



TradeSource

Help Abroad for U.S. Companies

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NATIONAL EXPORT INITIATIVE NEXT

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The U.S. Census Bureau is the premier collector of statistical data that is accurate and of high quality. There are many users of the data by both the private sector and other government agencies. The Census Bureau USA Trade Online (UTO) is an excellent tool for performing data queries that are easily accessible; and offers robust features for producing quality reports.

The National Export Initiative/NEXT: Taking Export Assistance to the Next Level

By John Larsen, U.S. Department of Commerce, Trade Promotion Coordinating Committee Secretariat

For those U.S. producers of goods and services who have answered the call to "Go Global," you have been riding a profitable wave of four consecutive years of record U.S. exports, reaching an all-time high of nearly \$2.3 trillion in 2013. The trend continues in 2014, with U.S. exports year-to-date through October (latest available at time of publishing) increasing 3.1 percent compared to the same period in 2013. Exporting is simply good for business, especially if you have built a support network that includes federal,

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The National Export Initiative—Con.

state, and local programs that help identify markets, manage the risks, and overcome the occasional hurdles that all exporting companies face.

Recognizing the many opportunities exports create for our economy, the U.S. government launched the National Export Initiative (NEI) in 2010 to lay a foundation for better connecting U.S. businesses to the global marketplace. Thousands of companies heeded the call. During the years 2009 to 2012 (most recent year for which data is available), the number of U.S. firms exporting has increased by about 28,000, reaching a record high of nearly 305,000 exporting firms.

Building on the work of the NEI, the U.S. government is moving forward with a new effort called the NEI/NEXT. NEI/NEXT, first launched in May 2014, seeks to take export assistance to the next level by focusing on customer service-driven strategies that reflect the most pressing needs of exporters. Input from thousands of U.S. clients and partners showed that U.S. companies are well-positioned to capitalize on growing opportunities around the world, but there is more that

Exporting Is Here to Stay

The world economy has entered a new phase since the ups and downs of the global financial crisis of 2009. The U.S. economy is growing, and so is the world's. In the not-so-distant past, good times at home often meant that many U.S. businesses would lose interest in the global marketplace. Looking forward, we increasingly see businesses and communities that are committed to maintaining or intensifying their focus on exporting. The global marketplace continues to grow at a higher rate than the U.S. economy. This is not surprising, perhaps, when you consider that in most emerging and developing countries, economic reforms and development and burgeoning middle classes are driving consistent market growth of about 5 percent a year. Growth abroad has translated into high, sustained demand for U.S. goods and services respected for their innovation, quality, and service.

the U.S. government can do to help. Based on this feedback, the NEI/NEXT works from a better understanding of exporter needs to drill deeper in formulating specific services, actionable information, and opportunity-creating policy initiatives.

This issue of *TradeSource* presents several outcomes of the U.S. government's NEI/NEXT commitment to a

more tailored, hands-on approach, by providing more information on specific export opportunities, working more closely with financial organizations and service providers, and partnering with states and communities to empower local export efforts.

Cross-Cutting: Support the Creation of Improved Data Resources

The Census Bureau has been a major contributor to this cross-cutting objective through a number of efforts and initiatives.

Improving the quality of U.S. government data and expanding its dissemination will bolster efforts under all five of NEI/NEXT's objectives. Data is a national asset with untapped potential to advance trade and innovation. The NEI assessment made clear that American companies want improved data from the federal government to increase their knowledge base and make smarter, more informed export-related decisions. Communities and states need data to strengthen their economic development strategies that will allow them to increase exports. In addition, gathering and sharing the success stories of exporters of all sizes and types will encourage other U.S. businesses to export by demonstrating the benefits of trade for American communities, businesses, farmers, ranchers, workers, and innovators.



Announcing New Enhancements for USA Trade Online!

