

INTERNATIONAL TRADE ADMINISTRATION



BUDGET ESTIMATES

FISCAL YEAR 2019

CONGRESSIONAL SUBMISSION

PRIVILEGED

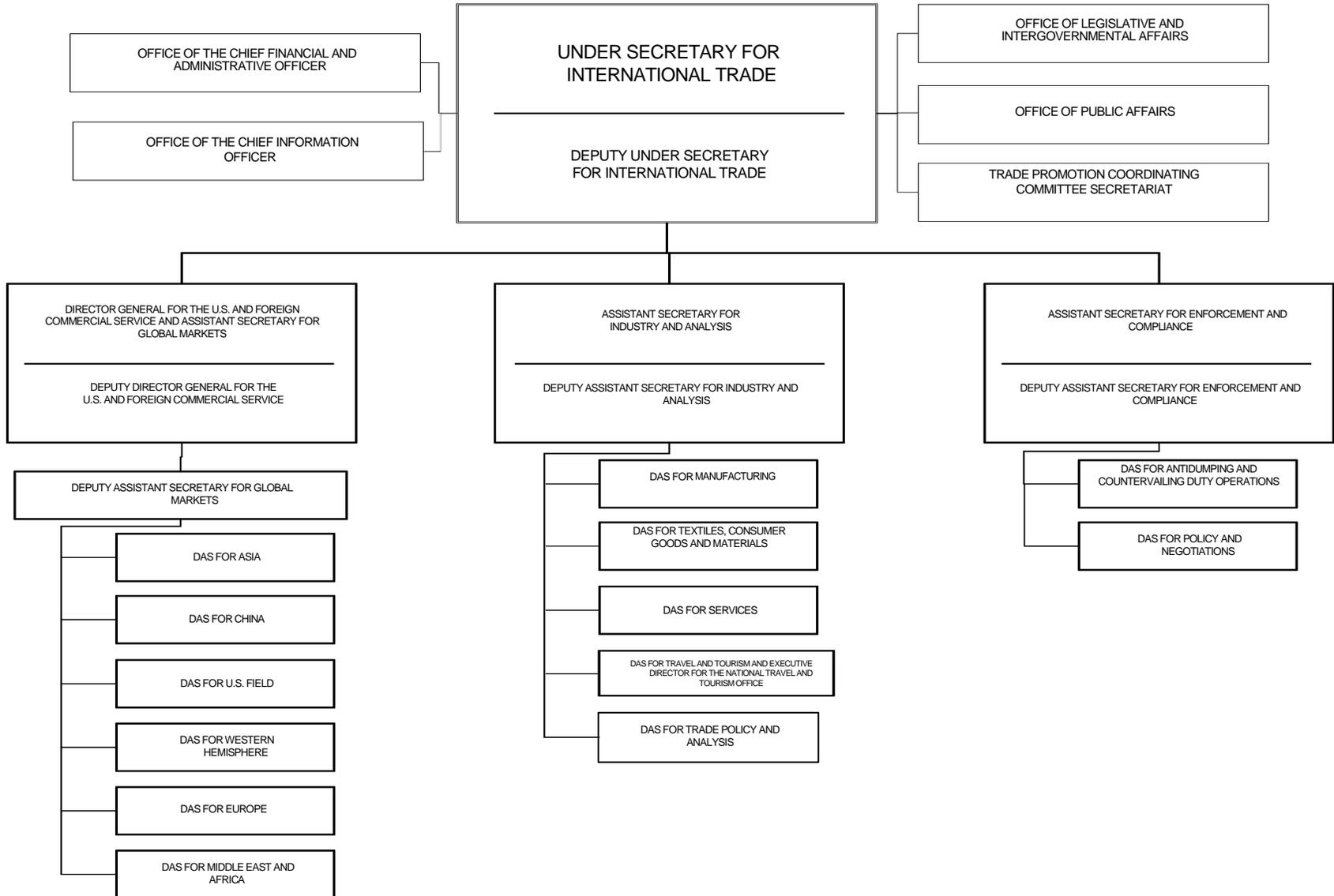
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**DEPARTMENT OF COMMERCE
INTERNATIONAL TRADE ADMINISTRATION
Budget Estimates, Fiscal Year 2019
Congressional Submission
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Department of Commerce International Trade Administration



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EXECUTIVE SUMMARY

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

The President has made it clear that free and fair trade is critical to the economy and the strategic position of the United States, and through both leadership and action, the President is directing the Department of Commerce to drive free and fair trade, as well as investment into the United States. To implement the President's directives and help American job creators overcome the challenges they face abroad, ITA will utilize its global network of trade, industry, and country experts, to enforce our trade laws and open markets for U.S. products and services.

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

Trade barriers and unfair foreign trade practices have a significant impact on U.S. businesses. With respect to trade barriers alone, one study¹ found that trade liberalization added between \$800 billion to \$1.4 trillion to the U.S. economy since World War II, or about \$7,000 to \$13,000 per U.S. household. The same study suggests that removal of the remaining trade barriers could result in an additional \$450 billion to \$600 billion annually in U.S. output, or about an additional \$4,000 to \$5,000 annually in U.S. household income.

With respect to unfair trade practices more broadly and the impact of overcapacity and market-distorting foreign government policies on U.S. companies, many U.S. companies are seeking relief with increased filings of antidumping and countervailing duty (AD/CVD) petitions with ITA over the past several years. The number of new investigations has increased 40% over the last three years from 52 in FY 2014 to 73 in FY 2017, the largest number of new investigations in 15 years. ITA anticipates that the increase in investigations will continue, and that domestic manufacturers will file a significant number of new AD/CVD petitions for the remainder of FY 2018 and in FY 2019.

During FY 2017, ITA directly assisted about 30,500 U.S. businesses across all 50 U.S. states, the vast majority being small and medium-sized

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

enterprises. ITA enabled \$73.3 billion in U.S. exports, while simultaneously facilitating \$2.4 billion in foreign investment into the United States. ITA also administered 414 Anti-Dumping and Countervailing Duty orders, and successfully removed, reduced, or prevented 115 foreign trade barriers.

The leadership provided by ITA to gain access to foreign markets for U.S. goods and services, remove barriers to trade, and ensure compliance with trade agreements, has resulted in increased U.S. exports and American jobs. The work of ITA supported over an estimated 380,000 American jobs during FY 2017.

Looking forward, ITA must continue to ensure that U.S. industries and workers have an effective remedy for the injurious impact of dumped and subsidized goods entering the United States. ITA must also continue to deliver high quality sectoral and analytical capacity to support trade negotiations such as for the North American Free Trade Agreement (NAFTA) and other trade agreement areas; to combat Chinese industrial policy; and, to execute required sector reviews for Section 201 cases, Section 232 exclusion cases, and Committee on Foreign Investment in the United States (CFIUS) cases.

FY 2019 Budget Changes

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

While trade and investment promotion activities throughout ITA will be rescaled relative to enforcement and compliance work, ITA will continue to aggressively implement measures to strengthen the effectiveness and efficiency of these activities to minimize any impact on U.S. business.

Department of Commerce
International Trade Administration
FY 2019 PROGRAM INCREASES / DECREASES / TERMINATIONS
(Dollar amounts in thousands)
(Largest to Smallest)

Increases

| Page No. | Appropriation | Budget Program | Activity/Subactivity | Pos. | Budget Authority |
|---------------------|-------------------------------|---------------------------------------|---|------|------------------|
| ITA – 83 | Operations and Administration | Survey of International Air Travelers | Survey of International Air Travelers | 0 | 5,000 |
| ITA – 45 | Operations and Administration | Enforcement and Compliance | Self-Initiation of AD/CVD Cases | 21 | 3,623 |
| ITA – 26 | Operations and Administration | Industry and Analysis | Enhanced Trade Enforcement and Analysis | 10 | 1,963 |
| ITA – 49 | Operations and Administration | Enforcement and Compliance | Enhanced Trade Enforcement and Analysis | 7 | 1,189 |
| Subtotal, Increases | | | | 38 | 11,775 |

Decreases

| Page No. | Appropriation | Budget Program | Activity/Subactivity | Pos. | Budget Authority |
|---|-------------------------------|--|---|-------------|------------------|
| ITA – 61 | Operations and Administration | Global Markets | Rescale Export Promotion and Trade Analysis Efforts | -133 | -44,481 |
| ITA – 22 | Operations and Administration | Industry and Analysis | Refocusing of TPP, MDCP Elimination, and Attrition | -23 | -5,325 |
| ITA – 72 | Operations and Administration | Executive Direction and Administration | Refocusing of Administration Priorities | -10 | -2,242 |
| Subtotal, Decreases | | | | -166 | -52,048 |
| Total, Increases, Decreases and Terminations | | | | -128 | -40,273 |

A full time equivalent discrepancy was found in OMB/MAX after the system locked for changes.

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

| | Positions | FTE | Direct Obligations | Budget Authority |
|--|--------------|--------------|--------------------|------------------|
| FY 2018 Annualized CR | 1,831 | 1,647 | 497,752 | 479,720 |
| plus: change in recoveries | | | (7,000) | |
| plus: change in unobligated balance, start of year | 0 | 0 | (11,033) | 0 |
| plus: change in unobligated balance, end of year | | | 18,100 | 0 |
| ITA- 13 plus: 2019 Adjustments-to-Base | 0 | 0 | 5,700 | 5,700 |
| FY 2019 Base | 1,831 | 1,647 | 503,519 | 485,420 |
| plus/(minus): FY 2019 Program Changes | (128) | (117) | (40,273) | (40,273) |
| Total FY 2019 Estimate | 1,703 | 1,530 | 463,246 | 445,147 |

| Comparison by activity/subactivity | 2017 | | 2018 | | 2019 | | 2019 | | Increase/Decrease | | |
|--|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-------------------|----------|----------|
| | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount | |
| ITA- 15 Industry and Analysis | 227 | 55,353 | 227 | 54,977 | 227 | 55,648 | 214 | 52,286 | (13) | (3,362) | |
| | FTE/Obl. | 205 | 53,809 | 205 | 57,595 | 205 | 55,648 | 195 | 52,286 | (10) | (3,362) |
| ITA- 31 Enforcement and Compliance | 351 | 85,457 | 351 | 84,877 | 351 | 85,798 | 379 | 90,610 | 28 | 4,812 | |
| | FTE/Obl. | 308 | 80,418 | 340 | 92,251 | 340 | 92,798 | 360 | 97,610 | 20 | 4,812 |
| ITA- 53 Global Markets | 1,137 | 319,241 | 1,137 | 317,073 | 1,137 | 320,960 | 1,004 | 276,479 | (133) | (44,481) | |
| | FTE/Obl. | 1,004 | 329,380 | 1,004 | 322,526 | 1,004 | 332,060 | 877 | 287,579 | (127) | (44,481) |
| ITA- 65 Executive Direction/Administration | 116 | 22,949 | 116 | 22,793 | 116 | 23,014 | 106 | 20,772 | (10) | (2,242) | |
| | FTE/Obl. | 98 | 22,717 | 98 | 25,380 | 98 | 23,014 | 98 | 20,772 | 0 | (2,242) |
| ITA- 77 Survey of International Air Travelers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 5,000 | |
| | FTE/Obl. | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 5,000 | |
| TOTALS | 1,831 | 483,000 | 1,831 | 479,720 | 1,831 | 485,420 | 1,703 | 445,147 | (128) | (40,273) | |
| | FTE/Obl. | 1,615 | 486,324 | 1,647 | 497,752 | 1,647 | 503,520 | 1,530 | 463,247 | (117) | (40,273) |
| Adjustments for: | | | | | | | | | | | |
| Recoveries | | (9,616) | | (7,000) | | 0 | | 0 | | 0 | |
| Refunds | | (1,094) | | 0 | | 0 | | 0 | | 0 | |
| Unobligated balance, start of year | | (26,801) | | (31,916) | | (20,883) | | (20,883) | | 0 | |
| Unobligated balance, start of year transferred | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Unobligated balance, expiring | | 2,671 | | 0 | | 0 | | 0 | | 0 | |
| Unobligated balance, end of year | | 31,916 | | 20,883 | | 2,783 | | 2,783 | | 0 | |
| Unobligated balance, end of year transferred | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Rescission | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Unobligated balance rescission | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Financing from: | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Transfers to other accounts | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Transfers from other accounts | | (400) | | 0 | | 0 | | (5,000) | | 0 | |
| Appropriation | | 483,000 | | 479,720 | | 485,420 | | 440,147 | | (40,273) | |

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

| | | 2017 Actual | | 2018 Annualized CR | | 2019 Base | | 2019 Estimate | | Increase/ (Decrease) | |
|--|-----------------|----------------|---------------|-----------------------|---------------|--------------|---------------|------------------|---------------|-------------------------|----------|
| | | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount |
| Comparison by activity: | | | | | | | | | | | |
| Industry and Analysis | Pos./BA | 11 | 3,772 | 11 | 5,000 | 11 | 5,000 | 11 | 5,000 | 0 | 0 |
| | FTE/Obl. | 10 | 2,288 | 10 | 5,000 | 10 | 5,000 | 10 | 5,000 | 0 | 0 |
| Enforcement and Compliance | Pos./BA | 0 | 350 | 0 | 40 | 0 | 40 | 0 | 40 | 0 | 0 |
| | FTE/Obl. | 0 | 338 | 0 | 40 | 0 | 40 | 0 | 40 | 0 | 0 |
| Global Markets | Pos./BA | 36 | 20,769 | 36 | 19,052 | 36 | 19,052 | 36 | 19,052 | 0 | 0 |
| | FTE/Obl. | 24 | 20,661 | 24 | 19,052 | 24 | 19,052 | 24 | 19,052 | 0 | 0 |
| Executive Direction/ Administration | Pos./BA | 2 | 935 | 2 | 908 | 2 | 908 | 2 | 908 | 0 | 0 |
| | FTE/Obl. | 2 | 810 | 2 | 908 | 2 | 908 | 2 | 908 | 0 | 0 |
| Total | Pos./BA | 49 | 25,826 | 49 | 25,000 | 49 | 25,000 | 49 | 25,000 | 0 | 0 |
| | FTE/Obl. | 36 | 24,097 | 36 | 25,000 | 36 | 25,000 | 36 | 25,000 | 0 | 0 |

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

| | 2017 Estimate | 2018 Annualized CR | 2019 Base | 2019 Estimate | Increase/ (Decrease) |
|---|------------------|-----------------------|--------------|------------------|-------------------------|
| Total Obligations | 510,421 | 522,752 | 528,520 | 488,247 | (40,273) |
| Financing: | | | | | |
| Offsetting collections from: | | | | | |
| Federal funds | (15,011) | (14,000) | (14,000) | (14,000) | 0 |
| Non-Federal funds (fees) | (9,086) | (11,000) | (11,000) | (11,000) | 0 |
| Recoveries | (9,616) | (7,000) | 0 | 0 | 0 |
| Refunds | (1,094) | 0 | 0 | 0 | |
| Unobligated balance, start of year | (26,801) | (31,916) | (20,883) | (20,883) | 0 |
| Unobligated balance, start of year transferred | 0 | 0 | 0 | 0 | 0 |
| Unobligated balance, start of year (reimbursable) | (4,062) | (4,062) | (4,062) | (4,062) | 0 |
| Unobligated balance, expiring | 2,671 | 0 | 0 | 0 | 0 |
| Unobligated balance, end of year | 35,978 | 24,945 | 6,845 | 6,845 | 0 |
| Rescission | 0 | 0 | 0 | 0 | 0 |
| Gross Budget Authority | 483,400 | 479,719 | 485,420 | 445,147 | (40,273) |
| Financing: | | | | | |
| Transferred to other accounts | 0 | 0 | 0 | 0 | 0 |
| Transferred from other accounts | (400) | 0 | 0 | (5,000) | (5,000) |
| Net Budget Authority / Appropriation | 483,000 | 479,719 | 485,420 | 440,147 | (45,273) |

