

June 27, 2023

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

RE: Recommendation from the Environmental Technologies Trade Advisory Committee on
Technical Exchanges and Market Intelligence Roundtables
ETTAC Recommendation 2023-1

Dear Secretary Raimondo:

The Environmental Technologies Trade Advisory Committee (ETTAC) is a federally established committee whose purpose is to advise on the policies and procedures of the U.S. government that affect environmental technology, goods, and services exports. In this capacity, the ETTAC is requesting that you convene the U.S. government interagency community and in-country experts to offer a series of technical exchanges and market intelligence roundtables with environmental technology sector companies. Such discussions would greatly bolster the competitive landscape for U.S. companies, which are often at a disadvantage with our international counterparts when entering foreign markets. Our sector is well-positioned to help the Administration meet our nation's ambitious climate and infrastructure agenda.

This effort should be a proactive follow-up from the *Environmental Technologies Top Markets Report* — turning research into action. U.S. companies could benefit from hearing about multiple U.S. government program opportunities within specific markets and be linked to potential customers and vice versa. The highest value top markets include Brazil, China, India, Indonesia, and Mexico. The recent trade mission to the UAE serves as an example and initial test of potential engagement among companies and U.S. government experts.

We urge you to work with the members of the Environmental Trade Promotion Working Group to address overall objectives for each roundtable:

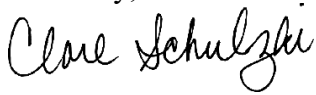
- Explore the factors that have limited the engagement of U.S. environmental companies in providing solutions in key overseas markets.
- Highlight market opportunities for U.S. environmental companies and share U.S. government programs and projects to assist companies in engaging in the specific markets.
- Establish processes to better integrate data (e.g., Salesforce) on trade leads among multiple agencies (e.g., State and Commerce) to facilitate sharing prospects and opportunities at an earlier stage.
- Identify and compile current and needed U.S. company interests and actions in the market.

- Make recommendations for ways in which public and private sector participants can help address issues discussed.

The federal government has an appropriate convening role to ensure regular engagement to build U.S. trade opportunities in this space.

We appreciate the Administration's consideration of this recommendation and encourage you to act on the development of technical exchanges and roundtables immediately. We look forward to working with you to support their implementation and the growth of the U.S. environmental exports.

Sincerely,

A handwritten signature in cursive script that reads "Clare Schulzki".

Clare Schulzki
ETTAC Chair