The Census Bureau is improving USA Trade Online (UTO) by adding new fields and new summary reports. These enhancements will make UTO a more comprehensive and robust database. As a subscriber to UTO, the new fields will provide you even more information for your trade data needs with information as far back as 2002. We are adding 16 new fields, 13 for imports and 3 for exports. The new summary reports will provide more robust data with graphs and tables for:

- Total Trade,
- Top Trading Partners, and
- Trade by Port and State.

The new fields will include:

- Rate provision code fields,
- Different consumption quantity and value fields in imports, and
- Domestic/Foreign codes and export card count fields.

These changes will help us standardize our data products so customers, who use our other data products (downloads, paper format, DVD, etc.), are able to access products online. Stay tuned for announcements for these and other changes to UTO on our Web site. You can contact us by e-mail at <ftd.data.dissemination@census.gov> or by phone 1-800-549-0595, Option 4.

NEI/NEXT: Helping More American Companies Reach More Markets

Improved services ready for companies to take advantage of today, as well as plans for the coming year, are rooted in five NEI/NEXT objectives. This issue will provide examples of programs that the U.S. government has initiated to meet each of the NEI/NEXT objectives. As indicated by the “What’s Next” discussion of each objective, there is much more to come, building on initiatives the U.S. government has undertaken in the last two years and further customizing these initiatives and launching new ones to better serve the needs of exporters:

- 1) Connecting more U.S. businesses to their NEXT global customer with tailored industry-specific information and assistance.
- 2) Making the (first and) NEXT international shipment easier and less expensive.
- 3) Expanding access to finance for U.S. business’ NEXT export transaction.
- 4) Promoting exports and attracting foreign direct investment as the NEXT economic development priorities in communities and regions across the country.
- 5) Creating, fostering, and ensuring U.S. business’ NEXT global opportunity by opening new markets and helping economies improve their business environments.

In addition, a cross-cutting objective is improving data resources. Within each of the five objectives, the NEI/NEXT will support the creation of data to help companies make decisions and better inform communities across the country so they can integrate trade and investment into their economic development strategies.

To learn more about NEI/NEXT, visit <www.trade.gov/NEINEXT>, where you will also find an interactive map with stories on how companies in each of the 50 states have succeeded in foreign markets, as well as the Department of Commerce’s report on “The Role of Exports in the United States Economy.”

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1) Connecting More U.S. Businesses to Their NEXT Global Customer With Tailored Industry-Specific Information and Assistance

Feedback from recent customer surveys and focus groups across the country reinforced that U.S. exporters and potential exporters want a more consistent and customized, market- and industry-tailored approach from the federal government on how to capitalize on export opportunities. New programs and initiatives are improving market- and industry-specific counseling, actionable content, and assistance tailored to different client segments.

Trade Developer Portal:

The U.S. government is working to improve existing and create new online tools aimed at Small and Medium Enterprise (SME) exporters. The Commerce Department's International Trade Administration (ITA) is committed to publishing export-related data feeds for trade organizations to use on their Web sites and mobile apps. New data sets are being added to the [Trade Developer Portal](#) on an ongoing basis. Using the Portal, software developers can integrate into their own applications

U.S. government market intelligence and trade data. This has a multiplier effect by putting important exporting information in front of more SMEs.



The Look South Initiative: Look South is helping more American companies begin or expand their exports to Mexico and to the 10 other U.S. Free Trade Agreement (FTA) partner countries in Latin America. Markets in South America (Chile, Colombia, and Peru), Central America, and the Caribbean (Panama, Costa Rica, Dominican Republic, and others) are growing rapidly, driven by market liberalization, growing middle classes, and industry diversification. U.S. exports to these markets year-to-date through October (latest available at time of publishing) increased 5.9 percent compared to the same period in 2013. [The Look South Web site](#) provides quick access to cross-regional industry reports in 28 sectors, as well as the latest U.S. government and private sector events and opportunities focused on these markets.