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

| | <u>FTE</u> | <u>Amount</u> |
|---|------------|---------------|
| <u>Other Changes:</u> | | |
| Annualization of 2018 Pay Raise | | 931 |
| 2019 Pay Raise | | 0 |
| Change in compensable days | | 866 |
| Civil Service Retirement System (CSRS) | | (114) |
| Federal Employees' Retirement System (FERS) | | 206 |
| Thrift Savings Plan | | 33 |
| Federal Insurance Contribution Act (FICA)-OASDI | | 89 |
| Health insurance | | 422 |
| Employee's Compensation Fund | | 0 |
| Travel | | |
| Mileage | | (2) |
| Domestic Per diem | | 22 |
| Foreign Per diem | | 63 |
| Rent payments to GSA | | 339 |
| Postage | | 1 |
| Printing and reproduction | | 27 |
| Other services: (Itemized) | | |
| Working capital fund | | 1,240 |
| Federal Protective Service | | 0 |
| Commerce Business Systems (bureau specific) | | 21 |
| National Archives and Records Administration (NARA) | | (15) |
| General Pricing Level Adjustment: | | |
| Transportation of things | | 63 |
| Rent payments to others | | 8 |
| Communications, Utilities and Miscellaneous | | 0 |
| Other Services | | 840 |
| Supplies and materials | | 48 |
| Equipment | | 140 |
| Overseas price increases | | 472 |
| Subtotal, other changes | 0 | 5,700 |
| Less amount absorbed | | 0 |
| Total, Adjustments to Base | 0 | 5,700 |

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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: Industry and Analysis

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|-----------------------|-----------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|-------------------------|----------------|
| | | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount |
| Industry and Analysis | Pos./BA | 227 | 55,353 | 227 | 54,977 | 227 | 55,648 | 214 | 52,286 | (13) | (3,362) |
| | FTE/Obl. | 205 | 53,809 | 205 | 57,595 | 205 | 55,648 | 195 | 52,286 | (10) | (3,362) |
| Total | Pos./BA | 227 | 55,353 | 227 | 54,977 | 227 | 55,648 | 214 | 52,286 | (13) | (3,362) |
| | FTE/Obl. | 205 | 53,809 | 205 | 57,595 | 205 | 55,648 | 195 | 52,286 | (10) | (3,362) |

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

Activity: International Trade Administration
Subactivity: Industry and Analysis

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|-----------|--------------|---------------|--------------|-----------|--------------|-----------|--------------|-------------------------|----------|
| | | Actual | | Annualized CR | | Base | | Estimate | | | |
| | | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount |
| Activities Supported by non-Federal Sources (Fees) | Pos./BA | 11 | 3,578 | 11 | 3,536 | 11 | 3,536 | 11 | 3,536 | 0 | 0 |
| | FTE/Obl. | 10 | 2,094 | 10 | 3,536 | 10 | 3,536 | 10 | 3,536 | 0 | 0 |
| Activities supported by Federal Sources (Reimbursable) | Pos./BA | 0 | 194 | 0 | 1,464 | 0 | 1,464 | 0 | 1,464 | 0 | 0 |
| | FTE/Obl. | 0 | 194 | 0 | 1,464 | 0 | 1,464 | 0 | 1,464 | 0 | 0 |
| Total | Pos./BA | 11 | 3,772 | 11 | 5,000 | 11 | 5,000 | 11 | 5,000 | 0 | 0 |
| | FTE/Obl. | 10 | 2,288 | 10 | 5,000 | 10 | 5,000 | 10 | 5,000 | 0 | 0 |

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

Activity: Industry and Analysis
Subactivity: Industry and Analysis

Goal Statement

Industry and Analysis (I&A) strengthens the export capabilities of U.S. businesses and ensures fair competition in international trade for U.S. firms and workers.

Base Program

I&A provides the core of a comprehensive and effective trade strategy that both promotes U.S. trade and investment and fights for a level playing field for U.S. companies and workers as they contend with unfair foreign trade barriers and practices. With its sector experts and analytical capacity, I&A works across Commerce, the rest of the U.S. Government (USG), and U.S. industry, to protect and enhance the competitive position of U.S. business in an increasingly global marketplace.

Inflationary Adjustments

ITA requests a net increase of 0 FTE and \$0.7 million to fund inflationary adjustments. The figure reflects inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

Explanation and Justification

I&A provides unique sectoral and analytical expertise that underpins USG objectives on competitiveness, trade policy, and trade promotion. I&A also makes data, analytical tools, and market intelligence easily accessible to U.S. businesses and government agencies to enable informed decision-making on complex trade issues to help level the playing field for U.S. firms.

The success of the USG in meeting trade goals depends on ITA having, within I&A, a broad knowledge of the U.S. economy, a deep understanding of specific industries, and an excellent economic analytical capability. Unlike private sector expertise, the expertise within I&A focuses specifically on

industry and policy issues that are relevant to trade negotiations, the resolution of trade barriers, and other uniquely governmental functions. As a result, I&A analysis and data tools cannot be found in the private-sector or in any other agency. I&A analysis and data are used by individual firms, industry associations, internal stakeholders, other U.S. government agencies (e.g., the U.S. Trade Representative, and the Departments of State, Transportation, and Homeland Security), and the White House.

Demand for I&A sectoral and analytical capabilities is increasing to support trade negotiations such as the North American Free Trade Agreement (NAFTA), the U.S.-Korea Free Trade Agreement (KORUS FTA), and other agreements; to combat Chinese industrial policy; and, to execute required sector reviews for Section 232 of the Trade Expansion Act of 1962 (19 U.S.C. §1862) (Section 232 exclusion cases), to evaluate remedies proposed to address industry injury under Section 201 of the Trade Act of 1974 (19 U.S.C. §2251) (Section 201 cases), to conduct national security reviews as a statutory member of the Committee on Foreign Investment in the United States (CFIUS) cases, and to provide information on potential harm to domestic industry as part of Free Trade Zone application reviews.

Specifically, I&A supports the trade missions of ITA, the Department, and USG primarily by:

- Utilizing strong industry, standards, and economic expertise to advocate for the removal of the barriers to U.S. products and services in foreign markets;
- Deploying expert economic analysts to model complex policy responses to unfair trade practices and ensure that policy responses to unfair foreign trade actions support U.S. companies and American workers;
- Coordinating Department-wide efforts supporting CFIUS casework;
- Providing innovative market intelligence products and services that provide critical information to the public and businesses. Examples include an annual sector-specific “Top Markets” series, and tools such as Stopfakes.gov, Trade Stats Express, Intellectual Property Rights Toolkits, and the Free Trade Agreement Tariff Tool;
- Administering the U.S.-EU and U.S-Swiss Privacy Shield programs helping thousands of businesses continue transfer data to foreign markets, and preventing overseas data localization rules that would unfairly disadvantage U.S. businesses in other markets;
- Supporting trade negotiations by developing U.S. strategies and positions for sectoral and cross-sectoral trade agreement chapters and providing the complex and detailed analysis to support tariff negotiations;
- Determining the existence of domestic competition of imported products in petitions to temporarily suspend or lower tariffs (pursuant to authority within the American Manufacturing Competitiveness Act of 2016). Between FY 2016 and FY 2017, I&A led an ITA-wide effort to review 2,592 petitions, a task involving 97 staff and over 13,000 hours of work;

- Producing, evaluating, and making broadly available trade and economic data, such as the longest publicly-available time series of detailed U.S. merchandise trade statistics, metropolitan area export data, and a suite of “*Jobs Supported by Exports*” products;
- Executing the Export Trade Certificate of Review program established under the Export Company Trading Act (ECTA) of 1982, providing federal antitrust protection and procedural benefits to U.S. firms interested in collaborating on export activities so they can coordinate among each other under the program’s legal protection which can enable U.S. firms to reduce shipping costs, boost negotiating power, fill large export orders, and develop long-term export business;
- Administering 16 Industry Trade Advisory Committees (ITACs) with over 300 industry representative members who serve as cleared trade advisors to the Secretary of Commerce and the United States Trade Representative;
- Coordinating the federal implementation of national travel and tourism policy, including work required to implement statutory and other-directed requirements;
- Conducting the Survey of International Air Travelers (SIAT), the only source for international travel statistics- data is used by other agencies to determine the balance of trade, to forecast travel at embassies/consulates and ports of entry, to support trusted traveler programs, track U.S. citizens abroad, and to assist in modeling the potential spread of pandemic disease; states, destinations, and travel businesses also rely upon this data for their market intelligence when determining the approach to expand travel exports;
- Overseeing the administration of textile provisions of trade agreements and legislated trade preference programs; and,
- Administering formal dispute settlement proceedings under 14 current free trade agreements.

PROGRAM CHANGES FOR FISCAL YEAR 2019:

(Base Funding: \$55.6 million and 227 positions; Program Change: -\$3.4 million and -13 positions). ITA is developing and implementing plans to transform ITA operations to strengthen outcomes, improve efficiency, and meet trade and investment priorities. ITA’s transformational actions will be rooted in maximizing the delivery of ITA’s full value to clients, providing timely and actionable information and service to U.S. business (especially small and medium-sized enterprises), eliminating or reducing lower-priority functions and activities, strengthening higher priority activities including trade enforcement and compliance, and modernizing information management.

Program Consolidations, Eliminations, Re-Prioritizations

ITA requests a decrease of \$5,325,474 and 23 positions from I&A's base-level resources by:

- Eliminating the existing Office of Trade Promotion Programs by reallocating some positions to industry offices, while folding streamlined program activities and positions to the I&A front office. ITA will support fewer activities related to trade missions, the International Buyer Program, and certified trade fairs. (\$2,634,802 and 11 Positions)
- Streamline other programs and functions according to administration priorities. (\$1,177,224 and 11 Positions)
- Eliminating Market Development Cooperator Program grants. (\$1,513,448 and 1 Position)
- The Budget proposes to fully fund the Survey of International Air Travelers (SIAT) through a transfer of \$5 million in Travel Promotion Act fee revenue. This funding will increase the sample size of the SIAT and will allow ITA to provide data on the economic contribution of international travel and tourism to a greater number of states and cities, as well as market intelligence on a greater number of source markets. (\$5,000,000 and 0 Positions)

Strengthen Trade Enforcement and Analysis: Consistent with these plans, ITA requests an increase of \$1,963,000 and 7 FTE.

Current ITA analytical capacity has been very effective in supporting the goals of the Administration's trade objectives aimed at leveling the competitive playing field for U.S. business. This capacity, however, is currently spread too thin and may not be able to meet growing analytical needs supporting enforcement of trade laws and agreements, as well as meet analytical needs that support growth sectors critical to the future of U.S. trade.

ITA needs to strengthen industry and economics analytical capacity to meet competitive challenges resulting from Chinese industrial policy in areas such as high-performance computers, advanced batteries, additive manufacturing and advanced machine tools, advanced semiconductors/integrated circuit, and biotechnology/biomaterials/genomics. I&A also directly supports sector reviews in enforcement work such as Section 201, Section 232 exclusion, and Committee on Foreign Investment in the United States (CFIUS) enforcement cases. CFIUS cases alone totaled 238 in 2017, up from a 5-year high of 173 in 2016.

ITA will also use new resources to strengthen capacity on strategic industry sectors poised for growth, in areas such as advanced materials, the industrial internet of things, precision and regenerative medicines, intelligent health diagnostics products, advanced aerospace and defense products, and smart design and construction products.

Measures of Performance

| Performance Measure: Dollar exports generated from Export Trading Companies (\$ in billions) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| With Change | \$23.5B | \$24.0B | \$24.0B | \$24.5B | \$24.5B | \$24.5B | \$24.5B |
| Without Change | \$23.5B | \$24.0B | \$24.0B | \$24.5B | \$24.5B | \$24.5B | \$24.5B |
| <p>Description: The Export Trading Company Act allows U.S. businesses to form export joint ventures called Export Trading Companies (ETC). These ETCs are formed for various purposes such as to negotiate lower shipping rates, pool resources to expand an export market base, avoid export rivalry by coordinating an export strategy, and sell under a single label. ITA, with the concurrence of the Justice Department, issues a Certificate of Review under the act. This indicator captures the actual export sales in billions of dollars. Due to the nature of the program, FY 2017 actual will not be available until FY 2019.</p> | | | | | | | |

| Performance Measure: Export Impact of Prevention, Reduction or Removal of Trade Barriers – Dollars of Exports Created or Retained (\$ in millions) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| With Change | TBD | \$1,800 | \$1,800 | \$1,800 | \$1,800 | \$1,800 | \$1,800 |
| Without Change | TBD | \$1,800 | \$1,800 | \$1,800 | \$1,800 | \$1,800 | \$1,800 |
| <p>Description: This indicator captures the results of ITA’s efforts to remove trade barriers and open markets to U.S. exports of goods and services. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights. FY 2017 actuals are still being calculated, but it is anticipated that ITA will meet or exceed the target.</p> | | | | | | | |

PROGRAM CHANGE PERSONNEL DETAIL
(Dollar amount in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Refocusing of TPP, MDCP Elimination, and Attrition

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|---------------------------------------|-----------------|-------|------------------------|------------------|-------------------|
| Director | Washington D.C. | ES | (2) | \$155,703 | \$ (311,406) |
| Senior Advisor | Washington D.C. | GS-15 | (2) | \$ 149,337 | \$ (298,674) |
| Senior International Trade Specialist | Washington D.C. | GS-14 | (6) | \$ 126,958 | \$ (761,748) |
| International Trade Specialist | Washington D.C. | GS-13 | (9) | \$ 107,435 | \$ (966,915) |
| International Trade Specialist | Washington D.C. | GS-12 | (3) | \$ 90,350 | \$ (271,050) |
| Management and Program Analyst | Washington D.C. | GS-11 | (1) | \$ 75,377 | \$ (75,377) |
| Subtotal | | | (23) | | \$ (2,685,170) |
| Less Lapse | 25% | | 6 | | \$ 671,293 |
| Total Full-time permanent: | | | (17) | | \$ (2,013,877) |
| 2018 Pay Adjustment | 1.9% | | | | \$ (38,264) |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | (17) | | \$ (2,052,141) |
| Total | | | | | \$ (2,052,141) |

Personnel Data

Full-time Equivalent Employment

Full-time permanent

(17)

Other than full-time permanent

0

Total

(17)

Authorized Positions:

Full-time permanent

(23)

Other than full-time permanent

0

Total

(23)

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amount in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Refocusing of TPP, MDCP Elimination, and Attrition

| Object Class | FY 2019 Decrease |
|--|-----------------------------|
| 11 Personnel compensation | |
| 11.1 Full-time permanent | (2,052) |
| 11.3 Other than full-time permanent | - |
| 11.5 Other personnel compensation (awards) | (39) |
| 11.8 Special personnel services payments | - |
| 11.9 Total personnel compensation | (2,091) |
| 12 Civilian personnel benefits | (717) |
| 13 Benefits for former personnel | - |
| 21 Travel and transportation of persons | (200) |
| 22 Transportation of things | (82) |
| 23.1 Rental payments to GSA | (282) |
| 23.2 Rental payments to others | - |
| 23.3 Communications, Utilities and miscellaneous charges | (11) |
| 24 Printing and reproduction | (31) |
| 25.1 Advisory and assistant services | - |
| 25.2 Other services | (434) |
| 25.3 Purchase of goods and services from Gov't accounts | - |
| 25.4 Operation of GOCOs | - |
| 25.5 Research and development contracts | - |
| 25.6 Medical care | - |
| 25.7 Operation and maintenance of equipment | - |
| 25.8 Subsistence and support of persons | - |

| | | |
|----|-------------------------------------|---|
| 26 | Supplies and materials | (37) |
| 31 | Equipment | (40) |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |
| 41 | Grants, subsidies and contributions | (1,400) |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr style="width: 100%; border: 0.5px solid black; margin-bottom: 5px;"/> (5,325) |

PROGRAM CHANGE PERSONNEL DETAIL

(Dollar amount in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Enhanced Trade Enforcement and Analysis

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|----------------------------|-----------------|--------------|--------------------------------|--------------------------|---------------------------|
| Industry Analyst | Washington D.C. | GS-14 | 1 | \$ 126,958 | \$ 126,958 |
| Industry Analyst | Washington D.C. | GS-13 | 7 | \$ 107,435 | \$ 752,045 |
| Industry Analyst | Washington D.C. | GS-12 | 2 | \$ 90,350 | \$ 180,700 |
| Subtotal | | | <u>10</u> | | <u>\$ 1,059,703</u> |
| Less Lapse | 25% | | <u>(3)</u> | | <u>\$ (264,926)</u> |
| Total Full-time permanent: | | | <u>7</u> | | <u>\$ 794,777</u> |
| 2018 Pay Adjustment | 1.9% | | | | \$ 15,101 |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | <u>7</u> | | <u>\$ 809,878</u> |
| Total | | | | | \$ 809,878 |

