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Analysis of U.S. Commercial Service User Fees

Institutional Reform and Fiscal Architecture

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Content

1. Executive Summary

The U.S. & Foreign Commercial Service (US&FCS), operating under the aegis of the Department of Commerce's International Trade Administration (ITA), occupies a dual position within the federal trade apparatus. It is statutorily mandated to promote American exports, particularly by small and medium-sized enterprises (SMEs). At the same time, it is bound by administrative directives to recover the costs of the specialized services it provides to private entities.

Over nearly two decades, the agency's user fee architecture has evolved from a heavily subsidized model designed to stimulate export participation into a strict, cost-recovering paradigm. This fiscal trajectory culminate in an imminent regulatory transition on July 22, 2026, wherein the ITA will completely eliminate direct point-of-sale SME discounts. This transition implements a unified fee schedule designed to achieve full cost recovery under federal guidelines.

This report provides a comprehensive policy analysis of U.S. Commercial Service user fees. It evaluates their statutory foundations, details their historical evolution across six distinct phases, examines parallel programmatic cost-recovery structures within the Department of Commerce, and analyzes the shift of small business subsidies to state-administered programs.

Bureaucratic and Structural Distinctions in Commercial User Fees

To analyze the federal pricing landscape, it is necessary to distinguish between the different types of commercial user fees administered by the U.S. government. Structural confusion often arises between the export promotion fees levied by the US&FCS and the border-crossing fees managed by other agencies, such as U.S. Customs and Border Protection (CBP).

CBP user fees are transit-related charges designed to fund border security, facilities, and agricultural inspections. These fees are processed through platforms like the Decal/Transponder Online Procurement System (DTOPS). For instance, CBP assesses a standard annual decal fee of $34.83 for private aircraft and vessels. For commercial vehicles, CBP levies a primary user fee of $418.27 per calendar year, which is split to allocate $126.67 to CBP and $291.60 to the Animal and Plant Health Inspection Service (APHIS). Alternatively, commercial vehicles can pay a per-crossing fee of $14.24, of which $6.95 goes to CBP and $7.29 to APHIS.

In contrast, US&FCS user fees are purely transactional and advisory, designed to cover the staff time and direct operational costs of market intelligence, partner matching, and overseas trade events. The fiscal schedules of the US&FCS do not fund regulatory enforcement or border processing. Instead, they operate as a cost-recovery mechanism for targeted commercial consulting.

Statutory Foundations of ITA Cost Recovery

The authority of the International Trade Administration to collect and retain fees is established by several statutory provisions and administrative directives. The primary statutory mission of the US&FCS is codified under 15 U.S.C. § 4721(b), which directs the agency to place primary emphasis on the promotion of exports of goods and services from the United States, particularly by small and medium-sized businesses. To execute this mandate, 15 U.S.C. § 4721(b) and (j) authorize the collection of fees from "United States exporters"—defined as U.S. citizens, domestic corporations, or foreign corporations with more than 95% U.S. ownership—who seek specialized trade assistance.

These export-specific statutes are supported by the Department of Commerce's broader authority under 15 U.S.C. § 1525. The first paragraph of this statute allows department bureaus to perform special studies, prepare compilations, and draft customized reports upon request for a fee. Under 15 U.S.C. § 1526, all receipts collected for such services are deposited into special accounts and remain available to directly offset the costs of performing the work.

Information collections and compliance certifications required for trade event participation are further authorized under 15 U.S.C. § 1501 et seq. and 15 U.S.C. § 171 et seq.. Additionally, for cross-border data arrangements, the ITA establishes separate cost-recovery schedules under the Department's authority to develop international commerce as codified under 15 U.S.C. § 1512.

These statutory authorizations are implemented in accordance with Office of Management and Budget (OMB) Circular A-25. This circular directs federal agencies to recover the full cost of providing specific services, resources, or privileges that convey "special benefits" to identifiable recipients beyond those that accrue to the general public. Under Section 6 of Circular A-25, a service is deemed to provide a special benefit if it:

- Enables the beneficiary to obtain more immediate or substantial gains than the general public.
- Is performed at the specific request or convenience of the recipient, beyond the standard services regularly received by the general public.
- Contributes directly to the business stability or public confidence of the requesting beneficiary.

Historical Evolution of the USCS Fee Architecture (2008–2026)

The development of the US&FCS user fee schedule reveals a long-term transition from heavily subsidized models to strict full cost recovery. This policy progression can be divided into six major chronological phases.