Doing Business in Africa Campaign:



Seven of the world's 10 fastest growing economies are located in Sub-Saharan Africa. Now in its second year, the Doing Business in Africa Campaign

(DBIA) is deepening commercial engagement with the region with targeted programming for U.S. exporters. In 2014, the U.S. Department of Commerce doubled down on its commitment to the region by adding four new commercial offices in Sub-Saharan Africa. In addition to its pre-existing locations in Ghana, Kenya, Nigeria, and South Africa, the U.S. Commercial Service now has new offices in Angola, Tanzania, Ethiopia, and Mozambique. [The January 2014 issue of TradeSource featured DBIA](#), including profiles of key markets and initiatives across the federal government. For opportunities, trade events, market research, and other resources, visit the [Doing Business in Africa Web site](#).

Made in Rural America Initiative: In February 2014, the President announced the "Made in Rural America Export and Investment Initiative," bringing together federal resources to help rural businesses and leaders take advantage of new investment opportunities and access new customers and markets abroad. Ensuring that rural companies, including manufacturers and service providers, can capitalize on international opportunities to grow their business is key to advancing economic growth in rural areas. In 2014, the U.S. government conducted a series of regional forums and trained U.S. Department of Agriculture Rural Development staff in all 50 states plus territories to counsel businesses on exporting. In 2015, the initiative will focus on developing innovative new solutions and best practices for rural-based producers of goods and services. [The Made in Rural America Web site on Business.USA.gov](#) includes the latest on resources, upcoming events, and news for rural exporters.

Minority and Diaspora-Owned Businesses:

U.S. minority-owned companies are twice as likely to export as nonminority-owned companies. The Commerce Department's Minority Business Development Agency (MBDA) is playing a critical role in focusing its business clients on regional initiatives for Asia, Latin America (e.g., the Look South Initiative), and Africa (e.g., the Doing Business in Africa Initiative), as well as on providing business solutions, including trade financing. MBDA has been a catalyst for private sector job creation through businesses focused

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on domestic operations in the United States. Today, many of the Agency's clients create and preserve American jobs by exporting products and services around the world. To better support those clients, MBDA continues to ramp up its [Global Business services](#) in close partnership with other agencies, including ITA, the Export-Import Bank of the United States, and the State Department.

Discover Global Markets Forums:

In May 2014, the Commerce Department's International Trade Administration (ITA) announced the Discover Global Markets Business Forum Series. These conferences marshal the full depth and breadth of ITA's worldwide market intelligence and trade expertise as well as the resources of key public and private partners. The first six conferences in 2014 focused on specific geographic regions of the world while featuring key sectors in these regions. In 2015, the Forum series shifts the focus to more industry specific programming. As featured in the [July 2014 issue of TradeSource](#),



each conference draws hundreds of businesses to meet one-on-one with ITA Commercial Officers from U.S. Embassies and consulates abroad. For the latest roster of upcoming events in 2015, visit the Discover [Global Markets Web site](#).

What's Next With NEI/NEXT: Over the coming year, multiple NEI/NEXT works in progress will be announced to connect more U.S. businesses to their NEXT global customer.

- A new series of in-depth top market studies on a wide range of specific industry sectors.
- Programs to encourage more start-up enterprises and entrepreneurs to go global.
- E-Commerce/digital economy assistance for companies that need to develop their capacity for fulfilling export orders via the Internet.
- Expansion of the [FTA Tariff Tool's](#) coverage of tariff rates and associated rule of origin references to new markets as new trade agreements are negotiated. With the conclusion of the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (T-TIP), firms will be able to use this Tool to plan ahead.
- Strategies for helping emerging U.S. industries address the unique challenges and opportunities they face compared to traditional industries.