Personnel Data

Full-time Equivalent Employment

Full-time permanent

7

Other than full-time permanent

0

Total

7

Authorized Positions:

Full-time permanent

10

Other than full-time permanent

0

Total

10

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amount in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Enhanced Trade Enforcement and Analysis

| Object Class | | FY 2019 Increase |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | 810 |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | 11 |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | 821 |
| 12 | Civilian personnel benefits | 283 |
| 13 | Benefits for former personnel | - |
| 21 | Travel and transportation of persons | 87 |
| 22 | Transportation of things | 36 |
| 23.1 | Rental payments to GSA | 116 |
| 23.2 | Rental payments to others | - |
| 23.3 | Communications, Utilities and miscellaneous charges | 5 |
| 24 | Printing and reproduction | 13 |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | 309 |
| 25.3 | Purchase of goods and services from Gov't accounts | 259 |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | 16 |

| | | |
|----|-------------------------------------|-------------|
| 31 | Equipment | 18 |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |
| 41 | Grants, subsidies and contributions | - |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr/> 1,963 |

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

Activity: International Trade Administration

Subactivity: Enforcement and Compliance

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|-------------------------------|-----------------|------------|---------------|---------------|---------------|------------|---------------|------------|---------------|-------------------------|--------------|
| | | Actual | | Annualized CR | | Base | | Estimate | | Personnel | Amount |
| Enforcement and Compliance | Pos./BA | 351 | 85,457 | 351 | 84,877 | 351 | 85,798 | 379 | 90,610 | 28 | 4,812 |
| | FTE/Obl. | 308 | 80,418 | 340 | 92,251 | 340 | 92,798 | 360 | 97,610 | 20 | 4,812 |
| Total | Pos./BA | 351 | 85,457 | 351 | 84,877 | 351 | 85,798 | 379 | 90,610 | 28 | 4,812 |
| | FTE/Obl. | 308 | 80,418 | 340 | 92,251 | 340 | 92,798 | 360 | 97,610 | 20 | 4,812 |

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

Activity: International Trade Administration
Subactivity: Enforcement and Compliance

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|----------|------------|----------|-----------|----------|-----------|----------|-----------|-------------------------|----------|
| | | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount |
| Activities Supported by non-Federal Sources (Fees) | Pos./BA | 0 | 16 | 0 | 17 | 0 | 17 | 0 | 17 | 0 | 0 |
| | FTE/Obl. | 0 | 4 | 0 | 17 | 0 | 17 | 0 | 17 | 0 | 0 |
| Activities supported by Federal Sources (Reimbursable) | Pos./BA | 0 | 334 | 0 | 23 | 0 | 23 | 0 | 23 | 0 | 0 |
| | FTE/Obl. | 0 | 334 | 0 | 23 | 0 | 23 | 0 | 23 | 0 | 0 |
| Total | Pos./BA | 0 | 350 | 0 | 40 | 0 | 40 | 0 | 40 | 0 | 0 |
| | FTE/Obl. | 0 | 338 | 0 | 40 | 0 | 40 | 0 | 40 | 0 | 0 |

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

Activity: Enforcement and Compliance
Subactivity: Enforcement and Compliance

Goal Statement

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

Base Program

To achieve this goal and the strategic objectives of the Department, E&C:

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

Inflationary Adjustments

ITA requests a net increase of \$1.0 million and 0 positions to fund inflationary adjustments. The figure reflects inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

Explanation and Justification

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

E&C conducts investigations under the AD/CVD laws in response to U.S. industry petitions alleging that imports are being dumped or unfairly subsidized, and that those imports are materially injuring, or threatening material injury to, the competing U.S. industry. Investigations vary widely in scope and complexity. Each investigation requires:

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

The number of new investigations has increased 40% over the last three years from 52 in FY 2014 to 73 in FY 2017 representing the largest number of new investigations conducted by E&C in 15 years. As of January 10, 2018, Commerce initiated 17 new investigations in FY 2018, compared to eight in the same period in FY 2017. E&C anticipates that this trend will continue and that domestic manufacturers will file a significant number of new AD/CVD petitions for the remainder of FY 2018 and in FY 2019. In FY 2017, E&C issued 403 preliminary or final AD/CVD determinations compared to 399 preliminary or final AD/CVD determinations issued in FY 2016. Over the last three years, E&C issued an average of 395 AD/CVD determinations.

E&C performs many of the same steps when conducting administrative reviews of AD/CVD orders that result from investigations. In investigations, E&C determines whether imports are being dumped or unfairly subsidized and estimates the levels of dumping and unfair subsidization. Once an investigation has been completed and E&C issues an order to CBP to begin collection of duty deposits, interested parties may request administrative reviews annually of AD/CVD orders to determine the actual amount of duties that are to be collected to remedy those unfair practices. Administrative reviews account for the largest portion of E&C's AD/CVD workload. In FY 2017, E&C issued 179 AD/CVD administrative review determinations compared to 156 in FY 2016.

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

E&C works closely with CBP to ensure the collection of AD/CVD duties owed to the U.S. Government. Some foreign exporters and their U.S. importers are increasingly resorting to illegal or inappropriate activities to avoid or minimize the payment of AD/CVD duties. For example, some importers misreport the country of origin of products subject to AD/CVD orders or establish shell companies to import at lower duty rates. E&C is elevating its efforts to counter such activities by working collaboratively with CBP, the Department of Justice, and other federal agencies to identify and address fraudulent activity, in some cases leading to fines, felony indictments, and imprisonment of offending parties. Necessary efforts to detect and stop evasion of AD/CVD duties puts additional demands on E&C's base resources.

Other major activities conducted by E&C with respect to enforcement of AD/CVD laws include:

- *Policy Support for AD/CVD Cases.* Covers the consistent application of policies and procedures in AD/CVD proceedings, while ensuring that broader policy objectives and statutory and international obligations are respected. E&C policy staff are responsible for reviewing case issues and informing investigators and internal decision makers of the potential ramifications on AD/CVD proceedings posed by developments in the WTO and its associated agreements. E&C policy staff also support the Office of the General Counsel in reviewing decisions made by the Court of International Trade, the Court of Appeals for the Federal Circuit, NAFTA dispute settlement panels, WTO dispute settlement panels, and the WTO Appellate Body, in addition to providing analytical support in drafting response briefs in proceedings before such bodies.
- *Accounting Expertise.* Accounting staff prepare extensive questionnaires sent to foreign producers soliciting their production cost information, analyze questionnaire responses, and conduct on site verification of such responses in the foreign country. While the main areas of expertise for E&C accountants involves the analysis of cost of production and constructed value information, accounting staff are also actively involved in analyzing circumvention inquiries, enforcing suspension agreements, providing support to U.S. companies in defense of foreign trade remedy investigations, and addressing other technical accounting-related issues.

- Petition Counseling. Petition counseling staff provide information to U.S. parties about remedies available under U.S. trade law, and provides support and counseling to any party considering filing an AD or CVD petition. Information, counseling, and support are available to all U.S. businesses, workers and industry associations that have questions about remedies available under the trade laws. Particular attention is paid to small businesses that may find the petition process difficult to comprehend, or may be unable to afford the assistance of outside trade counsel to develop and file a successful petition that meets the legal requirements for the initiation of an investigation. E&C continues to expand outreach efforts to U.S. industries and workers, including with small- and medium-sized enterprises (SMEs) that may be unfamiliar with the remedies and rights available under trade laws or international trade agreements. In FY 2017, 1,038 petition counseling sessions were conducted with a wide variety of parties.
- Bilateral AD/CVD Agreements. E&C is responsible for the negotiation and administration of AD and CVD suspension agreements (agreements between Commerce and the foreign government or respondent companies which suspend the underlying investigations) and other bilateral agreements. E&C staff also administer various existing suspension agreements with Russia, Ukraine, Mexico, and Argentina, covering products such as steel, uranium, sugar, tomatoes, and lemon juice. Administering agreements includes such responsibilities as calculating and monitoring export limits and reference prices and calculating normal values, or “minimum prices,” for signatory producers/exporters. Responsible staff also conducts five-year sunset reviews of the suspension agreements and any requested administrative reviews. U.S. law allows Commerce to enter into agreements to suspend AD and CVD investigations when the relevant parties to the case reach an agreement with Commerce, and Commerce is satisfied that certain statutory and policy criteria are met. Due to the high legal and policy thresholds, suspension agreements are relatively rare but, when successfully negotiated, may represent a more beneficial outcome for the U.S. petitioning companies seeking trade remedy relief. Key mechanisms that may be employed in suspension agreements for eliminating dumping or subsidies and injury to the domestic injury include, as applicable, reference prices or calculated minimum selling prices, export limits, and specific monitoring and enforcement provisions. While the U.S. petitioners are not signatories to a suspension agreement, Commerce consults with them during the negotiations’ process and their support is important in reaching a successful outcome.

In addition to its AD/CVD enforcement efforts, E&C also conducts outreach to U.S. businesses, workers, and trade associations to raise awareness of trade enforcement and compliance matters, to identify industry trade problems in these areas, and to advertise ITA resources and efforts available to address them. Maintaining the Department’s self-service trade problem reporting mechanisms (such as ITA’s “report a trade barrier” hotline), E&C regularly engages individual businesses, industry groups, and trade associations on these matters, and seeks current business perspectives and actionable market intelligence on matters that help to direct enforcement efforts and guide U.S. Government negotiating and policy objectives. E&C is developing new tools to improve upon this work. E&C also regularly educates internal U.S. Government audiences on the importance of trade enforcement and compliance to inform their interaction with their stakeholders, and so that these USG personnel may, as appropriate, contribute expertise to E&C enforcement and compliance problem resolution efforts.

Other major trade enforcement activities conducted by E&C include:

Trade Enforcement & Compliance to Address Foreign Trade Barriers and Unfair Trade Practices.

Fulfilling the Commerce Department's statutory responsibility and principal mission to foster international competitiveness of American industry, E&C works to negotiate strong trade agreement disciplines and secure ongoing trading partner compliance with those agreements. E&C leads negotiating efforts relating to WTO AD rules and works closely with the Office of the United States Trade Representative (USTR) on negotiations relating to a broad range of non-tariff issues such as customs problems, technical barriers to trade, unfair government procurement practices, and subsidies and discriminatory trade remedy regimes. As the Department's representative on U.S. negotiating delegations for non-tariff barrier disciplines, E&C uses active negotiations to aggressively pursue barriers that have resulted from either the absence of binding commitments or from a lack of clarity in existing agreements. E&C is also dedicated to coordinating a whole of Commerce approach to addressing systemic competitiveness concerns. It will address a currently unmet need for specialized resources dedicated to strategically and proactively identify, understand, and quantify large-scale trade competitiveness concerns (such as localization and sectoral overcapacity) so that they can be addressed as quickly as possible using all available ITA and DOC tools, expertise, and approaches.

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

In FY 2017, ITA initiated 87 new trade agreements compliance investigations and concluded 64, 36 of them successfully. E&C staff also work with the USTR Monitoring and Enforcement Unit, which includes representing ITA on USTR task forces, to prioritize potential dispute settlement issues for interagency consideration and to develop cases for formal dispute settlement through the WTO, free trade agreement, or other dispute resolution mechanisms. E&C works in partnership with ITA units to monitor whether existing agreement obligations are sufficient to open foreign markets or to ensure anticipated U.S. industry access to these markets.

- Subsidies Enforcement. E&C staff provide monitoring, analysis, counseling, and advocacy services to U.S. parties harmed by unfair foreign government subsidization and related practices. As directed by law, these activities involve: (1) coordinating U.S. CVD and multilateral subsidies enforcement efforts; (2) assisting the private sector by monitoring and identifying foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and (3) producing an annual report to Congress on subsidy monitoring and enforcement activities. The subsidies enforcement staff has identified, and is currently evaluating, over 1,600 foreign subsidies and government support practices, the largest portion of which relate to China. Staff work closely with USTR to coordinate the U.S. Government's response to foreign CVD investigations brought against U.S. exports, involving outreach to all relevant federal, state and local government agencies that administer alleged U.S. subsidy programs.
- Foreign Trade Remedy Compliance. E&C tracks foreign government use of trade remedies, including AD and safeguard laws, and provides assistance to U.S. companies facing potential obstacles in accessing export markets due to foreign trade remedy cases. E&C staff work with U.S. companies targeted by foreign trade remedy actions, including engaging foreign governments when circumstances warrant and, if

necessary, assisting USTR in addressing such problems at the WTO. Since 2001, over 180 companies employing over 1.6 million U.S. workers have been assisted by E&C in such cases. Such advocacy efforts helped bring about the successful termination of 18 of these types of measures in FY 2017, keeping open approximately \$34 million in U.S. export markets.

Steel Import Monitoring and Analysis (SIMA). E&C oversees a web-based steel import licensing and monitoring program, providing both government officials and the public with the earliest accurate information regarding imports of all basic steel mill products. As of the end of FY 2017, almost four million import licenses had been issued by the web-based system since its inception in March 2003. In mid-2016, to complement the SIMA data available to the public, E&C began publishing country-specific steel reports that provide detailed, in-depth analysis of top steel exporting and importing countries' changing patterns of steel trade. The reports represent the first phase of the E&C enhanced steel monitor. Enhanced monitoring tools will help steel industry and other steel users follow the general trade patterns and better assess the impact of the displacement to traditional steel trade patterns caused by substantial increases in foreign exports. SIMA and its extensive archive of steel industry data and expertise also serves as a critical resource to the Department's broader enforcement initiatives for the steel industry, such as the Section 232 investigation of the impact on national security from steel imports.

Foreign Trade Zones

The Foreign Trade Zones (FTZ) program helps to encourage commercial activity at U.S. facilities in competition with foreign alternatives by allowing companies to use special FTZ customs procedures. Reducing costs through FTZ use can lead to more competitive U.S. operations, thereby helping to maintain U.S. activity and jobs. States and local communities also use zones as an element of their economic development efforts.

E&C staff serves as the operational arm of the interagency FTZ Board, chaired by the Department of Commerce. Under the FTZ Act of 1934 (19 U.S.C. §81) and the Board's regulations (15 CFR 400), the Board licenses and regulates FTZs that are administered and operated on a local level. As of the end of 2016, there were over 250 FTZs that sponsor more than 1,000 single-user locations in the United States. In 2016, employment in U.S. foreign-trade zones and subzones exceeded 420,000 persons. The volume of exports leaving U.S. foreign-trade zones amounted to nearly \$76 billion in 2016.

FTZ Board action in FY 2017 included approvals for one new zone and 24 zone reorganizations and site/subzone designations, as well as decisions on 67 requests for manufacturing authority within zones. Under delegated authority, FTZ Board staff processed an additional 201 requests – primarily requests for site designations for individual companies. In addition, the FTZ Act requires the FTZ Board to submit a report annually to Congress summarizing FTZ operations for that year (for which E&C compiles program users' information through a web-based filing system). E&C conducts monitoring and spot checks of FTZ activity and local administration for statutory, regulatory and policy compliance. E&C is also involved in outreach to communities to enhance awareness and understanding of the FTZ program as an economic development tool.

PROGRAM CHANGES

Self-Initiation of AD/CVD Investigations, and Enhanced Trade Enforcement and Analysis (Base Funding: \$85.80 million and 351 positions; Program Change: \$4.80 million and 28 positions): ITA requests an increase of \$4.80 million and 28 positions to: (1) enhance and further

develop its efforts to assist U.S. manufacturers and their workers through self-initiation of AD and CVD investigations and (2) establish a team devoted to enforcement and administration of Section 232 remedies.

Enhance and Develop Self-Initiation Efforts for AD/CVD Investigations

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

Although the authority in U.S. law to self-initiate investigations pre-dates the entry into force of the World Trade Organization (WTO), prior to FY 2018 there have only been three instances of self-initiations of AD/CVD investigations by Commerce since 1980. This is due in part to the law requiring that there be sufficient information meeting the specific statutory requirements for self-initiation. Specifically, U.S. law requires evidence of dumping or evidence of the necessary legal elements of a countervailable subsidy (*i.e.*, financial contribution provided by or at direction of government and conveying a commercial or financial benefit to a specific firm, industry or group of firms/industries), as well as evidence that the U.S. industry is suffering injury caused by the imports that are alleged to be unfairly traded.

