

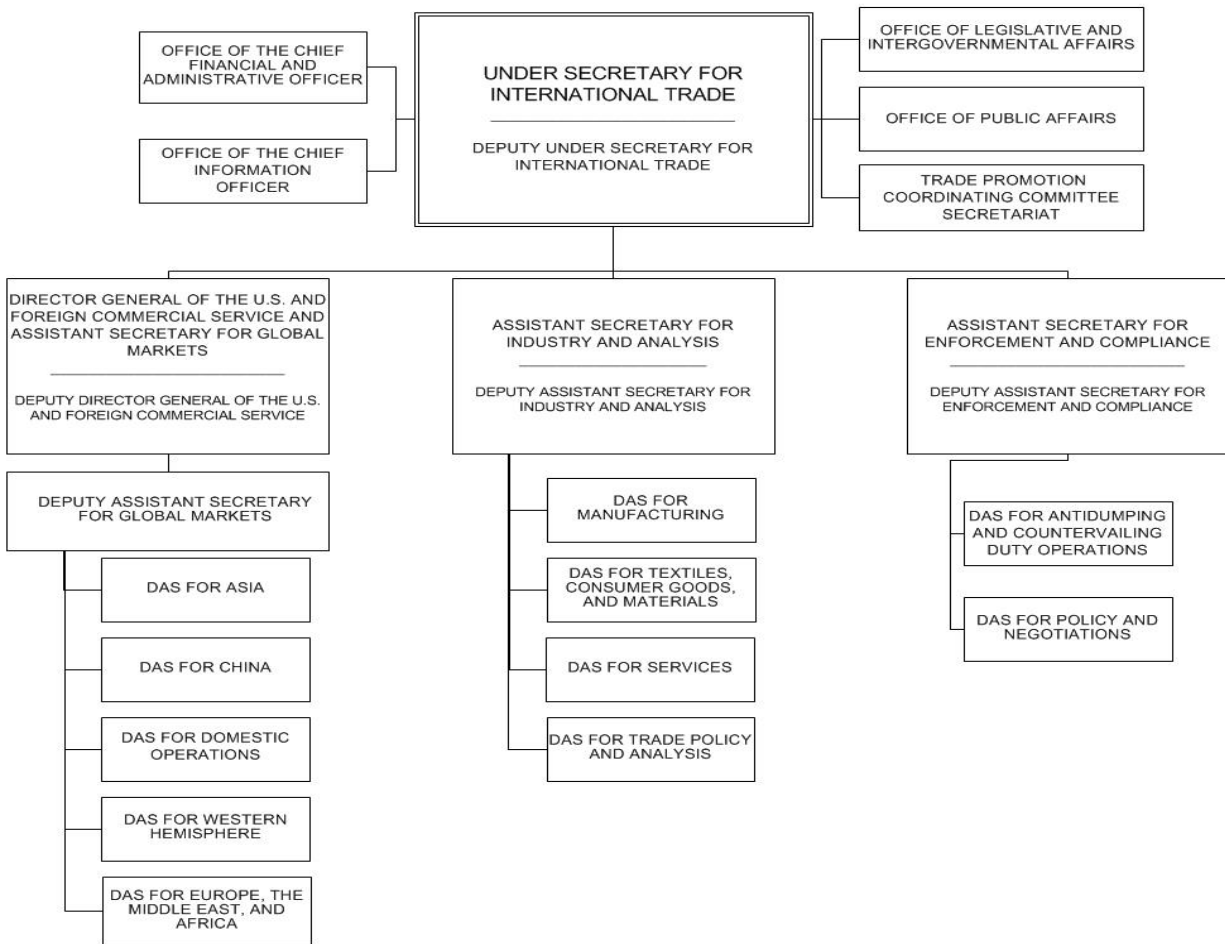
**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2017
Congressional Submission
TABLE OF CONTENTS**

Exhibit Number	Exhibit	Page Number
2	Organization Chart	ITA- 3
3	Executive Summary	ITA- 5
Operations and Administration		
5	Summary of Resource Requirements: Direct Obligations	ITA- 9
6	Summary of Reimbursable Obligations	ITA- 10
7	Summary of Financing	ITA- 11
9	Justification of Adjustments to Base	ITA- 13
Justification of Program and Performance		
Industry and Analysis		
10	Program and Performance: Direct Obligations	ITA- 17
11	Program and Performance: Reimbursable Obligations	ITA- 18
12	Justification of Program and Performance	ITA- 19
13	Program Changes for FY 2017	ITA- 22
14	Program Change Personnel Detail	ITA- 25
15	Program Change Detail by Object Class	ITA- 26
Enforcement and Compliance		
10	Program and Performance: Direct Obligations	ITA- 29
11	Program and Performance: Reimbursable Obligations	ITA- 30
12	Justification of Program and Performance	ITA- 31
13	Program Changes for FY 2017	ITA- 37
15	Program Change Detail by Object Class	ITA- 42
Global Markets		
10	Program and Performance: Direct Obligations	ITA- 45
11	Program and Performance: Reimbursable Obligations	ITA- 46
12	Justification of Program and Performance	ITA- 47
13	Program Changes for 2017	ITA- 52
14	Program Change Personnel Detail	ITA- 57
15	Program Change Detail by Object Class	ITA- 59
Executive Direction and Administration		
10	Program and Performance: Direct Obligations	ITA- 63
11	Program and Performance: Reimbursable Obligations	ITA- 64
12	Justification of Program and Performance	ITA- 65
13	Program Changes for 2017	ITA- 67
15	Program Change Detail by Object Class	ITA- 68

Exhibit Number	Exhibit	Page Number
16	Summary of Requirements by Object Class	ITA- 69
32	Justification of Proposed Language Changes	ITA- 71
34	Advisory and Assistance Services	ITA- 73
35	Periodicals, Pamphlets, and Audiovisual Services	ITA- 75
36	Average Grade and Salaries	ITA- 77
Grants to Manufacturers of Worsted Wool		
5	Summary of Resource Requirements: Direct Obligations	ITA- 79
7	Summary of Financing	ITA- 81
10	Program and Performance: Direct Obligations	ITA- 83
12	Justification of Program and Performance	ITA- 85
16	Summary of Requirements by Object Class	ITA- 87
	FY 2017 Performance Planning and FY 2015 Report Backup	ITA- 89
	Glossary of Budget Acronyms and Terms	ITA- 103

**Department of Commerce
International Trade Administration
Budget Estimates, Fiscal Year 2017
Congressional Budget Submission**

Organization Structure



This Page Intentionally Left Blank

EXECUTIVE SUMMARY

The global economy is changing rapidly with the rise of new foreign competitors, complex cross-border economic integration, and the fast pace of innovation. Geopolitical developments, systemic financial downturns, and the formation of new trade alliances will also impact U.S. competitiveness. The strength of the U.S. economy continues to depend on a vibrant global marketplace. U.S. domestic consumption, which has driven economic growth in recent decades, will not be enough to ensure the competitiveness and health of our domestic industries.

Increasing trade will help the U.S. economy continue to rebalance from one mostly driven by domestic consumption to one increasingly engaged with the 96 percent of consumers who live outside U.S. borders. The International Monetary Fund (IMF) forecasts that 80 percent of the world economic growth over the next five years (2015 – 2019) will take place outside of the United States. The global trading system and the international agreements that govern it have grown in importance as determinants of competitiveness, underscoring more than ever the importance of ensuring that U.S. national and economic interests are represented in trade agreements being negotiated. The Trans-Pacific Partnership (TPP) agreement could yield annual global income gains of \$295 billion (including \$78 billion for the United States) and offers a pathway to free trade in the Asia-Pacific with potential gains of \$1.9 trillion, according to the Peterson Institute.

Encouraging foreign direct investment will also help the United States compete for opportunities that develop as emerging markets mature. A sharpened focus on ensuring the success of U.S. companies in overseas markets and increasing U.S. foreign direct investment will not only help strengthen the long-term health of U.S. industries, but also directly stimulate domestic job creation.

The International Trade Administration's (ITA) mission is to 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. In support of the Administration's export and investment priorities, ITA is: focusing resources on key export promotion programs; optimizing support for export-ready industries; targeting high-growth, emerging markets, including the removal of trade barriers and expanding market access; vigorously enforcing trade rules and trade laws; and promoting the United States as a premier destination for investment. ITA also leads the Department's trade and investment strategic goal, in collaboration with several other bureaus within and outside the Department.

ITA, through its programs, services, and workforce, leverages its relationships with and understanding of industry to serve a range of customers and stakeholders. The organization consists of three business units based in Washington D.C., and in cities across the United States and around the world that work together to achieve ITA's mission effectively and efficiently: (1) Industry and Analysis; (2) Enforcement and Compliance; and, (3) Global Markets. The combination of industry sector, regional, and trade expertise, alongside export promotion, enforcement and compliance, and policy responsibilities, enables ITA to analyze customer issues and needs holistically; support export promotion and trade enforcement efforts in key, growing markets abroad; and, promote the United States as a premier investment destination to support U.S. jobs.

Industry and Analysis (I&A) advances the international competitiveness of U.S. industries by leveraging in-depth sector and analytical expertise and relationships with U.S. industry to develop and execute innovative international trade and investment policies and strategies; expand U.S. exports by utilizing relationships with industry stakeholders and strategic partners to design and conduct export promotion programs that provide higher value to private sector clients; and, add value to U.S. trade and investment policies and programs through administration of industry advisory committees.

Enforcement and Compliance (E&C) promotes the efficient and effective administration of U.S. antidumping (AD) /countervailing duty (CVD) trade law remedies; addresses and curtails trade-distorting practices; promotes adoption of disciplines and practices by U.S. trading partners that enhance transparency and impartiality in foreign trade law practices and administration; and, administers the Foreign Trade Zone (FTZ) program and other import programs that support U.S. jobs. E&C also 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 the interagency mechanisms.

Global Markets (GM) advances U.S. commercial interests by engaging with foreign governments and U.S. businesses, identifying and resolving country-specific market barriers, and leading interagency efforts that advocate for U.S. firms with foreign governments. GM also works to expand U.S. exports by developing and implementing policies and programs to increase U.S. access to and presence in foreign markets; provides market contacts, knowledge, opportunities, and customized solutions to U.S. firms, especially small and medium-sized enterprises; and, expands foreign investment into the United States by promoting the U.S. as an investment destination.

Strengthening ITA's Enforcement & Compliance: +\$2.0 million / +12 FTE

ITA requests an additional \$2.0 million and 12 FTE in FY 2017 to provide full year funding for personnel hired in FY 2016 to strengthen the enforcement of the U.S. antidumping duty (AD) and countervailing duty (CVD) laws. The additional funds will maintain new AD/CVD staff brought on-board to keep up with workload in order to meet statutory deadlines and ensure case resolution quality.

Export Expansion and Investment: +\$10.4 million / +20 FTE [I&A +\$1.4 million/ +4 FTE, GM +\$9.0 million/ +16 FTE]

ITA requests an additional \$10.4 million and 20 FTE in FY 2017 to support the expansion of ITA's capacity and footprint to position the United States and American companies to compete effectively in the global marketplace. Based on current projections, the additional funding will place personnel in overseas markets where demand for Commercial Diplomacy, market entry assistance, and the potential for FDI is the greatest. ITA will also place personnel in the US field to serve existing clients and "touch" potential new clients; and, will add staff in headquarters to provide supporting analytical expertise.

SelectUSA: +\$10.0 million / +16 FTE

ITA is requesting an increase of 16 FTE and \$10.0 million to expand covered markets with dedicated SelectUSA personnel. The addition in funds will allow SelectUSA to increase coverage to more than 25 focus markets representing the greatest opportunity for inward investment into the United States and the resources needed to bolster U.S. export competitiveness. The SelectUSA program helps promote the United States as the best market for investment; serves as an ombudsman for U.S. industry; and, serves as an investment advocate for U.S. cities, states, and regions.

Survey of International Air Travelers: +\$2.0 million / +0 FTE

ITA requests an increase of \$2.0 million to increase the sample size of the Survey of International Air Travelers (SIAT) to provide data on the economic contribution of international travel and tourism to a greater number of smaller states and cities, as well as market intelligence on a greater number of source markets.

Program Support Across All Business Units: +\$8.0 million / +0 FTE

Funding will sustain program capabilities across all ITA business units. Through investments in personnel and non-personnel support costs, this increase provides day-to-day resources to maintain mission and operational excellences within ITA. FTE levels would not be affected by this change.

This Page Intentionally Left Blank

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

		2015			2016			2017			Increase/		
		Actual			Enacted			Base			(Decrease) over 2017 Base		
		Personnel	Amount	Personnel	Personnel	Amount	Personnel	Personnel	Amount	Personnel	Amount	Personnel	Amount
FY 2016 Enacted													
	plus: change in unobligated balance, start of year												
	plus: change in unobligated balance, end of year												
ITA- 13	plus: 2017 Adjustments-to-Base												
<hr/>													
FY 2017 Base													
	plus/(minus): FY 2017 Program Changes												
	Total FY 2017 Estimate												
<hr/>													
Comparison by activity/subactivity													
ITA- 17	Industry and Analysis												
ITA- 29	Enforcement and Compliance												
ITA- 45	Global Markets												
ITA- 63	Executive Direction/Administration												
<hr/>													
TOTALS		1,896	462,000	1,924	483,000	1,924	489,021	1,924	489,021	1,978	521,421	54	32,400
		1,625	483,878	1,735	501,106	1,737	489,021	1,785	521,421	1,785	521,421	48	32,400
	Fees	10,102	12,000		12,000		12,000		12,000		12,000		
<hr/>													
Adjustments for:													
	Recoveries		(8,983)		0		0		0		0		0
	Refunds		(99)		0		0		0		0		0
	Unobligated balance, start of year		(30,921)		(19,448)		(1,342)		(1,342)		0		0
	Unobligated balance, start of year transferred		(515)		0		0		0		0		0
	Unobligated balance, expiring		588		0		0		0		0		0
	Unobligated balance, end of year		19,448		1,342		1,342		1,342		0		0
	Unobligated balance, end of year transferred		0		0		0		0		0		0
	Fees collected		0		0		0		0		0		0
	Recission		0		0		0		0		0		0
	Unobligated balance recission		0		0		0		0		0		0
	Financing from:												
	Transfers to other accounts		0		0		0		0		0		0
	Transfers from other accounts		(1,396)		0		0		0		0		0
Appropriation		462,000	483,000		483,000		489,021		489,021		521,421		32,400

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

Comparison by activity:	2015		2016		2017		2017		Increase/ (Decrease)
	FTE	Amount	FTE	Amount	FTE	Base	Estimate	FTE	Amount
Industry and Analysis	4	1,222	5	1,600	5	5	5	1,600	0
Enforcement and Compliance	0	17	0	40	0	0	0	40	0
Global Markets	30	22,134	36	25,209	36	36	36	25,209	0
Executive Direction/Administration	2	576	2	600	2	2	2	600	0
Total	36	23,949	43	27,449	43	43	43	27,449	0

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

	2015 Actual	2016 Enacted	2017 Base	2017 Estimate	Increase/ (Decrease)
Total Obligations	507,827	528,555	516,470	518,870	32,400
Financing:					
Offsetting collections from:					
Federal funds	(13,436)	(14,449)	(14,449)	(14,449)	0
Non-Federal funds	(10,513)	(13,000)	(13,000)	(13,000)	0
Recoveries	(8,983)	0	0	0	0
Refunds	(99)	0	0	0	0
Unobligated balance, start of year	(30,921)	(19,448)	(1,342)	(1,342)	0
Unobligated balance, start of year transferred	(515)	0	0	0	0
Unobligated balance, start of year (reimbursable)	0	0	0	0	0
Unobligated balance, expiring	588	0	0	0	0
Unobligated balance, end of year	19,448	1,342	1,342	1,342	0
Unobligated balance, end of year unavailable	0	0	0	0	0
Budget Authority	463,396	483,000	489,021	521,421	32,400
Financing:					
Transferred to other accounts	0	0	0	0	0
Transferred from other accounts	(1,396)	0	0	0	0
Appropriation	462,000	483,000	489,021	521,421	32,400

This Page Intentionally Left Blank

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

	<u>FTE</u>	<u>Amount</u>
Other Changes:		
Pay Raises		3,781
Full-year cost of 2017 pay increase and related costs:		
The 2016 President's budget assumes a pay raise of 1.3% effective January 1, 2016.		
Total cost in 2017 of 2016 pay raise		3,168,000
Less amount funded in 2016		(2,376,000)
Amount requested in 2016 to provide full-year costs of 2015 pay increase		792,000
A general pay raise of 1.6% is assumed to be effective January 1, 2017.		
Total adjustment for 2017 Pay Raise		2,989,000
Full year cost in 2017 of positions financed for part of year in 2016.....	2	0
Implementation of Locally Engaged Staff (LES) Wage Thaw.....		2,350
The Department of State controls the salary structure for Locally Engaged Staff (LES) including those working with partner agencies such as Department of Commerce. There is only one salary structure authorized per post and all partner agencies must agree to it.		
Locally Engaged Staff base salaries are supposed to be set at post based on a number of external figures. LES have been frozen for the past number of years. The wage freeze has been lifted, and the Department of State is leading an effort to bring all post salaries up to the 70th percentile in their markets. The effect of this wage thaw on LES salaries is \$2,350,488.		
Total Adjustment to Implement LES Wage Thaw		2,350,488
Two Less Compensable Days in FY 2017.....		(1,761)
The number of compensable days in 2017 includes two less days for a total of 260 days. The cost decrease associated with compensable days in 2017 is \$1,760,870.		
Civil Service Retirement System (CSRS).....		(135)
The number of employees covered by the Civil Service Retirement System (CSRS) continues to drop as positions become vacant and are filled by employees who are covered by the Federal Employees Retirement System (FERS). The estimated percentage of payroll for employees covered by CSRS will drop from 1.8% in 2016 to 0.3% in 2017 for regular employees and remain the same at 0.0% for Foreign Service employees. Contribution rates will remain at 7.00% for regular employees and 7.25% for Foreign Service employees.		
Regular:		
2017 \$128,984,500 x .003 x .0700		27,087
2016 \$128,984,500 x .018 x .0700		162,520
Subtotal		(135,433)
Foreign Service:		
2017 \$27,397,500 x .000 x .0725		0
2016 \$27,397,500 x .000 x .0725		0
Subtotal		0
Total adjustment-to-base		(135,433)

	FTE	Amount
Federal Employees Retirement System (FERS).....		265
The number of employees covered by FERS continues to rise as employees covered by CSRS leave and are replaced by employees covered by FERS. The estimated percentage of payroll for employees covered by FERS will rise from 98.2% in 2016 to 99.7% in 2017 for regular employees and remain the same at 100.0% for Foreign Service employees. The contribution rate will remain at 13.7% for regular employees, and 32.52% for Foreign Service employees.		
Regular:		
2017 \$128,984,500 x .997 x .137		17,617,864
2016 \$128,984,500 x .982 x .137		17,352,801
Subtotal		265,063
Foreign Service:		
2017 \$27,397,500 x 1.0 x .3252		8,909,667
2016 \$27,397,500 x 1.0 x .3252		8,909,667
Subtotal		0
Total adjustment-to-base		265,063
Thrift Savings Plan (TSP).....		39
The cost of ITA's contributions to the Thrift Savings Plan will also rise as FERS participation increases. The contribution rate is expected to remain at 2%.		
Regular:		
2017 \$128,984,500 x .997 x .02		2,571,951
2016 \$128,984,500 x .982 x .02		2,533,256
Subtotal		38,695
Foreign Service:		
2017 \$27,397,500 x 1.0 x .02		547,950
2016 \$27,397,500 x 1.0 x .02		547,950
Subtotal		0
Total adjustment-to-base		38,695
Federal Insurance Contribution Act (FICA).....		5
As the percentage of payroll covered by FERS rises, the cost of Old Age Survivor and Disability Insurance (OASDI) contributions will increase. The contribution rate will remain 6.2%.		
Regular:		
2017 \$128,984,500 x .997 x .96 x .062		7,654,126
2016 \$128,984,500 x .982 x .98 x .062		7,696,030
Subtotal		(41,904)
Foreign Service:		
2017 \$27,397,500 x 1.0 x .906 x .062		1,538,972
2016 \$27,397,500 x 1.0 x .878 x .062		1,491,410
Subtotal		47,562
Other Salaries; Regular Salaries		
2017 \$492,000 x .96 x .062		29,284
2016 \$492,000 x .98 x .062		29,894
Subtotal		(610)
Total adjustment-to-base		5,048
Health Insurance.....		416
Effective January 2017, this Bureau's contribution to Federal employees' health insurance premiums increased by an average rate of 2.967%. Applied against the 2016 estimate of \$14,014,000, the additional amount required is \$415,855.		
Federal Employee's Compensation Act.....		(7)
The Employee's Compensation Fund bill for the year ending in June 30, 2017 is estimated to be \$597,129, which is \$7,479 less than FY 2016 payment. Upon enactment of the 2017 appropriation, ITA will reimburse the Department of Labor pursuant to 5 U.S.C. 8147.		
Travel (Mileage).....		8
The reimbursable rate for the use of a privately owned automobile is expected to increase. A rate increase of 2.679% was applied to the 2016 estimate of \$303,000 to arrive at an increase of \$8,116 for 2017.		
Foreign Per Diem.....		(151)
The average rate for foreign per diem decreased 4.4% or \$150,633 from the 2016 estimate of \$3,447,500.		