2) Making the (First and) NEXT International Shipment Easier and Less Expensive

Exporters face challenges navigating rules, finding solutions, meeting paperwork requirements, and other steps to ensure their products reach customers which can translate into costs and delays for companies, especially small and medium-sized enterprises (SMEs). To make it easier for businesses to export, federal government agencies are working to streamline service, simplify data and document requirements, implement a single-window system, and better orchestrate the review and release of goods at the border among the dozens of agencies with control authorities. In addition, the Department of Transportation has a strong mandate in its current authorization legislation, "[Moving Ahead for Progress in the 21st Century Act](#)" (MAP-21), to improve the condition and performance of the national freight network.

"Single Window" to Save Businesses Time and

Money: The February 2014 [Executive Order—Streamlining the Export/Import Process for America's Businesses](#) calls for development and delivery of the "Single Window" for exports and imports to save businesses time and money by streamlining reporting requirements and processes. This electronic single window for trade processing will serve as

the primary system through which the trade community will submit export and import data and the government will determine cargo admissibility, clearance, and release. It will eliminate paper forms as well as streamline and automate trade processes, allowing exporters and importers to file information once to one system. World Bank studies suggest that by reducing document preparation time by even a day, with a virtual "single window," exporters could save \$115 per container.

The Department of Homeland Security is working with all federal agencies with a role in trade to complete and achieve government-wide use of the single window, the International Trade Data System (ITDS), by December 2016. In the interim, the U.S. government is developing and deploying single window capabilities in increments, and is working to raise awareness of the Executive Order with domestic exporting and importing companies, international trading partners, and potential foreign investors. U.S. companies can prepare for the single window by visiting www.cbp.gov/trade/automated for background and updates, as well as for a calendar of outreach events.

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Export Administration Regulations Seminars and Conferences: The schedule of nationwide Bureau of Industry and Security (BIS) training seminars and conferences through September 2015 is now available (subject to revision). These events give companies the opportunity to learn about export control policies, regulations, and procedures. BIS offers one- and two-day core courses on the Export Administration Regulations (EAR) as well as in-depth courses on special topics of interest to the exporting community. Instructors are experienced export administration and regulatory policy specialists, engineers and enforcement personnel from BIS's Washington, DC, headquarters and field offices, as well as representatives from other U.S. government agencies as appropriate. BIS also offers export control conferences where senior U.S. government officials discuss current issues and trends in export control policies, regulations, and practices. These conferences are intended for the experienced export control practitioner.

The Basics of Export Compliance Webinar Series:

In the summer of 2014, Census Bureau organized and archived for continuing Web access the [Basics of Export Compliance](#) Webinar Series covering all the main aspects of export compliance, including the Foreign Trade Regulations, classifying your product, Export Administration Regulations, International Traffic in Arms Regulations, sanctions and embargoes, and utilizing the Automated Export System (AES). By bringing together key bureaus of the Commerce,

State, and Treasury Departments for this archived series of webinars, companies have at their disposal the latest information for maintaining a robust compliance program. Look forward to the 2015 Webinar Series that will feature regulatory topics and system enhancements. In addition, we offer extensive training through our AES Compliance Seminars on foreign trade regulations, classifying commodities, and achieving AES compliance. You can find information on upcoming seminars and Webinars in 2015 on our Web site.

What's Next With NEI/NEXT: In the next year, U.S. government agencies are committed to making the NEXT international shipment easier and less expensive.

- On behalf of the Departments of Commerce, State, and Treasury, ITA consolidates nine different screening lists and publishes them as a [data feed known as the Consolidated Screening List \(CSL\)](#). ITA is also building a tool for searching the CSL that any trade organization can put on their Web sites or mobile apps. SME exporters will be able to ensure that they are in compliance with U.S. trade law by checking all nine screening lists at once with a single search tool.
- The Department of Transportation will lead efforts to develop a national freight strategic plan that speeds goods to market through domestic infrastructure improvements. This effort will examine hurdles exporters face getting goods to market and ensure exporter needs are reflected in the first-ever national freight strategy. As the plan is being developed, the Department of Commerce's [Advisory Committee on Supply Chain Competitiveness](#) will provide commercially based guidance on specific topics to help improve the overall end-to-end performance of U.S. supply chains for use by the Department of Commerce in contributing to the plan.

