0	0
Other	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
25.3				
Purchases of goods & services from Gov't accounts				
Office of Personnel Management Training	0	0	0	0
GSA reimbursable services	0	0	0	0
Commerce Business System (CBS)	0	0	0	0
Department of Interior	0	0	0	0
Department of State Capital Security Cost Sharing Program	0	0	0	0
Payment to DM, WCF	0	0	0	0
Other Misc. services by other Federal Agencies	0	0	0	0
International Cooperative Support Services (ICASS)	0	0	0	0
Subtotal	0	0	0	0
25.4				
Operations and maintenance of facilities	0	0	0	0
25.7				
Operations and maintenance of equipment	0	0	0	0

**Department of Commerce**  
**International Trade Administration**  
**Grants to Manufacturers of Worsted Wool Fabrics**  
**DETAILED REQUIREMENTS BY OBJECT CLASS**  
(Dollar amounts in thousands)

Object Class	2010 Adjustments to Base	2010 Base	2010 Estimate	Increase/ (Decrease)
26				
Supplies and materials				
Office Supplies	0	0	0	0
ADP supplies	0	0	0	0
Other	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
31				
Equipment				
Office machines and equipment	0	0	0	0
ADP hardware	0	0	0	0
ADP software	0	0	0	0
Other	0	0	0	0
[Overseas estimates]	[0]	[0]	[0]	[0]
Subtotal	0	0	0	0
32				
Lands and structures	0	0	0	0
33				
Investments	0	0	0	0
41				
Grants, subsidies and contributions	0	5,332	5,332	0
42				
Insurance claims and indemnities	0	0	0	0
43				
Interest/dividends	0	0	0	0
44				
Refunds	0	0	0	0
99				
<b>Total Obligations</b>	0	5,332	5,332	0
99				
Total Obligations	0	5,332	5,332	0
Less Prior Year Recoveries	0	0		
Less Unobligated balance, start of year				
Plus Unobligated Balance, expiring				
Plus Unobligated balance, end of year	0	0	0	0
Less Transfers from other accounts	0	0	0	0
<b>Net Budget Authority</b>	0	5,332	5,332	0



**Appropriation Language and Code Citations:**

Exhibit 33

1. "For necessary expenses for international trade activities of the Department of Commerce provided for by law, and for engaging in trade promotional activities abroad, including expenses of grants and cooperative agreements for the purpose of promoting exports of United States firms,

13 U.S.C. 301(a) and 305  
15 U.S.C. 141 et seq.  
15 U.S.C. 649b-649d  
15 U.S.C. 1151 et seq.  
15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq.  
15 U.S.C. 4001 et seq.  
15 U.S.C. 4011 et seq.  
15 U.S.C. 4721 and 22 U.S.C. 262s-2  
15 U.S.C. 4723  
15 U.S.C. 4724  
15 U.S.C. 4725  
15 U.S.C. 4726  
15 U.S.C. 4727  
15 U.S.C. 4728  
15 U.S.C. 4729  
19 U.S.C. 81a et seq.  
19 U.S.C. 1202  
19 U.S.C. 1318 and 1502(a)  
19 U.S.C. 1339(b)  
19 U.S.C. 1514-1516  
19 U.S.C. 1592A(b)  
19 U.S.C. 1617  
19 U.S.C. 1671 et seq.  
19 U.S.C. 1673 et seq.  
19 U.S.C. 1677k and 1677n  
19 U.S.C. 1862  
19 U.S.C. 2031  
19 U.S.C. 2114 and 2155  
19 U.S.C. 2114b  
19 U.S.C. 2171 nt.  
19 U.S.C. 2252(h)(3)(A)  
19 U.S.C. 2354  
19 U.S.C. 2411 et seq.  
19 U.S.C. 3201 nt.  
19 U.S.C. 3538(b), (c), and (d)

19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d)  
19 U.S.C. 3721(b)(3)(C)  
19 U.S.C. 3802(c)(3)  
22 U.S.C. 262s-2 nt.  
22 U.S.C. 1471 nt.  
22 U.S.C. 2351(b)(1)  
22 U.S.C. 2451 et seq.  
22 U.S.C. 2651 et seq.  
22 U.S.C. 3101 et seq.  
22 U.S.C. 3901 et seq.  
22 U.S.C. 4723a  
22 U.S.C. 5462  
22 U.S.C. 5812(b)  
22 U.S.C. 5821  
22 U.S.C. 5823(b)  
22 U.S.C. 5824  
22 U.S.C. 5872  
26 U.S.C. 4221 and 19 U.S.C. 1309  
28 U.S.C. 2631 et seq.  
42 U.S.C. 6951 et seq.  
46 U.S.C. 1122b  
50 U.S.C. 98-98h  
50 U.S.C. 401 et seq

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

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

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

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

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

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

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

15 U.S.C. 4721 and 22 U.S.C. 262s-2 provides the basic authorities for the 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. 1202 general note provides the Department of Commerce with the authority to develop, maintain, and publish a list of bona fide motor-vehicle manufacturers.