	<u>FTE</u>	<u>Amount</u>
Rental Payments to GSA.....		412
GSA rates are projected to increase 1.877% for HCHB and 3.0% for non-HCHB rent in 2017. These percentages were applied to the 2016 estimates of \$14,740,333 for HCHB and \$4,505,667 for non-HCHB rent to arrive at a total increase of \$411,779.		
HCHB Electricity.....		29
HCHB Electricity costs are projected to increase 1.5% in 2017. This percentage was applied to a 2016 estimate of \$1,904,000 to arrive at an increase of \$28,560.		
General Printing Office (GPO) Printing.....		8
This request applies OMB economic assumptions for 2017 to areas where the prices that the government pays are established or influenced through the market system. A factor of 1.02% was applied to the 2016 printing estimate of \$746,000 to arrive at an increase of \$7,594.		
Working Capital Fund (WCF).....		1,460
The amount of \$1,460,000 to fund inflationary costs within the Departmental Working Capital		
Federal Protective Service.....		33
On July 21, 2015, the Department of Homeland Security announced that there would be an increase to the Federal Protective Service costs beginning in FY 2017. OMB authorized a \$0.04 basic security fee increase from \$0.74 to \$0.78 [5.41%] and a 2 percent adjustment in the oversight fee from 6 percent to 8 percent for FY 2017, for a total ATB adjustment of 7.41%. A rate increase of 7.41% was applied to the 2016 projected cost of 442,949 to arrive at an increase of \$32,823.		
Commerce Business System (CBS).....		33
An increase of \$33,000 is required to support ITA's continued use of the CBS accounting system.		
National Archives and Records Administration (NARA) Storage Costs.....		(10)
NARA has indicated the cost to administer ITA's records storage will decrease from \$55,466 in 2016 to \$45,313 in 2017. The decrease is \$10,153.		
Capital Security Cost Sharing (CSCS) Program.....		(1,797)
ITA has offices located throughout the world; the majority of these offices are located in U.S. Consulates and Embassies. The Capital Security Cost Sharing (CSCS) Program, which is administered by the Department of State (DOS), is designed to generate \$1.4 billion annually for the construction of new secure, safe, functional diplomatic and consular facilities currently occupied by U.S. Government personnel overseas. All agencies represented in embassies will be charged on a worldwide per capita basis to support the construction. For FY 2017, the Department of State provided ITA with a Statement of Charges of \$20,302,000. This represents a decrease of \$1,797,000 from the FY 2016 Statement of Charges.		
International Cooperative Administrative Support Services (ICASS).....		326
The Department of State (DOS) is the primary provider for shared administrative support systems at embassies and other diplomatic and consular missions overseas. The Department of State coordinates the provision of such services and distribution of their costs via the International Common Administrative Support Services (ICASS) system. A rate increase of 1.02% was applied to the 2016 ICASS estimate of \$32,065,000 to arrive at an increase of \$326,422. This increase is required to maintain a current level of ICASS support at ITA's existing overseas offices.		
Non International Cooperative Administrative Support Services (ICASS) Local Guard.....		14
This request applies OMB economic assumptions for 2017 to areas where the prices that the government pays are established through the market system. A rate increase of 1.02% was applied to the 2016 projected cost of \$1,345,850 to arrive at an increase of \$13,701. This increase is based on ICASS-related guard services cost increase and is driven by requirement for more expensive and increased number of security personnel.		
Military Pouch.....		8
This request applies OMB economic assumptions for 2017 to areas where the prices that the government pays are established or influenced through the market system. A rate of increase of 1.02% was applied to the 2016 projected cost of \$789,724 to arrive at an increase of \$8,039. The increase is needed for security and anthrax-related devices during pouch mail delivery.		

	<u>FTE</u>	<u>Amount</u>
General Pricing Level Adjustment.....		455
This request applies OMB economic assumptions for 2017 to sub-object classes where the prices that the Government pays are established through the market system. A factor of 1.8% was applied to: rental payment to others; transportation of things; communications, utilities, and miscellaneous charges (excluding postage); supplies and materials; equipment and other services (excluding DOC's Department of Management (DM) and Working Capital Fund (WCF) Payments).		
Transportation of things	8	
Rental payment to others	5	
Communications, utilities and misc. charge	370	
Other Services	7	
Supplies and materials	13	
Equipment	52	
Total	455	
Overseas Price Increases.....		240
The overseas price increases are based upon anticipated overseas price increases in FY 2017 in countries in which ITA conducts operations. The percentage of 1.02% was applied to a base of \$23,543,000 to arrive at an increase of \$239,668.		
Subtotal, other changes	<u>2</u>	<u>6,021</u>
Total, Adjustments to Base	<u>2</u>	<u>6,021</u>

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

Activity: International Trade Administration
Sub activity: Industry and Analysis

DoC Objective

Increase opportunities for U.S. companies by opening markets globally	Pos./BA	186	41,640	186	42,198	186	42,780	192	46,992	6	4,212
	FTE/Obl.	162	40,740	181	45,797	181	42,780	185	46,992	4	4,212
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos./BA	1	2,160	1	2,163	1	2,166	1	2,170	0	4
	FTE/Obl.	1	2,504	1	2,163	1	2,166	1	2,170	0	4
Increase high-impact inward foreign direct investment in the United States	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos./BA	50	11,722	50	11,892	50	12,048	50	12,266	0	218
	FTE/Obl.	42	11,469	47	12,846	47	12,048	47	12,266	0	218
Total	Pos./BA	237	55,522	237	56,253	237	56,994	243	61,428	6	4,434
	FTE/Obl.	205	54,713	229	60,806	229	56,994	233	61,428	4	4,434

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

Activity: Subactivity: Industry and Analysis	DoC Objective		2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)
			Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Increase opportunities for U.S. companies by opening markets globally	Pos./BA	6	976	6	1,200	6	1,200	6	1,200	0	0
	FTE/Obl.	4	976	5	1,200	5	1,200	5	1,200	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos./BA	0	246	0	400	0	400	0	400	0	0
	FTE/Obl.	0	246	0	400	0	400	0	400	0	0
Increase high-impact inward foreign direct investment in the United States	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Total	Pos./BA	6	1,222	6	1,600	6	1,600	6	1,600	0	0
	FTE/Obl.	4	1,222	5	1,600	5	1,600	5	1,600	0	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: INDUSTRY AND ANALYSIS

For FY 2017, ITA requests a total of \$61,428,000 and 233 FTE for Industry and Analysis (including inflationary adjustments of \$741,000 and 0 FTE). This request includes three program changes that together total an increase of \$4,434,000 and 4 FTE.

BASE JUSTIFICATION:

Industry and Analysis Overview

Industry and Analysis (I&A) leverages its sectoral and analytical expertise to improve the international competitive position of U.S. industry through the development and execution of trade policy, export expansion initiatives, and investment promotion strategies.

I&A is the central agency of the U.S. Government (USG) providing industry-based analytical support to all USG agencies involved in trade negotiations, including the United States Trade Representative (USTR), the Department of Commerce, the Department of State, and the Department of Agriculture. I&A:

- Engages industry and other stakeholders to gather input for trade policy development, negotiations, and implementation strategies through an extensive network of industry advisory groups and public-private partnerships.
- Publishes international economic and policy analysis, and produces actionable intelligence on industry market conditions (including Top Markets reports), as well as trade data tools, that are used to expand global market access for U.S. industry and to design and implement innovative trade and investment promotion programs.
- Serves as the primary liaison between U.S. industry and the USG on industry-specific trade and U.S. investment promotion issues.
- Directly supports USTR in negotiating bilateral and multilateral trade agreements affecting U.S. industries by providing key technical support for relevant chapters in Free Trade Agreements (FTAs); evaluating industry views on international trade issues; and formulating policy positions on proposed trade agreements and legislative initiatives.
- Delivers analysis and advice from industry to senior government leaders; impartially administers dispute settlement provisions for trade agreements; leads the development of ITA positions on cross-sectoral international trade policy issues; and, develops and maintains data critical in supporting USG international trade objectives.
- Administers programs that support small and medium-sized enterprise (SMEs) access to global markets, such as the Market Development Cooperator Program (MDCP) and the administration of the Export Trading Company Act (ETCA).

The I&A unit is organized into two sub-programs under the Operations and Administration appropriation:

- Industry Analysis by Sector
- Cross-Sectoral Industry Analysis

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$0.7 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2017 Federal pay raise of 1.6 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

SUB-PROGRAM: INDUSTRY ANALYSIS BY SECTOR

I&A has four program offices dedicated to conducting industry outreach and analysis by sector:

The Manufacturing (MFG) business unit supports U.S. manufacturing sectors (including energy, environmental industries, transportation, machinery, health and information technologies) by utilizing in-depth industry expertise to increase exports and promote job creation. MFG develops and implements policies to improve U.S. business competitiveness globally by focusing specifically on high growth export sectors and markets as well as opportunities for foreign direct investment in the United States.

The National Travel and Tourism Office (NTTO) coordinates government-wide activities in support of exports and investment in the U.S. travel and tourism industry. NTTO includes the Office of Travel and Tourism Industries, represents U.S. travel and tourism policy in international forums, serves as the principal liaison to the Corporation for Travel Promotion (CTP), and performs research and other functions delineated in the Travel Promotion Act of 2009. NTTO administers research programs that provide the sole source of data on international arrivals and outbound travel, the Survey of International Air Travelers (SIAT), and a Canadian data program. NTTO also develops and issues a forecast of international travel to the U.S., federal estimates from the Travel & Tourism Satellite Accounts which measures the contribution of travel and tourism on the U.S. economy.

The Services (SVCS) business unit represents services sectors and industries that account for 70% of total U.S. GDP and employment (including finance and insurance; shipping, transportation and logistics; professional and business services; education; engineering and construction; information, communications and digital services; media and entertainment; and retail, wholesale, and franchising). SVCS assesses the global environment for services sectors; addresses foreign market trade and investment barriers; and promotes services export opportunities in order to increase exports of U.S. services.

The Textiles, Consumer Goods and Materials (TCGM) business unit represents U.S. textiles, apparel, consumer goods, and materials industries. TCGM administers and enforces agreements and preference programs tied to textile, apparel, footwear, and travel goods industries, and works to ensure fair trade and a level playing field for these industries to enhance competitiveness in international markets. TCGM also administers textile and apparel-related provisions of U.S. trade agreement and preference programs, and chairs the interagency Committee for the Implementation of Textile Agreements (CITA) which sets policy on textile safeguard actions, actions against illegal transshipment, and other related issues.

SUB-PROGRAM: CROSS-SECTORAL INDUSTRY ANALYSIS

I&A has five program areas dedicated to conducting industry outreach and representation across sectors and analysis on cross-sectoral issues:

The Market Development Cooperator Program (MDCP) provides federal financial assistance and technical support from ITA staff to trade associations, chambers of commerce, and other non-profit industry groups that are particularly effective in helping SMEs to export. Such groups compete for a limited number of MDCP awards and must commit at least two-thirds of the project cost if selected. Since the program began in FY 1993, MDCP award winners have generated more than \$9 billion in U.S. exports. Between FY 1997 and FY 2014, MDCP has helped generate \$336 in U.S. exports for every \$1 of the federal contribution to the MDCP award.

The Office of Advisory Committees and Industry Outreach (OACIO) serves as the communications channel for U.S. companies and other organizations to provide analysis and advice to U.S. policymakers on trade and other economic policy issues. The twenty-four Industry Trade Advisory Committees (ITACs) with more than 500 appointed industry representatives provide a critical link between the economic interests of U.S. industries and the broader public policy concerns of the USG. Advisory committees include the President's Advisory Council on Doing Business in Africa, President's Export Council (PEC), the Manufacturing Council, sixteen Industry Trade Advisory Committees and the Committee of Chairs (administered jointly with USTR), the Environmental Technologies Trade Advisory Committee, the Civil Nuclear Trade Advisory Committee, the Renewable Energy and Energy Efficiency Advisory Committee, the Advisory Committee on Supply Chain Competitiveness, and the Travel and Tourism Advisory Board (TTAB).

The Trade Agreement Secretariat (TAS) is responsible for the impartial administration of dispute settlement provisions for nearly all of the free trade agreements to which the United States is a party.

The Trade Policy and Analysis (TPA) business unit supports USG trade policy formulation and negotiations by providing cross-sectoral trade and economic analysis and issue expertise needed to expand exports and foreign direct investment in the United States. TPA provides guidance on trade negotiations for U.S. market access positions on industrial goods, rules of origin, and government procurement. The unit is also active in public outreach efforts for completed trade agreements, develops tools to enable U.S. exporters to utilize those agreements, provides analytical support on safeguard actions, and leads the analysis of miscellaneous tariff bills (MTBs). TPA participates in the development of international standards and works to ensure ITA stakeholders have an opportunity to shape standards affecting their interests. TPA assists U.S. companies in resolving or overcoming Intellectual Property (IP) related trade barriers in foreign markets through the negotiation of trade agreement obligations, provision of bilateral advocacy on systemic and company-specific challenges, and managing the USG's STOPFakes.gov program. TPA is also responsible for development and maintenance of the Jobs Supported by Exports Report, the Metropolitan Export Series, TradeStats Express (TSE), and the Trade Policy Information System (TPIS). The office also represents the Department of Commerce on the Committee on Foreign Investment in the United States (CFIUS), and administers certification for the Export Trading Company Act (ETCA). TPA also administers the Emerging Industries Program to engage them in addressing trade policy issues, assist them in establishing exports sales channels, and inform them through the publication of research and analysis.

PROGRAM CHANGES FOR FY 2017:

Program Support (Base Funding: \$56.9 million and 229 FTE; Program Change: \$1.0 million and 0 FTE): ITA requests \$1,034,000 in order to sustain program capabilities in I&A. Through investments in personnel and non-personnel support costs, this increase provides day-to-day resources to maintain mission and operational excellences within ITA. FTE levels would not be affected by this change.

Expansion of Survey of International Air Travelers (Base funding: \$2.0 million and 0 FTE; Program Change: +\$2.0 million and 0 FTE): ITA requests an increase of \$2,000,000 to double the sample size of the Survey of International Air Travelers. This increase will make progress in meeting the mandate of the Travel Promotion Act to expand the Survey of International Air Travelers to reach the goal of 1% and increase the data on the number of destinations and countries reported.

The Survey of International Air Travelers 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, and by Congress and the Executive branch to develop public policy on this key industry sector. Stakeholders such as U.S. states, travel destinations, and travel businesses rely upon this data for market intelligence. Global Markets and I&A Travel and Tourism Team members use the data extensively in advising clients about markets.

The expansion of the survey will enable ITA to provide more country data, and also enable a greater number of states and localities to benefit from this data in expanding markets and job-creation strategies. In addition, the expansion will enable more robust data to be used by the private sector to analyze business opportunities and anticipate market shifts. The current methodology has been reviewed extensively by BEA, Census and the private sector Travel and Tourism Advisory Board and has universally been acknowledged to be sound and cost effective given current collection methods. Additional funding will allow us to attract a larger pool of contractors, increasing competition that will lead to a greater variety of approaches that could provide economies of scale in collection methodologies.

Export Expansion and Investment (Base Funding: \$56.9 million and 229 FTE; Program Change: \$1.4 million and 4 FTE): ITA requests an increase of \$1,400,000 and 4 FTE in I&A to simultaneously expand promotion of exports from high-growth, priority industries and markets, and emerging industries; and, address barriers to exports in these areas.

The expansion and optimization of I&A supports trade and investment through:

- Increasing opportunities for U.S. companies by further opening markets globally;
- Increasing exports by broadening and deepening the U.S. exporter base;
- Strengthening fair competition in international trade for U.S. firms and workers by addressing and resolving unfair trade practices; and
- Improving data-based services, decision making, and data sharing within the Department of Commerce and with other parts of the federal government.

I&A is working directly with customers to obtain the most up-to-date information concerning client needs in high-growth, priority industries. This collaboration with customers will help direct new strategic staffing support. Additional staffing will be distributed to strategic staffing support for Trade Promotion Partnerships and in emerging industries such as additive manufacturing & advanced robotics, neurotechnology and wearable technology.