**3) Expanding Access to Finance for U.S. Business' NEXT Export Transaction**

Access to financing remains one of the critical needs of exporters. Many businesses still face challenges getting export financing, partly because many community banks are neither aware of nor use federal financing mechanisms and partly because of gaps in the market. Top goals of NEI/NEXT in this area include engaging more financial institutions on U.S. government financing and insurance programs, educating more companies about U.S. government financing resources that support export activity and reduce risk, and streamlining services provided by U.S. government financing agencies.

U.S. Global Business Solutions: NEI/NEXT will expand the U.S. Global Business Solutions initiative to market U.S. government export development services and trade financing programs. By training community banks and lenders about U.S. government export assistance products



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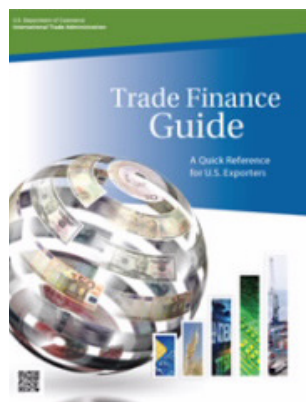
and services, the initiative will reduce complexity for both exporters and lenders by packaging trade financing and marketing options, streamlining access to expertise and federal programs, and establishing a network of lending partners that are prepared and committed to meeting the financing needs of small business exporters.

Global Access Forums:

The Export-Import Bank of the United States (Ex-Im Bank) is ramping up promotional efforts for [Global Access Forum](#) events this year to familiarize more U.S. companies and financial institutions with U.S. government financing and insurance programs. A wide variety of business, financial, and government partners are supporting Global Access.

**Trade Financing Guide:**

NEI/NEXT also seeks to improve trade financing knowledge among small businesses, women-owned businesses, and minority-owned business enterprises by expanding the use of the International Trade Administration's Trade Financing Guide through educational, communications, and social media initiatives. [Trade Finance Guide: A Quick Reference for U.S. Exporters](#) is designed to help U.S. companies learn the basics of trade finance to achieve the ultimate goal of getting paid on time for export sales. Concise, two-page chapters offer the basics of numerous financing techniques, from open accounts, to forfaiting, to government assisted foreign-buyer financing.



Export Credit Express: Under NEI/NEXT, the Ex-Im Bank is expanding the number of companies, originators, and banks participating in its [Global Credit Express](#) program. Global Credit Express is designed to deliver short-term working capital loans directly to creditworthy small business exporters. Through the program, exporters are eligible for a 6- or 12-month revolving line of credit of up to \$500,000. Global Credit Express adds liquidity to the U.S. small business export market by financing the business of exporting rather than specific export transactions. This is a pilot program currently offered through a select number of originators and banks nationwide.

What's Next With NEI/NEXT: Over the coming year, the U.S. government will intensify efforts to expand access to finance for U.S. business' NEXT export transaction.

- Where appropriate, trade finance agencies will reorient operations, personnel, and business to build internal sector expertise and efficiency and contribute to higher levels of customer service.
- The trade finance agencies will recruit additional intermediaries to participate in programs such as Ex-Im's Global Credit Express, including exploring the potential of Small Business Development, Women's, and Veteran Business Centers, and other local public and nonprofit organizations. In 2014, Ex-Im Bank and the Minority Business Development Agency (MBDA) implemented a [partnership to enable several MBDA Business Centers](#) to process loan applications for export financing as originators for the Ex-Im Bank.
- To continue reducing costs and increasing processing efficiency, the trade finance agencies will also approve more delegated lenders for Ex-Im's and SBA's financing programs.