In FY 2018, E&C used its self-initiation authority for the first time in nearly a quarter-century to initiate AD and CVD investigations of aluminum sheet from the People’s Republic of China. To do this, E&C staff had to comb through and analyze volumes of import data, financial information, and other materials to identify the potential industries/products for self-initiation. Once done, staff had to collect all information required under U.S. law to support initiation of an AD/CVD investigations, including extensive data about foreign company pricing practices, foreign government subsidies, and U.S. industry and market conditions. While this is typically done in consultation with an affected U.S. industry, E&C has found through its experience in self-initiating the Chinese aluminum sheet investigation that additional resources are needed to identify the potential industries/products for self-initiation and gather/analyze/develop the facts and legal justification which meet the strict statutory criteria of U.S. law. With the precedent to self-initiate AD and CVD investigations now being established, it is imperative that E&C continues to develop its capacity in this area in FY 2019.

E&C will continue to develop its self-initiation program in FY 2019 by building staff expertise on the implementation of this statutory authority and engaging in more direct outreach with U.S. industry groups. E&C will also partner with ITA’s extensive domestic network of offices to provide appropriate information about E&C’s AD/CVD activities and capabilities in conjunction with self-initiation. To examine industry trends, E&C will scale up its technological capabilities by acquiring a data analytics platform that can provide the information needed to precipitate self-initiation. These steps will enable E&C to more regularly utilize self-initiation when the circumstances indicate that it might offer the most effective tool to address unfair pricing and subsidization by foreign exporters and their governments. Examples of circumstances that illustrate the need for a formalized self-initiation operation within E&C include instances where shifting production sources, duty evasion or circumvention have resulted in the source of imports changing more quickly than domestic manufacturers can submit new petitions; situations where the U.S. industry is highly fragmented; and, instances where the threat of retaliation by the exporting country influences a company’s or industry’s decision to pursue trade remedies. Such situations present an array of opportunities for E&C to self-initiate AD/CVD cases under Commerce’s own statutory authority and thereby continue to support U.S. manufacturers and their workers.

Establish a Section 232 Team

Section 232 of the Trade Expansion Act of 1962 (19 U.S.C. §1862) authorizes Commerce to conduct comprehensive investigations to determine the effects of imports of any article on the national security of the United States. Adjudicating Section 232 cases will involve intensive coordination and collaboration with the Bureau of Industry and Security (BIS), Customs and Border Protection (CBP), and U.S. industry, including both producers and users of effected products.

Given the significant level of existing enforcement workload within ITA, responding to an expected large number of Section 232 exception requests necessitates a full-time E&C unit. This unit will also be called on to support and enforce any Voluntary Restraint Agreements (VRAs) that may be negotiated as an outcome of Section 232-driven actions. E&C support would include participating in negotiations and working with CBP to both verify that trading partners comply with the VRAs and to ensure compliance with approved exceptions.

Measures of Performance

| Performance Measure: | FY |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Percent of AD/CVD determinations issued within statutory and/or regulatory deadlines | 2017 Actual | 2018 Target | 2019 Target | 2020 Target | 2021 Target | 2022 Target | 2023 Target |
| With Change | 97% | 91% | 91% | 91% | 91% | 91% | 91% |
| Without Change | 97% | 91% | 91% | 91% | 91% | 91% | 91% |
| Description: This measure captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper, and changed circumstance reviews), and scope and circumvention inquiries conducted pursuant to U.S. laws and regulations. The measure will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments. | | | | | | | |

| Performance Measure: | FY |
|---|--------|--------|--------|--------|--------|--------|--------|
| Percent of antidumping and | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| countervailing duty cash deposit and | Actual | Target | Target | Target | Target | Target | Target |
| liquidation instructions issued | | | | | | | |
| accurately to U.S. Customs & Border | | | | | | | |
| Protection (CBP) | | | | | | | |
| With Change | 99% | 86% | 86% | 86% | 86% | 86% | 86% |
| Without Change | 99% | 86% | 86% | 86% | 86% | 86% | 86% |
| Description: This measure captures the accuracy of cash deposit and liquidation instructions issued by E&C to Customs and Border Protection (CBP) to ensure collection of appropriate and accurate duties for merchandise subject to antidumping and countervailing duty proceedings. | | | | | | | |

| Performance Measure: | FY |
|--|--------|--------|--------|--------|--------|--------|--------|
| Percent of antidumping and | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| countervailing duty cash deposit and | Actual | Target | Target | Target | Target | Target | Target |
| liquidation instructions issued timely to | | | | | | | |
| U.S. Customs & Border Protection | | | | | | | |
| (CBP) | | | | | | | |
| With Change | 96% | 88% | 88% | 88% | 88% | 88% | 88% |
| Without Change | 96% | 88% | 88% | 88% | 88% | 88% | 88% |
| Description: This measure captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate duties for merchandise subject to antidumping and countervailing duty proceedings. | | | | | | | |

| Performance Measure: | FY |
|--|--------|--------|--------|--------|--------|--------|--------|
| 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 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 92% | 90% | 90% | 90% | 90% | 90% | 90% |
| Without Change | 92% | 90% | 90% | 90% | 90% | 90% | 90% |
| Description: This measure reports on the E&C's success of addressing trade remedy actions undertaken by foreign governments including countervailing duty, antidumping, and safeguard proceedings involving U.S. interests. The misuse of trade remedy actions by foreign administering authorities can limit or entirely eliminate market opportunities for U.S. exports. E&C's advocacy as reflected by this measure helps to ensure that U.S. companies are given fair treatment under national trade remedy laws and international agreements. | | | | | | | |

| Performance Measure: | FY |
|--|--------|--------|--------|--------|--------|--------|--------|
| Number of AD/CVD petition counseling sessions | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 1,038 | 343 | 343 | 343 | 343 | 343 | 343 |
| Without Change | 1,038 | 343 | 343 | 343 | 343 | 343 | 343 |
| Description: In FY 2016, Enforcement and Compliance (E&C) implemented a new measure that captures all E&C petition counseling assistance to U.S. companies and their workers, including counseling resulting from contacts initiated by companies or their workers and E&C outreach to U.S. companies. Such counseling improves the understanding of and access to the U.S. unfair trade laws dealing with injurious dumping and foreign government subsidies that can impede the competitiveness of U.S. companies and workers. After discussions with E&C's Petition Counseling and Analysis Unit, whether or not a U.S. industry ultimately files an AD or CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process. | | | | | | | |

| Performance Measure: | FY |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Percent of identified unfair trade practices affecting U.S. parties addressed through informal/formal intervention or dispute settlement | 2017 Actual | 2018 Target | 2019 Target | 2020 Target | 2021 Target | 2022 Target | 2023 Target |
| With Change | 27% | 22% | 22% | 22% | 22% | 22% | 22% |
| Without Change | 27% | 22% | 22% | 22% | 22% | 22% | 22% |
| <p>Description: This measure records E&C efforts regarding subsidies-related unfair foreign trade practices (UTPs) that may harm the interests of U.S. industries in domestic and international markets that are addressed through bilateral, WTO (World Trade Organization), or other multilateral consultations and negotiations. Performance of the measure depends to a significant extent on WTO-related avenues for addressing UTPs, and therefore, can fluctuate according to WTO activity cycles. Some key venues in the WTO for addressing UTPs include the Subsidies Committee, the Trade Policy Reviews, and Accession negotiations – the scheduling for which is determined by the WTO Secretariat. UTPs are also often addressed through discussions that take place on the margins of these more formal meetings or in other bilateral context.</p> | | | | | | | |

| Performance Measure: | FY |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Percentage of FTZ Board authorizations completed in advance of regulatory timeframes | 2017 Actual | 2018 Target | 2019 Target | 2020 Target | 2021 Target | 2022 Target | 2023 Target |
| With Change | 96% | 92% | 92% | 92% | 92% | 92% | 92% |
| Without Change | 96% | 92% | 92% | 92% | 92% | 92% | 92% |
| <p>Description: This measure captures E&C's ability to respond to the trade community and assess new applications, which expand the physical boundary or scope of manufacturing activity occurring within approved zones space. FTZs can provide customs and logistical savings to help encourage activity in the U.S. in competition with facilities abroad.</p> | | | | | | | |

| Performance Measure: | FY |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Number of trade agreement compliance cases resolved successfully | 2017 Actual | 2018 Target | 2019 Target | 2020 Target | 2021 Target | 2022 Target | 2023 Target |
| With Change | 36 | 35 | 36 | 37 | 37 | 37 | 37 |
| Without Change | 36 | 35 | 36 | 37 | 37 | 37 | 37 |

Description: This measure provides the number of successful case conclusions (usually barriers removed) in trade agreements compliance cases, i.e., agreement relevant cases where E&C staff are the responsible Issue Experts. The measure tends to fluctuate over time as the outcome is dependent on the actions by sovereign nations. In an effort to continue to strengthen performance outcomes, ITA is in the process of implementing a cross-unit, integrated performance measure in this area that will incorporate the contribution to outcomes from all three operational units. This measure will be reflected in a future budget request.

| Performance Measure: | FY |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Percentage of compliance and market access cases initiated that are reviewed for Agreement Relevancy within the established time frame | 2017 Actual | 2018 Target | 2019 Target | 2020 Target | 2021 Target | 2022 Target | 2023 Target |
| With Change | 100% | 90% | 90% | 90% | 90% | 90% | 90% |
| Without Change | 100% | 90% | 90% | 90% | 90% | 90% | 90% |

Description: This measure captures the timely analysis and determination of whether a compliance and market access (C&MA) case is subject to a Relevant Agreement for cases in which E&C staff are responsible Issue Experts. E&C Issue Experts have 10 business days in which to examine a possible trade barrier, comparing it with any trade agreement obligation and determining if an agreement is “relevant to helping to solve the case.” Making this determination is an important basis for forming an Action Plan, since it may or may not provide leverage to help carry out the plan. This determination also dictates if the trade barrier will be termed a “compliance” case. Cases for which the agreement expert has reviewed the facts obtained and has determined that sufficient information is not yet available, will be marked pending while additional information is being obtained, extending the initial 10-day period for examination.

PROGRAM CHANGE PERSONNEL DETAIL

(Dollar amount in thousands)

Budget Program: Enforcement & Compliance
Sub-program: Enforcement & Compliance
Program Change: Self-Initiation of AD/CVD Cases

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|---|-----------------|--------------|------------------------------------|--------------------------|---------------------------|
| Senior Import Policy Analyst | Washington D.C. | GS-14 | 1 | \$ 126,958 | \$ 126,958 |
| Import Policy Analysts | Washington D.C. | GS-13 | 2 | \$ 107,435 | \$ 214,870 |
| Accountants | Washington D.C. | GS-12 | 2 | \$ 90,350 | \$ 180,700 |
| Import Policy Analysts | Washington D.C. | GS-12 | 1 | \$ 90,350 | \$ 90,350 |
| International Trade Compliance Analysts | Washington D.C. | GS-11 | 5 | \$ 75,377 | \$ 376,885 |
| Import Policy Analysts | Washington D.C. | GS-11 | 2 | \$ 75,377 | \$ 150,754 |
| International Trade Compliance Analysts | Washington D.C. | GS-9 | 5 | \$ 62,303 | \$ 311,515 |
| Import Policy Analysts | Washington D.C. | GS-9 | 2 | \$ 62,303 | \$ 124,606 |
| Subtotal | | | 20 | | \$ 1,576,638 |
| Less Lapse | 25% | | (5) | | \$ (394,160) |
| Total Full-time permanent: | | | 15 | | \$ 1,182,478 |
| 2018 Pay Adjustment | 1.9% | | | | \$ 22,467 |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | 15 | | \$ 1,204,945 |
| Locally Engaged Staff | Overseas | | 1 | \$ 54,728 | \$ 54,728 |
| Subtotal | | | | | \$ 54,728 |
| Less Lapse | 50% | | | | \$ (27,364) |

| | | | | | |
|---|----------|-------|------------|------------|--------------------|
| Total Full-time permanent: | | | | | \$ 27,364 |
| 2018 Pay Adjustment | 1.9% | | | | \$ 520 |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | | | <u>\$ 27,884</u> |
| Senior Enforcement and Compliance Officer | Overseas | FS-01 | 1 | \$ 146,146 | \$ 146,146 |
| Subtotal | | | <u>1</u> | | <u>\$ 146,146</u> |
| Less Lapse | 50% | | <u>(1)</u> | | <u>\$ (73,073)</u> |
| Total Full-time permanent: | | | 0 | | \$ 73,073 |
| 2018 Pay Adjustment | 1.9% | | | | \$ 1,388 |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | 0 | | <u>\$ 74,461</u> |
| Total | | | | | \$ 1,307,290 |

Personnel Data

| | | | |
|---------------------------------|--|--|----------|
| Full-time Equivalent Employment | | | |
| Full-time permanent | | | 15 |
| Other than full-time permanent | | | <u>0</u> |
| Total | | | 15 |
| Authorized Positions: | | | |
| Full-time permanent | | | 21 |
| Other than full-time permanent | | | <u>0</u> |
| Total | | | 21 |

Budget Program: Enforcement & Compliance
Sub-program: Enforcement & Compliance
Program Change: Self-Initiation of AD/CVD Cases

| Object Class | | FY 2019 Increase |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | 1,307 |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | 18 |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | 1,325 |
| 12 | Civilian personnel benefits | 477 |
| 13 | Benefits for former personnel | - |
| 21 | Travel and transportation of persons | 179 |
| 22 | Transportation of things | 82 |
| 23.1 | Rental payments to GSA | 249 |
| 23.2 | Rental payments to others | 61 |
| 23.3 | Communications, Utilities and miscellaneous charges | 21 |
| 24 | Printing and reproduction | 27 |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | 458 |
| 25.3 | Purchase of goods and services from Gov't accounts | 663 |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | 35 |
| 31 | Equipment | 46 |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |

| | | |
|----|-------------------------------------|-------------|
| 41 | Grants, subsidies and contributions | - |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr/> 3,623 |

PROGRAM CHANGE PERSONNEL DETAIL

(Dollar amount in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Enhanced Trade Enforcement and Analysis

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|----------------------------|-----------------|--------------|----------------------------|----------------------|-----------------------|
| Import Policy Analyst | Washington D.C. | GS-12 | 7 | \$ 90,350 | \$ 632,450 |
| Subtotal | | | <u>7</u> | | <u>\$ 632,450</u> |
| Less Lapse | 25% | | <u>(2)</u> | | <u>\$ (158,113)</u> |
| Total Full-time permanent: | | | 5 | | \$ 474,337 |
| 2018 Pay Adjustment | 1.9% | | | | \$ 9,012 |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | 5 | | <u>\$ 483,349</u> |
| Total | | | | | \$ 483,349 |

Personnel Data

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

5
0

5

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

7
0

7

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amount in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Enhanced Trade Enforcement and Analysis

| Object Class | | FY 2019 Increase |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | 483 |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | 6 |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | 489 |
| 12 | Civilian personnel benefits | 169 |
| 13 | Benefits for former personnel | - |
| 21 | Travel and transportation of persons | 61 |
| 22 | Transportation of things | 25 |
| 23.1 | Rental payments to GSA | 83 |
| 23.2 | Rental payments to others | - |
| 23.3 | Communications, Utilities and miscellaneous charges | 3 |
| 24 | Printing and reproduction | 9 |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | 146 |
| 25.3 | Purchase of goods and services from Gov't accounts | 181 |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | 11 |

| | | |
|----|-------------------------------------|-------------|
| 31 | Equipment | 12 |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |
| 41 | Grants, subsidies and contributions | - |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr/> 1,189 |

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

Activity: International Trade Administration
Subactivity: Global Markets

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|----------------|-----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|-------------------------|-----------------|
| | | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount |
| Global Markets | Pos./BA | 1,137 | 319,241 | 1,137 | 317,073 | 1,137 | 320,960 | 1,004 | 276,479 | (133) | (44,481) |
| | FTE/Obl. | 1,004 | 329,380 | 1,004 | 322,526 | 1,004 | 332,060 | 877 | 287,579 | (127) | (44,481) |
| Total | Pos./BA | 1,137 | 319,241 | 1,137 | 317,073 | 1,137 | 320,960 | 1,004 | 276,479 | (133) | (44,481) |
| | FTE/Obl. | 1,004 | 329,380 | 1,004 | 322,526 | 1,004 | 332,060 | 877 | 287,579 | (127) | (44,481) |

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

Activity: International Trade Administration
Subactivity: Global Markets

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|-----------|---------------|---------------|---------------|-----------|---------------|-----------|---------------|-------------------------|----------|
| | | Actual | | Annualized CR | | Base | | Estimate | | | |
| | | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount |
| Activities Supported by non-Federal Sources (Fees) | Pos./BA | 0 | 7,088 | 0 | 7,447 | 0 | 7,447 | 0 | 7,447 | 0 | 0 |
| | FTE/Obl. | 0 | 6,980 | 0 | 7,447 | 0 | 7,447 | 0 | 7,447 | 0 | 0 |
| Activities supported by Federal Sources (Reimbursable) | Pos./BA | 36 | 13,681 | 36 | 11,605 | 36 | 11,605 | 36 | 11,605 | 0 | 0 |
| | FTE/Obl. | 24 | 13,681 | 24 | 11,605 | 24 | 11,605 | 24 | 11,605 | 0 | 0 |
| Total | Pos./BA | 36 | 20,769 | 36 | 19,052 | 36 | 19,052 | 36 | 19,052 | 0 | 0 |
| | FTE/Obl. | 24 | 20,661 | 24 | 19,052 | 24 | 19,052 | 24 | 19,052 | 0 | 0 |

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

Activity: Global Markets
Subactivity: Global Markets

Goal Statement

Global Markets (GM) seeks to increase U.S. exports and foreign direct investment by ensuring fair competition in international trade for U.S. firms and workers; strengthening the export capabilities of U.S. businesses; and increasing high-impact, inward foreign direct investment to the United States.