Increased staffing to support exports from high-growth, priority industries and markets, and emerging industries is needed to expand exports, as well as help remove barriers to such exports. Expanded international trade specialist staffing is intended to lead more companies develop export strategies. In addition, all companies will have access to additional analysis to support entry into a greater number of export markets.

Performance Goals and Measurement Data:

Performance Measure: Exports generated annually from public/private partnerships (\$ in millions)	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	\$1,026	\$493	\$210	\$210	\$210	\$210	\$210
Without Change	\$1,026	\$493	\$210	\$210	\$210	\$210	\$210

Description: This indicator represents the dollar value of exports generated by Market Development Cooperator Program (MDCP) project activity. The MDCP is a public/private partnership that provides technical and financial assistance to non-profit organization “cooperators” like trade associations. The MDCP enhances the competitiveness of U.S. industries by reducing the startup costs of new foreign market development projects. The elements of each project vary but examples include establishing product demonstration centers abroad, underwriting the cost of participation in foreign trade shows, and educating foreign authorities about industry standards.

Performance Measure: Dollar value of textile sales generated (\$ in millions)	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	\$25	\$25	\$30	\$30	\$30	TBD	TBD
Without Change	\$25	\$25	\$30	\$30	\$30	TBD	TBD

Description: This measure highlights I&A's ability to assist U.S. textile and apparel companies with export sales. I&A calculates the dollar value of immediate and projected export sales through the participation of companies in international trade shows and match-making activities coordinated by I&A.

Performance Measure: Export Impact of Prevention, Reduction or Removal of Trade Barriers – Dollars of Exports Created or Retained (\$ in millions)	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	\$151	\$3,576	\$1,650	\$1,800	TBD	TBD	TBD
Without Change	\$151	\$3,576	\$1,650	\$1,800	TBD	TBD	TBD

Description: This indicator captures the total export impact of the collaborative work done by I&A and its federal partners to resolve trade barriers by their removal, prevention or reduction. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights. Please note that this data does not include all barriers removed by ITA, including its federal partners

Performance Measure: Dollar exports generated from Export Trading Companies (\$ in billions)	FY 2014 Actual	FY 2015 Target	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
--	----------------	----------------	----------------	----------------	----------------	----------------	----------------

With Change	\$23.5B	\$22.8B	\$23.5B	\$24.0B	\$25.5B	\$26.5B	\$27.5B
Without Change	\$23.5B	\$22.8B	\$23.5B	\$24.0B	\$25.5B	\$26.5B	\$27.5B
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 2015 actual will not be available until FY 2017.							

Performance Measure: Number of Destinations Visited (destinations)	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	20	20	20	28	28	28	28
Without Change	20	20	20	20	20	20	20
Description: As the SIAT sample is increased, additional destination data in the form of visitation estimates from overseas travelers and specific countries to U.S. states, territories and cities will mean more localities 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 that will allow them to create research-based marketing plans and strategies to entice additional visitors to their respective destinations..							

Performance Measure: Number of Source Markets Reported (countries)	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	22	22	22	32	32	32	32
Without Change	22	22	22	22	22	22	22
Description: As the SIAT sample is increased, additional countries will have a sufficient number of respondents so the NTTO can provide meaningful information on visitors from the additional markets. So, instead of just having market intelligence on 22 countries, the additional markets will mean that more localities and travel businesses will be able to justify expanding into other international travel markets to increase travel exports because they now have the key market intelligence needed to develop marketing strategies to attract visitors from these countries to the U.S. its destinations and businesses.							

PROGRAM CHANGE PERSONNEL DETAIL

(Dollars in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Export Expansion and Investment

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
International Trade Specialist	Washington, D.C.	GS-14	1	\$ 116,154	\$ 116,154
International Trade Specialist	Washington, D.C.	GS-13	2	\$ 98,294	\$ 196,588
International Trade Specialist	Washington, D.C.	GS-12	1	\$ 82,664	\$ 82,664
International Trade Specialist	Washington, D.C.	GS-11	1	\$ 68,965	\$ 68,965
International Trade Specialist	Washington, D.C.	GS-9	1	\$ 59,689	\$ 59,689
Subtotal			6		\$ 524,060
Less Lapse	25%		(2)		\$ (131,015)
Total Full-time permanent:			4		\$ 393,045
2016 Pay Adjustment	1.3%				\$ 5,110
2017 Pay Adjustment	1.6%				\$ 6,370
Subtotal			4		\$ 404,525
Total					\$ 404,525

Personnel Data

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

4
 0
 4

Authorized Positions:

Full-time permanent
 Other than full-time permanent
Total

6
 0
 6

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Industry and Analysis

Sub-program : Industry and Analysis

Program Change: Program Support

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$162
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	162
12	Civilian personnel benefits	0
13	Benefits for former personnel	0
21	Travel and transportation of persons	18
22	Transportation of things	0
23.1	Rental payments to GSA	93
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	522
25.2	Other services	118
25.3	Purchases of goods & services from Gov't accounts	107
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	1
25.6	Medical care	0
25.7	Operation and maintenance of equipment	1
25.8	Subsistence and support of persons	3
26	Supplies and materials	2
31	Equipment	7
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	1,034

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Industry and Analysis
Sub-program: Industry and Analysis
Program Change: Export Expansion and Investment

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$402
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	5
11.8	Special personnel services payments	0
11.9	Total personnel compensation	407
12	Civilian personnel benefits	141
13	Benefits for former personnel	0
21	Travel and transportation of persons	119
22	Transportation of things	22
23.1	Rental payments to GSA	66
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	3
24	Printing and reproduction	8
25.1	Advisory and assistance services	242
25.2	Other services	165
25.3	Purchases of goods & services from Gov't accounts	156
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	35
31	Equipment	36
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	1,400

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Industry and Analysis

Sub-program: Industry and Analysis

Program Change: Expand SIAT Survey

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$0
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	0
12	Civilian personnel benefits	0
13	Benefits for former personnel	0
21	Travel and transportation of persons	0
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	2,000
25.2	Other services	0
25.3	Purchases of goods & services from Gov't accounts	0
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	0
31	Equipment	0
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	2,000

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

Activity: International Trade Administration
Subactivity: Enforcement and Compliance

DoC Objective

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

	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0

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

	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0

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

	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	0	0	0	0	0	0	0	0	0	0
FTE/Obl.	0	0	0	0	0	0	0	0	0	0

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

	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	338	71,631	366	78,996	366	80,201	366	83,457	0	3,256
FTE/Obl.	282	72,491	333	86,147	335	80,201	347	83,457	12	3,256

Total

	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Pos./BA	338	71,631	366	78,996	366	80,201	366	83,457	0	3,256
FTE/Obl.	282	72,491	333	86,147	335	80,201	347	83,457	12	3,256

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

Activity: International Trade Administration
Subactivity: Enforcement and Compliance

DoC Objective

	2015 Actual	2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)
		Amount	Personnel	Amount	Personnel	Amount	Personnel	
Increase opportunities for U.S. companies by opening markets globally	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
Increase high-impact inward foreign direct investment in the United States	0	0	0	0	0	0	0	0
	0	0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	0	17	0	40	0	40	40	0
	0	17	0	40	0	40	40	0
Total	0	17	0	40	0	40	40	0
	0	17	0	40	0	40	40	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: ENFORCEMENT AND COMPLIANCE

For FY 2017, ITA requests a total of \$83,457,000 and 347 FTE for Enforcement and Compliance (including inflationary adjustments of \$1,205,000 and 2 FTE). This request includes two program changes that together total an increase of \$3,256,000 and 12 FTE.

BASE JUSTIFICATION:

Enforcement and Compliance Overview

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

- Promotes a level playing field for U.S. manufacturers, exporters, workers, and farmers by addressing unfairly traded imports and foreign trade barriers;
- Promotes efficient and effective administration of U.S. antidumping (AD) and countervailing duty (CVD) laws through investigations, administrative reviews, suspension agreements, and other AD/CVD proceedings;
- Administers the Foreign Trade Zones (FTZ) program and other import programs that support U.S. jobs;
- 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 subsidies programs that unfairly disadvantage U.S. exporters competing overseas;
- Develops policy recommendations and represents U.S. commercial interests in designated bilateral, multilateral, and regional trade and investment negotiations;
- 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;
- Leverages the provisions of international trade agreements to promote exports and competitiveness domestically and abroad through the Center for Trade and Competitiveness (CTC);and
- 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.

E&C is organized into three sub-programs under the Operations and Administration appropriation:

- AD/CVD Operations
- Policy and Negotiations
- Foreign Trade Zones

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 2 FTE and \$1.2 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2017 Federal pay raise of 1.6 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

SUB-PROGRAM: AD/CVD OPERATIONS

The AD/CVD Operations sub-program vigorously enforces U.S. trade laws by conducting AD/CVD investigations, administrative reviews, new shipper reviews, sunset reviews, changed circumstances reviews, and scope and anti-circumvention inquiries within statutory and/or regulatory time limits. AD/CVD Operations also assists in the defense of E&C determinations, all of which are subject to judicial review in U.S. courts and before WTO and 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. These 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 responses to the questionnaires 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 so that Customs and Border Protection (CBP) can implement and enforce the Commerce Department's determinations.

E&C performs many of the same steps when it conducts administrative reviews of the AD/CVD orders that result from its investigations. Whereas investigations (1) determine whether imports are being dumped or unfairly subsidized, and (2) estimate the levels of dumping and unfair subsidization, administrative reviews determine the actual amount of duties to be collected to remedy those unfair practices. E&C routinely receives significantly more requests for review of individual exporters than its available resources permit it to conduct. Increased concerns about evasion of AD/CVD duties, and efforts undertaken to detect and stop such practices place additional demands on E&C resources. E&C also conducts several other types of reviews of outstanding AD/CVD orders as required by U.S. law and our international obligations, including "new shipper" reviews for exporters that begin shipping to the United States after an AD/CVD order is imposed; periodic "sunset reviews" to determine whether AD/CVD orders should remain in place; and, scope and circumvention inquiries to determine whether particular imported products are covered by outstanding AD/CVD orders.

Some importers are increasingly resorting to illegal or inappropriate behavior to avoid or minimize the payment of AD/CVD duties. For example, some importers misreport the country of origin of products

subject to AD/CVD orders or establish shell companies to import at lower duties. E&C is elevating its efforts to counter such activities by working collaboratively with CBP, the Department of Justice, and other federal agencies to identify and address fraudulent activity, in some cases leading to fines, felony indictments, and imprisonment of offending parties.

In FY 2015, 384 preliminary or final AD/CVD determinations were issued. The number of new investigations has increased steadily over the past several years. New investigations increased from 23 in FY 2012 to 62 in FY 2015. Moreover, the average number of AD/CVD determinations issued during this four-year period was approximately 362 per fiscal year.

SUB-PROGRAM: POLICY AND NEGOTIATIONS

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

The major activities conducted by E&C under this sub-program include support for the administration of U.S. AD/CVD laws, including policy support and accounting expertise, as well as negotiation and administration of AD/CVD suspension agreements and other bilateral agreements; negotiation of trade disciplines in international agreements (including rules on trade remedies, technical barriers to trade, customs/trade facilitation, investment, subsidies, government procurement, competition/state-owned enterprises, environment, labor and other areas of particular expertise in negotiations) such as the Trans-Pacific Partnership (TPP), Transatlantic Trade and Investment Partnership (TTIP), Bilateral Investment Treaties (BITs) and initiatives in the World Trade Organization (WTO); outreach and assistance to U.S. industries and workers (especially small and medium-sized enterprises (SMEs) seeking to use U.S. AD/CVD laws to remedy injury from unfairly traded imports; outreach and assistance to U.S. companies or industries confronting foreign government trade actions or barriers that block or impede U.S. exports or investment, including barriers that are governed by trade agreement obligations vis-à-vis the United States; and, leading the Center for Trade and Competitiveness (CTC). These and similar activities are outlined in greater detail below.

Enforcement of U.S. AD/CVD Laws

- **Policy Support for AD/CVD Cases.** E&C has staff dedicated to the consistent application of policies and procedures in AD/CVD proceedings, while ensuring that broader policy objectives and statutory and international obligations are respected. This staff strives to achieve consistency by reviewing case determinations, and developing new policies for major or emerging issues. E&C policy staff is responsible for analyzing and informing case investigators and decision makers of the potential ramifications on AD/CVD proceedings posed by developments in the WTO and its associated agreements. This staff also supports the Office of the General Counsel in reviewing decisions made by the Court of International Trade, the Court of Appeals for the Federal Circuit, WTO dispute settlement panels, and the WTO Appellate Body in addition to providing analytical support in drafting response briefs and argument in proceedings before such bodies.
- **Accounting Expertise.** Accounting staff work alongside investigators in vigorously enforcing U.S. AD/CVD laws. While the main areas of expertise are cost of production, constructed value, and factors of production calculations, the accounting staff are also actively involved in

analyzing scope and circumvention inquiries, enforcing trade agreements, providing support to U.S. companies in defense of foreign trade remedy investigations, and addressing other technical accounting-related issues that arise throughout E&C. In FY 2014, the accounting staff worked on over 140 AD investigations and reviews.

- *Bilateral AD/CVD Agreements.* E&C is responsible for the negotiation and administration of AD and CVD suspension agreements and other bilateral agreements. E&C also administers various existing suspension agreements with Russia, Ukraine, Mexico, and Argentina, covering products such as steel, uranium, sugar, tomatoes, and lemon juice. Administering these agreements includes such responsibilities as calculating and monitoring export limits and reference prices and calculating normal values, or “minimum prices,” for signatory producers/exporters. This staff also conducts five-year sunset reviews of these suspension agreements and any requested administrative reviews.

Trade Negotiations & Agreement Implementation. E&C leads the 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 issues such as subsidies and countervailing measures, including fish subsidies, technical barriers to trade, sanitary and phytosanitary measures, regulatory coherence, customs and trade facilitation, import licensing, government procurement, anti-corruption, investment, competition, environment, and labor. In addition, E&C assists USTR and the Department of State in the negotiation of bilateral investment treaties and FTA investment chapters. E&C also actively supports implementation of WTO and FTA trade and investment agreements, including through participating in the relevant WTO or FTA Committees and other bilateral or regional policy dialogues covering these agreement provisions. E&C is also actively involved in regional and bilateral trade negotiations such as the Trans-Pacific Partnership Agreement and the Transatlantic Trade and Investment Partnership. In these negotiations, E&C staff help strengthen the trade and investment “rules of the road” so that U.S. exporters and investors face a more level playing field in international trade. E&C experts offer technical knowledge and detailed expertise regarding both the strengths and weaknesses of existing international trade and investment rules and implementation of agreement provisions in order to achieve more effective agreements and enhanced market access.

Outreach and Petition Counseling. E&C staff conducts outreach to U.S. businesses, workers, and trade associations to raise awareness of trade remedy laws and of ITA resources available to address foreign government-imposed barriers to trade. E&C experts, using knowledge in trade remedy petitions and cases as well as international trade agreement obligations, counsel U.S. companies, industries, and workers that express interest in seeking relief from unfairly traded imports or barriers to foreign market access. Staff members assist clients in drafting petitions through providing guidance documents, reviewing draft petitions, investigating trade barrier complaints, and maintaining a website and hotline designed to educate the public about trade remedy laws and international trade agreements.

E&C continues to expand outreach efforts to U.S. industries and workers, particularly SMEs that may be unfamiliar with the remedies and rights available under trade laws or international trade agreements and who may be unable to afford legal or other appropriate assistance. In FY 2015, 755 petition counseling sessions were conducted with a wide variety of firms. In the same period, more than 35 trade barrier cases involving international trade agreements were initiated.

Enforcement Efforts to Address Foreign Trade Barriers and Unfair Trade Practices

- Trade Agreements Compliance Program. E&C works closely with other ITA programs to monitor foreign government implementation of international trade agreements signed with the United States to identify compliance problems. Working directly with U.S. businesses and trade associations, other DOC units 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, a case is initiated and a team of experts is formed to reduce or eliminate the barrier, thus opening markets and reinstating the benefit of the trade agreement for American workers and firms. In FY 2015, E&C initiated 62 new trade agreement compliance investigations, and concluded 56. E&C also works with the USTR Monitoring and Enforcement Unit, which includes representing ITA on USTR task forces, to prioritize potential dispute settlement issues for interagency consideration and to develop cases for formal dispute settlement through the WTO, free trade agreement, or other dispute resolution mechanisms. E&C works with other ITA units to monitor whether existing agreement obligations are sufficient to open foreign markets or to ensure the anticipated U.S. industry access to these markets.
- Subsidies Enforcement. E&C staff implement an active subsidies enforcement program that provides monitoring, analysis, counseling, and advocacy services to U.S. parties harmed by unfair foreign government subsidization and related practices. As directed by law, these activities involve: (1) coordinating U.S. CVD and multilateral subsidies enforcement efforts; (2) assisting the private sector by monitoring and identifying foreign subsidies that can be remedied under U.S. law and the WTO Subsidies Agreement; and (3) producing an annual report to Congress on subsidy monitoring and enforcement activities. The subsidies enforcement staff has identified, and is currently evaluating, 1,300 foreign subsidies and government support practices, the largest portion of which relate to China. This staff works closely with USTR to coordinate the U.S. Government's response to foreign CVD investigations brought against U.S. exports, involving outreach to all relevant federal, state and local government agencies that administer alleged U.S. subsidy programs.
- Foreign Trade Remedy Compliance. E&C tracks country use of trade remedies, including AD and safeguard laws, and provides assistance to U.S. companies facing potential obstacles in accessing export markets due to foreign trade remedy cases. E&C works with many U.S. companies targeted by trade remedy actions, including engaging the foreign governments when circumstances warrant and, if necessary, assisting USTR in addressing such problems at the WTO. Since 2001, over 160 companies employing over 1.6 million U.S. workers have been assisted by E&C in such cases. These advocacy efforts helped bring about the successful termination of 22 of these types of measures in FY 2015, keeping open over \$110 million in U.S. export markets.
- Center for Trade and Competitiveness (CTC). ITA has always played a leading role in securing foreign government implementation of, and compliance with, the negotiated terms of U.S. international trade agreements. As the United States looks forward to implementing the Trans-Pacific Partnership and negotiating further 21st century trade agreements, ITA aims to expand and deepen its historical "trade compliance" strategy to help ensure that U.S. companies are able to tap the full market access potential of such agreements. Therefore, building upon ITA's longstanding trade enforcement and compliance work, the Department established a new center housed within ITA's office of Enforcement and Compliance with the dedicated mission of leveraging the provisions of international trade agreements to promote exports and competitiveness at home and abroad. The CTC provides the additional resources necessary to strategically and proactively identify and quantify trade barriers and compliance problems so that they can be addressed as quickly as possible using all available tools and approaches. The

Center also serves as a first-ever body charged with coordinating across the Department's policy and technical/scientific bureaus (PTO, NOAA, and Census) to ensure that the United States' multilateral, regional, and bilateral agreements are performing optimally and delivering their maximum benefit for U.S. industry.