4) Promoting Exports and Foreign Direct Investment Attraction as the NEXT Economic Development Priority in Communities and Regions Across the Country

Between 2009 and 2013, export growth at the state level was widespread. As highlighted in the U.S. Department of Commerce's May 2014 report, "[The Role of Exports in the United States Economy](#)," 13 states reported an increase in exports of more than \$10 billion between 2009 and 2013 and another 10 saw exports increase by more than \$5 billion. The Department's September 2014 [Jobs Supported by Exports from States 2013 economic brief](#) highlights the number of jobs supported by state exports of all types of goods in addition to jobs supported by state exports of manufactured products. Also in September

2014, the Department's [2013 U.S. Metropolitan Statistical Areas Exports report](#) showed that U.S. metropolitan areas exported more than \$1.4 trillion in goods to the world in 2013, accounting for nearly 90 percent of all U.S. goods exports. Cities continue to be critical drivers of the nation's export economy. A majority of metropolitan areas built on their exports successes in 2013. There were 208 of 387 cities that reported increases in goods exports from the previous year. There were 134 metropolitan areas that achieved record high exports in 2013.

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U.S. Secretary of Commerce Penny Pritzker on New State & Metro Data

“This new research provides further evidence that exports are strengthening our economy and creating good jobs,” said U.S. Secretary of Commerce Penny Pritzker. “The fact is that exports have been the driving force behind growth in states and communities across the country, and exports account for nearly all of the post-recession growth in cities like Youngstown, Detroit, and Kansas City. All told, nearly one-third of our economic growth since mid-2009 has been driven by exports and 11.3 million Americans have export supported jobs.”

From [U.S. Department of Commerce Press Release, September 2, 2014](#)

Fostering Export Ecosystems: More American community leaders than ever are looking abroad—at international customers and investors—for future economic growth. Under the National Export Initiative, the U.S. government began coordinating with efforts like the [Global Cities Initiative \(GCI\) Exchange](#), a joint project of the Brookings Institution and JPMorgan Chase, which includes 20 regions—urban and rural communities—that are taking action on export strategies through public-private economic development partnerships. The U.S. government now has the opportunity to integrate global business into economic development plans more broadly.

Under NEI/NEXT, the U.S. government is actively collaborating with states and local economic development officials to support export planning and coordination, and together to address gaps in export service. The U.S. government will also deliver actionable information and data communities and their economic development organizations can use it to integrate exports and foreign direct investment into their long-term growth strategies. Inward foreign direct investment is also a key source of capital, job creation, innovation, and cross-border trade. The U.S. government will continue to partner with, educate, and provide coordinated assistance to communities on inward investment. U.S. government agencies will enhance collaboration with SelectUSA to give states and metropolitan areas the tools they need to create jobs in the United States through both exports and business investments.

SelectUSA: SelectUSA was created at the federal level to showcase the United States as the world’s premier business location and to provide easy access to federal-level programs and services related to business investment. SelectUSA is designed to complement the activities of the states. On [the SelectUSA Web site](#), state economic development agencies and businesses—foreign and domestic—can find information on the value proposition offered to firms located in the United States, including a searchable guide of federal programs and services; industry snapshots that describe the competitive landscape; and an overview on “Why Select the USA?” The site also offers a clickable U.S. map to individual states’ economic development agencies.

SelectUSA Investment Summits provide participants with unique networking opportunities, one-on-one meetings, moderated panels, and discussions on the latest information on business investment. The first SelectUSA Investment Summit in October 2013 brought together 1,300 participants, including 654 international participants from 60 different markets, representing 456 foreign or multinational firms; and more than 200 representatives of economic development organizations (EDOs) (state, regional, and local) from 48 states, Puerto Rico, the U.S. Virgin Islands, the Northern Mariana Islands, American Samoa, and the District of Columbia. Organizers plan for the March 23–24, 2015 [SelectUSA Investment Summit](#) to be even bigger.



What’s Next With NEI/NEXT: Over the coming year, the U.S. government will expand the promotion of exports and attraction of foreign direct investment as the NEXT economic development priority.

