

November 17, 2021

The Honorable Gina Raimondo  
Secretary  
U.S. Department of Commerce  
1401 Constitution Ave., NW  
Washington, DC 20230

**RE: Increased U.S. Participation in Global Environmental Procurement  
ETTAC Recommendation 2021-02**

Dear Secretary Raimondo:

The Environmental Technologies Trade Advisory Committee (ETTAC) has identified a need to engage the U.S. Government (USG) Interagency community in order to foster greater collaboration among the World Bank, other multi-lateral lending institutions, and the U.S.-based providers of environmental goods and services.

We respectfully request your leadership in convening an executive-level roundtable discussion that would include major stakeholders, including U.S. companies, associations, representatives from the World Bank and other institutions, and relevant USG agencies (e.g., Departments of Commerce, Treasury, Defense, and State, Environmental Protection Agency, U.S. Agency for International Development, U.S. Trade and Development Agency, U.S. Export-Import Bank).

We envision the outcome of this roundtable to be a roadmap for greater U.S. business participation in global environmental procurement. As you may know, U.S. companies currently receive a very small share of available World Bank opportunities although the U.S. contributes 16.32 percent of the Bank's overall budget. Consequently, there is clear opportunity for growth should more U.S. firms choose to compete for World Bank and other funded projects.

The agenda for the roundtable should cover each stage of the procurement process, including tender, contract award, and implementation. Specific topics for discussion would include promoting greater transparency about the contract award process, establishing improved communications channels, and reducing project transaction costs for the U.S. environmental solutions providers. One additional suggestion highlighted in our deliberations was the provision of routine and timely debriefs to non-selected bidders at the end of procurement process.

We would also like to discuss the desirability of accelerated access to upcoming tenders and funding, as well as new and more effective advocacy on behalf of U.S. companies, either from the World Bank and other institutions directly or through the existing Advocacy Center.

We recommend that this roundtable be held on March 9, 2022 (either virtually or in-person) in conjunction with our Committee's schedule meeting in Washington, DC. This timing will facilitate participation from a wide array of U.S, environmental technology company representatives, including those who already be in town for the scheduled ETTAC meeting. Having the roundtable in Washington should also be convenient for the World Bank and other multilateral lending institutions.

The ETTAC members stand ready to assist you and your Department in planning and executing this meeting. However, we strongly believe that a meeting convened by the Secretary will be vital in attracting the appropriate executive, e.g. vice-president level representation from the World Bank and other institutions.

Thank you for your consideration.

Respectfully,

A handwritten signature in black ink, appearing to read 'W. Decker', with a long horizontal line extending to the right.

William Decker,  
ETTAC Chair