Base Program

Through its network of trade and investment professionals located around the world and across the United States, including Washington, DC, GM supports jobs in the United States by increasing U.S. exports and foreign direct investment into the United States. With a unique connectivity of being embedded in U.S. communities, at the table in interagency policy decision-making, and positioned in international markets that represent nearly 95 percent of world GDP outside of the United States, GM is an effective voice for U.S. businesses – particularly small- and medium-sized enterprises (SMEs) – in international trade.

GM facilitates U.S. exports and inward investment by:

- Leveling the international playing field for American businesses and workers;
- Addressing market barriers and unfair trading practices, so that both small and large U.S. businesses compete on a fair playing field in the global marketplace;
- Linking U.S. exporters to global opportunities and distribution channels, especially for SMEs; and,
- Attracting inward investment into the United States.

Inflationary Adjustments

ITA requests a net increase of 0 FTE and \$3.8 million to fund inflationary adjustments. The figure reflects inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA). The request also includes the cost of GM's share of the Capital Security Cost Sharing (CSCS) Program payment to the Department of State.

Explanation and Justification

GM helps U.S. exporters identify opportunities, clarify overseas local regulations and standards, resolve disputes with foreign local governments, and advises companies on the best strategies to succeed in overseas markets. On-the-ground staff bring together foreign buyers and U.S. exporters through targeted business-to-business interactions; and through representation at trade shows and fairs, trade events, product launches, and technical seminars. GM conducts advocacy on behalf of U.S. firms by providing official U.S. government support for U.S. companies bidding on government contracts in overseas markets, and works to identify and attract potential investors into the United States.

GM's overseas network promotes U.S. job and export growth by tackling tariff and non-tariff barriers in foreign markets. GM works across ITA units, DOC Bureaus (USPTO, BIS, etc.), the United States Trade Representative, and other government agencies to ensure global trading partners fulfill bilateral and multilateral trade commitments to the United States. Through extensive engagement with U.S. industry and proactive monitoring of trade legislation activity worldwide, GM helps resolve market-access barriers that impede U.S. business, and works on-the-ground in markets to help exporters identify and take advantage of the resulting opportunities. In addition, GM identifies and works to reduce unfair foreign technical regulations, product standards, and testing and certification procedures that hamper U.S. exports, or which lead to unnecessary and duplicative costs for U.S. exporters. GM also identifies areas of potential collaboration between the United States and its global trading partners to resolve third-country, market-access issues.

GM also operates domestic offices known as U.S. Export Assistance Centers (USEACs). USEACs focus on meeting the exporting needs of SMEs. Working with overseas field and headquarter country and industry experts, GM encourages U.S. companies to start, broaden, and deepen their participation in the global marketplace. Specialists help clarify foreign regulations and standards, provide support to clients who have business disputes abroad or encounter foreign market barriers, and counsel U.S. companies on the best strategies to succeed in overseas markets. Specialists also educate U.S. firms to ensure they are aware of their rights, obligations, and opportunities in foreign markets.

GM works to support U.S. exporters seeking contracts with foreign governments through the efforts of its Advocacy Center (AC). The AC encourages procuring governments to buy U.S.-sourced goods and services. As foreign governments often lobby forcefully in support of products from their own countries and companies, the AC works to counteract these efforts and influence decisions favorable to U.S. exporters to support U.S. job creation and sustainment. The AC vets companies and projects, then promotes and coordinates efforts of U.S. embassies and Executive Branch agencies to communicate a "Buy American" message. For example, the AC leads the Defense Advocacy Working Group which coordinates USG efforts across the Departments of Defense, State, and Commerce to promote U.S. exports that meet national security, security cooperation, and commercial goals with our partners and allies. In fact, one-third of AC cases are for defense exports. The AC supported U.S. exports worth between \$16 billion and \$75 billion in each of the past seven years.

GM helps ITA fulfill its mission of attracting foreign direct investment (FDI) into the United States by utilizing its global network of trade specialists. Through its "SelectUSA" activity, GM coordinates with more than 20 federal agencies and partners and works with state and

local economic development organizations to promote the United States as the best market for investment in the world. SelectUSA provides an information clearinghouse for the global investment community, an ombudsman service for investors, and serves as a partner and advocate for U.S. cities, states, tribes, and regions.

PROGRAM CHANGES FOR FISCAL YEAR 2019:

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

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

With respect to the budget, GM will:

Rescale Export Promotion and Trade Analysis Efforts (Base Program: \$320.9 million and 1,137 positions; Program Change: -\$44.5 million and -133 positions):

- Rescale the international network. GM will reduce locally-employed staff (LES) by approximately 83 positions and Commercial Service Officers by approximately 15 positions by closing overseas offices.
- Rescale the domestic network. GM will close domestic offices and reduce staffing by approximately 28 positions.
- Rescale headquarters operations. GM will reduce staffing by approximately 66 positions, and will reduce travel and contract spending, among other areas.

Performance Measures

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|--|---------|---------|---------|---------|---------|---------|---------|
| Number of foreign trade barriers removed, reduced or prevented | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 115 | 126 | 136 | 136 | 136 | 136 | 136 |
| Without Change | 115 | 126 | 136 | 136 | 136 | 136 | 136 |

Description: This indicator captures the results of ITA's efforts to facilitate fair competition in international trade for U.S. firms and workers by improving the number of trade barriers reduced, removed, or prevented. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations which are outside of direct U.S. control.

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|--|---------|---------|---------|---------|---------|---------|---------|
| Number of Commercial Diplomacy/ Advocacy WINS ² | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 459 | 240 | 240 | 240 | 240 | 240 | 240 |
| Without Change | 459 | 300 | 300 | 300 | 300 | 300 | 300 |

Description: This measure captures the results of GM's front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of engagement results in the following outcomes for a U.S. company or industry: reduced/removed/prevented trade barrier; reduced/removed threat to U.S. business/economic interest; foreign compliance with a trade agreement; facilitated an export transaction; or, a U.S. company has a signed contract for a foreign procurement. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations which are outside of direct U.S. control. Note: with an increased operational focus on of addressing trade barriers, we expect a decrease in the resolution of market access issues.

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

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|---|---------|---------|---------|---------|---------|---------|---------|
| Number of clients assisted by Global Markets | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 30,110 | 24,000 | 24,000 | 24,000 | 24,000 | 27,360 | 27,360 |
| Without Change | 30,110 | 30,000 | 30,000 | 30,000 | 30,000 | 34,200 | 34,200 |
| <p>Description: This indicator illustrates GM's reach into the U.S. business community. Historical data indicates that over 75 percent of companies assisted are SMEs. Note: While we will strive for efficiency gains, we expect that the effects of reduced staffing, building new online service capabilities and training to new business processes that will all begin in FY18 will take a toll on this measure and expect a lower than FY17 result. Once efficiency measures outlined above are fully implemented, we would expect this target to rise again.</p> | | | | | | | |

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|---|---------|---------|---------|---------|---------|---------|---------|
| Percentage of clients that achieved their export objectives | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 78% | 74% | 74% | 74% | 74% | 74% | 74% |
| Without Change | 78% | 74% | 74% | 74% | 74% | 74% | 74% |
| <p>Description: This measure evaluates GM's effectiveness in helping companies achieve their export objectives. GM offers U.S. companies a robust set of capabilities to help them achieve their export goals, whether to set up an overseas distribution channel, gain easier access to challenging markets, or meet additional foreign buyers for their goods. GM focuses on understanding U.S. business exporting needs, and providing services to meet those needs. Note: This represents the historic five-year average and already exceeds private and government sector standards.</p> | | | | | | | |

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|--|---------|---------|---------|---------|---------|---------|---------|
| Percentage of clients highly likely to recommend GM assistance | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 86% | 83% | 83% | 83% | 83% | 83% | 83% |
| Without Change | 86% | 83% | 83% | 83% | 83% | 83% | 83% |
| Description: This indicator illustrates the level of client satisfaction with GM and will be used to improve the quality and efficiency of service delivery. Note: This represents the historic five-year average and already exceeds private and government sector standards. | | | | | | | |

| Performance Measure: | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 |
|--|---------|---------|---------|---------|---------|---------|---------|
| Number of investment clients assisted | Actual | Target | Target | Target | Target | Target | Target |
| With Change | 6,671 | 2,800 | 3,040 | 3,040 | 3,040 | 3,040 | 3,040 |
| Without Change | 6,671 | 3,500 | 3,800 | 3,800 | 3,800 | 3,800 | 3,800 |
| Description: This measure captures the number of domestic and foreign firms, as well as domestic and foreign economic development organizations, assisted by the Department of Commerce to attract inward investment into the United States. | | | | | | | |

PROGRAM CHANGE PERSONNEL DETAIL

(Dollar amount in thousands)

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

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|-----------------------------|-----------------|--------------|--------------------------------|--------------------------|---------------------------|
| Various | Various CONUS | Various | (28) | | \$ (2,919,293) |
| Various | Washington D.C. | Various | (66) | | \$ (6,684,517) |
| Subtotal | | | (94) | | \$ (9,603,810) |
| Less Severance/Leave Payout | | | 0 | | \$ 4,513,208 |
| Total Full-time permanent: | | | (94) | | \$ (5,090,602) |
| 2018 Pay Adjustment | 1.9% | | | | \$ (96,721) |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | (94) | | \$ (5,187,323) |
| Locally Engaged Staff | Overseas | | (83) | | \$ (4,542,424) |
| Subtotal | | | | | \$ (4,542,424) |
| Less Notice/Leave Payout | | | | | \$ 2,239,865 |
| Total Full-time permanent: | | | | | \$ (2,302,559) |
| Subtotal | | | | | \$ (2,346,308) |
| Foreign Service Officer | Worldwide | Various | (15) | | \$ (1,723,705) |

| | | |
|-----------------------------|-------------|-----------------------|
| Subtotal | (15) | \$ (1,723,705) |
| Less Severance/Leave Payout | 0 | \$ (177,354) |
| Total Full-time permanent: | <u>(15)</u> | <u>\$ (1,901,059)</u> |
| Subtotal | (15) | \$ (1,937,179) |
| Total | | \$ (9,470,810) |

Personnel Data

| | | |
|---------------------------------|--------------|--|
| Full-time Equivalent Employment | | |
| Full-time permanent | (127) | |
| Other than full-time permanent | 0 | |
| Total | <u>(127)</u> | |

Authorized Positions:

| | | |
|--------------------------------|--------------|--|
| Full-time permanent | (133) | |
| Other than full-time permanent | 0 | |
| Total | <u>(133)</u> | |

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amount in thousands)

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

| Object Class | | FY 2019 Decrease |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | (22,389) |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | (159) |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | (22,548) |
| 12 | Civilian personnel benefits | (3,600) |
| 13 | Benefits for former personnel | 6,576 |
| 21 | Travel and transportation of persons | (2,331) |
| 22 | Transportation of things | (404) |
| 23.1 | Rental payments to GSA | (1,096) |
| 23.2 | Rental payments to others | (908) |
| 23.3 | Communications, Utilities and miscellaneous charges | (248) |
| 24 | Printing and reproduction | (98) |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | (6,150) |
| 25.3 | Purchase of goods and services from Gov't accounts | (12,759) |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | (263) |

| | | |
|----|-------------------------------------|--|
| 31 | Equipment | (645) |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |
| 41 | Grants, subsidies and contributions | (7) |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr style="width: 100%; border: 0.5px solid black; margin-bottom: 5px;"/> (44,481) |

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

Activity: International Trade Administration

Subactivity: Executive Direction/Administration

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|------------|---------------|---------------|---------------|------------|---------------|------------|---------------|-------------------------|----------------|
| | | Actual | | Annualized CR | | Base | | Estimate | | Personnel | Amount |
| Executive Direction/ Administration | Pos./BA | 116 | 22,949 | 116 | 22,793 | 116 | 23,014 | 106 | 20,772 | (10) | (2,242) |
| | FTE/Obl. | 98 | 22,717 | 98 | 25,380 | 98 | 23,014 | 98 | 20,772 | 0 | (2,242) |
| Total | Pos./BA | 116 | 22,949 | 116 | 22,793 | 116 | 23,014 | 106 | 20,772 | (10) | (2,242) |
| | FTE/Obl. | 98 | 22,717 | 98 | 25,380 | 98 | 23,014 | 98 | 20,772 | 0 | (2,242) |

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

Activity: International Trade Administration
Subactivity: Executive Direction/Administration

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|----------|------------|---------------|------------|----------|------------|----------|------------|-------------------------|----------|
| | | Actual | | Annualized CR | | Base | | Estimate | | | |
| | | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount | Pers. | Amount |
| Activities Supported by non-Federal Sources (Fees) | Pos./BA | 0 | 133 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | FTE/Obl. | 0 | 8 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activities supported by Federal Sources (Reimbursable) | Pos./BA | 2 | 802 | 2 | 908 | 2 | 908 | 2 | 908 | 0 | 0 |
| | FTE/Obl. | 2 | 802 | 2 | 908 | 2 | 908 | 2 | 908 | 0 | 0 |
| Total | Pos./BA | 2 | 600 | 2 | 600 | 2 | 600 | 2 | 600 | 0 | 0 |
| | FTE/Obl. | 2 | 600 | 2 | 600 | 2 | 600 | 2 | 600 | 0 | 0 |

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

Activity: Executive Direction and Administration
Subactivity: Executive Direction and Administration

Goal Statement

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

Base Program

The ExAd budget is organized into the following three main units:

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

ExAd provides the critical role of integrating the operations of ITA business units in the areas of strategic direction, policy, finance, administration, and information technology. ExAd leaders and staff are developing, leading, and guiding actions that are critical to the effectiveness and efficiency of ITA in the delivery of core missions and accountability to the public. These efforts include:

- Strategic management – ensuring policy, planning, and operational resources across ITA most effectively and efficiently meet the needs of U.S. business and the American economy, especially with respect to trade enforcement and compliance.
- Operational integration – strengthening the ITA business model in a manner that ensures customers can access and efficiently receive the full value of information and services across business units.

- Digital transformation – growing the capacity of ITA to deliver digitally to customers more timely and better information and services to improve the success of U.S. business competing internationally on a level playing field.
- IT modernization – integrating best-of-class information technology to reduce operational cost and facilitate improved customer service delivery.
- Cyber security – ensuring the protection of mission-critical information and systems within a disperse, worldwide operations network.

Inflationary Adjustments

ITA requests a net increase of 0 FTE and \$0.2 million to fund inflationary adjustments. The figure reflects inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

Explanation and Justification

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

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

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

The Trade Promotion Coordinating Committee (TPCC) is made up of 20 agencies and ensures the coordination and development of a government-wide export promotion plan, through an integrated U.S. government effort that works to streamline government interaction, reduce potential for duplicative services, and provide improved client services. The TPCC is chaired by the Secretary of Commerce and the Under Secretary for International Trade.