- Develop and disseminate toolkits with information and resources for economic development officials, county leaders, etc. The effort will include updating the [“14 Ways to Promote Exports & Investment in Your Region” guide](#).
- Deliver a report (and dynamic web content) containing best practices and innovations in export promotion at the state, region, county, and city levels and showcasing federal-state-local coordination.
- Pilot partnerships with metropolitan areas and states that would benefit from more interagency engagement on market- and industry-specific initiatives.

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- Intensify collaboration with the Small Business Administration and the Small Business Development Centers (SBDCs), including developing an export education program across the SBDC networks. [SBDCs](#) have become a major part of the local landscape of counselors capable of providing export counseling expertise.
- Support the Manufacturing Extension Partnership's expansion of the [ExporTech](#) training program for business managers to more states.



5) Create, Foster, and Ensure U.S. Business' NEXT Global Opportunity By Opening New Markets and Helping Economies Improve Their Business Environments

When companies start exporting or enter new markets, they benefit from a transparent and level playing field, a predictable rules-based environment, and low tariffs. Under NEI/NEXT, agencies will continue and enhance efforts to

- Build capacity for U.S. trade with developed and developing markets and expand opportunities abroad.
- Enforce international trade agreements.
- Identify and address trade barriers.

The Office of the U.S. Trade Representative's "[2014 Trade Policy Agenda and 2013 Annual Report of the President of the United States](#)" lays out the wide range of areas where the U.S. government is working to advance the agenda.

U.S. companies can stay abreast of developments on the Office of the U.S. Trade Representative's (USTR) Web site.

Transatlantic Trade and Investment Partnership

(T-TIP): T-TIP will be a comprehensive trade and investment agreement between the United States and the European Union (EU) to strengthen a partnership that already supports \$1 trillion in annual two-way trade, nearly \$4 trillion in investment, and more than 13 million jobs on both sides of the Atlantic. T-TIP offers an historic opportunity to modernize trade rules and to bridge divergences in the United States and the EU's respective regulatory and standards systems—which can constitute the most significant obstacles to transatlantic trade—without compromising the health, safety, and environmental protection our citizens expect. [The USTR's T-TIP Web site](#) includes a number of resources, including a summary of U.S. objectives, negotiating round and public forum information, T-TIP blog posts, facts sheets, reports, and press releases.



Interagency Trade Enforcement Center: The U.S. government will continue to enhance its ability to aggressively challenge other countries' unfair trade practices, through interagency coordination and cooperation and through the [Interagency Trade Enforcement Center \(ITEC\)](#). ITEC uses expertise from across the federal government to assert U.S. trade rights obtained through various international trade agreements.

Trade Agreements Compliance Program: The Trade Agreements Compliance Program, within the U.S. Department of Commerce's International Trade Administration, provides a framework for proactive monitoring of trade agreements and a process for identification, investigation, and resolution of trade barriers for companies. If a company is facing a foreign trade barrier or unfair trade situation, Commerce is the U.S. government's one-stop shop for getting help removing those barriers or remedying unfair situations in foreign markets. This service starts with the U.S. company filling out an [easy online Trade Complaint Hotline form](#). For a better understanding of how this service can help, you can view [several company success stories and videos](#).

What's Next With NEI/NEXT: In the months and years ahead, the U.S. government will enhance efforts in other areas to create, foster, and ensure U.S. business' NEXT global opportunity.

- The U.S. government will coordinate among the several U.S. agencies leading efforts to improve the capacity of developing countries to participate in the global trading system. These efforts will contribute to transparent business climates, including assuring intellectual property protections, tackling corruption, improving transparency, and harmonizing regulations and standards to be consistent with U.S. trade and investment policy.

