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Department of Commerce

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"More Bang for the Buck: Aligning Commercial Diplomacy Between State and Commerce"

Chairwoman Kim, Ranking Member Bera, Chairman Huizenga, Ranking Member Kamlager-Dove, and members of the Subcommittees – thank you for the opportunity to come before you today. I consider it the honor of my life to be serving President Trump and Secretary Lutnick as the Assistant Secretary of Commerce for Global Markets and Director General of the U.S. and Foreign Commercial Service.

This Administration is determined to deliver concrete commercial outcomes that create opportunities for American businesses, support American workers, and strengthen communities across the country. The Global Markets business unit within the International Trade Administration advances these priorities by promoting U.S. export growth, facilitating foreign direct investment, and driving commercial advocacy and diplomacy on behalf of American businesses and workers.

Global Markets has achieved historic results since the start of the second Trump Administration, building on a record of success since it joined the Department of Commerce in 1981. Last year, Global Markets helped U.S. businesses, communities, and workers win an incredible $289 billion in client-verified deals and assisted 76,400 U.S. firms. This work supported 1.3 million American jobs, more than in 2024 and 2023 combined.

In May, we also hosted the SelectUSA Investment Summit where we welcomed over 5,500 attendees from more than 100 international markets, including over 1,100 economic developers representing all 55 U.S. states and territories, and 31 first-time rural and tribal Economic Development Organizations. The 2026 Summit alone generated more than $56 billion in new and planned investment commitments, including a record $2.5 billion in onsite announcements.

This is all possible due to the highly integrated nature of the different offices within Global Markets, and Global Markets' close relationships with other business units within the International Trade Administration (ITA). As just one example, the SelectUSA Investment Summit is the product of the work of the SelectUSA team based in Washington, DC, as well as Commercial Service staff across the globe and around the United States. The Summit's success was driven by their combined efforts over the full year and not the product of just one small office. Similarly, ITA's Advocacy Center, which secured a record $244 billion in wins for U.S. companies in 2025, does not operate in a vacuum – it relies on the foreign commercial service to amplify the U.S. advocacy message in foreign countries.

I also want to acknowledge the important partnership between the Commerce Department and State Department when it comes to commercial activity abroad. Our commercial officers throughout the world work collaboratively with State's economic officers – each bringing distinct but complementary expertise and responsibilities to advance U.S. commercial and economic interests. This model has proven extraordinarily successful under the leadership of President Trump, Secretary Lutnick, and Secretary Rubio and remains well positioned to continue to advance U.S. commercial and economic interests.

In President Trump's first term, I worked as Chief of Staff at the Export-Import Bank, as well as Senior Advisor and Chief Business Development Officer for the Under Secretary of State for Economic Growth. I know from firsthand experience that what we do within Global Markets, the International Trade Administration, and Department of Commerce – including our successes from last year and throughout Global Markets' history – reflects a distinctive combination of expertise, global reach, and commercial focus that would be difficult to replicate elsewhere in the federal government.

Global Markets is moving quickly to strengthen our operations, modernize our approach, and better align resources with the Administration's commercial priorities. Under my direction, Global Markets is concentrating its efforts where our expertise, global presence, and commercial tools can have the greatest impact on economic growth, job creation, and economic security. This approach helps us direct our time and resources toward the most consequential opportunities facing American businesses and workers.

In short, the Department of Commerce strongly values the Foreign Commercial Service and the vital role it plays in advancing American commercial interests abroad. The Foreign Commercial Service and all of Global Markets are central to the federal government's ability to execute President Trump's America First trade and investment agenda, supporting U.S. businesses around the world, and delivering results for American workers, manufacturers, farmers, ranchers, and businesses of all sizes.

Thank you again, and I look forward to our discussion and your questions.