The Center's core mission is to make better, more coordinated use of the unique and unmatched capabilities of ITA and Commerce's other bureaus to better assist U.S. industry as it looks to fully utilize new trade agreements and to achieve and maintain access to foreign markets. The Center includes an expert team with specialized language, economic and technical expertise in non-tariff barrier disciplines, along with strategically located regional compliance attaches dedicated exclusively to identifying and resolving enforcement and compliance problems. The Center also focuses on leveraging Commerce's technical and policy expertise, along with its unrivaled connections to industry stakeholders, to more effectively assist U.S. exporters to make full use of the opportunities promised through the United States' trade agreements program.

The Center and ITA will continue to support interagency efforts to enhance enforcement of U.S. trade rights and domestic trade laws.

- *Steel Import Monitoring and Analysis*. E&C administers the Steel Import Monitoring and Analysis (SIMA) program, a web-based steel import licensing and monitoring program that provides both government officials and the public with the earliest accurate information regarding imports of all basic steel mill products. As of December 1, 2015, about 4 million import licenses have been issued by E&C's web-based system since its inception in March 2003.

SUB-PROGRAM: FOREIGN-TRADE ZONES

The Foreign Trade Zones (FTZ) sub-program helps to encourage commercial activity at U.S. facilities in competition with foreign alternatives by allowing delayed or reduced duty payments on foreign merchandise, as well as other savings. FTZs help to reduce production, transaction, and logistics-related costs by lowering effective duty rates, allowing special entry procedures, and encouraging activity closer to market. Reducing costs through FTZ use can lead to more competitive U.S. operations, thereby helping to maintain U.S. commercial presence and jobs.

E&C's FTZ staff serves as the operational arm of the FTZ Board, an interagency body chaired by the Secretary of Commerce. The Board was established to license (through grants of authority) and regulate foreign trade zones under the FTZ Act of 1934 (19 USC 81) and the Board's regulations (15 CFR 400). The FTZ Board licenses public or public-type corporations to administer zones on a local level. Private corporations generally operate the zones under agreement with licensees. Each zone must publish a rate schedule and provide equal access to all companies seeking to use the zone. States and local communities use zones as an element of their economic development efforts. As of the end of 2014, there were over 250 zones that sponsor more than 1,000 single-user FTZ locations in the United States. In 2014, employment in U.S. foreign-trade zones and subzones exceeded 400,000 persons. The volume of exports leaving U.S. foreign-trade zones amounted to over \$99 billion in 2014.

FTZ Board action in FY 2015 included approvals for three new zone projects and 23 expansions or reorganizations of existing zones, as well as decisions on 54 requests for manufacturing authority within zones. Under delegated authority, the FTZ Board staff processed an additional 169 requests – primarily requests for site designations for individual companies. In reviewing new manufacturing applications in zones and subzones in terms of the public interest, the Board evaluates the net economic effect of the proposed operation, considering such factors as public policy, import

penetration, export development, employment impact, and impact on domestic industry. In addition, the FTZ Act requires the FTZ Board to submit a report annually to Congress. The annual report provides information on the use of the program and summarizes FTZ operations for that year. E&C compiles information for the report directly from each zone through a web-based filing system. E&C monitors ongoing FTZ activity for compliance with applicable scope and FTZ Board grant restrictions. E&C is also involved in outreach to local communities to enhance awareness and understanding of the FTZ program as a tool in local economic development.

PROGRAM CHANGES FOR FY 2017:

Program Support (Base Funding: \$80.0 million and 335 FTE; Program Change: \$1.3 million and 0 FTE): ITA requests \$1,256,000 in order to sustain program capabilities in E&C. Through investments in personnel and non-personnel support costs, this increase provides day-to-day resources to maintain mission and operational excellences within ITA. FTE levels would not be affected by this change.

Strengthening ITA's Enforcement & Compliance (E&C) Programs (Base Funding: \$80.0 million and 335 FTE; Program Change: +\$2.0 million and +12 FTE): With the goal of maximizing domestic competitiveness, E&C takes prompt and effective action against foreign unfair trade practices that harm, or threaten harm to, U.S. industries and workers. ITA requests an increase of \$2,000,000 and 12 FTE to annualize the increased funding and additional staff hired in FY 2016 as a result of an appropriation funding these new staff. The FY 2017 increase will ensure the sustainment of this additional staffing.

Under U.S law and our international obligations, where possible we are expected to investigate companies accounting for 100 percent of imports of merchandise subject to each investigation, or 100 percent of companies for which an administrative review is requested. At current staffing levels, E&C almost always lacks the resources to examine all exporters in a given investigation or review. As so far allowed under U.S. law, E&C typically individually examines no more than two companies per case, even in cases where there are hundreds of foreign companies subject to the proceeding. Increasingly, the U.S. industries seeking effective relief from unfair trade under the U.S. AD/CVD laws have expressed concern over the Department's resource constraints in this regard. In addition, there have been a number of recent adverse court rulings that stem from the Department's inability to investigate more than one or two companies in AD/CVD cases.

E&C issues, on average, nearly 400 AD/CVD determinations every year. Each determination results from a complex, quasi-judicial proceeding lasting from 9 to 18 months pursuant to strict statutory deadlines. These determinations involve in-depth investigation/examination of detailed corporate sales and production information, accounting records, and other operating information submitted by foreign companies and/or governments. The number and complexity of E&C's AD/CVD cases have increased dramatically, while staff resources have decreased from a high of 123 AD/CVD Analysts in FY 2011 to 116 by the end of FY 2015. By the beginning of February FY 2016, E&C has already initiated 18 new AD/CVD cases. By comparison, over the same period in 2015, E&C initiated only 8 AD/CVD cases. As most AD/CVD investigations result in AD/CVD orders, the number of AD/CVD orders subject to administrative review will continue to grow, adding to the baseload of proceedings for which E&C is responsible. Currently, our AD/CVD case teams made up of analysts, accountants, economists and attorneys, are stretched to the limits of capacity. The predicted increased case load creates an urgent need for additional staffing, which ITA is putting in place during FY 2016.

The average AD/CVD case analyst works on five to eight cases at a time, more than double the optimal number from past years of two to three. In 2015, E&C Operations received and examined each month, on average over 200,000 pages of filings from parties in AD/CVD proceedings. This figure is up almost 15 percent from the prior year and is expected to climb significantly as new cases are filed and our base load of AD and CVD orders continues to grow. As a result, our AD/CVD case analysts are often completely consumed with meeting process and statutory/regulatory deadline requirements at the expense of engaging in probing and comprehensive analyses of the unfair trade allegations, further constraining E&C's enforcement efforts. Similarly, each AD/CVD policy analyst is, on average, advising on policy issues in up to 50 cases at a time, a significant increase from historical rates about 25 cases at a given time. Our accounting staff has seen a similar increase in its work load.

In addition to increasing the number of AD/CVD case analysts, E&C also requires in-house expertise to examine critically and address properly the many complex case-related issues that arise in the course of AD/CVD law administration that require technical product- and industry-specific evaluation. E&C currently administers over 300 AD and CVD orders covering a wide range of products from over 36 countries. Approximately 40 percent of these orders deal with steel sector products, including various pipe and tube products, flat steel, and long products. Additionally, over 22 percent of E&C's AD/CVD orders cover chemical products (including rubber and plastics), 15 percent deal with other metals and articles made of metal, nearly eight percent involve agricultural/foodstuff products, and approximately five percent cover paper products (although recently that percentage has continued to increase). Further, recent cases cover complex products related to the solar cell industry. Vigorous enforcement of the AD/CVD laws requires E&C case analysts, policy analysts and accountants to quickly come up to speed on an array of product information regarding manufacturing processes, product grade and technical specifications, and distribution and selling practices in the industries under examination.

Although parties to AD/CVD proceedings are required to provide much of this information as part of the investigatory/review process conducted by E&C, their reporting of the information is understandably presented in a manner that best supports their particular interests. This can impede E&C's efforts to reach objective and legally-defensible determinations in trade remedy cases and, in some instances, it can jeopardize the defensibility of determinations that are challenged in courts if the product and sector information underpinning AD/CVD determinations is incomplete or imperfect. The lack of in-house expertise involving products most often subject to investigation/review, e.g., steel, chemical, metals, agricultural, and paper products, can also hamper E&C's work with the Department of Homeland Security's Customs and Border Protection (CBP) to identify and thwart evasion and circumvention of remedial duties imposed upon importation of covered merchandise into the United States. New AD/CVD case analysts, supported by additional policy analysts, accountants and attorneys, would function as experts in the steel, chemical industry, metals, agriculture, and forestry/paper products industries and would work hands-on in the most complicated cases.

Performance Goals and Measurement Data:

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of AD/CVD determinations issued within statutory and/or regulatory deadlines	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	92%	93%	91%	91%	91%	91%	91%
Without Change	92%	93%	91%	91%	91%	91%	91%
Description: This measure captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper, and changed circumstance reviews), and scope and circumvention inquiries conducted pursuant to U.S. laws and regulations. The measure will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of antidumping and countervailing duty cash deposit and liquidation instructions issued accurately to U.S. Customs & Border Protection (CBP)	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	97%	97%	86%	86%	86%	86%	86%
Without Change	97%	97%	86%	86%	86%	86%	86%
Description: This measure 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.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of antidumping and countervailing duty cash deposit and liquidation instructions issued timely to U.S. Customs & Border Protection (CBP)	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	93%	94%	88%	88%	88%	88%	88%
Without Change	93%	94%	88%	88%	88%	88%	88%
Description: This measure captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate duties for merchandise subject to antidumping and countervailing duty proceedings.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of identified foreign trade remedy proceedings affecting and of interest to U.S. parties that are addressed through informal/formal intervention or dispute settlement	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	93%	90%	90%	90%	90%	90%	90%
Without Change	93%	90%	90%	90%	90%	90%	90%

Description: This measure reports on the E&C's success of addressing trade remedy actions undertaken by foreign governments including countervailing duty, antidumping, and safeguard proceedings involving U.S. interests. The misuse of trade remedy actions by foreign administering authorities can limit or entirely eliminate market opportunities for U.S. exports. E&C's advocacy as reflected by this measure helps to ensure that U.S. companies are given fair treatment under national trade remedy laws and international agreements.

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Number of AD/CVD petition counseling sessions	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	N/A	N/A	259	259	259	259	259
Without Change	N/A	N/A	259	259	259	259	259

Description: As of FY 2016 we are implementing a new measure that will capture 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 all companies' 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 (PCAU), whether or not a U.S. industry ultimately files an AD or CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process.

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of identified unfair trade practices affecting U.S. parties addressed through informal/formal intervention or dispute settlement	2014	2015	2016	2017	2018	2019	2020
	Actual	Actual	Target	Target	Target	Target	Target
With Change	23%	30%	22%	22%	22%	22%	22%
Without Change	23%	30%	22%	22%	22%	22%	22%

Description: This measure records E&C efforts regarding subsidies-related unfair foreign trade practices (UTPs) that may harm the interests of U.S. industries in the U.S. and international markets that are addressed through bilateral, WTO (World Trade Organization), or other multilateral consultations or negotiations. Performance of the measure depends to a significant extent on WTO-related avenues for addressing UTPs, and, therefore, can fluctuate according to WTO activity cycles. Some key venues in the WTO for addressing UTPs include the Subsidies Committee, the Trade Policy Reviews, and Accession negotiations – the scheduling for which is determined by the WTO Secretariat. UTPs are also often addressed through discussions that take place on the margins of these more formal meetings or in other bilateral context.

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percentage of FTZ Board	2014	2015	2016	2017	2018	2019	2020
authorizations completed in	Actual	Actual	Target	Target	Target	Target	Target
advance of regulatory timeframes							
With Change	96%	96%	92%	92%	92%	92%	92%
Without Change	96%	96%	92%	92%	92%	92%	92%
Description: This measure captures E&C's ability to respond to the trade community and assess new applications, which expand the physical boundary or scope of manufacturing activity occurring within approved zones space. FTZs can provide customs and logistical savings to help encourage activity in the U.S. in competition with facilities abroad.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Number of trade agreement	2014	2015	2016	2017	2018	2019	2020
compliance cases resolved	Actual	Actual	Target	Target	Target	Target	Target
successfully							
With Change	20	24	33	34	35	36	37
Without Change	20	24	33	34	35	36	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 issues experts. The measure tends to fluctuate over time as the outcome is dependent on the actions by sovereign nations.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percentage of compliance and	2014	2015	2016	2017	2018	2019	2020
market access cases initiated that	Actual	Actual	Target	Target	Target	Target	Target
are reviewed for Agreement							
Relevancy within the established							
time frame							
With Change	96%	94%	90%	90%	90%	90%	90%
Without Change	96%	94%	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 DETAIL BY OBJECT CLASS
(Dollar amounts in thousands)

Budget Program: Enforcement and Compliance
Sub-program: Enforcement and Compliance
Program Change: Program Support

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$279
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	279
12	Civilian personnel benefits	1
13	Benefits for former personnel	0
21	Travel and transportation of persons	10
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	420
25.2	Other services	197
25.3	Purchases of goods & services from Gov't accounts	346
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	2
25.6	Medical care	0
25.7	Operation and maintenance of equipment	1
25.8	Subsistence and support of persons	0
26	Supplies and materials	0
31	Equipment	0
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	1,256

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

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

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$737
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	737
12	Civilian personnel benefits	257
13	Benefits for former personnel	0
21	Travel and transportation of persons	0
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	0
25.2	Other services	362
25.3	Purchases of goods & services from Gov't accounts	644
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	0
31	Equipment	0
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	2,000

This Page Intentionally Left Blank

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

Activity: International Trade Administration
Subactivity: Global Markets

DoC Objective

Increase opportunities for U.S. companies by opening markets globally	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	Pos./BA	1,181	301,788	1,181	314,429	1,181	318,256	1,207	332,555	26	14,299
	FTE/Obl.	1,017	324,264	1,044	318,718	1,044	318,256	1,060	332,555	16	14,299
Increase high-impact inward foreign direct investment in the United States	Pos./BA	26	10,000	26	10,000	26	10,000	48	20,000	22	10,000
	FTE/Obl.	22	9,999	22	10,000	22	10,000	38	20,000	16	10,000
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	Pos./BA	0	0	0	0	0	0	0	0	0	0
	FTE/Obl.	0	0	0	0	0	0	0	0	0	0
Total	Pos./BA	1,207	311,788	1,207	324,429	1,207	328,256	1,255	352,555	48	24,299
	FTE/Obl.	1,039	334,263	1,066	328,718	1,066	328,256	1,098	352,555	32	24,299

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

DoC Objective

	2015 Actual	2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)
		Amount	Personnel	Amount	Personnel	Amount	Personnel	
Increase opportunities for U.S. companies by opening markets globally		0	0	0	0	0	0	0
		0	0	0	0	0	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base		36	22,134	36	25,209	36	25,209	0
		30	22,134	36	25,209	36	25,209	0
Increase high-impact inward foreign direct investment in the United States		0	0	0	0	0	0	0
		0	0	0	0	0	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements		0	0	0	0	0	0	0
		0	0	0	0	0	0	0
Total		36	22,134	36	25,209	36	25,209	0
		30	22,134	36	25,209	36	25,209	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: GLOBAL MARKETS

For FY 2017, ITA requests a total of \$352,555,000 and 1,098 FTE for Global Markets (including inflationary adjustments of \$3,827,000 and 0 FTE). This request includes three program changes that together total an increase of \$24,299,000 and 32 FTE.

BASE JUSTIFICATION:

Global Markets Overview

Global Markets (GM) assists and advocates for U.S. businesses in international markets to foster U.S. economic prosperity.

Utilizing our network of more than 1,500 trade promotion and policy professionals located in over 70 countries and 100 U.S. locations, Global Markets promotes U.S. exports, especially among small and medium-sized enterprises (SMEs); advances and protects U.S. commercial interests overseas; and attracts inward investment into the United States.

Global Markets has a federal government presence both across the United States and in countries that represent 91 percent of worldwide GDP¹ with impartial and accessible professionals who have specific trade and investment expertise. GM effectively assists U.S. businesses and partners in entering and expanding international markets, addressing barriers to accessing foreign markets, winning foreign government procurements, and attracting inward investment. The roll-out of a new web-based, client relationship management system in FY2015 will further enable professionals across GM to better coordinate assistance for U.S. companies.

The Global Markets unit is organized into four sub-programs under the Operations and Administration appropriation:

- International Field
- U.S. Field
- Advocacy Center
- SelectUSA

GM and its sub-programs are focused on achieving the following three strategic objectives:

1) Export Promotion: Connect export-ready U.S. companies, particularly, small- and medium-sized enterprises, to foreign markets and buyers.

Contributing Sub-Programs: International Field and U.S. Field

U.S. companies, particularly small and medium-sized enterprises (SMEs), continue to list “poor sales” as a top business problem. While foreign markets offer new business opportunities, the majority of U.S. companies do not export and only 8% of those that do sell to more than ten foreign countries.² Global Markets is the inter-agency leader in connecting foreign buyers and U.S. sellers,

¹ USDOC, US Census Bureau, U.S. International Trade in Goods and Services

² <http://www.nfib.com/research-foundation/surveys/small-business-economic-trends>

and seeks to improve coordination and increase effectiveness of all USG inter-agency export promotion efforts through the following objectives:

- Deliver customized international business development solutions that enable U.S. businesses, especially SMEs, to meet exporting objectives.
- Develop innovative service offerings for U.S. businesses that leverage industry, country and regional expertise.
- Educate U.S. companies and communities on the benefits of exporting.

2) Commercial Diplomacy: Trade Compliance, Market Access, and Advocacy.

Contributing Sub-Programs: International Field, U.S. Field, and Advocacy Center

U.S. companies can only enter new foreign markets and expand export sales when they have access and can compete on a level playing field. In the past several years, non-tariff barriers and threats to U.S. competitiveness, such as foreign government support for domestic industries, business environments that are not conducive to U.S. commercial interests and restrictive legislation, have gradually risen. Purchases by foreign governments are estimated at 15% of total gross national product³, but U.S. firms fail to win all or part of these purchases because procurements may unfairly restrict U.S. company participation. GM addresses these issues through commercial diplomacy which is substantive work on behalf of a U.S. business or industry, or in support of broader national economic and commercial interests, that is directed at foreign authorities and carried out in an official U.S. government capacity. The goal of commercial diplomacy is to try to bring about an official host government action or decision benefiting the U.S. objectives in a market. GM will focus efforts on addressing U.S. business and industry needs directly with foreign governments, as well as advocating for these needs in the interagency community through the following objectives:

- Remove, reduce, or prevent trade barriers for U.S. businesses to sell abroad.
- Create improvements in market opportunities and provide official U.S. Government Advocacy for U.S. businesses competing for specific international contracts.
- Formulate, guide, and direct the President's trade policy agenda to help U.S. businesses sell abroad.