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- U.S. government resources will help developing countries implement the [World Trade Organization \(WTO\) Trade Facilitation Agreement](#). Once it enters into force, the Agreement will create binding commitments across 159(+) countries to expedite the movement, release, and clearance of goods; improve cooperation on customs matters; and provisions to help developing countries fully implement their obligations under

it. The Agreement will increase customs efficiency and effective collection of revenue, and help small businesses access new export opportunities through measures like transparency in customs practices, reduction of documentary requirements, and processing of documents before goods arrive.

Automated Export System Seminar and Workshops

The Automated Export System (AES) Compliance Seminars and AESPCLink Workshops will be held in multiple locations across the country. The seminar will feature presenters from U.S. Census Bureau, Bureau of Industry & Security, and U.S. Customs & Border Protection. They will cover filing requirements of the Foreign Trade Regulations (FTR), how to classify your commodities by providing an understanding of the Schedule B classification requirements, and provide a thorough overview of the AES.

The second day will offer a half day AESPCLink Workshop in which participants can enjoy the benefits of FREE electronic filing of their export information via the Windows-based desktop PC Component AESPCLink. Learn to successfully file your export information in this hands-on PC training workshop.

Certified Export Specialist (CES) Credits are available for those who attend the U.S. Department of Commerce Export Compliance Program and/or AESPCLink Workshop. This will allow participants in the National Customs Broker & Forwarders Association of America's CES Certification Program to earn credit towards retaining their certification.

2015 AES Compliance Seminar and Workshops

Houston, TX	1/21-1/22	Boston, MA	5/20-5/21
Los Angeles, CA	2/24-2/25	Savannah, GA	6/3-6/4
Long Beach, CA	2/26-2/27	Philadelphia, PA	6/9-6/10
Miami, FL	3/3-3/4	San Francisco, CA	9/9-9/10
Miami, FL (Spanish)	3/5-3/6	Laredo, TX (Spanish)	10/7/-10/8
Seattle, WA	4/15-4/16	Virginia Beach, VA	11/4-11/5
Chicago, IL	5/6-5/7	Tampa, FL	12/9-12/10

CONTACT INFORMATION

International Trade Data Management Division Call Center

ITMD Blogs: globalreach.blogs.census.gov

800-549-0595 (see menu options below)

***SECURE FAX: 301-763-8835** (all branches)

<p>Assistance With the Automated Export System, Option 1</p> <p>Monday–Friday 7:30 a.m.–6:00 p.m. (Eastern Time) Fax: 301-763-6638 E-mail: askaes@census.gov</p>	<p>Assistance With Commodity Classification, Option 2</p> <p>Monday–Friday 8:30 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4962 E-mail: ftd.scheduleb@census.gov</p>
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<p>U.S. Customs and Border Protection (CBP) Trade Enforcement and Facilitation For questions regarding CBP, ITAR, and Used Vehicles contact:</p> <p>Ted Clifton, Program Manager 202-344-2847 E-mail: ted.clifton@cbp.dhs.gov or manifest.branch@dhs.gov</p> <p>Bureau of Industry and Security (BIS) Help Desk, Washington, DC 202-482-4811 Western Regional Office, Los Angeles/Newport Beach, CA 949-660-0144 Western Regional Office, San Jose, CA 408-351-3378</p> <p>Directorate of Defense Trade Controls U.S. State Department, Washington, DC Response Team 202-663-1282 D-Trade Questions 202-663-2838</p>	<p>U.S. Census Bureau, International Trade Management Division www.census.gov/foreign-trade</p> <p>U.S. Customs and Border Protection www.cbp.gov</p> <p>Bureau of Industry and Security www.bis.doc.gov</p> <p>U.S. State Department, Directorate of Defense Trade Controls www.pmdtdc.state.gov</p> <p>U.S. Treasury Department, Office of Foreign Assets Control www.treas.gov/offices/enforcement/ofac</p> <p>U.S. Small Business Administration (SBA) <i>Office of International Trade</i> www.sba.gov/international <i>Small Business Development Centers</i> www.sba.gov/sbdc</p>