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

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

Office of the Chief Financial and Administrative Officer (OCFAO)

OCFAO leads agency strategic and performance planning; ensures integrated budget and financial operations across units; ensures effective internal controls; develops agency-wide organizational improvements; coordinates employee engagement; designs and executes cross-unit human capital activities including agency-wide workforce management, training, and development; leads agency risk management, and, ensures effective administrative operations in areas such as travel, procurement, transit benefits, facilities management, and Freedom of Information Act requests.

Office of the Chief Information Officer (OCIO)

OCIO provides enterprise-wide leadership for ITA’s strategic and operational use of information technology resources. OCIO directs information management and information technology strategy; develops and implements IT policy; manages IT planning activities; oversees IT investments through the capital planning and review process; provides development and maintenance services on the platforms that enable the ITA mission and management functions; ensures continuous operation and maintenance of the network infrastructure; provides IT support and training; and, protects the confidentiality, integrity, and availability of information systems. In addition, OCIO identifies opportunities where adopting new technology allows for a more automated process that results in increased efficiency and mission effectiveness.

Further, OCIO manages the sunset of legacy systems while moving to standard configuration of commercial products rather than building custom systems to the maximum extent practicable. Through these enterprise-wide initiatives and purchases, OCIO frees-up acquisition staff, avoids wasteful redundant IT purchases, and saves money through purchasing off government-wide and department-wide contracts.

By providing the necessary IT tools and maintenance, the OCIO provides a platform that ITA employees and customers around the world use to research trade issues, understand trade agreements, and collaborate on trade enforcement, compliance, and export promotion activities. OCIO integrates many of the facets of ITA's organizational efforts into one seamless and unified informational space. OCIO also ensures the security of information and technology assets by operating a comprehensive world-wide cyber security program.

PROGRAM CHANGES FOR FY 2019:

Refocusing of Administration Priorities (Base Funding: \$23.0 million and 98 FTE; Program Change: \$2.2 million and 10 positions): ITA requests a decrease of \$2,242,177 and 0 FTE within Executive Direction and Administration (ExAd) in support of the Administration's budget priorities. Specifically, ITA will eliminate 10 positions distributed across the three components of the ExAd in proportion with the rescaling of operations being undertaken by other ITA program units.

Measures of Performance

| Performance Measure: Percent of Clean Audit Opinion) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| With Change | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Without Change | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| <p>Description: This measure illustrates that ITA's finances are presented in conformity with U.S. generally accepted accounting principles and there are no material weaknesses identified within the Department's Audit that are attributable to ITA.</p> | | | | | | | |

| Performance Measure: Percent of the 80-day hiring model deadlines within the bureaus span of control that are met. | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| With Change | 80% | 80% | 80% | 80% | 80% | 80% | 80% |
| Without Change | 80% | 80% | 80% | 80% | 80% | 80% | 80% |
| <p>Description: This measure illustrates the percent of deadlines, as defined by the 80-day hiring model, that ITA meets that are within its control. This number takes into account both the amount of transactions and the overall time taken on them.</p> | | | | | | | |

PROGRAM CHANGE PERSONNEL DETAIL

(Dollar amount in thousands)

Budget Program: Executive Direction and Administration
Sub-program: Executive Direction and Administration
Program Change: Refocusing of Administration Priorities

| Title: | Location | Grade | Number of Positions | Annual Salary | Total Salaries |
|-----------------------------------|-----------------|--------------|--------------------------------|--------------------------|---------------------------|
| Senior Advisor | Various CONUS | GS-15 | (3) | \$ 142,607 | \$ (427,821) |
| Speech Writer | Washington D.C. | GS-14 | (1) | \$ 126,958 | \$ (126,958) |
| IT Specialist | Washington D.C. | GS-14 | (2) | \$ 126,958 | \$ (253,916) |
| IT Specialist | Washington D.C. | GS-13 | (1) | \$ 107,435 | \$ (107,435) |
| Management and Program Analyst | Washington D.C. | GS-12 | (2) | \$ 90,350 | \$ (180,700) |
| Special Assistant | Washington D.C. | GS-11 | (1) | \$ 75,377 | \$ (75,377) |
| Subtotal | | | <u>(10)</u> | | <u>\$ (1,172,207)</u> |
| Less Lapse | | | <u>0</u> | | <u>\$ -</u> |
| Total Full-time permanent: | | | (10) | | \$ (1,172,207) |
| 2018 Pay Adjustment | 1.9% | | | | \$ (22,272) |
| 2019 Pay Adjustment | 0.0% | | | | \$ - |
| Subtotal | | | (10) | | \$ (1,194,479) |
| Total | | | | | \$ (1,194,479) |

Personnel Data

Full-time Equivalent Employment

Full-time permanent

0

Other than full-time permanent

0

Total

0

Authorized Positions:

Full-time permanent

(10)

Other than full-time permanent

0

Total

(10)

Budget Program: Executive Direction and Administration
Sub-program: Executive Direction and Administration
Program Change: Refocusing of Administration Priorities

| Object Class | | FY 2019 Increase |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | (1,194) |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | (11) |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | (1,205) |
| 12 | Civilian personnel benefits | (418) |
| 13 | Benefits for former personnel | - |
| 21 | Travel and transportation of persons | (151) |
| 22 | Transportation of things | (25) |
| 23.1 | Rental payments to GSA | - |
| 23.2 | Rental payments to others | - |
| 23.3 | Communications, Utilities and miscellaneous charges | (9) |
| 24 | Printing and reproduction | (10) |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | (199) |
| 25.3 | Purchase of goods and services from Gov't accounts | (197) |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | (13) |
| 31 | Equipment | (15) |
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |

| | | |
|----|-------------------------------------|----------------------|
| 41 | Grants, subsidies and contributions | - |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr/> <u>(2,242)</u> |

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

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

| Line Item | | 2017 | | 2018 | | 2019 | | 2019 | | Increase/ (Decrease) | |
|--|-----------------|-----------|----------|-----------|----------|-----------|----------|-----------|--------------|-------------------------|----------|
| | | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount | Personnel | Amount |
| Survey of International Air Travelers | Pos./BA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 |
| | FTE/Obl. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 |
| Total | Pos./BA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 |
| | FTE/Obl. | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 |

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

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

Goal Statement

The goal of the Survey of International Air Travelers (SIAT) is to gather statistical data about air passenger travelers in U.S. - overseas and Mexican air markets (Canada is excluded) in order to comply with legislative requirements to collect and publish comprehensive international travel and tourism statistics and other marketing information.

Base Program

The Survey of International Air Travelers (SIAT) is the only source for international travel statistics, including travelers' spending, destinations visited, purpose of trip (e.g. medical and education), and other key traveler characteristics. This data is used by the Bureau of Economic Analysis (BEA) to measure the contribution of international travel to the economy for travel exports and imports (balance of trade), and by Congress and the Executive Branch to develop public policy on this key industry sector. Data is also used by Department of State and Department of Homeland Security (DHS) to forecast staffing needs at embassies/consulates and ports of entry, to support expansion of trusted traveler programs, and track U.S. citizens abroad, and by the Centers for Disease Control (CDC) to assist in modeling the potential spread of disease such as SARS, H1N1, and Zika. The U.S. Government also uses the SIAT data for evaluating the entry experience at U.S. airports. The states, destinations, and travel businesses rely upon this data for their market intelligence. ITA staff use the data extensively to provide consultation expertise to advise clients about markets, the approach to expanding travel exports, and to identify partners to expand the exporter base.

The Budget proposes that \$5 million in fee revenues collected from the surcharge on international travelers utilizing the Electronic System for Travel Authorization (ESTA) be redirected to fully fund the SIAT. The revenues allow ITA to make progress in meeting the TPA mandate of a 1% sample size and expand the survey to gather more robust data than previously collected. The expansion of the survey will enable ITA to provide more country data, and enable a greater number of states and localities to benefit from this data to expand to new markets and develop job-creation strategies. In addition, the TPA fee revenue will enable more robust data to be used by the private sector to analyze business opportunities and anticipate market shifts which help keep the United States competitive in the global marketplace. The SIAT data collection methodology has been reviewed extensively by BEA, Census and the private sector Travel and Tourism Advisory Board (TTAB) and has universally been acknowledged to be sound and cost-effective given current collection methods. In its June 28, 2017 letter to the Secretary, the TTAB recommended that maintaining the SIAT should be a top priority for the Department.

Deliverables

The following products are produced annually on overseas and Mexican visitors:

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

Note: Overseas includes all countries except Canada and Mexico

Measures of Performance

| Performance Goal: Number of Destinations Visited Estimates (Overseas to States/Territories) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| With Change | n/a | 31 | 31 | 31 | 31 | 31 | 31 |
| Without Change | n/a | 0 | 0 | 0 | 0 | 0 | 0 |
| Description: The additional destination data will mean more states and travel businesses will be able to justify entering the international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based upon this research. Furthermore, the existing states will also have more information on their visitors, which will enable them to select markets more effectively to focus on and to expand into new markets. | | | | | | | |

| Performance Goal: Number of Destinations Visited Estimates (Overseas to Cities) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| With Change | n/a | 46 | 46 | 46 | 46 | 46 | 46 |
| Without Change | n/a | 0 | 0 | 0 | 0 | 0 | 0 |
| <p>Description: The additional destination data will mean more cities and travel businesses will be able to justify entering the international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based upon this research. Furthermore, the existing states will also have more information on their visitors, which will enable them to more effectively, select markets to focus on, to expand into new markets, and to identify new partners.</p> | | | | | | | |

| Performance Goal: Number of Source Markets Reported (Overseas Countries) | FY 2017 Actual | FY 2018 Target | FY 2019 Target | FY 2020 Target | FY 2021 Target | FY 2022 Target | FY 2023 Target |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| With Change | n/a | 42 | 42 | 42 | 42 | 42 | 42 |
| Without Change | n/a | 0 | 0 | 0 | 0 | 0 | 0 |
| <p>Description: The additional countries mean more localities and travel businesses will be able to justify expanding into other international travel market to increase travel exports because they now have the key market intelligence needed to develop marketing strategies based upon this research. It will also mean the NTTO and additional Global Markets country offices will have additional market research to use in providing the consultation services to U.S. businesses interested in expanding into additional markets.</p> | | | | | | | |

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PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

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

| Object Class | | FY 2019 Increase |
|---------------------|---|-------------------------|
| 11 | Personnel compensation | |
| 11.1 | Full-time permanent | - |
| 11.3 | Other than full-time permanent | - |
| 11.5 | Other personnel compensation (awards) | - |
| 11.8 | Special personnel services payments | - |
| 11.9 | Total personnel compensation | - |
| 12 | Civilian personnel benefits | - |
| 13 | Benefits for former personnel | - |
| 21 | Travel and transportation of persons | - |
| 22 | Transportation of things | - |
| 23.1 | Rental payments to GSA | - |
| 23.2 | Rental payments to others | - |
| 23.3 | Communications, Utilities and miscellaneous charges | - |
| 24 | Printing and reproduction | 40 |
| 25.1 | Advisory and assistant services | - |
| 25.2 | Other services | 4,960 |
| 25.3 | Purchase of goods and services from Gov't accounts | - |
| 25.4 | Operation of GOCOs | - |
| 25.5 | Research and development contracts | - |
| 25.6 | Medical care | - |
| 25.7 | Operation and maintenance of equipment | - |
| 25.8 | Subsistence and support of persons | - |
| 26 | Supplies and materials | - |
| 31 | Equipment | - |

| | | |
|----|-------------------------------------|-------------|
| 32 | Lands and structures | - |
| 33 | Investments and loans | - |
| 41 | Grants, subsidies and contributions | - |
| 42 | Insurance claims and indemnities | - |
| 43 | Interest and dividends | - |
| 44 | Refunds | - |
| 99 | Total obligations | <hr/> 5,000 |

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

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

13 U.S.C. 301(a) and 305
15 U.S.C. 141 et seq.
15 U.S.C. 649b-649d
15 U.S.C. 1151 et seq.
15 U.S.C. 1501 et seq. and 15 U.S.C. 172 et seq.
15 U.S.C. 1512 et seq.
15 U.S.C. 4001 et seq.
15 U.S.C. 4011 et seq.
15 U.S.C. 4721 and 22 U.S.C. 262s-2
15 U.S.C. 4723
15 U.S.C. 4724
15 U.S.C. 4725
15 U.S.C. 4726
15 U.S.C. 4727
15 U.S.C. 4728
15 U.S.C. 4729
19 U.S.C. 81a et seq.
19 U.S.C. 1318 and 1502(a)
19 U.S.C. 1339(b)
19 U.S.C. 1514-1516
19 U.S.C. 1592A(b)
19 U.S.C. 1617
19 U.S.C. 1671 et seq.

19 U.S.C. 1673 et seq.
19 U.S.C. 1677k and 1677n
19 U.S.C. 1862
19 U.S.C. 2031
19 U.S.C. 2114 and 2155
19 U.S.C. 2114b
19 U.S.C. 2171 nt.
19 U.S.C. 2252(h)(3)(A)
19 U.S.C. 2354
19 U.S.C. 2411 et seq.
19 U.S.C. 2451 sec. 411
19 U.S.C. 3201 nt.
19 U.S.C. 3538(b), (c), and (d)
19 U.S.C. 3571(a), (b), (c), (e), and (f), and 3572(d)
19 U.S.C. 3721(b)(3)(C)
19 U.S.C. 3802(c)(3)
22 U.S.C. 262s-2 nt.
22 U.S.C. 1471 nt.
22 U.S.C. 2351(b)(1)
22 U.S.C. 2451 et seq.
22 U.S.C. 2651 et seq.
22 U.S.C. 3101 et seq.
22 U.S.C. 3901 et seq.
22 U.S.C. 4723a
22 U.S.C. 5462
22 U.S.C. 5812(b)
22 U.S.C. 5821
22 U.S.C. 5823(b)
22 U.S.C. 5824
22 U.S.C. 5872
26 U.S.C. 4221 and 19 U.S.C. 1309
28 U.S.C. 2631 et seq.
42 U.S.C. 6951 et seq.
46 U.S.C. 1122b
50 U.S.C. 98-98h
50 U.S.C. 401 et seq

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

No Specific Authority

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

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

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

No Specific Authority

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

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

11. "of which \$9,439,000 is to be derived from fees to be retained and used by the International Trade Administration, notwithstanding 31 U.S.C. 3302"

No Specific Authority

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

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

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

No Specific Authority

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

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

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

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

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

| | 2017 Actual | 2018 Annualized CR | 2019 Estimate |
|--|----------------|-----------------------|------------------|
| Consulting services | 4,105 | 1,000 | 1,015 |
| Management and professional services | 3,232 | 1,305 | 1,326 |
| Special studies and analyses | 5 | 150 | 152 |
| Management and support services for research and development | 3,858 | 4,000 | 4,064 |
| Total | 11,200 | 6,455 | 6,557 |

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

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

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

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

Note: Changes to this exhibit vs the FY 2018 President's budget are based on a stricter interpretation of Section 83 of OMB circular A-11.

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

| | 2017 Actuals | 2018 Estimate | 2019 Estimate |
|--------------|-----------------|------------------|------------------|
| Periodicals | \$82 | \$34 | \$32 |
| Pamphlets | 22 | 22 | 22 |
| Audiovisuals | 5 | 5 | 5 |
| Total | \$109 | \$61 | \$59 |

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

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

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

| | 2017 Currently Available | 2018 Continuing Resolution | 2019 Estimate |
|--|--------------------------------|----------------------------------|------------------|
| Average ES Grade | \$171,572 | \$174,832 | \$174,832 |
| Average GS/GM Grade | 12.9 | 12.9 | 12.8 |
| Average GS/GM Salary | \$110,090 | \$112,182 | \$111,846 |
| Average grade and salary established by the Foreign Service Act of 1980 (U.S.C. 801-1158): | | | |
| Average Senior Foreign Service salary | \$174,352 | \$177,665 | \$177,665 |
| Average Foreign Service Officer grade | 2.0 | 2.0 | 2.0 |
| Average Foreign Service Officer salary | \$128,986 | \$131,437 | \$131,437 |
| Average Foreign Service Staff salary | \$101,289 | \$103,213 | \$99,920 |
| Average Foreign Service salary in foreign countries | \$128,362 | \$130,801 | \$128,362 |

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International Trade Administration (ITA) FY 2019 Performance Planning Backup

MISSION STATEMENT

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

OVERVIEW

ITA strengthens the competitiveness of U.S. industry, promotes trade and investment, and ensures fair trade through the rigorous enforcement of our trade laws and agreements. ITA works to improve the global business environment and helps U.S. organizations compete at home and abroad.

