

Contributing to U.S. Economic Security



By Leveling the Playing Field for U.S. Businesses Around the World

Who We Are

The U.S. Commercial Service is part of the Commerce Department's International Trade Administration. As a Foreign Affairs Agency with a worldwide network of trade and investment professionals we are uniquely positioned to help U.S. companies succeed overseas. Our workforce carries the credibility of the U.S. Government worldwide. Our Foreign Commercial Service Officers are embedded in Embassies and Consulates on the Ambassadors' country teams.

How We Contribute to U.S. Economic Security

We work with all relevant U.S. Government agencies at post to knock down trade barriers so that U.S. companies can compete. We help U.S. companies gain access to key contacts and market intelligence. We tackle regulatory complexity, intellectual property rights infringement, and unfair trade practices.

Our Advocacy Center coordinates all U.S. Government assistance for U.S. exporters bidding on foreign public-sector contracts. Our casework has grown 300% in the last 6 years and resulted in \$76 billion in U.S. export sales to foreign governments last year.

Our SelectUSA program coordinates all U.S. Government work to attract foreign direct investment into the U.S. In FY18 we helped over 6,800 investment clients from 90 countries, resulting in \$20 billion of job-creating investment.

Documenting our Results

We are driven by our clients' results. We capture the assistance we give to 33,000 U.S. companies each year in a Salesforce Customer Relationship Management (CRM) platform. We then use a Census-validated survey to confirm that the assistance we've provided produces real results. 90% of the companies told us that they are likely to recommend us. They credit us for growing their annual revenue by \$2 million, adding at least 1 U.S. job, and saving at least 5 U.S. jobs from elimination.

For More Information

Daniel Crocker at 202-482-9088 or daniel.crocker@trade.gov

Our Mission

- Support and create U.S. jobs by leveling the playing field for U.S. businesses overseas.
- Attract foreign investment to grow U.S. jobs.

Our Footprint

- 230 Trade Specialists in 106 U.S. cities.
- 235 Foreign Service Officers and 675 Locally Engaged Staff in 76 countries representing 90% of U.S. export markets.

Our FY18 Results

- \$392 in U.S. exports and inward investment for every \$1 of appropriations.
- 33,000 U.S. companies assisted - 80% are small/medium-sized businesses.
- 6,850 investment clients assisted from around the globe.
- \$104 billion in U.S. exports and \$20 billion in inward investment.
- Supported over 570,000 U.S. jobs.