3) Investment Promotion: Expand foreign direct investment into the United States by promoting our country as a prime investment destination.

Contributing Sub-Programs: International Field, U.S. Field, and SelectUSA

In an era of global capital mobility, the U.S. share of global inward foreign direct investment (FDI) slipped from 30% in 1993 to 19% in 2013.⁴ FDI plays a vital role in supporting U.S. jobs and helping to bolster U.S. export competitiveness. U.S. subsidiaries of foreign-owned firms accounted for over one-fifth of all U.S. goods exports in 2012. In the same year, they employed nearly 5.8 million U.S. workers.

GM's SelectUSA was established in June 2011 to strengthen federal inward investment promotion efforts. SelectUSA coordinates investment-related resources across more than 20 federal agencies and operates as a partner to state and local economic development efforts to promote the United

³ http://trade.gov/press/publications/newsletters/ita_0506/gpa_0506.asp

⁴ http://www.ofii.org/docs/FDIUS_2010.pdf

States as the best market for investment in the world and addresses business climate concerns that may impede investment. SelectUSA serves as an information clearinghouse for the global investment community, an ombudsman for investors, and an advocate for U.S. cities, states, tribes, and regions.

GM will continue to place increased emphasis on the goal of attracting and retaining foreign investment in the American economy from sources including major mature economies, such as Canada and various countries in Europe, from which the United States currently attracts the bulk of its inward investment. GM will also emphasize attracting investment from emerging markets, such as China and India, where capital for investment is rapidly growing.

GM is committed to developing the business processes, tools, and service offerings needed to market the strengths of the United States as a premier investment location. Through SelectUSA, GM will proactively engage the local investment community, provide clear, complete, and consistent information to potential foreign investors, and actively work to address, minimize, or remove unnecessary obstacles to investment. SelectUSA will build its service offerings based on internal and competitor nation best practices, assessment of client needs and client feedback, and market research/industry analysis; ensure that GM IT systems can effectively manage the client base and track the pipeline of investment clients and projects; and leverage partnerships with State Economic Development Organizations as well as federal agencies to ensure seamless coordination of inward direct investment promotion across the United States.

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$3.8 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2017 federal pay raise of 1.6 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

SUB-PROGRAM: INTERNATIONAL FIELD

The International Field program includes Foreign Service Officers (FSOs) and Locally Engaged Staff (LES) located in markets of U.S. commercial significance worldwide and headquarters-based country and regional experts who advance U.S. commercial interests, identify opportunities for U.S. exports, clarify local regulations and standards, resolve disputes with foreign local government officials, and counsel companies on the best strategies to succeed in overseas markets.

The program assists companies of all sizes to identify opportunities and develop strategies for successful market entry or expansion in countries around the globe. This includes bringing foreign buyers and U.S. companies together through business matchmaking services, promotional support and representation at trade shows and fairs, trade events, product launches, and technical seminars. Program staff also conduct advocacy on behalf of U.S. firms, providing official support for U.S. companies bidding on government contracts in overseas markets. International field staff also help U.S. companies find new foreign buyers, partners, or distributors resulting from rapid economic development, rising middle classes, and consumer expansion in key emerging markets such as India, China, and Brazil.

GM collaborates with U.S. businesses and trade associations, other DOC units, and U.S. embassies, to investigate transactional problems or market access barriers that could disrupt a U.S. company's access to foreign markets. GM specialists work to resolve trade problems before companies have to

resort to lengthy, formal dispute settlement procedures. The country and regional experts in GM provide technical knowledge and detailed country and issue expertise needed for addressing and resolving trade issues through formal and informal bilateral and regional discussions. GM analyzes market barriers, develops detailed data and information related to technical problems and obstacles, and conducts economic and commercial analyses necessary for U.S. business clients, as well as supports successful negotiation of trade agreements.

GM's regional units initiate a variety of public-private programs to promote pro-growth policies in foreign markets and pre-empt potential trade barriers. GM operates such programs through government-to-government and public/private dialogues seeking to improve the overall level of U.S. trade. These activities support increasing exports and building a stronger, market-oriented economic system in these areas of the world, which contributes to U.S. economic goals and global stability.

GM assists U.S. companies to determine their rights under U.S. trade agreements and to resolve market access barriers on their own. GM recognizes that many U.S. firms, especially SMEs, may not be aware of their rights, obligations, and opportunities in foreign markets, nor are they aware of the assistance the ITA can provide in resolving trade problems. To ensure companies are aware of the programs and services available, the International Field, working with the U.S. Field, continues to execute an outreach program to U.S. businesses and industry associations across the country.

In addition, GM provides market research and services to the more than 300,000 U.S. exporters, to expand U.S. business opportunities in core market areas. GM uses local experts in the international field to identify market trends and opportunities as they develop, communicate that market intelligence to the U.S. business community, and provide targeted services so that more U.S. companies can find local partners/distributors and buyers for their exports in important markets. Key regional initiatives include a focus on Asia and Sub-Saharan Africa. GM will continue the requisite support domestically and abroad to expand and maintain its overseas presence. These actions aim to help U.S. exporters capture opportunities in important and growing markets.

SUB-PROGRAM: U.S. FIELD

The U.S. Field program includes a network of 108 U.S. Export Assistance Centers (USEACs) across the United States that focus primarily on the exporting needs of small and medium-sized enterprises (SMEs). Working alongside the International Field, U.S. Field trade specialists help identify opportunities for U.S. exporters, clarify foreign regulations and standards, provide support to clients who have business disputes abroad or encounter foreign market barriers, and counsel U.S. companies on the best strategies to succeed in overseas markets. The U.S. Field also plays a primary role in educating U.S. firms, especially SMEs that may not be aware of their rights, obligations, and opportunities in foreign markets or of the assistance ITA can provide in resolving their trade problems. Working with other ITA programs, the U.S. Field organizes educational outreach programs to U.S. businesses and industry associations across the country.

Many U.S. companies, particularly SMEs, do not possess international business expertise in critically important functional areas, such as marketing, global logistics, international strategy development, international taxation, and trade finance. Working with Trade Promotion Coordinating Committee (TPCC) partners, the U.S. Field's international trade specialists fill this gap, enabling U.S. companies to compete more effectively in the global marketplace. U.S. Field employees help U.S. exporters to develop international marketing strategies, find partners, and overcome a range of hurdles to exporting.

The U.S. Field's Global Industry Teams bring together GM professionals from around the world to help service clients and develop industry-specific educational content to help U.S. exporters. In addition, the U.S. Field works together to deploy the Discover Global Markets conference series. This series has proven to be excellent in educating U.S. companies about the benefits of exporting, creating awareness about exporting opportunities, and getting U.S. companies started on more export sales.

GM is also an integral component in the Administration's "Made in Rural America" export and investment initiative. As part of this initiative, the U.S. Field focuses on providing enhanced export counseling for rural businesses to connect with foreign buyers, coordinate across the administration to promote rural-produced goods and services at trade events including trade missions, buyer programs, trade shows, and other promotion programs and educate local leaders across the country on the importance of rural exports.

GM is also focused on increasing sector specialization in the U.S. Field and delivering deeper industry knowledge and contacts to U.S. exporters. This includes providing SMEs with information and tools to successfully leverage E-Commerce to begin exporting and to expand sales overseas. In addition, the U.S. Field helps to train and inform U.S. companies through an E-Commerce exporter guide, as well as educational events focused on E-Commerce topics.

SUB-PROGRAM: ADVOCACY CENTER

The Advocacy Center leads the federal government's advocacy effort for U.S. companies bidding on foreign government procurement and project opportunities by coordinating federal resources to level the playing field on behalf of U.S. business interests as they compete against foreign firms. The Advocacy Center helps support and retain U.S. jobs through exports and is an essential element in the success of GM initiatives.

The Advocacy Center is comprised of both GM U.S. Field and International Field staff, including commercial liaisons to the five multilateral development banks, and also leverages the resources of GM's International Field to deliver on its mission of levelling the playing field on behalf of U.S. business interests. GM domestic staff provides outreach to clients, serves as case managers on specific projects, coordinates case strategies, and counsels companies on advocacy services. GM overseas staff provides counseling to companies on advocacy; performs and coordinates advocacy efforts overseas; and, provides key market intelligence that guides national interest determinations and advocacy campaigns.

In December of 2012, the President signed an Executive Order (EO) giving the Advocacy Center the authority to call upon the resources of participants of the Interagency Task Force on Commercial Advocacy to carry out its duties internationally. The EO identifies the Advocacy Center as the primary interagency coordinator across 14 different agencies to execute a "whole of government" approach to help U.S. exporters win business overseas. The resulting interagency coordination has delivered demonstrated successes as evidenced by bids won. Between 2010 and 2014, the Advocacy Center coordinated a total of 313 wins supporting \$210.7 billion in U.S. export content. In that time, the number of cases on which the Advocacy Center is supporting U.S. exports has grown by more than 300 percent.

The Advocacy Center is focused on supporting U.S. business interests to take advantage of infrastructure project opportunities around the world, providing quality information earlier to clients, and increasing the number of U.S. companies bidding on foreign infrastructure projects, ultimately leading to more awards.

SUB-PROGRAM: SELECTUSA

SelectUSA coordinates investment-related resources across more than 20 federal agencies, operates as a partner to state and local economic development efforts to promote the United States as the best market for investment in the world, and addresses business climate concerns that may impede investment. SelectUSA serves as an information clearinghouse for the global investment community, an ombudsman for investors, and an advocate for U.S. cities, states, tribes, and regions.

The SelectUSA program leverages the resources of GM's International Field and the U.S. Department of State around the world to deliver on its mission of promoting inward investment in the United States. With the cooperation of U.S. commercial and economic teams overseas, coordinated, global teams actively work with current and potential investors, U.S. economic development organizations, service providers, foreign governments, and multiplier organizations to facilitate investment and create U.S. jobs.

PROGRAM CHANGES FOR FY 2017:

Program Support (Base Funding: \$318.0million and 1,044 FTE; Program Change: +\$5.3 million and 0 FTE): ITA requests \$5,337,000 ITA requests \$1,034,000 in order to sustain program capabilities in GM. Through investments in personnel and non-personnel support costs, this increase provides day-to-day resources to maintain mission and operational excellences within ITA. FTE levels would not be affected by this change.

Export Expansion (Base Funding: \$318.0 million and 1,044 FTE; Program Change: +\$9.0 million and 16 FTE): ITA requests an increase of \$8,962,000 and 16 FTE (not including 32 Locally Engaged Staff) in order to expand its capacity and footprint to position the United States and American companies compete effectively in the global marketplace. This initiative positions the International Trade Administration to help advance the U.S. economy through trade, in an increasingly complex and competitive global market.

The global economy is changing rapidly. Within this decade alone, we have seen how geopolitical developments, systemic financial downturns, epidemics, and unfair foreign practices can impact U.S. competitiveness. We have seen how the rise of economies in Asia, Africa, and Latin America can present new opportunities for U.S. exporters, as well as job-creating investments in the United States. The dynamics of globalization have also evolved, from China's influence on developing economies to its position in global manufacturing and supply chains, to increased competition to attract and retain investment dollars. Foreign direct investment is becoming more important as governments around the world focus on the range of issues that affect their ability to participate and compete in a global economy. In order to be competitive in the 21st century global economy, U.S. manufacturers and service providers depend upon access to a vibrant global marketplace and growing foreign markets. More than one billion new consumers worldwide will enter the middle class during the next 15 years, and their buying power will increase the consumption of goods and services worldwide.

- **Expansion of International Field**

The International Field program expansion (\$8.2 million of total export expansion) includes 12 Foreign Service Officers (FSOs) and 32 Locally Engaged Staff (LES) located in international markets of U.S. commercial significance to advance U.S. commercial interests, identify opportunities for U.S.

exports, clarify local regulations and standards, resolve disputes with foreign local government officials, and counsel companies on the best strategies to succeed in overseas markets.

This initiative will ensure growing support to U.S. companies in core markets. Additionally, it will support the goals of continued increased exports and foreign direct investment attraction; advancement of key regional trade priorities to expand market clusters tied to the Asia Rebalance, such as India and China; Doing Business in Africa, such as South Africa; and opening a presence in Cuba (pending legislative changes that would allow trade promotion engagement). Final staffing allocations will be based on internal analysis and a planning tool developed in partnership with an external consultant.

Additional resources will also help U.S. firms to take more advantage of trade agreements, reductions in barriers to trade, and the growth of the global middle class-creating stability and ongoing market opportunities for U.S. firms. In addition, this will have immediate impacts on the future development of the highly successful U.S.-China Joint Commission on Commerce and Trade (JCCT), the more recently launched U.S.-India Strategic & Commercial Dialogue (S&CD), and the President's Advisory Council on Doing Business in Africa (PAC-DBIA). These programs are part of GM's commercial diplomacy efforts and present medium to long-term market openings. For example, a third party contractor estimated that the maximum possible economic impact of just seven commercial diplomacy Successes in FY 2015 equaled \$444 million in increased U.S. exports with an impact on total U.S. economic output of \$940 million, which is sufficient to sustain or create 3,539 jobs.

Global Markets will use the additional funding to assist more clients, and serve those clients better through greater industry expertise; more in-depth assistance; and quicker response times. Global Markets succeeds when U.S. companies can compete and win in foreign markets. In FY 2014, 83% of GM clients surveyed reported that they were highly likely to recommend the agency's services; and 73% reported that the organization's services and assistance met their objectives.

- **Expansion of U.S. Field**

This initiative (\$0.8 million of total export expansion) will allow for the placement of six (6) international trade specialists (4 FTE) in critical U.S. Export Assistance Centers (USEACs) across the United States. U.S. exporter-facing trade professionals within the USEAC network have declined markedly since FY 2005 (currently at 260, down from 316 in FY 2005). The requested increase in staff will help address staffing shortfalls at key USEACs. USEACs getting additional staff will be identified through a review of the updated Domestic Resource Allocation Model (DRAM), as well as demand and performance metrics maintained by the Office of U.S. Operations. The result will be an increased number of U.S. exporter companies counseled and connected with opportunities in overseas markets.

The U.S. Field program includes a network of 108 U.S. Export Assistance Centers (USEACs) across the United States that focus primarily on the exporting needs of small and medium-sized enterprises (SMEs). Working alongside the International Field, U.S. Field trade specialists help identify opportunities for U.S. exporters, clarify foreign regulations and standards, provide support to clients who have business disputes abroad or encounter foreign market barriers, and counsel U.S. companies on the best strategies to succeed in overseas markets. The U.S. Field also plays a primary role in educating U.S. firms, especially SMEs that may not be aware of their rights, obligations, and opportunities in foreign markets or of the assistance ITA can provide in resolving their trade problems. Working with other ITA programs, the U.S. Field organizes educational outreach programs to U.S. businesses and industry associations across the country.

The U.S. exporting community consistently reports, via Department of Commerce surveys and studies, that it requires strategies for market entry informed by sector and sub-sector market intelligence. The U.S. Field is responding to this need by utilizing industry expertise of both headquarters and field-based industry analysts more directly in company and EDO counseling. This initiative would place additional resources in the U.S. Field to deliver industry expertise in key sectors such as e-commerce and infrastructure. Trade professionals with expertise in critical industry sectors will provide client-facing trade specialists with customized sector-specific intelligence to enable enhanced client and partner service.

In FY 2014, GM assisted over 17,000 clients; 83% of GM clients surveyed reported that they were highly likely to recommend the agency's services; and 73% reported that the organization's services and assistance met their objectives. In addition, GM reached over 2,000 companies through export outreach and educational events like Discover Global Markets and TradeWinds; 92% of survey respondents from these events plan to use ITA services to build their businesses. Increased resources to enable enhanced U.S. industry sector specific services will respond directly to consistent feedback from U.S. companies, and should result in an increase in companies expressing satisfaction with, and that objectives were met by, GM services.

Expand SelectUSA (Base Funding: \$10.0 million and 22 FTE; Program Change: +\$10.0 million and 16 FTE): ITA requests 16 FTE (not including 15 LES) and \$10,000,000 to support GM's implementation of the SelectUSA program. SelectUSA facilitates and promotes inward investment into the United States to support jobs and spur economic growth.

Increased funding will allow SelectUSA to increase the quality and quantity of work performed by expanding LES presence to 14 additional priority markets, developing a foreign direct investment (FDI) database that will provide unbiased market intelligence, client profiles for state economic development organizations, and standardizing SelectUSA roadshow processes. The increased funding will also integrate investment work into commercial service activities by modifying and rolling out products and services that are scalable and align with existing GM products and services for export such as gold key services and comprehensive business plans for entry or expansion into the U.S. market.

FDI plays a vital role in supporting U.S. jobs and helping to bolster U.S. export competitiveness. U.S. subsidiaries of foreign owned firms accounted for more than one-fifth of all U.S. goods exports in 2013. In the same year, they employed approximately 6.1 million U.S. workers, with an average salary of \$79,979 per year.

PERFORMANCE GOALS AND MEASUREMENT DATA:

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percentage of Global Markets clients that achieved their export objectives	2014 Actual	2015 Actual	2016 Target	2017 Target	2018 Target	2019 Target	2020 Target
With Change	73%	73%	73%	75%	73%	73%	73%
Without Change	73%	73%	71%	71%	71%	71%	71%
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.							

Performance Measure: Number of clients assisted by Global Markets	FY	FY	FY	FY	FY	FY	FY
	2014 Actual	2015 Actual	2016 Target	2017 Target	2018 Target	2019 Target	2020 Target
With Change	17,593	25,029	23,000	26,500	30,000	32,500	35,000
Without Change	17,593	25,029	23,000	23,000	23,000	23,000	23,000
Description: This indicator illustrates ITA's reach into the U.S. business community. Historical data indicates that over 75 percent of companies assisted are small and medium-sized enterprises.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Number of Commercial Diplomacy/Advocacy WINS ⁵	2014 Actual	2015 Actual	2016 Target	2017 Target	2018 Target	2019 Target	2020 Target
With Change	343	287	300	330	360	380	400
Without Change	343	287	300	300	300	300	300
Description: This measure captures the results of Global Markets' front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of GM engagement results in the following outcomes for a U.S. company or industry: Reduced/removed/prevented trade barrier; Reduced/removed threat to U.S. business/economic interest; Foreign compliance with a trade agreement; Facilitated an export transaction; or a U.S. company has a signed contract for a foreign procurement.							

⁵ This measure reflects, in part, the "Number of Advocacy Wins" cited under Strategic Objective 1.1 in the Department's Strategic Plan. While it incorporates the "Number of Advocacy Wins," the measurement also includes additional policy work not reflected in the "Number of Advocacy Wins" reported for the similar Strategic Plan indicator. Thus, the actual for this indicator may include more (i.e., may be different) than the actual reported for the "Number of Advocacy Wins" in the Strategic Plan.

