



Revitalize the Commercial Service to Level the Playing Field for U.S. Businesses Overseas, Increase American Jobs and Strengthen U.S. Economic Security

Increase Funding in FY 2023 by \$50 million to Empower US Exporters to Grow American Jobs and Outmaneuver Foreign Competitors.

	Current Staffing	Requested Staffing Increase
Domestic Trade Specialists (U.S. Export Assistance Centers)	~ 250	+100
Locally Engaged Staff (Foreign Service Nationals)	~ 655	+100
American Foreign Service Officers	~ 233	+30

Congress should insist that Commerce fill critical field positions NOW so that the Commercial Service can continue to support and create U.S. jobs.

- U.S. Export Assistance Centers across the United States have lost more than 100 positions in the last 10 years. There are more than 75 vacant locally engaged staff positions overseas. In the last two years Commerce lost more than 10 percent of its Foreign Service Officers to attrition.
- While America’s major competitors scaled up their export development programs, Commerce allowed its support to American exporters to stagnate and decline. This undermines small and medium-sized exporters that depend on Commercial Service programs and trade expertise to win business overseas.
- The Commercial Service needs to take a leading role in the overseas field to defend U.S. companies against unfair trade practices. They need to challenge the Chinese and other competitors that use increasingly aggressive tactics to win business. That work can ONLY be done in the foreign markets themselves.

Meet Global Economic Challenges by Revitalizing America’s Trade Promotion Infrastructure

- More than 95 percent of all consumers are located outside of the U.S. America depends on overseas markets and partnerships for trade-related employment and domestic prosperity.
- Small and medium-sized exporters encounter fierce foreign competition and are hamstrung due to the widening gap between their trade assistance needs and the available support from our Export Assistance Centers domestically and Commercial Officers and Specialists at embassies and consulates overseas. American businesses must often wait months for critical services.
- The Commercial Service’s client-focused trade support programs need to be prioritized as an essential component of America’s global competitiveness and economic security infrastructure.