19 U.S.C. 1202 provides authority for two import control programs, the Watch Quota program and the Florence Agreement program.

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's Foreign Commercial Service in equivalent positions overseas.

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

No Specific Authority

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

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

No Specific Authority

44 CG 761, OPM guidance, and House Report 89-188 have concluded that Federal agencies must have specific authority to employ personnel by contract. In order to present its overseas exhibitions ITA often requires the use of narrators, demonstrators, receptionists, clerical, and facilities maintenance personnel who speak the language of the host country; are familiar with local practices and procedures; or who only need to be employed for a short period of time. In some cases, however, it is more advantageous to employ U.S. citizens in the host country (generally members of an employee's family) because they have greater familiarity with American methods and, therefore, require less effort to train.

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

9. “ not to exceed \$327,000 for official representation expenses abroad;”

No Specific Authority

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

10. “ purchase of passenger motor vehicles for official use abroad, not to exceed \$45,000 per vehicle; obtaining insurance on official motor vehicles, and rental of tie lines;”

No Specific Authority

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



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

11. “\$450,828,000 to remain available until expended, of which \$9,439,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding 31 U.S.C. 3302”

No Specific Authority

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

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

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

No Specific Authority

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

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

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

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

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

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**Department of Commerce**  
**International Trade Administration**  
**Operations and Administration**  
**CONSULTING AND RELATED SERVICES**  
(Dollar amounts in thousands)

	<b>2008</b>	<b>2009</b>	<b>2010</b>
	<b>Actual</b>	<b>Estimate</b>	<b>Estimate</b>
Management and professional support services.....	\$3,058	\$2,327	\$2,377
Studies, and analysis evaluations.....	0	0	0
Engineering and technical service.....	0	0	0
Total.....	<u>\$3,058</u>	<u>\$2,327</u>	<u>\$2,377</u>

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

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

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

	<b>2008 Actual</b>	<b>2009 Estimate</b>	<b>2010 Estimate</b>
Periodicals.....	\$163	\$147	\$149
Pamphlets.....	241	217	219
Audiovisuals.....	50	45	45
Total.....	<u>\$454</u>	<u>\$412</u>	<u>\$431</u>

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

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

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

	<b>2008 Actual</b>	<b>2009 Enacted</b>	<b>2010 Estimate</b>
Direct			
Average ES	\$148,633	\$159,545	\$164,171
Average GS grade	12.4	12.4	12.4
Average GS salary	\$90,363	\$94,700	\$97,446
Average grade and salary established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary	\$154,630	\$160,403	\$165,055
Average Foreign Service Officer grade	1.9	1.8	1.8
Average Foreign Service Officer salary	\$104,584	\$110,748	\$113,960
Average Foreign Service Staff salary	\$80,772	\$84,093	\$86,532
Average Foreign Service salary in foreign countries	\$104,688	\$108,629	\$111,780

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

<b>ABC</b>	Activity-Based Cost
<b>AC</b>	Advocacy Center
<b>AD</b>	Antidumping
<b>AGOA</b>	African Growth and Opportunities Act
<b>APEC</b>	Asia/Pacific Economic Cooperation
<b>ASEAN</b>	Association of Southeast Asian Nations
<b>ATB</b>	Adjustment to Base
<b>ATC</b>	American Trading Center
<b>BEA</b>	Bureau of Economic Analysis
<b>BIC</b>	Business Information Center
<b>BISNIS</b>	Business Information for the Newly Independent States
<b>BY</b>	Budget Year
<b>CBP</b>	Customs and Border Protection
<b>CBS</b>	Commerce Business System (Accounting)
<b>CEE</b>	Central and Eastern Europe
<b>CEEBC</b>	Central and Eastern Europe Business Information Center
<b>CFO</b>	Chief Financial Officer
<b>CMIC</b>	China Market Information Center
<b>CIT</b>	Court of International Trade
<b>CITA</b>	Committee for the Implementation of Textile Agreements
<b>CSRS</b>	Civil Service Retirement System
<b>CVD</b>	Countervailing Duty
<b>CS</b>	Commercial Service
<b>DAS</b>	Deputy Assistant Secretary
<b>DEC</b>	District Export Council
<b>DM</b>	Departmental Management
<b>DOA</b>	Director of Administration