Performance Measure: Number of investment clients assisted by the Department	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	1,038	1,651	2,400	2,600	2,800	3,000	3,200
Without Change	1,038	1,651	2,400	2,400	2,400	2,400	2,400
Description: This measure captures the number of domestic and foreign firms, as well as domestic and foreign Economic Development Organizations, assisted by the Department of Commerce to attract inward investment into the United States.							

Performance Measure: Percentage of clients highly likely to recommend Global Markets assistance	FY 2014 Actual	FY 2015 Actual	FY 2016 Target	FY 2017 Target	FY 2018 Target	FY 2019 Target	FY 2020 Target
With Change	83%	84%	81%	82%	82%	82%	82%
Without Change	83%	84%	73%	73%	73%	73%	73%
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.							

PROGRAM CHANGE PERSONNEL DETAIL

(Dollars in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Export Expansion and Investment

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
Executive Director	Washington, D.C.	ES	1	\$ 152,628	\$ 152,628
International Trade Specialist	Various CONUS	GS-12	6	\$ 78,939	\$ 473,634
Human Resource Specialist	Washington, D.C.	GS-13	2	\$ 98,294	\$ 196,588
Desk Officers	Washington, D.C.	GS-9	4	\$ 56,999	\$ 227,996
Administrative Specialist	Washington, D.C.	GS-9	1	\$ 56,999	\$ 56,999
Subtotal			14		\$ 1,107,845
Less Lapse	25%		(4)		\$ (276,961)
Total Full-time permanent:			10		\$ 830,884
2016 Pay Adjustment	1.3%				\$ 10,801
2017 Pay Adjustment	1.6%				\$ 13,467
Subtotal			10		\$ 855,152
Locally Engaged Staff	Overseas		32	\$ 54,728	\$ 1,751,296
Subtotal					\$ 1,751,296
Less Lapse	50%		(16)		\$ (875,648)
Total Full-time permanent:					\$ 875,648
2016 Pay Adjustment	1.3%				\$ 11,383
2017 Pay Adjustment (including Wage Thaw)	6.4%				\$ 56,770
Subtotal					\$ 943,801
Foreign Service Officer	Overseas	FS-03	12	\$ 92,537	\$ 1,110,444
Subtotal			12		\$ 1,110,444
Less Lapse	50%		(6)		\$ (555,222)
Total Full-time permanent:			6		\$ 555,222
2016 Pay Adjustment	1.3%				\$ 7,218
2017 Pay Adjustment (including Wage Thaw)	1.6%				\$ 8,999
Subtotal			6		\$ 571,439
Total					\$ 2,370,392
Personnel Data					
Full-time Equivalent Employment					
Full-time permanent			16		
Other than full-time permanent			0		
Total			16		
Authorized Positions:					
Full-time permanent			26		
Other than full-time permanent			0		
Total			26		

PROGRAM CHANGE PERSONNEL DETAIL
(Dollars in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Expand SelectUSA

Title:	Location	Grade	Number of Positions	Annual Salary	Total Salaries
Investment Specialist	Washington DC.	GS-13	21	\$ 98,294	\$ 2,064,174
Program Analyst	Washington DC.	GS-12	1	\$ 82,664	\$ 82,664
Subtotal			22		\$ 2,146,838
Less Lapse	25%		(6)		\$ (536,710)
Total Full-time permanent:			16		\$ 1,610,128
2016 Pay Adjustment	1.3%				\$ 20,932
2017 Pay Adjustment	1.6%				\$ 26,097
Subtotal			16		\$ 1,657,157
Locally Engaged Staff	Overseas		15	\$ 54,728	\$ 820,920
Subtotal					\$ 820,920
Less Lapse	50%		(8)		\$ (410,460)
Total Full-time permanent:					\$ 410,460
2016 Pay Adjustment	1.3%				\$ 5,336
2017 Pay Adjustment (including Wage Thaw)	6.4%				\$ 26,611
Subtotal					\$ 442,407
Total					\$ 2,099,564

Personnel Data

Full-time Equivalent Employment
 Full-time permanent 16
 Other than full-time permanent 0
Total 16

Authorized Positions:
 Full-time permanent 22
 Other than full-time permanent 0
Total 22

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Program Support

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$1,484
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	1,484
12	Civilian personnel benefits	0
13	Benefits for former personnel	0
21	Travel and transportation of persons	48
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	2,750
25.2	Other services	404
25.3	Purchases of goods & services from Gov't accounts	448
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	2
25.6	Medical care	1
25.7	Operation and maintenance of equipment	4
25.8	Subsistence and support of persons	9
26	Supplies and materials	29
31	Equipment	158
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	5,337

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: Export Expansion and Investment

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$2,370
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	46
11.8	Special personnel services payments	0
11.9	Total personnel compensation	2,416
12	Civilian personnel benefits	864
13	Benefits for former personnel	0
21	Travel and transportation of persons	332
22	Transportation of things	161
23.1	Rental payments to GSA	83
23.2	Rental Payments to others	726
23.3	Communications, utilities and miscellaneous charges	146
24	Printing and reproduction	15
25.1	Advisory and assistance services	256
25.2	Other services	699
25.3	Purchases of goods & services from Gov't accounts	2,930
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	80
31	Equipment	248
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	6
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	8,962

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Global Markets
Sub-program: Global Markets
Program Change: SelectUSA

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$2,100
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	30
11.8	Special personnel services payments	0
11.9	Total personnel compensation	2,130
12	Civilian personnel benefits	663
13	Benefits for former personnel	0
21	Travel and transportation of persons	340
22	Transportation of things	79
23.1	Rental payments to GSA	1,220
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	20
24	Printing and reproduction	31
25.1	Advisory and assistance services	0
25.2	Other services	3,986
25.3	Purchases of goods & services from Gov't accounts	1,357
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	0
25.6	Medical care	0
25.7	Operation and maintenance of equipment	0
25.8	Subsistence and support of persons	0
26	Supplies and materials	57
31	Equipment	117
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	10,000

This Page Intentionally Left Blank

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

Activity: International Trade Administration
Subactivity: Executive Direction/Administration

DoC Objective

	2015 Actual	2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)	
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel
Increase opportunities for U.S. companies by opening markets globally									
Pos./BA	11	2,214	11	2,241	11	2,266	11	2,308	0
FTE/Obl.	10	2,308	11	2,620	11	2,266	11	2,308	0
Increase U.S. exports by broadening and deepening the U.S. exporter base									
Pos./BA	79	15,817	79	15,996	79	16,166	79	16,447	0
FTE/Obl.	68	15,218	73	17,270	73	16,166	73	16,447	0
Increase high-impact inward foreign direct investment in the United States									
Pos./BA	1	300	1	302	1	304	1	308	0
FTE/Obl.	1	291	1	331	1	304	1	308	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements									
Pos./BA	23	4,728	23	4,783	23	4,834	23	4,918	0
FTE/Obl.	20	4,594	22	5,214	22	4,834	22	4,918	0
Total	114	23,059	114	23,322	114	23,570	114	23,981	0
	99	22,411	107	25,435	107	23,570	107	23,981	0

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

DoC Objective

	2015 Actual	2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount
Increase opportunities for U.S. companies by opening markets globally	0	55	0	58	0	58	0	0
	0	55	0	58	0	58	0	0
Increase U.S. exports by broadening and deepening the U.S. exporter base	2	396	2	411	2	411	0	0
	2	396	2	411	2	411	0	0
Increase high-impact inward foreign direct investment in the United States	0	7	0	8	0	8	0	0
	0	7	0	8	0	8	0	0
Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements	0	118	0	123	0	123	0	0
	0	118	0	123	0	123	0	0
Total	2	576	2	600	2	600	0	0
	2	576	2	600	2	600	0	0

APPROPRIATION ACCOUNT: OPERATIONS AND ADMINISTRATION

BUDGET PROGRAM: EXECUTIVE DIRECTION AND ADMINISTRATION

For FY 2017, ITA requests a total of \$23,981,000 and 107 FTE for Executive Direction and Administration (including inflationary adjustments of \$248,000 and 0 FTE). This request includes one program changes of \$411,000 and 0 FTE.

BASE JUSTIFICATION:

Executive Direction and Administration Overview

The mission of the Executive Direction and Administration (ExAd) unit is to achieve U.S. trade expansion and economic growth through executive leadership; well-conceived policy guidance; and, efficient and effective management of ITA resources. This unit coordinates policy; directs programmatic activities; oversees the agency's budget, financial, and internal control requirements; conducts program and performance evaluation; and, provides centralized strategic and operational management of information technology (IT) resources.

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

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

INFLATIONARY ADJUSTMENTS:

ITA requests a net increase of 0 FTE and \$0.2 million to fund inflationary adjustments. The figure reflects an increase to fund the estimated 2017 Federal pay raise of 1.6 percent as well as inflationary increases for non-labor activities, including service contracts, utilities, the Department of Commerce Working Capital Fund and rent charges from the General Service Administration (GSA).

SUB-PROGRAM: MANAGEMENT & CORPORATE SERVICES

Executive Direction

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

The Offices of the Under Secretary and Deputy Under Secretary provide overall executive leadership and guidance to ITA through: the planning, determination, and coordination of policy; providing direction on strategic priorities; and, the development and implementation of a government-wide strategy for 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 on other Secretarial level boards, committees, or panels for which the primary focus is international trade and/or investment. The Office of the Deputy Under Secretary is also responsible for the day-to-day management of ITA.

The Office of Public Affairs communicates to the public the importance of exports, trade, and investment in support of the U.S. economy and U.S. global competitiveness. The office also: communicates ITA's services to the appropriate press and business audiences in the United States and around the world; enhances customer service to internal and external stakeholders; and, provides information to the public and the press on issues related to the activities of the ITA.

The Office of Legislative and Intergovernmental Affairs acts as a liaison to the Legislative branch; informs legislative and intergovernmental stakeholders about current international trade and investment matters as well as export opportunities; and, keeps ITA informed about trade-related legislative activities.

The Trade Promotion Coordinating Committee (TPCC) Secretariat convenes the Principals and Deputies meetings of the TPCC member agencies and the working groups that contribute to export promotion. Additionally, the TPCC Secretariat coordinates and manages initiatives at the programmatic level to ensure all export-promotion agencies are working together for the benefit of U.S. exporters.

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 oversees the agency's resources and coordinates measurement of program performance to ensure ITA's success in achieving strategic goals. The office provides shared services solutions to ITA programs and manages the budgetary, financial, and administrative aspects of ITA, and ensures the needs of ITA clients and employees are fulfilled. OCFAO helps ITA programs operate efficiently and ensure overall effectiveness through the use of integrated systems, program analysis and evaluation, strategic planning, employee engagement activities, and continuous business process improvement. In addition, OCFAO ensures linkages between performance and budgets so that resource requests are tied to needed performance outputs and outcomes.

Office of the Chief Information Officer (OCIO)

OCIO provides enterprise-wide leadership for ITA's strategic and operational use of information technology resources. OCIO develops and implements IT policy, manages ITA's IT planning activities, oversees IT investments through the capital planning and review process, and delivers IT services and solutions that empower ITA and partner organizations to execute their missions efficiently and effectively. By providing the necessary IT tools and maintenance, the OCIO provides a platform that ITA employees and customers around the world use to research trade issues, understand trade agreements, and collaborate on export promotion activities. OCIO integrates many of the facets of ITA's organizational efforts into one seamless and unified informational space by managing ITA's global network infrastructure spanning over 70 countries and 200 locations; hosting

ITA Central, ITA's enterprise-wide collaborative intranet; and, providing technical leadership and supporting key enterprise systems. These systems include ITA's public facing web infrastructure, which supports ITA outreach and initiatives such as export promotion through ITA's public web venue of Trade.gov, and ITA's Customer Relationship Management (CRM) system that provides the ITA workforce with a comprehensive view of all client and customer interactions. OCIO also ensures the security of information and technology assets by operating a comprehensive world-wide cyber security program.

PROGRAM CHANGES FOR FY 2017:

Program Support (Base Funding: \$23.5 million and 107 FTE: Program Change: \$0.4 million and 0 FTE): ITA requests \$411,000 ITA requests \$1,034,000 in order to sustain program capabilities in ExAd. Through investments in personnel and non-personnel support costs, this increase provides day-to-day resources to maintain mission and operational excellences within ITA. FTE levels would not be affected by this change.

Performance Goals and Measurement Data:

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of Clean Audit Opinion	2014	2015	2016	2017	2018	2019	2020
	Actual	Target	Target	Target	Target	Target	Target
With Change	100%	100%	100%	100%	100%	100%	100%
Without Change	100%	100%	100%	100%	100%	100%	100%
Description: This measure illustrates that ITA's finances are presented in conformity with U.S. generally accepted accounting principles and there are no material weaknesses identified within the Department's Audit that are attributable to ITA.							

Performance Measure:	FY	FY	FY	FY	FY	FY	FY
Percent of the 80-day hiring model deadlines within the bureaus span of control that are met.	2014	2015	2016	2017	2018	2019	2020
	Actual	Target	Target	Target	Target	Target	Target
With Change	80%	80%	80%	80%	80%	80%	80%
Without Change	80%	80%	80%	80%	80%	80%	80%
Description: This measure illustrates the percent of deadlines, as defined by the 80-day hiring model, that ITA meets that are within its control. This number takes into account both the amount of transactions and the overall time taken on them.							

PROGRAM CHANGE DETAIL BY OBJECT CLASS

(Dollar amounts in thousands)

Budget Program: Executive Direction and Administration
Sub-program: Executive Direction and Administration
Program Change: Program Support

Object Class		FY 2017 Increase
11	Personnel compensation	
11.1	Full-time permanent	\$23
11.3	Other than full-time permanent	0
11.5	Other personnel compensation	0
11.8	Special personnel services payments	0
11.9	Total personnel compensation	23
12	Civilian personnel benefits	0
13	Benefits for former personnel	0
21	Travel and transportation of persons	0
22	Transportation of things	0
23.1	Rental payments to GSA	0
23.2	Rental Payments to others	0
23.3	Communications, utilities and miscellaneous charges	0
24	Printing and reproduction	0
25.1	Advisory and assistance services	255
25.2	Other services	67
25.3	Purchases of goods & services from Gov't accounts	45
25.4	Operation and maintenance of facilities	0
25.5	Research and development contracts	1
25.6	Medical care	0
25.7	Operation and maintenance of equipment	2
25.8	Subsistence and support of persons	3
26	Supplies and materials	6
31	Equipment	9
32	Lands and structures	0
33	Investments and loans	0
41	Grants, subsidies and contributions	0
42	Insurance claims and indemnities	0
43	Interest and dividends	0
44	Refunds	0
99	Total obligations	411

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

Object Class	2015 Actual	2016 Enacted	2017 Adjustments to Base	2017 Base	2017 Estimate	Increase/ (Decrease)
11 Personnel compensation						
11.1 Full-time permanent	155,398	171,913	479	172,392	179,949	7,557
11.3 Other than full-time permanent	27,237	27,567	1,207	28,774	28,774	0
11.5 Other personnel compensation	8,665	7,395	0	7,395	7,476	81
11.8 Special personnel services payments	0	280	0	280	280	0
11.9 Total personnel compensation	191,300	207,155	1,686	208,841	216,479	7,638
12.1 Civilian personnel benefits	69,975	76,168	1,325	77,493	79,419	1,926
13 Benefits for former personnel	2,442	2,674	(827)	1,847	1,847	0
21 Travel and transportation of persons	23,004	14,313	(1,010)	13,303	14,170	867
22 Transportation of things	4,561	2,833	(982)	1,851	2,113	262
23.1 Rental payments to GSA	18,761	19,339	319	19,658	21,120	1,462
23.2 Rental payments to others	10,553	13,116	133	13,249	13,975	726
23.3 Communications, utilities and miscellaneous charges	10,444	10,841	75	10,916	11,085	169
24 Printing and reproduction	1,805	773	8	781	835	54
25.1 Advisory and assistance services	30,137	20,055	(7,877)	12,178	18,623	6,445
25.2 Other services	18,612	17,323	(921)	16,402	22,038	5,636
25.3 Purchase of goods and services from Gov't accounts	87,997	103,733	(2,257)	101,476	107,871	6,395
25.4 Operations and maintenance of facilities	83	29	0	29	29	0
25.5 Research and development contracts	0	162	(3)	159	163	4
25.6 Medical Care	153	122	0	122	123	1
25.7 Operations and maintenance of equipment	233	394	(4)	390	397	7
25.8 Substance and support of persons	1,482	827	(8)	819	834	15
26 Supplies and materials	3,280	2,394	(419)	1,975	2,186	211
31 Equipment	7,386	6,675	(317)	6,358	6,934	576
32 Lands and structures	0	0	0	0	0	0
33 Investments and loans	0	0	0	0	0	0
41 Grants, subsidies and contributions	1,669	2,180	(1,006)	1,174	1,180	6
42 Insurance claims and indemnities	0	0	0	0	0	0
43 Interest and dividends	1	0	0	0	0	0
44 Refunds	0	0	0	0	0	0
99 Total Direct Obligations	483,878	501,106	(12,085)	489,021	521,421	32,400
Less Prior Year Recoveries	(8,983)	0	0	0	0	0
Less Refunds	(99)	0	0	0	0	0
Less Unobligated balance, start of year	(30,921)	(19,448)	18,106	(1,342)	(1,342)	0
Plus Unobligated Balance, transferred	(515)	0	0	0	0	0
Plus Unobligated Balance, expiring	588	0	0	0	0	0
Plus Unobligated balance, end of year	19,448	1,342	0	0	0	0
Plus Unobligated balance, end of year transferred	0	0	0	1,342	1,342	0
Less Transfers from other accounts	(1,396)	0	0	0	0	0
Net Budget Authority	482,000	483,000	6,021	489,021	521,421	32,400

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

	2015 Actual	2016 Enacted	2017 Adjustments to Base	2017 Base	2017 Estimate	Increase/ (Decrease)
Personnel Data						
Full-Time equivalent Employment:						
Full-time permanent	1,529	1,630	2	1,632	1,680	48
Other than full-time permanent	96	105	0	105	105	0
Total	1,625	1,735	2	1,737	1,785	48
Authorized Positions:						
Full-time permanent	1,759	1,787	0	1,787	1,841	54
Other than full-time permanent	137	137	0	137	137	0
Total	1,896	1,924	0	1,924	1,978	54

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

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

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

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

This Page Intentionally Left Blank

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

	2015 Actual	2016 Estimate	2017 Estimate
Management and professional support services....	\$4,240	\$3,909	\$3,979
Special studies and analyses.....	1,071	0	0
Engineering and technical service.....	0	0	0
Total.....	<u>\$5,311</u>	<u>\$3,909</u>	<u>\$3,979</u>

ITA uses consulting services to meet relatively short-term requirements for industry and/or economic expertise, and to focus on specific areas such as export promotion events, negotiations, and 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: Includes analyses on the domestic and overseas resource allocations.