ITA is organized into three distinct but complementary business units:

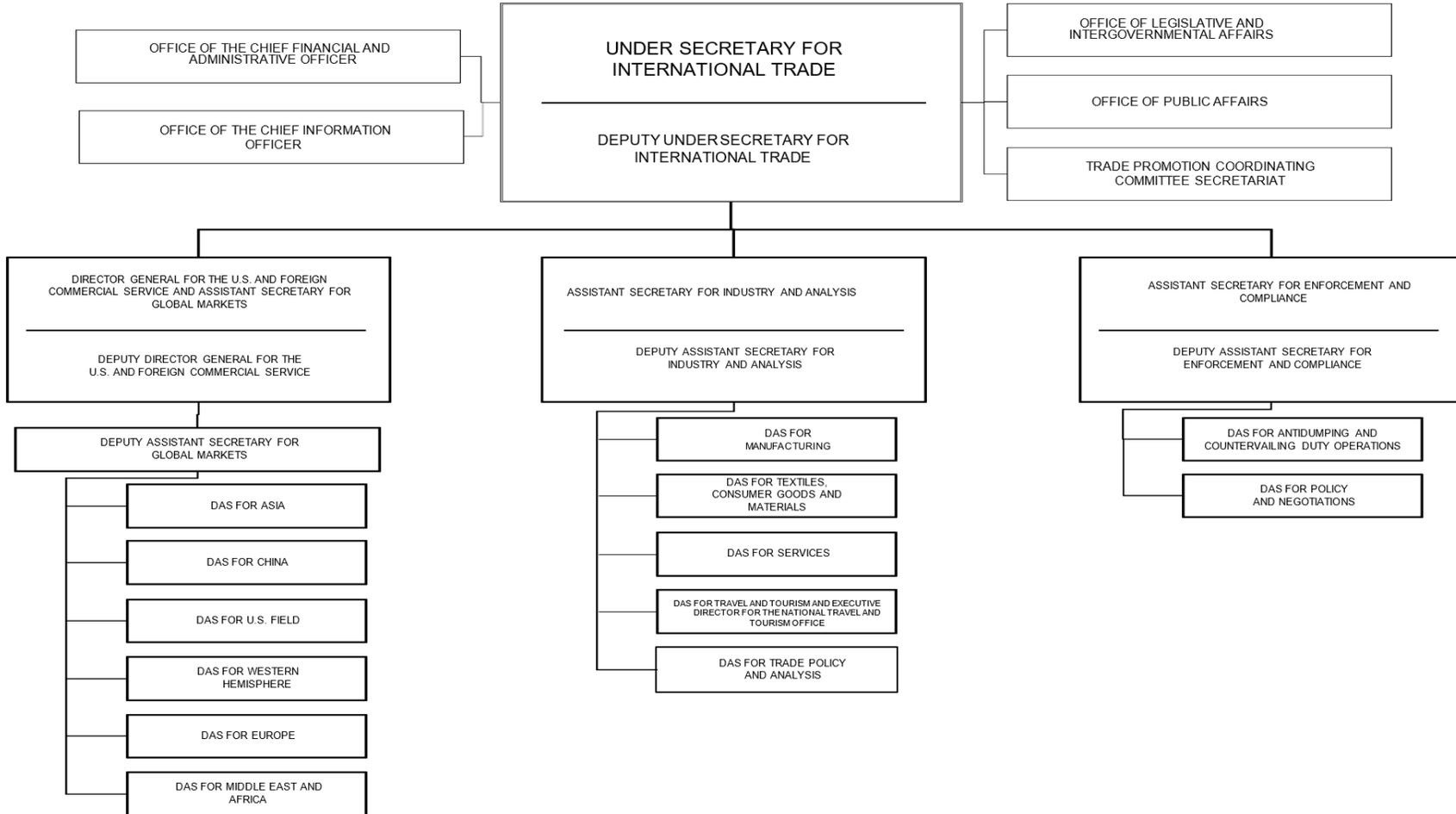
The Enforcement and Compliance unit enhances ITA's responsibilities to enforce U.S. trade laws and ensure compliance with trade agreements negotiated on behalf of U.S. industry.

The Global Markets unit combines ITA's country and regional experts, overseas and U.S. field operations staff, and specific trade promotion programs to provide U.S. firms with the full suite of country-specific export promotion services and market access advocacy, while promoting the United States as an investment destination.

The Industry and Analysis (I&A) unit brings together ITA's industry, trade, and economic experts to advance the competitiveness of U.S. industries through the development and execution of international trade and investment policies and promotion strategies. I&A will leverage ITA's relationships with manufacturing and services industries to increase U.S. exports.

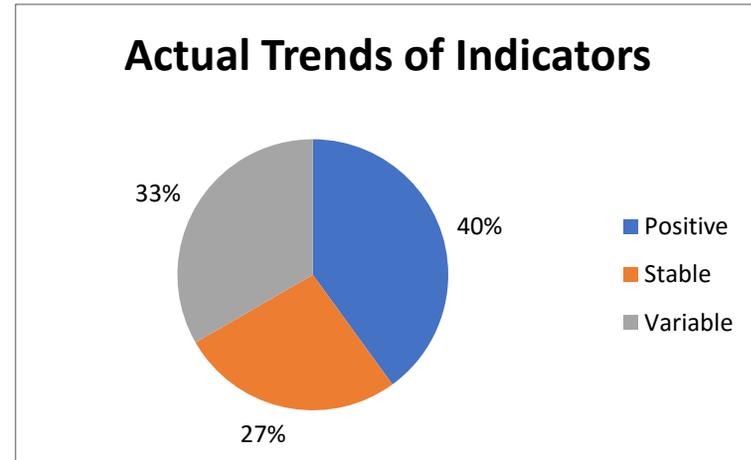
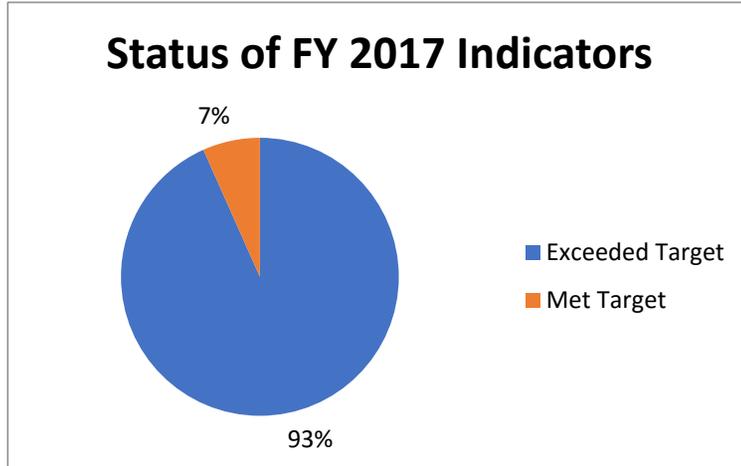
ORGANIZATIONAL STRUCTURE

Department of Commerce International Trade Administration



Performance Indicator Information

Summary of Indicator Performance



Summary of FY 2017 Indicator Performance

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

| Indicator | Target | Actual | Status | Trend |
|--|----------------------|----------|-----------------|----------|
| Number of foreign trade barriers removed, reduced, or prevented (annual) | 80 | 115 | Exceeded | Variable |
| Number of Commercial Diplomacy/Advocacy WINS (annual) | 330 | 459 | Exceeded | Variable |
| Export impact of trade barriers removed, reduced, or prevented-dollars of created or retained (millions) | \$1,800M | TBD | Met or Exceeded | Positive |
| Dollar exports generated from Export Trading Companies (billions) | \$24.0B | \$23.5B | Met | Variable |
| Dollar value of U.S. contracts from advocacy wins | Contextual indicator | \$54.7 B | N/A (no target) | Variable |

Objective 1.2: Increase U.S. Exports

| Indicator | Target | Actual | Status | Trend |
|-----------|--------|--------|--------|-------|
|-----------|--------|--------|--------|-------|

| | | | | |
|--|--------|--------|----------|----------|
| Percentage of Global Market clients that achieved their export objectives (AGENCY PRIORITY GOAL) | 75% | 78% | Exceeded | Positive |
| Number of clients assisted by Global Markets | 28,000 | 30,110 | Exceeded | Positive |
| Percentage of clients highly likely to recommend Global Markets assistance. | 82% | 86% | Exceeded | Positive |

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

| Indicator | Target | Actual | Status | Trend |
|---|--------|--------|----------|----------|
| Number of investment clients assisted by the Department (ITA) | 2,400 | 6,671 | Exceeded | Positive |

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

| Indicator | Target | Actual | Status | Trend |
|--|--------|--------|----------|-----------------|
| Percent of antidumping (AD) and countervailing duty (CVD) determinations issued within statutory and/or regulatory deadlines | 91% | 97% | Exceeded | Stable |
| Number of antidumping and countervailing duty petition counseling sessions | 298 | 1,038 | Exceeded | Not enough data |
| Number of trade agreement compliance cases resolved successfully | 34 | 36 | Exceeded | Positive |
| Percentage of Compliance and Market Access cases initiated that are reviewed for Agreement Relevancy within the established time frame | 90% | 100% | Exceeded | Stable |
| Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection | 88% | 96% | Exceeded | Stable |
| Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection | 86% | 99% | Exceeded | Stable |

Detailed Indicator Plans and Performance

Current / Recurring Indicators

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

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

Recurring Indicators:

| | | | | | | | | |
|-------------------------------------|--|---------|---------|---------|----------|----------|---------|---------|
| Indicator | Number of foreign trade barriers removed, reduced or prevented (annual) | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Output | | | | | | | |
| Description | This indicator captures the results of ITA's efforts to facilitate fair competition in international trade for U.S. firms and workers by improving the number of trade barriers reduced, removed, or prevented. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations which are outside of direct U.S. control. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | 70 | 75 | 80 | 126 | 136 |
| Actual | | | 74 | 41 | 110 | 115 | | |
| Status | | | | Not Met | Exceeded | Exceeded | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |
| Adjustments to targets | FY 2018 and FY 2019 targets have been increased as this is now an ITA-wide performance measure. | | | | | | | |
| Notes | ITA revised its FY16 year-end actuals to 110 from 118, as originally reported in the ITA FY16 dashboard. | | | | | | | |
| Information Gaps | None | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|----------|----------|----------|----------|---------|---------|
| Indicator | Number of Commercial Diplomacy/Advocacy WINS | | | | | | | |
| Category | Key | | | | | | | |
| Type | Immediate Outcome | | | | | | | |
| Description | <p>This measure captures the results of ITA's front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of engagement results in the following outcomes for a U.S. company or industry: reduced/removed/prevented trade barrier; reduced/removed threat to U.S. business/economic interest; foreign compliance with a trade agreement; facilitated an export transaction; or, a U.S. company has a signed contract for a foreign procurement. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations which are outside of direct U.S. control.</p> | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2014 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | 225 | 250 | 300 | 330 | 240 | 240 |
| Actual | | | 343 | 287 | 472 | 459 | | |
| Status | | | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | GM is working with ITA units, including ITA's Strategic Program Evaluation Council, to develop a methodology for evaluating the economic impact of this indicator. | | | | | | | |
| Adjustments to targets | Outyear targets adjusted to reflect the "with change" figures presented in the narrative. | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | None | | | | | | | |

| | | | | | | | | |
|-------------------------------------|--|----------|---------|----------|----------|----------------|----------|----------|
| Indicator | Export impact of prevention, reduction or removal of trade barriers – Dollars of exports created or retained (millions)* | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Intermediate Outcome | | | | | | | |
| Description | This indicator captures the total export impact of the collaborative work done by the International Trade Administration and its federal partners to resolve trade barriers by their removal, prevention, or reduction. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights, and import barriers such as licensing, customs, and regulations. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | \$1,500M | \$1,650M | \$1,800M | \$1,800M | \$1,800M |
| Actual | | \$1,784M | \$151M | \$3,576M | \$4.2B | TBD | | |
| Status | | | | Exceeded | Exceeded | Meet or Exceed | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | ITA will continue to assess this metric to determine whether any further improvements may be warranted. | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | FY 2017 actuals are still being calculated, but it is anticipated that ITA will meet or exceed the target. | | | | | | | |
| Information Gaps | None | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|---------|----------|---------|---------|---------|---------|
| Indicator | Dollar exports generated from Export Trading Companies (billions) | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Intermediate | | | | | | | |
| Description | The Export Trading Company Act (the Act) allows U.S. businesses to form export joint ventures called Export Trading Companies (ETC). These ETCs are formed for various purposes such as to negotiate lower shipping rates, pool resources to expand an export market base, avoid export rivalry by coordinating an export strategy, and sell under a single label. ITA, with the concurrence of the Justice Department, issues a Certificate of Review under the Act. This indicator captures the actual export sales in billions of dollars. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | \$22.5B | \$23.5B | \$24.0B | \$24.0B | \$24.0B |
| Actual | \$24.5B | \$25.2B | \$23.8B | \$24.8B | \$21.0B | \$23.5B | | |
| Status | | | | Exceeded | Met | Met | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |

| | |
|------------------------------------|--|
| Actions to be taken / Future Plans | None |
| Adjustments to targets | None |
| Notes | Pursuant to 15 CFR Part 325, full receipt by ITA of all current participating ETC's reported export sales generally lags about 12 months from reporting year. Accordingly, FY 2017 Actual is an estimate. Past year Actuals revised. |
| Information Gaps | None |

1.2: Increase U.S. Exports

Recurring Indicators

| | | | | | | | | |
|-------------------------------------|--|---------|----------|----------|----------|----------|---------|---------|
| Indicator | Percentage of Global Markets clients that achieved their export objectives | | | | | | | |
| Category | Key | | | | | | | |
| Type | Customer Service | | | | | | | |
| Description | This measure evaluates Global Markets' effectiveness in helping companies achieve their export objectives. Global Markets offers U.S. companies a robust set of capabilities to help them achieve their international exporting goals, whether those goals are to set up an overseas distribution channel, gain easier access to challenging markets, or meet additional foreign buyers for their goods. Global Markets focuses on understanding clients' exporting needs, and providing services to meet those needs. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | 69% | 71% | 73% | 73% | 74% | 74% |
| Actual | 68% | 67% | 73% | 73% | 78% | 78% | | |
| Status | | | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | The data source is only from GM's fee-based services. | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|---------|----------|----------|----------|---------|---------|
| Indicator | Number of clients assisted by Global Markets | | | | | | | |
| Category | Key | | | | | | | |
| Type | Output | | | | | | | |
| Description | This indicator illustrates ITA's reach into the U.S. business community. | | | | | | | |
| | | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | 20,709 | 20,800 | 22,150 | 23,000 | 23,000 | 28,000 | 24,000 | 24,000 |
| Actual | 18,945 | 18,126 | 17,593 | 25,029 | 28,692 | 30,110 | | |
| Status | Not met | Not met | Not met | Exceeded | Exceeded | Exceeded | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | ITA is currently focusing on improving the efficiency of operations, such as through enhancements to digital services. This will likely affect the number of clients assisted during FY 2018. Once efficiency measures are fully implemented, ITA expects the number of clients assisted to increase. | | | | | | | |
| Adjustments to targets | Outyear targets adjusted to reflect the "with change" figures presented in the narrative. | | | | | | | |
| Notes | This measure illustrates Global Markets' annual effectiveness in providing export counseling and assistance to additional U.S. companies. | | | | | | | |
| Information Gaps | None | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|----------|----------|----------|----------|----------|---------|---------|
| Indicator | Percentage of clients highly likely to recommend Global Markets assistance | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Customer Service | | | | | | | |
| Description | This indicator illustrates the level of client satisfaction with Global Markets and will be used to improve the quality and efficiency of service delivery. | | | | | | | |
| | | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | 66% | 69% | 71% | 81% | 82% | 83% | 83% |
| Actual | 82% | 78% | 83% | 84% | 86% | 86% | | |
| Status | | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |

| | |
|------------------------|---|
| Adjustments to targets | None |
| Notes | None |
| Information Gaps | The data source is only from GM's fee-based services. |