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

<b>DOS</b>	Department of State
<b>ECF</b>	Employees Compensation Fund
<b>EFM</b>	Export Finance Matchmaker
<b>EPA</b>	Environmental Protection Agency
<b>EU</b>	European Union
<b>EX/AD</b>	Executive Direction and Administration
<b>FCC</b>	Federal Communications Commission
<b>FCIB</b>	Finance, Credit and International Business
<b>FDA</b>	Food and Drug Administration
<b>FDI</b>	Foreign Direct Investment
<b>FERS</b>	Federal Employees Retirement System
<b>FFMIA</b>	Federal Financial Management Improvement Act
<b>FFS</b>	Federal Financial System
<b>FICA</b>	Federal Insurance Contribution Act
<b>FSN</b>	Foreign Service National
<b>FTA</b>	Free Trade Agreement
<b>FTAA</b>	Free Trade Area of the Americas
<b>FTE</b>	Full Time Equivalent
<b>FTZ</b>	Foreign Trade Zones
<b>FY</b>	Fiscal Year
<b>GATS</b>	General Agreement on Trade in Services
<b>GATT</b>	General Agreement on Tariffs and Trade
<b>GBDe</b>	Global Business Dialogue on electronic commerce
<b>GCC</b>	Gulf Cooperation Council
<b>GDI</b>	Global Diversity Initiative
<b>GDP</b>	Gross Domestic Product
<b>GPO</b>	Government Printing Office

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

<b>GPLA</b>	General Pricing Level Adjustment
<b>GPRA</b>	Government Performance and Results Act
<b>GPZ</b>	General Purpose Zones
<b>GSA</b>	General Services Administration
<b>GTP</b>	Global Trade Programs
<b>HHS</b>	Health and Human Services
<b>IA</b>	Import Administration
<b>ICAO</b>	International Civil Aviation Organization
<b>ICASS</b>	International Cooperative Administrative Support Services
<b>IMF</b>	International Monetary Fund
<b>ISACs</b>	Industry Sector Advisory Committees
<b>IFS</b>	In-Flight Survey
<b>IIPA</b>	International Intellectual Property Association
<b>IPR</b>	Intellectual Property Rights
<b>IT</b>	Information Technology
<b>ITA</b>	International Trade Administration
<b>ITAC</b>	Industry Trade Advisory Committees
<b>ITC</b>	International Trade Center
<b>IWG</b>	Interagency Working Group
<b>JCCT</b>	Joint Commission on Commerce and Trade (China & U.S.)
<b>JFMIA</b>	Joint Federal Management Improvement Act
<b>JFMIP</b>	Joint Financial Management Improvement Program
<b>MAC</b>	Market Access and Compliance
<b>MAS</b>	Manufacturing and Services
<b>MDCP</b>	Market Development Cooperator Program
<b>MEP</b>	Market Entry Program
<b>MEPI</b>	Middle East Partnership Initiative

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

<b>MOU</b>	Memorandum of Understanding
<b>MRA</b>	Mutual Recognition Arrangement
<b>NACC</b>	North American Competitiveness Council
<b>NAFTA</b>	North American Free Trade Agreement
<b>NARA</b>	National Archives and Records Administration
<b>NES</b>	National Export Strategy
<b>NME</b>	Non-Market Economy
<b>NSC</b>	National Security Council
<b>NTBs</b>	Non-Tariff Barriers
<b>OASDI</b>	Old Age Survivor and Disability Insurance
<b>OECD</b>	Organization for Economic Cooperation and Development
<b>OGC</b>	Office of General Counsel
<b>OIG</b>	Office of Inspector General
<b>OLIA</b>	Office of Legislative and Intergovernmental Affairs
<b>OMB</b>	Office of Management and Budget
<b>OPA</b>	Office of Public Affairs
<b>OPIC</b>	Overseas Private Investment Corporation
<b>PART</b>	Program Assessment Rating Tool
<b>PBViews®</b>	Panorama Business Views
<b>PMA</b>	President's Management Agenda
<b>PSC</b>	Personal Service Contractors
<b>QEC</b>	Quality Enhancement and Control
<b>REI</b>	Rural Export Initiative
<b>SIPS</b>	Statutory Import Program Staff
<b>SMEs</b>	Small- and medium-sized Enterprises
<b>SPLT</b>	Strategic Planning Leadership Team
<b>SPP</b>	Security and Prosperity Partnership

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

<b>STOP</b>	Strategy Targeting Organized Piracy
<b>TABD</b>	Transatlantic Business Dialogue
<b>TCC</b>	Trade Compliance Center
<b>TCG</b>	Textiles Consultative Group
<b>TCI</b>	Trade Compliance Initiative
<b>TDA</b>	Trade Development Agency
<b>TIC</b>	Trade Information Center
<b>TNIS</b>	Trade Negotiation Information System
<b>TP/CS</b>	Trade Promotion / United States & Foreign Commercial Service
<b>TPA</b>	Trade Promotion Authority
<b>TSP</b>	Thrift Savings Plan
<b>TTAB</b>	Travel and Tourism Advisory Board
<b>U.K.</b>	United Kingdom
<b>USAID</b>	U.S. Agency for International Development
<b>USDOC</b>	U.S. Department of Commerce
<b>USCIS</b>	U.S. Citizenship and Immigration Services (Formerly known as the INS)
<b>USEAC</b>	U.S. Export Assistance Centers
<b>USG</b>	United States Government
<b>USPTO</b>	U.S. Patent and Trademark Office
<b>USTR</b>	U.S. Trade Representative
<b>WCF</b>	Working Capital Fund
<b>WTO</b>	World Trade Organization

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