This Page Intentionally Left Blank

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

	2015	2016	2017
	Actuals	Estimate	Estimate
Periodicals.....	\$0	\$0	\$0
Pamphlets.....	311	102	104
Audiovisual.....	119	117	119
Total.....	\$430	\$219	\$223

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

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

This Page Intentionally Left Blank

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

	2015	2016	2017
	<u>Actual</u>	<u>Estimate</u>	<u>Estimate</u>
Direct			
Average ES	\$165,474	\$167,210	\$169,384
Average GS grade	13.5	13.5	13.5
Average GS salary	\$104,711	\$106,072	\$107,769
Average grade and salary established by the Foreign Service Act of 1980 (U.S.C. 801-1158):			
Average Senior Foreign Service salary	\$169,636	\$171,841	\$174,591
Average Foreign Service Officer grade	2.10	2.10	2.10
Average Foreign Service Officer salary	\$125,468	\$127,099	\$129,133
Average Foreign Service Staff salary	\$97,879	\$99,151	\$100,738
Average Foreign Service salary in foreign countries	\$123,774	\$125,383	\$127,389

This Page Intentionally Left Blank

This Page Intentionally Left Blank

Exhibit 7

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

	2015 Actual	2016 Enacted	2017 Base	2017 Estimate	Increase/ (Decrease)
Total Obligations	\$4,948	\$0	\$0	\$0	\$0
Financing:					
Offsetting collections from:					
Federal funds	0	0	0	0	0
Trust funds	0	0	0	0	0
Non-Federal funds, fee collections	0	0	0	0	0
Recoveries	0	0	0	0	0
Unobligated balance, start of year	(5,332)	0	0	0	0
Unobligated balance, carryover	0	0	0	0	0
Unobligated balance, expiring	0	0	0	0	0
Unobligated balance, end of year	0	0	0	0	0
Rescission	0	0	0	0	0
Unobligated balance (temporarily reduced)	384	0	0	0	0
Budget Authority	0	0	0	0	0
Financing:					
Transferred to other accounts	0	0	0	0	0
Transferred from other accounts	0	0	0	0	0
Appropriation	0	0	0	0	0

This Page Intentionally Left Blank

Department of Commerce
International Trade Administration
Grants to Manufacturers of Worsted Wool Fabrics
PROGRAM AND PERFORMANCE: DIRECT OBLIGATIONS
(Dollar amounts in thousands)

Activity: International Trade Administration									
Subactivity: Industry and Analysis									
	2015 Actual		2016 Enacted		2017 Base		2017 Estimate		Increase/ (Decrease)
	Personnel	Amount	Personnel	Amount	Personnel	Amount	Personnel	Amount	
Performance Goal									
Identify and Resolve Unfair Trade Practices	0	\$0	0	\$0	0	\$0	0	\$0	0
	0	4,948	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0
	0	4,948	0	0	0	0	0	0	0

This Page Intentionally Left Blank

APPROPRIATION ACCOUNT: GRANTS TO MANUFACTURERS OF WORSTED WOOL FABRICS

BUDGET ACTIVITY: INDUSTRY AND ANALYSIS

For FY 2017, the International Trade Administration (ITA) requests no funding for Grants to Manufacturers of Worsted Wool Fabrics.

This program has been renewed in the Agricultural Act of 2014 (P.L. 113-79). Related funding has now been switched to the Commodity Credit Corporation administered by the Secretary of Agriculture.

BASE JUSTIFICATION:

Title V of the Trade and Development Act of 2000 created tariff rate quotas, providing reduced and duty-free treatment for a specified quantity of imports of certain worsted wool fabrics suitable for use in manufacturing certain tailored garments. Authority for the Tariff Rate Quota program has been extended several times and now legislatively is slated to terminate at the end of 2014.

The Miscellaneous Trade and Technical Corrections Act of 2004 provided authority to the Secretary of Commerce to promote domestic employment by issuing grants to manufacturers of worsted wool fabrics. The grant program is paid for by the Wool Apparel Manufacturers Trust Fund, maintained by Treasury, which receives a portion of the duties collected from importers of certain wool products. Each year, Treasury is required to transfer approximately \$5.3M from the Trust Fund to the ITA, so that ITA can distribute those funds through grants to a small number of firms in the worsted wool fabric manufacturing industry, allocated through a six-year-old formula according to each company's share of the relevant market in 1999, 2000, and 2001. The program was originally slated to expire in 2007, but was extended multiple times and legislatively expired at the end of 2014.

This Page Intentionally Left Blank

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

Object Class	2015 Actual	2016 Enacted	2017 Base	2017 Estimate	Increase/ (Decrease)
11 Personnel compensation					
11.1 Full-time permanent	\$0	\$0	\$0	\$0	\$0
11.3 Other than full-time permanent	0	0	0	0	0
11.5 Other personnel compensation	0	0	0	0	0
11.8 Special personnel services payments	0	0	0	0	0
11.9 Total personnel compensation	0	0	0	0	0
12.1 Civilian personnel benefits	0	0	0	0	0
13 Benefits for former personnel	0	0	0	0	0
21 Travel and transportation of persons	0	0	0	0	0
22 Transportation of things	0	0	0	0	0
23.1 Rental payments to GSA	0	0	0	0	0
23.3 Communications, utilities and miscellaneous:	0	0	0	0	0
23.2 Rental payments to others	0	0	0	0	0
24 Printing and reproduction	0	0	0	0	0
25.1 Consulting services	0	0	0	0	0
25.2 Other services	0	0	0	0	0
25.3 Purchase of goods and services from Gov't	0	0	0	0	0
25.4 Operations and maintenance of facilities	0	0	0	0	0
25.7 Operations and maintenance of equipment	0	0	0	0	0
26 Supplies and materials	0	0	0	0	0
31 Equipment	0	0	0	0	0
32 Lands and structures	0	0	0	0	0
33 Investments and loans	0	0	0	0	0
41 Grants, subsidies and contributions	4,948	0	0	0	0
42 Insurance claims and indemnities	0	0	0	0	0
43 Interest and dividends	0	0	0	0	0
81 Advances	0	0	0	0	0
44 Refunds	0	0	0	0	0
99 Total Direct Obligations	4,948	0	0	0	0
Less Prior Year Recoveries	0	0	0	0	0
Less Unobligated balance, start of year	(5,332)	0	0	0	0
Less Unobligated balance, start of year cas	0	0	0	0	0
Plus Unobligated balance, expiring	0	0	0	0	0
Plus Unobligated balance, end of year	0	0	0	0	0
Unobligated balance (temporarily reduced)	384	0	0	0	0
Less Transfers from other accounts	0	0	0	0	0
Net Budget Authority	0	0	0	0	0

Exhibit 16

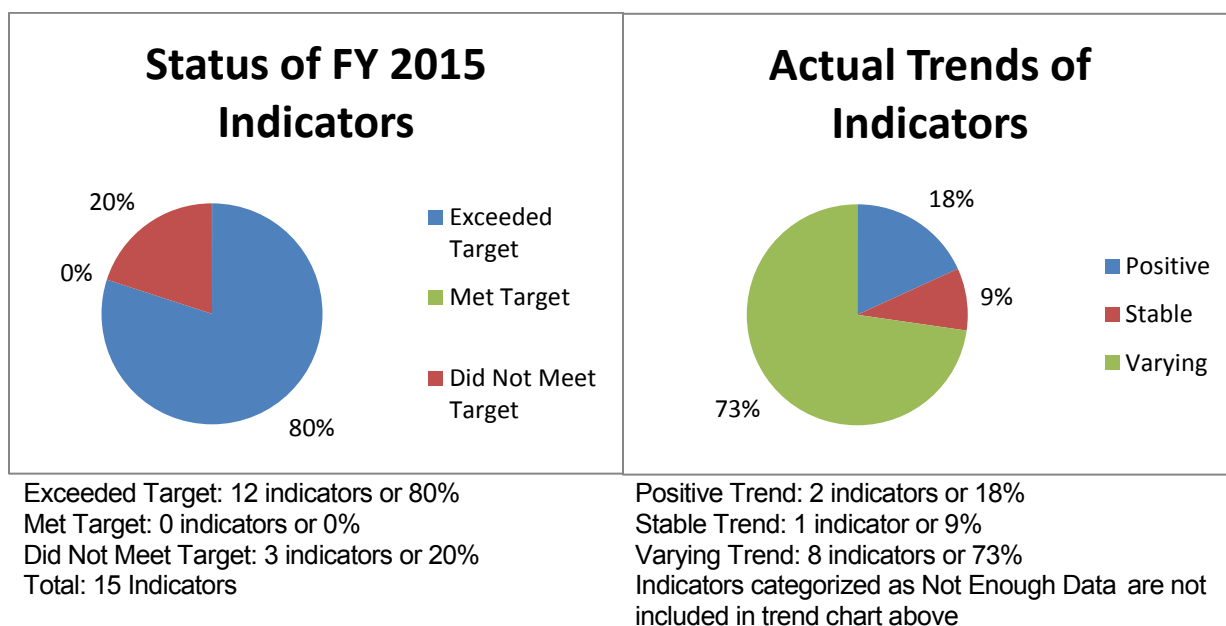
Department of Commerce
International Trade Administration
Grants to Manufacturers of Worsted Wool Fabrics
SUMMARY OF REQUIREMENTS BY OBJECT CLASS
(Dollar amounts in thousands)

	2015 Actual	2016 Enacted	2017 Base	2017 Estimate	Increase/ (Decrease)
Personnel Data					
Full-Time equivalent Employment:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0
Authorized Positions:					
Full-time permanent	0	0	0	0	0
Other than full-time permanent	0	0	0	0	0
Total	0	0	0	0	0

FY 2017 Performance Planning and FY 2015 Reporting Backup (International Trade Administration)

Performance Indicator Information

Summary of Performance



Summary of FY 2015 Indicator Performance

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

Indicator	Target	Actual	Status	Trend
Number of foreign trade barriers removed, reduced or avoided (annual)	70	41	Not Met	Not enough Data
Number of Commercial Diplomacy/Advocacy WINS ⁶	250	287	Exceeded	Not enough Data
Export impact of prevention, reduction or removal of trade barriers-Dollars of created or retained (millions)	\$1,500m	\$3,576m	Exceeded	Variable
Dollar exports generated from Export Trading Companies (billions)	\$22.5B	\$22.8B	Exceeded	Variable
Dollar value of U.S. contracts from advocacy wins	Contextual Indicator	\$24B	Not Applicable	Variable

⁶ This indicator 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.

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)	71%	73%	Exceeded	Positive
Exports generated annually from public/private partnerships	\$437M	\$493M	Exceeded	Variable
Number of clients assisted by Global Markets	23,000	25,029	Exceeded	Variable
Percentage of clients highly likely to recommend Global Markets assistance.	71%	84%	Exceeded	Positive

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

Indicator	Target	Actual	Status	Trend
Number of investment clients assisted by the Department (ITA)	1,600	1,651	Exceeded	Not Enough Data

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%	93%	Exceeded	Stable
Number of trade agreement compliance cases resolved successfully	32	24	Not Met	Variable
Percentage of Compliance and Market Access cases initiated that are reviewed for Agreement Relevancy within the established time frame	90%	95%	Exceeded	Variable
Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection	88%	94%	Exceeded	Not Enough Data
Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection	86%	97%	Exceeded	Not Enough Data
Percent of antidumping and countervailing duty petition counseling involving small and medium-sized enterprises- indicator will be discontinued in FY 2016	55%	36%	Not Met	Variable

Detailed Indicator Plans and Performance

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

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

Recurring Indicators

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.							
Indicator	Number of foreign trade barriers removed, reduced or avoided (annual)							
Category	Supporting (Non-Strategic Plan)							
Type	Output							
Description	This indicator captures the results of ITA's efforts to remove trade barriers and open markets to U.S. exports of goods and services. It is an indicator that is shared by all three ITA operating units and therefore, also serves as a unifying collaborative goal.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						70	75	80
Actual					74	41		
Status						Not Met		
Trend	Not enough data. ITA started measuring this metric in FY 2014 to track its performance on trade barrier removal work, which cuts across all three ITA business units.							
Explanation (if not met in FY 2015)	We are not able to determine whether we met our target at this time. Consistent with Administration priorities, ITA devoted significant resources in FY 2015 to supporting the negotiations and passage of TPA, which is a prerequisite to successful implementation of trade agreements, and to concluding trade agreements including TPP and the WTO TFA. These agreements will remove, reduce or avoid a large number of trade barriers. Although we can calculate the number of barriers we have removed through the opening of specific "cases" (i.e., complaints from particular companies), we do not yet have the appropriate information to determine how to quantify the barriers that will be removed, reduced or avoided through implementing the provisions in the concluded trade agreements. Once we gather the appropriate information, we will calculate the impact of this trade agreement.							
Actions to be taken / Future Plans	As trade negotiations by their nature deal with removal of trade barriers, efforts are now underway (pre-TPP entry into force) to analyze and quantify the barriers removed, reduced, or avoided by the successful trade agreement conclusion and implementation. Results of these calculations will begin to be reported in FY 2016. ITA will issue guidance to all units on what constitutes a trade barrier removed, reduced, or avoided and how to enter and report this data in the new Customer Relations Management (CRM) tool, Salesforce. In addition, an executive sponsor is developing strategy for, and overseeing and managing this metric.							
Adjustments to targets	No adjustments to target.							
Notes	ITA started measuring this metric in FY 2014 so data does not exist for previous years.							
Information Gaps	This indicator requires the compilation of data from three units that did not all share common data platforms or collection and analytical methodologies prior to FY 2015. A new data platform implemented in FY 2015 will help bring data into one system, however, continued work needed to ensure consistent analytical methodologies across units.							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.
Indicator	Number of Commercial Diplomacy/Advocacy WINS*
Category	Key
Type	Immediate Outcome

Description	This measure captures the results of Global Markets' front-line diplomatic engagement with foreign governments in support of a U.S. company or industry. A WIN occurs when a foreign government action/decision as a result of GM engagement results in the following outcomes for a U.S. company or industry: Reduced/removed/prevented trade barrier; Reduced/removed threat to U.S. business/economic interest; Foreign compliance with a trade agreement; Facilitated an export transaction; or a U.S. company has a signed contract for a foreign procurement.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target					225	250	300	330
Actual					343	287		
Status					Met	Exceeded		
Trend	Not enough data. GM started measuring this metric in FY 2014, after consolidating the former Commercial Service's (CS) Commercial Diplomacy Successes with the former Market Access and Compliance unit's compliance and market access successes and Advocacy Center wins.							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans	A new CRM tool, Salesforce, was implemented in FY 2015 to streamline the input of data and enhance the quality control process.							
Adjustments to targets	No adjustments to targets.							
Notes	*Global Markets is renaming this indicator "Commercial Diplomacy/Advocacy WINs." The new name replaces the previous indicator name entitled, "Number of Commercial Diplomacy cases successfully closed (annual)." While the measurement is the same, the revised name serves to better reflect the policy work included in the indicator's measurement. The name change was done to clearly state that this measurement includes the former Market Access and Compliance and Market Access (C&MA) successes and Advocacy Center WINs. The term "Success" was replaced by "WIN" in our new database so the change provides clarity for staff as well. Some of the commercial issues Global Markets professionals work on require extensive negotiation with a foreign government lasting over 12 months, which results in fluctuation from year-to-year in the results Global Markets reports.							
Information Gaps	This indicator 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.							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally							
Indicator	Export impact of prevention, reduction or removal of trade barriers – Dollars of exports created or retained (millions)							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate Outcome							
Description	This indicator captures the total export impact of the collaborative work done by I&A and its federal partners to resolve trade barriers by their removal, prevention or reduction. Trade barriers can include tariffs and a variety of non-tariff indicators such as: standards, domestic content requirements, foreign ownership requirements, regulations, and intellectual property rights. Please note that this data does not include all barriers removed by ITA, including its federal partners..							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						\$1,500	\$1,650	\$1,800
Actual				\$1,784	\$151	\$3,576		
Status						Exceeded		
Trend	Variable							
Explanation (if not met in FY 2015)								

Actions to be taken / Future Plans	The FY 2016 actual will be significantly impacted by the conclusion of the Trans Pacific Partnership trade agreement. ITA will continue to assess this metric to determine whether any further improvements may be warranted.
Adjustments to targets	Targets have been revised upward because previous targets were based on I&A's estimated contribution only. The reported actual export impact now reflects the total export impact of the barrier resolution. Accordingly, targets needed to be revised to reflect that change.
Notes	*Based on ITA's evaluation, it is revising this metric to reflect the total export impact, rather than only I&A's contribution. ITA determined that the revised methodology is a more accurate calculation and captures the collaborative work achieved with its federal partners, including the Office of the United States Trade Representative. Accordingly, prior actuals for FY 2013 through FY 2014 have been adjusted to reflect the methodological change. These calculations are based on current economic literature and standard economic models. These calculations use data from Census, and a variety of international sources (e.g., IMF, World Bank, United Nations). In addition, input from the relevant industry is sought when appropriate. Since ITA is now reporting the total export impact, FY 2013 and FY 2014 actuals and FY 2015-2017 targets have been revised to reflect that change.
Information Gaps	

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally							
Indicator	Dollar exports generated from Export Trading Companies (billions)							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate							
Description	The Export Trading Company Act allows U.S. businesses to form export joint ventures called Export Trading Companies (ETC). These ETCs are formed for various purposes such as to negotiate lower shipping rates, pool resources to expand an export market base, avoid export rivalry by coordinating an export strategy, and sell under a single label. ITA, with the concurrence of the Justice Department, issues a Certificate of Review under the Act. This indicator captures the actual export sales in billions of dollars.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						\$22.5	\$23.5	\$24.0
Actual	\$17.3	\$23.9	\$21.1	\$22.8	\$23.5	\$22.8		
Status						Exceeded		
Trend	Variable							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans								
Adjustments to targets	No adjustments to target.							
Notes	None							
Information Gaps	Timely reporting of export sales by Export Trading Companies. Pursuant to 15 CFR Part 325, full receipt by ITA of all current participating ETC's reported export sales generally lags 12 months from reporting year. Consequently, most recent year data are estimated.							