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

Recurring Indicators:

| | | | | | | | | |
|-------------------------------------|---|---------|----------|----------|----------|----------|---------|---------|
| Indicator | Number of investment clients assisted by the Department (ITA-Led) | | | | | | | |
| Category | Key | | | | | | | |
| Type | Output | | | | | | | |
| Description | This measure captures the number of domestic and foreign firms, as well as domestic and foreign economic development organizations, assisted by the Department of Commerce to attract inward investment into the United States. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | 900 | 1,600 | 1,760 | 2,400 | 2,800 | 3,040 |
| Actual | | | 1,038 | 1,651 | 6,072 | 6,671 | | |
| Status | | | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |
| Adjustments to targets | Outyear targets adjusted to reflect the "with change" figures presented in the narrative. | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | None | | | | | | | |

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

Recurring Indicators:

| | | | | | | | | |
|-------------------------------------|--|----------|----------|----------|----------|----------|---------|---------|
| Indicator | Percent of antidumping (AD) and countervailing duty (CVD) determinations issued within statutory and/or regulatory deadlines | | | | | | | |
| Category | Key | | | | | | | |
| Type | Process | | | | | | | |
| Description | This indicator captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper and changed circumstance reviews), scope, and circumvention inquiries conducted pursuant to U.S. laws and regulations. The indicator will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments identified in the context of an AD/CVD proceeding. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | 90% | 90% | 91% | 91% | 91% | 91% | 91% | 91% |
| Actual | 95% | 96% | 92% | 93% | 95% | 97% | | |
| Status | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Stable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | This indicator was introduced in FY2015 and there are no plans for it to be modified or discontinued. | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | Although this performance metric was reported in previous budget submissions beginning in FY 2009, it was introduced in the FY 2015 APP. | | | | | | | |
| Information Gaps | None | | | | | | | |

| | | | | | | | | |
|-------------|---|--|--|--|--|--|--|--|
| Indicator | Number of antidumping and countervailing duty petition counseling sessions | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Output | | | | | | | |
| Description | This measure captures petition counseling assistance to U.S. companies and their workers, including counseling resulting from contacts initiated by companies or their workers and outreach to U.S. companies. Such counseling improves the understanding of, and access to, the U.S. trade laws dealing with injurious dumping and foreign government subsidies that can impede the competitiveness of U.S. companies and workers. | | | | | | | |
| | | | | | | | | |

| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
|-------------------------------------|--|---------|---------|---------|----------|----------|---------|---------|
| Target | N/A | N/A | N/A | N/A | 259 | 298 | 343 | 343 |
| Actual | | | | | 655 | 1,038 | | |
| Status | | | | | Exceeded | Exceeded | | |
| Trend | Not Enough Data | | | | | | | |
| Explanation (if not met in FY 2017) | Not Applicable | | | | | | | |
| Actions to be taken / Future Plans | This indicator was introduced in FY 2016. | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | The FY 2017 target was developed based on a combination of actual and estimated results, as well as past experience with petition counseling trends. | | | | | | | |
| Information Gaps | See notes section above. | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|---------|---------|---------|----------|---------|---------|
| Indicator | Number of trade agreement compliance cases resolved successfully | | | | | | | |
| Category | Key | | | | | | | |
| Type | Output | | | | | | | |
| Description | This indicator provides the number of successful case conclusions (usually barriers removed) in trade agreements compliance cases. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations outside of direct United States Government control. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | 32 | 33 | 34 | 35 | 36 |
| Actual | 41 | 39 | 20 | 24 | 33 | 36 | | |
| Status | | | | Not Met | Met | Exceeded | | |
| Trend | Positive | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | Not applicable | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | Actual performance data is available from FY 2012. Actual planning and data collection started in FY 2015. | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|---------|----------|----------|----------|---------|---------|
| Indicator | Percentage of compliance and market access cases initiated that are reviewed for Agreement Relevancy within the established time frame | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Process | | | | | | | |
| Description | This indicator captures the timely analysis and determination of whether a compliance and market access case is subject to a Relevant Agreement for cases in which E&C staff are responsible Issue Experts. E&C Issue Experts have 10 business days in which to examine a possible trade barrier comparing it with any trade agreement obligations and determining if an agreement is relevant to helping to solve the case. Making this determination is an important basis for forming an action plan, since it may or may not provide leverage to help carry out the plan. This determination also dictates if the trade barrier will be termed a "compliance" case. Cases for which the agreement expert has reviewed the facts obtained and has determined that sufficient information is not yet available will be categorized as pending while additional information is being obtained. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | 85% | 90% | 90% | 90% | 90% | 90% |
| Actual | 91% | 89% | 96% | 95% | 100% | 100% | | |
| Status | | | | Exceeded | Exceeded | Exceeded | | |
| Trend | Stable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | Not applicable | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | Actual performance data is available from FY 2010. Actual planning and data collection started in FY 2015 | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |

| | | | | | | | | |
|-------------------------------------|--|---------|---------|----------|----------|----------|---------|---------|
| Indicator | Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection (CBP) | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Process | | | | | | | |
| Description | This indicator captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection and appropriate duties for merchandise subject to antidumping and countervailing duty proceedings. | | | | | | | |
| | | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | 88% | 88% | 88% | 88% | 88% |
| Actual | | | 93% | 94% | 93% | 96% | | |
| Status | | | | Exceeded | Exceeded | Exceeded | | |
| Trend | Stable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | This indicator was introduced in FY 2015 and there are no plans for it to be modified or discontinued. | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |

| | | | | | | | | |
|-------------------------------------|---|---------|---------|----------|----------|----------|---------|---------|
| Indicator | Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection (CBP) | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Process | | | | | | | |
| Description | The indicator captures the accuracy of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate and accurate duties for merchandise subject to antidumping and countervailing duty proceedings. | | | | | | | |
| | | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | 86% | 86% | 86% | 86% | 86% |
| Actual | | | 97% | 97% | 99% | 99% | | |
| Status | | | | Exceeded | Exceeded | Exceeded | | |
| Trend | Stable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |

| | |
|------------------------------------|--|
| Actions to be taken / Future Plans | This indicator was introduced in FY 2015 and there are no plans for it to be modified or discontinued. |
| Adjustments to targets | None |
| Notes | None |
| Information Gaps | Not applicable |

Proposed New Indicators

| Indicator | Percent of identified unfair trade practices affecting U.S. parties addressed through informal/formal intervention or dispute settlement | | | | | | | |
|--------------------------------------|---|----------|----------|----------|----------|----------|---------|---------|
| Category | Supporting (Strategic Plan) | | | | | | | |
| Type | Contextual | | | | | | | |
| Description | This measure records efforts regarding subsidies-related unfair foreign trade practices (UTPs) that may harm the interests of U.S. industries in domestic and international markets that are addressed through bilateral, World Trade Organization (WTO), or other multilateral consultations and negotiations. Performance of the measure depends to a significant extent on WTO-related avenues for addressing UTPs, and therefore, can fluctuate according to WTO activity cycles. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | 22% | 22% | 22% | 22% | 22% | 22% | 22% | 22% |
| Actual | 28% | 25% | 23% | 30% | 27% | 27% | | |
| Status (i.e. Exceeded, Met, Not Met) | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |
| Adjustments to Targets | None | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | None | | | | | | | |
| Reason for New Indicator | This indicator supports the proposed FYs 2018-2022 DOC Strategic Plan | | | | | | | |
| Indicator(s) being replaced | None | | | | | | | |

| Indicator | 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 | | | | | | | |
|--------------------------------------|---|----------|----------|---------|----------|----------|---------|---------|
| Category | Supporting (Strategic Plan) | | | | | | | |
| Type | Contextual | | | | | | | |
| Description | This measure reports on the success of trade remedy actions undertaken by foreign governments including countervailing duty, antidumping, and safeguard proceedings involving U.S. interests. The misuse of trade remedy actions by foreign administering authorities can limit or eliminate market opportunities for U.S. exports. ITA's advocacy as reflected by this measure helps to ensure that U.S. companies are given fair treatment under national trade remedy laws and international agreements. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | 90% | 90% | 90% | 90% | 90% | 90% | 90% | 90% |
| Actual | 97% | 95% | 93% | 90% | 92% | 92% | | |
| Status (i.e. Exceeded, Met, Not Met) | Exceeded | Exceeded | Exceeded | Met | Exceeded | Exceeded | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | None | | | | | | | |
| Adjustments to Targets | None | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |
| Reason for New Indicator | This indicator supports the proposed FYs 2018-2022 DOC Strategic Plan | | | | | | | |
| Indicator(s) being replaced | None | | | | | | | |

Other Indicators

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

| | | | | | | | | |
|-------------------------------------|---|---------|---------|---------|---------|---------|---------|---------|
| Indicator | Dollar Value of U.S. contracts from advocacy wins | | | | | | | |
| Type | Contextual | | | | | | | |
| Description | The estimated dollar value (in billions) of U.S. goods or services to a foreign government of contracts signed by U.S. businesses or their representatives with U.S. Government assistance. Commerce serves as the Chair of the Interagency Task Force on Commercial Advocacy and is the lead coordinator of advocacy efforts across the U.S. Government. | | | | | | | |
| | | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | | | | | |
| Actual | \$73.9 | \$16.2 | \$75.8 | \$26.8 | \$36.2 | \$54.7 | | |
| Status | | | | | | | | |
| Trend | Variable | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | Not applicable | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | Dollar value cannot be targeted as it is a variable based on factors outside ITA's control, namely foreign government contracts available. | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |

Non-Recurring Indicators

Enter any indicators that you are discontinuing in either FY 2018 or FY 2019.

| | | | | | | | | |
|------------------|---|---------|---------|---------|---------|---------|---------|---------|
| Indicator | Number of ombudsman cases facilitated by the Department | | | | | | | |
| Description* | This indicator is listed as a supporting indicator for objective 1.3 in the Commerce 2014-2018 Strategic Plan, but it is not being tracked by ITA. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | | | | | | | | |
| Actual | | | | | | | | |
| Status | | | | | | | | |
| Notes | This indicator has been discontinued. The total number of ombudsman support requests received by SelectUSA fluctuates significantly each year, making this an unreliable indicator of service level trends. | | | | | | | |
| Information Gaps | No information is available for this indicator as data is not being collected. | | | | | | | |

| | | | | | | | | |
|-------------------------------------|--|----------|----------|----------|----------|----------|---------|---------|
| Indicator | Exports generated annually from public/private partnerships | | | | | | | |
| Category | Supporting (Non-Strategic Plan) | | | | | | | |
| Type | Intermediate Outcome | | | | | | | |
| Description* | The indicator represents the dollar value of exports generated by Market Development Cooperator Program (MDCP) project activity. Through MDCP public/private partnerships, ITA provides technical and financial assistance to “cooperators” like trade associations and other non-profits. The elements of each project vary but examples include educating foreign authorities about industry standards, establishing product demonstration centers abroad, underwriting the cost of participation in foreign trade shows, and addressing non-tariff barriers to trade. | | | | | | | |
| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Target | \$1.9B | \$467M | \$389M | \$437M | \$210M | \$138M* | NA | NA |
| Actual | \$1.5B | \$2.51B | \$1.26B | \$493M | \$371M | \$325M | | |
| Status | Not met | Exceeded | Exceeded | Exceeded | Exceeded | Exceeded | | |
| Trend | NA | | | | | | | |
| Explanation (if not met in FY 2017) | Not applicable | | | | | | | |
| Actions to be taken / Future Plans | ITA is proposing to drop this performance measure in FY 2018 future years as ITA has no plans to issue new MDCP awards in FY 2018 or in future years. | | | | | | | |
| Adjustments to targets | None | | | | | | | |
| Notes | None | | | | | | | |
| Information Gaps | Not applicable | | | | | | | |

Resource Requirements Table

| | FY 2012 Actual | FY 2013 Actual | FY 2014 Actual | FY 2015 Actual | FY 2016 Actual | FY 2017 Actual | FY 2018 Annualized CR | FY 2019 Base | Increase / Decrease | FY 2019 Request |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------------------|-----------------|------------------------|--------------------|
| STATE APPLICABLE GOAL(S) | | | | | | | | | | |
| Total Budget Authority | | | | | | | | | | |
| Direct | 455,561 | 438,492 | 460,561 | 462,000 | 483,000 | 483,000 | 479,720 | 485,420 | (45,273) | 440,147 |
| Reimbursable | 23,420 | 23,791 | 23,886 | 23,949 | 30,557 | 25,826 | 25,000 | 25,000 | - | 25,000 |
| Total | 478,981 | 462,283 | 484,447 | 485,949 | 513,557 | 508,826 | 504,720 | 510,420 | (45,273) | 465,147 |
| Total Positions | 2011 | 2005 | 2040 | 1938 | 1878 | 1880 | 1880 | 1880 | -128 | 1752 |
| Positions do not include staff funded by the Working Capital fund. | | | | | | | | | | |

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

| | |
|--------|--|
| ABC | Activity-Based Cost |
| AC | Advocacy Center |
| AD | Antidumping |
| AGOA | African Growth and Opportunities Act |
| APEC | Asia/Pacific Economic Cooperation |
| ASEAN | Association of Southeast Asian Nations |
| ATB | Adjustment to Base |
| BEA | Bureau of Economic Analysis |
| BY | Budget Year |
| CBP | Customs and Border Protection |
| CBS | Commerce Business System (Accounting System) |
| CEE | Central and Eastern Europe |
| CEEIBC | Central and Eastern Europe Business Information Center |
| CFAO | Chief Financial and Administrative Officer |
| CIT | Court of International Trade |
| CITA | Committee for the Implementation of Textile Agreements |
| CSRS | Civil Service Retirement System |
| CTP | Corporation for Travel Promotion |
| CVD | Countervailing Duty |
| CS | Commercial Service |
| DAS | Deputy Assistant Secretary |
| DEC | District Export Council |
| DM | Departmental Management |
| DOA | Director of Administration |
| DOS | Department of State |
| E&C | Enforcement and Compliance |
| ECF | Employees Compensation Fund |
| EFM | Export Finance Matchmaker |

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| | |
|-------|---|
| EPA | Environmental Protection Agency |
| EU | European Union |
| ExAd | Executive Direction and Administration |
| FCC | Federal Communications Commission |
| FCIB | Finance, Credit and International Business |
| FDA | Food and Drug Administration |
| FDI | Foreign Direct Investment |
| FERS | Federal Employees Retirement System |
| FFMIA | Federal Financial Management Improvement Act |
| FFS | Federal Financial System |
| FICA | Federal Insurance Contribution Act |
| FSN | Foreign Service National |
| FTA | Free Trade Agreement |
| FTE | Full Time Equivalent |
| FTZ | Foreign Trade Zones |
| FY | Fiscal Year |
| GATS | General Agreement on Trade in Services |
| GATT | General Agreement on Tariffs and Trade |
| GBDe | Global Business Dialogue on electronic commerce |
| GCC | Gulf Cooperation Council |
| GDI | Global Diversity Initiative |
| GDP | Gross Domestic Product |
| GM | Global Markets |
| GPO | Government Printing Office |
| I&A | Industry and Analysis |
| LES | Locally Employed Staff |
| MOU | Memorandum of Understanding |
| MRA | Mutual Recognition Arrangement |

**Department of Commerce
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| | |
|-------|---|
| NACC | North American Competitiveness Council |
| NAFTA | North American Free Trade Agreement |
| NARA | National Archives and Records Administration |
| NEI | National Export Initiative |
| NES | National Export Strategy |
| NME | Non-Market Economy |
| NSC | National Security Council |
| NTBs | Non-Tariff Barriers |
| OASDI | Old Age Survivor and Disability Insurance |
| OECD | Organization for Economic Cooperation and Development |
| OGC | Office of General Counsel |
| OIG | Office of Inspector General |
| OLIA | Office of Legislative and Intergovernmental Affairs |
| OMB | Office of Management and Budget |
| OPA | Office of Public Affairs |
| OPIC | Overseas Private Investment Corporation |
| PART | Program Assessment Rating Tool |
| PMA | President's Management Agenda |
| PSC | Personal Service Contractors |
| QEC | Quality Enhancement and Control |
| SIPS | Statutory Import Program Staff |
| SMEs | Small and medium-sized Enterprises |
| STOP | Strategy Targeting Organized Piracy |
| TABD | Transatlantic Business Dialogue |
| TCC | Trade Compliance Center |
| TCG | Textiles Consultative Group |
| TCI | Trade Compliance Initiative |
| TDA | Trade Development Agency |

**Department of Commerce
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GLOSSARY OF BUDGET ACRONYMS AND TERMS**

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