Historical Phase	Era of Operation	Core Pricing Philosophy	Key Rate Structure Metrics	SME Support Mechanism
Phase I	Pre-2012	Subsidized Exemption	Dual flat-rate pricing per event; partial recovery only.	Tiered subsidies based on headcount (500 employees).
Phase II	2012–2017	Global Hourly Baseline	Flat hourly rate of $55.33 multiplied by workload hours.	Flat 50% discount on the global hourly rate.
Phase III	2017–2018	Segmented Staff Tariffs	Standardized staff rates (LES, U.S., Officers) vs. Customized weighted rates.	Up to 70% discount for small and 30% for medium firms.
Phase IV	2018–2026	Transactional Optimization	Tiered standardized services; introduction of sequential follow-on credits.	Retained 2017 discount tiers; added clear foreign listings.
Phase V	2020	Pandemic Relief	Temporary fee cuts up to 100% to support non-medical exports.	Complete fee waiver for SMEs; 50% cut for large firms.
Phase VI	Post-July 2026	Unified Cost Recovery	Complete elimination of direct tiered discounts; unified rates for all firms.	Complete elimination of point-of-sale subsidies; shifted to state STEP offsets.

Phase I: The Subsidized Exemption Era (Pre-2012)

During its early years, the US&FCS operated under a series of annual legislative exemptions from OMB Circular A-25's full-cost-recovery mandates. This allowed the agency to prioritize export promotion over balance-sheet cost recovery. Under the fee schedule established in May 2008, the agency offered standardized trade services at flat, heavily subsidized rates. During this era, SMEs were defined as firms employing 500 or fewer persons, matching standard SBA headcount measures of the time.

A typical example of this pricing structure was the Agricultural Equipment and Technology Mission of May 2010. The participation fee was set at $2,200 for large firms and $1,800 for SMEs, with a flat fee of $500 for each additional representative. This subsidized dual-pricing model aimed to make international market entry affordable.

However, a series of evaluations by the Government Accountability Office (GAO) criticized this framework. GAO reported that the US&FCS had failed to document the methodology and assumptions used to set its 2008 fees. The audit noted that the agency lacked reliable historical data on transactional costs, actual staff hours, and client demographics. Additionally, state trade offices surveyed by GAO expressed concern that even the subsidized fees were too high for very small businesses when compared to local private-sector consulting options.

Phase II: The Global Hourly Baseline Reform (2012)

In response to GAO's recommendations and an independent cost study, the US&FCS published a notice of intent to adjust its user fees in June 2012. The study concluded that the agency was recovering only a small fraction of its actual service delivery costs.

To address this, the US&FCS proposed to restructure its fees by multiplying a flat global hourly rate of $55.33 by the estimated workload hours required to complete each standardized service. Under this schedule, the agency replaced ad-hoc pricing with a transparent, time-on-task formula. To maintain support for smaller exporters, the 2012 schedule offered SMEs a flat 50% discount on the hourly rate across both standardized and customized offerings, establishing a clear link between cost recovery and policy-driven subsidies.

Phase III: The Segmented Staff Tariffs Framework (2017)

By 2016, subsequent operational cost reviews revealed that a single global hourly rate failed to account for the varying labor costs of different personnel tiers. To address this, the ITA proposed a restructured fee schedule on December 21, 2016, which took effect on October 1, 2017.

This reform divided services into Standardized and Customized categories. For Standardized Services, the fee for large companies was calculated by multiplying the estimated staff hours by specific rates for each personnel type :

- **Locally Employed Staff (LES):** $46 per hour.
- **U.S.-Based Staff (domestic field offices):** $80 per hour.
- **Commercial Officers (overseas posts):** $150 per hour.

For Customized Services, where workload hours varied based on the client's requirements, the agency calculated fees using a size-based, weighted average hourly rate :

This structure resulted in an average discount of 70% for small businesses, EDOs, and non-profit educational institutions, and 30% for medium-sized enterprises (defined as firms with under $1 billion in annual revenue).

During the public comment period, the ITA received nearly 100 comments under docket ID ITA-2016-0012. While some commenters supported the high-value outcomes of the services, others argued that the proposed fee increases would discourage SMEs and make them less competitive against foreign firms receiving free government trade support.

In response, the ITA amended its proposal by lowering the "Initial Market Check" fee for small and medium-sized firms. It also introduced lower, recurring "annual renewal fees" (rather than charging full initial fees each year) for services like the Business Service Provider and Featured U.S. Exporter listings, as subsequent years required less staff effort to maintain.