Other Indicators for 1.1

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs
Objective 1.1	Increase opportunities for U.S. companies by opening markets globally.
Indicator	Dollar 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 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target								
Actual	\$16.8	\$24.0	\$73.9	\$16.24	\$79.79	\$24		
Status								
Trend	Variable							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans								
Adjustments to targets	No adjustments to target.							
Notes	This indicator appeared in the Strategic Plan as a "key indicator." ITA is changing this indicator type from a key indicator to a contextual one. This indicator depends on the value and type of projects foreign governments procure in a given year. Since this indicator fluctuates greatly from year to year depending on foreign government action, this indicator cannot be targeted and serves as a contextual indicator only.							
Information Gaps	None							

Objective 1.2: Increase U.S. Exports

Recurring Indicators

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Percentage of Global Markets clients that achieved their export objectives (AGENCY PRIORITY GOAL)							
Category	Key							
Type	Customer Service							
Description	This measure evaluates Global Markets' effectiveness in helping companies achieve their export objectives. Global Markets offers U.S. companies a robust set of capabilities to help them achieve their international exporting goals, whether those goals are to set up an overseas distribution channel, gain easier access to challenging markets, or meet additional foreign buyers for their goods. Global Markets focuses on understanding clients' exporting needs, and providing services to meet those needs.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target					69%	71%	73%	75%
Actual		67%	68%	67%	73%	73%		
Status					Exceeded	Exceeded		
Trend	Positive-4 years of data, directional trend line, positive trend, some variability.							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans	Global Markets will continue piloting a comment card survey for non-fee-based assistance and events to expand GM's client survey population in FY 2016 with the intention to capture and report these in FY 2017. In FY 2016, GM will explore new survey mechanisms to be integrated with its new Salesforce Customer Relations Management.							
Adjustments to targets	Global Markets increased the FY 2016 target goal to 72% from 71% due to updated baseline data. The four year average (FY2011-2014) for this metric is 69%.							
Notes	None.							
Information Gaps	Comment card data are from Global Markets' fee-based services only.							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Number of clients assisted by Global Markets							
Category	Key							
Type	Output							
Description	This indicator illustrates ITA's reach into the U.S. business community.							

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target		19,723	20,709	20,800	22,150	23,000	23,000	26,500
Actual	18,784	20,143	18,945	18,126	17,593	25,029		
Status		Exceeded	Not met	Not met	Not met	Exceeded		
Trend	Variable-6 years of data, variable trend line, and some variability.							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans	A new Customer Relations Management (CRM) tool, Salesforce, was implemented in FY 2015 to enhance the CRM database, IT infrastructure and internal controls.							
Adjustments to targets	No adjustments to targets.							
Notes	This measure illustrates Global Markets' annual effectiveness in providing export counseling and assistance to additional U.S. companies.							
Information Gaps	None.							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to better and more American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Exports generated annually from public/private partnerships							
Category	Supporting (Non-Strategic Plan)							
Type	Intermediate Outcome							
Description	The indicator represents the dollar value of exports generated by Market Development Cooperator Program (MDCP) project activity. The MDCP is a public/private partnership that provides technical and financial assistance to non-profit organization "cooperators" like trade associations. The MDCP enhances the competitiveness of U.S. industries by reducing the startup costs of new foreign market development projects. The elements of each project vary but examples include establishing product demonstration centers abroad, underwriting the cost of participation in foreign trade shows, and educating foreign authorities about industry standards. *Reported Actual is for Q1-3 only. Q4 results will not be available until December 2015.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target	N/A	\$86M	\$1.9B	\$467M	\$389M	\$437M	\$210M	\$210M
Actual	\$86M	\$2.4B	\$1.5B	\$2.51B	\$1.26B	\$493M		
Status	N/A	Exceeded	Not met	Exceeded	Exceeded	Exceeded		
Trend	Variable. It is difficult to project exports generated. The mix of MDCP projects changes from year to year as about 7 projects expire and another 7 are started. Moreover, each MDCP project is undertaken by a different industry group using different methods and focusing on different target markets.							
Explanation (if not met in FY 2015) *								
Actions to be taken / Future Plans	FY 2014 and FY 2015 targets were based on long-term (16-year) trends. This long-term analysis turns out to be an inaccurate predictor of results since the mix of 24 different MDCP projects varies in scope and industry from year to year. Given these variances, estimates more than a year out tend to be very difficult to accurately forecast. In FY 2016, ITA will implement reporting requirements that will include export estimates from each partner's quarterly progress report. Going forward, ITA will be able to establish targets based on these partner estimates.							
Adjustments to targets	No adjustments to target.							
Notes								
Information Gaps	None							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. Exports							
Indicator	Percentage of clients highly likely to recommend Global Markets assistance.							
Category	Supporting (Non-Strategic Plan)							
Type	Customer Service							
Description	This indicator illustrates the level of client satisfaction with Global Markets and will be used to improve the quality and efficiency of service delivery.							

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target				66%	69%	71%	81%	82%
Actual	77%	79%	82%	78%	83%	84%		
Status				Exceeded	Exceeded	Exceeded		
Trend	Positive- 6 years of data, directional trend line, positive trend, some variability.							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans	Global Markets will continue piloting a comment card survey for non-fee-based assistance and events to expand Global Markets' client survey population in FY 2016 with the intention to capture and report these in FY 2017. In FY 2016, Global Markets will explore new survey mechanisms to be integrated with its new Salesforce Customer Relations Management.							
Adjustments to targets	Global Markets increased FY 2016's target goal to 81% from 73% due to updated baseline data. The four year average (FY 2011-2014) for this metric is 80%.							
Notes	None.							
Information Gaps	Comment card data are from Global Markets' fee-based services only.							

Other Indicators for 1.2:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.2	Increase U.S. exports							
Indicator	Number of U.S small- and medium-sized enterprise (SME) exporter clients assisted by Global Markets							
Category	Other							
Type	Output							
Description	This is a contextual indicator to enhance ITA's reach into the U.S. small- and medium-sized business community.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Actual								
Notes	This measure illustrates Global Markets' annual effectiveness in providing export counseling and assistance to small and medium-sized enterprises. This is a contextual indicator and no target has been set. No previous data exists. Global Markets will begin collecting data in FY 2016.							
Information Gaps	Global Markets will only count assistance to companies that have 500 or fewer employees as SMEs.							

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

Recurring Indicators:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.3	Increase high impact inward foreign investment into the United States							
Indicator	Number of investment clients assisted by the Department (ITA)							
Category	Key							
Type	Output							
Description	This measure captures the number of domestic and foreign firms, as well as domestic and foreign Economic Development Organizations, assisted by the Department of Commerce to attract inward investment into the United States.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target					900	1,600	2,400	2,600
Actual					1,038	1,651		
Status					Exceeded	Exceeded		
Trend	Not enough data.							
Explanation (if not met in FY 2015)								

Actions to be taken / Future Plans	A new Customer Relations Management (CRM) tool, Salesforce, was implemented in FY 2015 to enhance the CRM database, IT infrastructure and internal controls.
Adjustments to targets	No adjustments to targets.
Notes	This indicator was introduced in FY 2014.
Information Gaps	None.

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

Recurring Indicators:

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percent of antidumping (AD) and countervailing duty (CVD) determinations issued within statutory and/or regulatory deadlines							
Category	Key							
Type	Process							
Description	This indicator captures the timely completion of all AD/CVD determinations associated with on-going investigations, reviews (including administrative, new shipper and changed circumstance reviews), scope, and circumvention inquiries conducted pursuant to U.S. laws and regulations. The indicator will increase certainty within the trade community as to which importers will be liable for the payment of antidumping and/or countervailing duties, the amount of the potential duties owed, and when those duties will be collected. It will also signal to domestic producers the level of potential relief provided to offset the unfair trading practices of foreign producers/exporters and governments identified in the context of an AD/CVD proceeding.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target	90%	90%	90%	90%	91%	91%	91%	91%
Actual	94%	99%	95%	96%	92%	93%		
Status	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded	Exceeded		
Trend	Stable							
Explanation (if not met in FY 2015)								
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	No adjustments to targets.							
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							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Number of antidumping and countervailing duty petition counseling sessions							
Category	Key							
Type	Output							
Description	In FY 2016, Enforcement and Compliance (E&C) will be implementing a new measure that will capture all E&C petition counseling assistance to U.S. companies and their workers, including counseling resulting from contacts initiated by companies or their workers and E&C outreach to U.S. companies. Such counseling improves the understanding of and access to the U.S. unfair trade laws dealing with injurious dumping and foreign government subsidies that can impede the competitiveness of U.S. companies and workers. After discussions with E&C's Petition Counseling and Analysis Unit, whether or not a U.S. industry ultimately files an AD or CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target							259	259
Actual								
Status								

Trend	Not Enough Data
Explanation (if not met in FY 2015)	Not Applicable for the OMB submission.
Actions to be taken / Future Plans	This indicator will be introduced in FY 2016. Actual planning and data collection started in FY 2015.
Adjustments to targets	No adjustments to targets
Notes	The target will be estimated using a rolling average of actual data. As this is a new measure, the initial target was estimated using historical data. Future targets will be adjusted as actual data becomes available.
Information Gaps	See "Notes" section above.

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Number of trade agreement compliance cases resolved successfully							
Category	Key							
Type	Output							
Description	This indicator provides the number of successful case conclusions (usually barriers removed) in trade agreements compliance cases, i.e., agreement relevant cases where E&C staff are responsible issue experts. The measure tends to fluctuate over time as the outcome (foreign governments agreeing to voluntarily honor trade agreement obligations) is dependent on actions by sovereign nations outside of direct United States government control.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						32	33	34
Actual			41	39	20	24		
Status						Not Met		
Trend	Variable							
Explanation (if not met in FY 2015)	Departure of two Trade Agreements Negotiations and Compliance trade agreement offers and extra workload due to Trans-Pacific Partnership closure preparation and Transatlantic Trade Investment Partnership reinvigoration significantly impacted resources available casework during FY 2015.							
Actions to be taken / Future Plans	E&C has hired three new trade agreements officers who will be focusing on pursuing trade agreements compliance cases.							
Adjustments to targets	No adjustments to targets							
Notes	Actual performance data is available from FY 2012. Actual planning and data collection started in FY 2015.							
Information Gaps	None							

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

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target					85%	90%	90%	90%
Actual	91%	93%	91%	89%	96%	95%		
Status						Exceeded		
Trend	Variable							
Explanation (if not met in FY 2015)								
Actions to be taken / Future Plans	This indicator was introduced in FY 2015. E&C has hired three new trade agreements officers to focus on pursuing trade agreements compliance cases.							
Adjustments to targets	No adjustments to targets							
Notes	Actual performance data is available from FY 2010. Actual planning and data collection started in FY 2015.							
Information Gaps	None							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percentage of AD and CVD duty cash deposit and liquidation instructions issued timely to U.S. Customs and Border Protection (CBP)							
Category	Supporting (Non-Strategic Plan)							
Type	Process							
Description	This indicator captures the timeliness of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection and appropriate duties for merchandise subject to AD and CVD proceedings.							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						88%	88%	88%
Actual					93%	94%		
Status						Exceeded		
Trend	Not Enough Data							
Explanation (if not met in FY 2015)								
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	No adjustments to targets							
Notes								
Information Gaps	None							

Strategic Goal 1	Trade and Investment: Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs							
Objective 1.4	Strengthen fair competition in international trade for U.S. firms and workers							
Indicator	Percentage of AD and CVD duty cash deposit and liquidation instructions issued accurately to U.S. Customs and Border Protection (CBP)							
Category	Supporting (Non-Strategic Plan)							
Type	Process							
Description	The indicator captures the accuracy of cash deposit and liquidation instructions issued by E&C to CBP to ensure collection of appropriate and accurate duties for merchandise subject to AD and CVD proceedings							
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Target						86%	86%	86%
Actual					97%	97%		
Status						Exceeded		
Trend	Not Enough Data							
Explanation (if not met in FY 2015)								
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	No adjustments to targets
Notes	
Information Gaps	None

Non-Recurring Indicators:

The following table is used for indicators that are discontinued beginning in FY 2016.

Indicator	Percent of antidumping and countervailing duty petition counseling involving small and medium-sized enterprises					
Description	This indicator captures E&C counseling assistance to U.S. small and medium-sized enterprises (SMEs). Such counseling improves SME's 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 discussion with E&C Petition Counseling and Analysis Unit (PCAU), whether or not a U.S. industry ultimately files an AD and CVD petition, or pursues other options, is a complex decision each party makes after considering the resources involved in participating in the AD or CVD process.					
	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
		50%	50%	53%	55%	55%
Actual		65%	61%	30%	60%	36%
Status		Exceeded	Exceeded	Not Met	Exceeded	Not Met
Trend	Variable					
Explanation (if not met in FY 2015)	The Petition Counseling and Analysis Unit (PCAU) conducted a total of 755 counseling sessions in FY 2015. Of those counseling sessions, 36% (272 counseling sessions) were with a Small and Medium Enterprise (SME). Total counseling sessions increased in FY 2015 primarily due to the significant number of petitions filed by large manufacturers during the fiscal year. In FY 2015, 64 petitions were filed with Enforcement & Compliance, the largest number of petitions filed since 2001. The 64 petitions filed involved 55 petitioning companies, of which 35 are large companies. Despite the increase in counseling sessions to large companies, the PCAU conducted 272 counseling sessions with SMEs in FY 2015 (up 26% from FY 2014); this is particularly noteworthy as this is the largest number of counseling sessions with SMEs the PCAU has had since it started tracking counseling sessions in 2000.					
Notes	This indicator will be discontinued in FY 2016 and replaced by a new measure that will serve as a supporting (Strategic Plan) indicator, "Number of AD/CVD petition counseling sessions."					

Resource Requirements Table

	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Actual	FY 2015 Actual	FY 2016 Estimate	FY 2017 Base	Increase/Decrease	FY 2017 Request
(DOC Trade and Investment Objective #1 Increase opportunities for U.S. companies by opening markets globally)										
Manufacturing and Services	\$33.9	\$35.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$10.7	\$10.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$3.1	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$0.0	\$49.9	\$42.4	\$45.8	\$46.7	\$47.0	\$44.0	\$4.2	\$48.2
Executive Direction/Administration	\$2.8	\$2.7	\$2.8	\$2.4	\$2.4	\$2.4	\$2.7	\$2.3	\$0.0	\$2.3
Total Funding	\$50.5	\$51.6	\$52.7	\$44.8	\$48.3	\$49.0	\$49.7	\$46.3	\$4.3	\$50.5
Direct	\$49.2	\$50.6	\$51.5	\$44.1	\$47.9	\$48.0	\$48.4	\$45.0	\$4.3	\$49.3
Reimbursable	\$1.3	\$1.0	\$1.3	\$0.7	\$0.4	\$1.0	\$1.3	\$1.3	\$0.0	\$1.3
FTE	198	190	199	184	195	176	197	197	4	201

	FY 2010 Actual	FY 2011 Actual	FY 2012 Actual	FY 2013 Actual	FY 2014 Actual	FY 2015 Actual	FY 2016 Estimate	FY 2017 Base	Increase/ Decrease	FY 2017 Request
(DOC Trade and Investment Objective #2 Increase U.S. exports by broadening and deepening the U.S. exporter base)										
Manufacturing and Services	\$5.7	\$2.9	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$23.8	\$27.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$8.3	\$8.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$273.3	\$272.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$0.0	\$7.7	\$3.4	\$3.5	\$2.8	\$2.6	\$2.6	\$0.0	\$2.6
Global Markets	\$0.0	\$0.0	\$325.0	\$319.9	\$328.1	\$346.4	\$343.9	\$343.5	\$14.3	\$357.8
Executive Direction/Administration	\$18.0	\$19.6	\$18.4	\$17.2	\$16.0	\$15.6	\$17.7	\$16.6	\$0.3	\$16.9
Total Funding	\$329.1	\$330.5	\$351.1	\$340.4	\$347.5	\$364.8	\$364.2	\$362.6	\$14.6	\$377.2
Direct	\$310.1	\$309.0	\$329.7	\$317.4	\$324.1	\$342.0	\$338.2	\$336.6	\$14.6	\$351.2
Reimbursable	\$18.6	\$21.5	\$21.4	\$23.0	\$23.4	\$22.8	\$26.0	\$26.0	\$0.0	\$26.0
FTE	1,184	1,155	1,185	1,148	1,100	1,118	1,156	1,156	16	1,172

(DOC Trade and Investment Objective #3 Increase high-impact inward foreign direct investment in the United States)										
Manufacturing and Services	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$0.5	\$0.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$0.0	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Global Markets	\$0.0	\$0.0	\$0.6	\$0.8	\$4.7	\$10.0	\$10.0	\$10.0	\$10.0	\$20.0
Executive Direction/Administration	\$0.0	\$0.0	\$0.0	\$0.3	\$0.3	\$0.3	\$0.3	\$0.3	\$0.0	\$0.3
Total Funding	\$0.5	\$0.7	\$0.6	\$1.2	\$5.1	\$10.3	\$10.3	\$10.3	\$10.0	\$20.3
Direct	\$0.5	\$0.7	\$0.6	\$1.2	\$5.1	\$10.3	\$10.3	\$10.3	\$10.0	\$20.3
Reimbursable	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
FTE	3	4	4	6	14	23	23	23	16	39

(DOC Trade and Investment Objective #4 Strengthen fair competition in international trade for U.S. firms and workers by addressing and resolving foreign unfair trade practices and enforcing international trade agreements)										
Manufacturing and Services	\$11.6	\$11.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Access and Compliance	\$22.9	\$21.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Import Administration	\$56.5	\$55.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Commercial Service	\$4.7	\$4.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Industry and Analysis	\$0.0	\$0.0	\$12.4	\$11.9	\$11.5	\$11.5	\$12.8	\$12.0	\$0.2	\$12.2
Enforcement and Compliance	\$0.0	\$0.0	\$70.5	\$70.7	\$69.1	\$72.5	\$86.2	\$80.2	\$3.3	\$83.5
Executive Direction/Administration	\$6.7	\$6.5	\$5.4	\$5.1	\$4.8	\$4.7	\$5.3	\$5.0	\$0.1	\$5.1
Total Funding	\$102.4	\$99.1	\$88.2	\$87.7	\$85.4	\$88.7	\$104.4	\$97.2	\$3.6	\$100.8
Direct	\$101.9	\$98.7	\$87.4	\$87.6	\$85.3	\$88.6	\$104.2	\$97.1	\$3.6	\$100.6
Reimbursable	\$0.5	\$0.4	\$0.8	\$0.1	\$0.1	\$0.1	\$0.2	\$0.2	\$0.0	\$0.2
FTE	498	501	390	358	357	344	402	404	12	416

Grand Total										
Total Funding	\$482.5	\$481.9	\$492.6	\$474.1	\$486.3	\$512.8	\$528.6	\$516.5	\$32.5	\$548.9
Direct	\$461.7	\$459.0	\$469.2	\$450.3	\$462.4	\$488.9	\$501.1	\$489.0	\$32.5	\$521.4
Reimbursable	\$20.4	\$22.9	\$23.5	\$23.8	\$23.9	\$23.9	\$27.5	\$27.5	\$0.0	\$27.5
FTE	1,883	1,850	1,778	1,696	1,666	1,661	1,778	1,780	48	1,828

This Page Intentionally Left Blank

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

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

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

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

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

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

This Page Intentionally Left Blank