

Resource Requirements for USFCS Repositioning to Effectively Support Build Back Better

Short-term resource needs -- \$40 million budget increase for FY 2022 (Oct 21 – Sep 22)

- Staffing increases
 - 100 International Trade Specialists for Export Assistance Center network
 - 30 Commercial Officers for the Overseas Post network
 - 100 Locally Engaged Staff (LES) for Overseas Post Network
- Fixed operations cost increases: \$8 million
- Current officer staffing level is about 250. In past officer levels were over 280.
- Current LES staff is about 760. In the past LES staff levels were at 1,000 – 1,200

USFCS Overseas Footprint covers 94% of the world's GDP

- Short-term strategy is to shore up staffing numbers where USFCS already has posts. This will support SMEs with market information and matchmaking services, support larger companies with project advocacy, and engage in interagency deal packaging that creates critical mass consortia made up of SMEs and large companies.

Aspirational goal over time – training design and execution

- Create a commercial institute to strengthen training on industries, technology and how US companies do business to better meet needs.
- Long-term USFCS needs to create a Human Capital Development Plan and hire an external consultant to accompany the organization in developing the plan and in creating a cultural change.
- Early wins could be advocating for more private sector led webinars and quick training on prioritized topics.