



**Partners in Commerce: The Trade Promotion Coordinating Committee**  
**June 21, 2017**

**AS PREPARED FOR DELIVERY**

Good morning. I call this hearing to order.

Thank you all for joining us today to hear from several of the Trade Promotion Coordinating Committee's (TPCC) key participants. Increasing small business exports has been a top priority for the Committee over the years. Today we will get a chance to hear from not only the Department of Commerce International Trade Administration (ITA) and the Small Business Administration (SBA) Office of International Trade (OIT), but also a representative from one of the state trade offices. All these entities provide essential resources to help small business exporters.

This Committee has heard many times that foreign markets hold incredible opportunities for America's small businesses, and that we must encourage more small businesses to export. Only one percent of United States small businesses actually export—about 300,000 of them, yet in 2016, exports reached 2.2 trillion dollars and supported nearly 11.5 million jobs.

Unfortunately, many small businesses consider exporting to be out of reach because they believe it is either too expensive or they don't know how to find overseas customers. Other small businesses that dive into the export process often just give up because the process becomes too confusing and complicated.

These are the real barriers to trade. If small businesses are ever going to be a major player in the global marketplace, we must ensure that they have the tools, knowledge and confidence to become exporters.

As I have said in past hearings, Congress must compel the Executive Branch to continue its efforts to coordinate federal resources so they can more effectively provide small businesses with opportunities to begin exporting and create more American jobs.

Those of us in Congress recognize the need for increasing exports. That is why, in 1992, Congress passed the Export Enhancement Act to establish the Trade Promotion Coordinating Committee (TPCC). The TPCC is an interagency committee chaired by the Secretary of Commerce. This committee is made up of over 20 federal agencies—all responsible for some component of export promotion or the export process. The TPCC is responsible for coordinating all of the export related activities of the federal government, including export financing resources.

The TPCC is also required to create an annual National Export Strategy (NES) that outlines the federal government's priorities and reports on the effectiveness of the various agencies' export promotion efforts.

In recent years, it became clear that state trade agencies played a vital role in increasing small business exports. We saw this first hand as federal trade promotion agencies regularly teamed up with their state and local counterparts. That is why this Committee included language in the Trade Facilitation and Trade Enhancement Act of 2015 (TFTE) requiring the TPCC to work directly with representatives of the state trade promotion agencies to develop a complete strategy to coordinate state and federal resources. And to bolster the role of the state trade promotion agencies in the TPCC's long-term planning efforts, the TFTE requires a representative from the state trade promotion agencies sit as a member of the TPCC.

While I believe that these are important steps in the right direction I know that more must be done to ensure that state and federal trade coordination efforts continue to improve at all levels of government.

So, today we will hear from representatives at both the federal and state level about the ongoing export promotion coordination efforts and how they plan to better help America's small businesses hoping to join the global marketplace.

I now yield to the Ranking Member for her opening remarks.