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**House Foreign Affairs Committee**

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**“More Bang for the Buck: Aligning Commercial Diplomacy Between State  
and Commerce”**

Subcommittee Chairwoman Kim, Subcommittee Ranking Member Bera, Subcommittee Chairman Huizenga, Subcommittee Ranking Member Kamlager-Dove, and members of the Subcommittee, thank you for the opportunity to testify about the State Department’s work on commercial diplomacy. The State Department acknowledges and appreciates the Subcommittee’s ongoing support for the U.S. government’s commercial diplomacy efforts.

**Commercial Diplomacy is a Foreign Policy Priority**

President Trump’s National Security Strategy articulates the fundamental relationship between economic security and national security, recognizing the United States’s economic strength as the foundation for our global leadership and military power, and our commercial presence in strategic infrastructure in key theaters as an important source of leverage. The State Department is focused on advancing the President’s priorities of balancing trade, securing critical supply chains, reindustrializing the American economy, reviving our defense industrial base, establishing energy dominance, and preserving and growing our global economic leadership.

Under Secretary Rubio’s leadership, we are leveraging commercial diplomacy to drive this agenda. Commercial diplomacy helps the U.S. forge and maintains strategic partnerships, secure critical supply chains, open foreign markets for American firms, and create opportunities for American workers. Moreover, commercial diplomacy in the Trump Administration is a key tool of diplomatic statecraft. For example, President Trump’s leadership in securing peace between Armenia and Azerbaijan treated U.S. economic engagement not only as a byproduct of successful diplomacy, but a catalyst for it. Similarly, in Venezuela the Trump Administration is focused on economic recovery as a key component of our strategy—which has become all the more urgent after the devastating June 24 earthquakes.

In support of these objectives worldwide, earlier this year, the State Department launched the Commercial Diplomacy Enterprise, or CDE – the most significant reorganization of State’s economic statecraft capacity in years. The CDE has organized and systematized State’s commercial

diplomacy workstreams. We developed a single, unified platform to centralize all economic and commercial cases the Department is tracking, including both Commerce's Advocacy Center cases that State supports and cases falling outside its jurisdiction, addressing debilitating data fragmentation problems and internal coordination challenges. We have also stood up new processes to consistently elevate commercial cases for Department leadership's engagement, and a system to share strategic deal opportunities with interagency partners. State has many tools that it uses to support U.S. companies and trusted providers, ranging from visa issuances and anti-corruption sanctions to foreign assistance. The CDE integrates commercial diplomacy into the Department's core functions, identifying and developing strategic commercial opportunities using the full suite of State and interagency tools – ensuring the United States competes where it matters most.

As a result, since January 20, 2025, the State Department has contributed to over \$515 billion in wins for American companies, supporting an estimate of more than 1.4 million U.S. jobs.

### **Coordination with the Departments of Commerce and Energy**

To advance the Administration's trade and investment agenda, Commerce and State bring distinct but complementary strengths. State leverages its global diplomatic presence, flexible diplomatic and foreign assistance tools, and regional expertise in nearly all overseas economies with over 1,500 economic officers stationed at U.S. embassies and consulates worldwide across more than 170 countries. Our Ambassadorial leadership, broad purview over U.S. strategic interests and foreign policy, and contacts with foreign governments and ministries allow us to contribute to the efforts of interagency partners. For its part, Commerce's U.S. and Foreign Commercial Service is focused on promoting U.S. exports and inbound investment into the United States, as well as supporting U.S. commercial interests overseas. State also works with the Department of Energy, leveraging its extensive technical expertise and attaches at more than 25 U.S. embassies around the world.

We work closely together on many initiatives, including Deal Teams, commercial advocacy through Commerce's Advocacy Center, and through the Partner Post program.

In many foreign markets where the Commerce Department does not maintain a direct overseas presence, State Department economic officers help facilitate Commerce's services through the Partner Post program. In FY25, Partner Posts delivered 116 client-verified commercial wins totaling more than \$13.7 billion and assisted 3,652 U.S. companies through 280

Commercial Service-branded services, a significant increase from the \$2.98 billion in wins reported in FY24.

**Conclusion**

Under Secretary Rubio's leadership, State will continue to leverage commercial diplomacy, in coordination with our interagency partners, to help American companies succeed around the world, delivering for American workers and strengthening our economic and national security. Thank you for the opportunity to testify and I look forward to your questions.