Phase IV: Transactional Optimization and Follow-On Credits (2018)

On July 1, 2018, the ITA implemented a revised user fee schedule that codified the standard-to-customized pricing structures from 2017 while adding several new service categories. The 2018 revisions formalized distinct pricing columns for foreign companies seeking to connect with U.S. exporters. It also added standardized fees for official trade letters and specialized investment missions. For example, the schedule introduced specific fees for official reciprocity and appropriateness letters in markets like the Philippines to meet niche administrative demands.

To encourage sequential service use and reflect the lower staff effort required for warm leads, the 2018 schedule codified a structured system of follow-on service credits. If a client purchased a more intensive matching service within a specified window after completing an initial assessment, the agency reduced the follow-on fee.

Initial Service Completed	Eligible Follow-On Service	Required Purchase Window	Small Company Fee	Medium Company Fee	Large Company Fee
Initial Market Check	International Partner Search (IPS)	Within 180 Days	$550	$1,300	$1,650
Initial Market Check	IPS + Virtual Introductions	Within 180 Days	$700	$1,650	$2,100
Initial Market Check	Gold Key Service (GKS)	Within 180 Days	$750	$1,850	$2,800
International Partner Search	IPS + Virtual Introductions	Within 60 Days	$150	$350	$450
International Partner Search	Gold Key Service (GKS)	Within 60 Days	$625	$1,400	$1,800
ICP Partial	International Company Profile (Full)	Within 30 Days	$550	$850	$1,550

Phase V: Emergency Pandemic Mitigation (2020)

This cost-recovery trajectory was temporarily altered in 2020 due to the global economic disruption caused by the COVID-19 pandemic. To provide relief to domestic exporters, the Department of Commerce authorized the temporary reduction or elimination of user fees for non-medical export services.

From April through September 30, 2020, the US&FCS reduced fees by up to 100% for SMEs and local economic development organizations, and by up to 50% for large domestic firms. This emergency measure aimed to maintain international business connectivity and support export activity during a period of economic recovery.

OMB A-25 and Programmatic Cost Recovery

OMB Circular A-25 establishes the binding policy framework for how federal agencies assess user fees for goods, resources, or services that convey "special benefits" to identifiable recipients beyond those enjoyed by the general public. Under this directive, agencies are required to set fees to achieve full cost recovery and conduct rigorous reviews of their user charge programs at least biennially. When a federal agency fails to adhere to these mandates—whether by under-recovering costs, over-recovering without legal authority, or neglecting the biennial review cycle—it triggers severe financial, legal, and administrative consequences.

When a federal agency under-recovers its user fees—meaning it charges less than the actual direct and indirect costs of providing a specialized service—it triggers distinct fiscal, operational, and regulatory consequences. While over-recovery carries legal risks like Antideficiency Act violations, under-recovery undermines the core economic and administrative goals of federal user charge policy.

Shift of Financial Burden to General Taxpayers

The fundamental tenet of the Independent Offices Appropriation Act (IOAA) and OMB Circular A-25 is the "beneficiary-pays" principle: individuals or businesses receiving a "special benefit" from the government should bear the costs of that service. When an agency undercharges, the unrecovered portion of the operational cost must be covered by general agency appropriations. This effectively forces general U.S. taxpayers to subsidize private commercial activities from which they receive no direct benefit.

Loss of Deficit-Reducing Revenue

Federal user fees are designed to offset the cost of government programs and reduce reliance on general tax revenue. Government Accountability Office (GAO) and Office of Inspector General (OIG) audits frequently point out that under-recovering fees deprives the federal government of millions of dollars in uncollected program costs. These lost collections are funds that otherwise could have been returned to the General Fund of the Treasury to help reduce the federal budget deficit.

Market Distortions and Artificial Demand

In economic terms, undercharging for a service artificially lowers the cost of entry or participation. If beneficiaries do not bear the full social and operational cost of a government service, they are highly likely to demand more of that service than is economically efficient. This over-allocation of resources forces the agency to expend disproportionate staff time and administrative effort to meet an inflated demand, diluting focus from other core mission objectives.

Illegal "Augmentation" of Interagency Appropriations

When federal agencies transact with one another, under-recovery takes on a serious legal dimension. If Agency A provides a reimbursable service to Agency B and fails to charge the full cost (without a formal waiver), Agency A is effectively using its own appropriated funds to pay for Agency B's operations. Under federal appropriations law, this is treated as an unauthorized "augmentation" of Agency B's budget, circumventing Congress's exclusive power to dictate agency spending limits.

Financial Crises and Program Insolvency

For programs that operate via revolving funds, working capital funds, or are statutorily mandated to be "self-sustaining," persistent under-recovery leads to direct financial crises. Without regular biennial adjustments to keep pace with inflation, salary increases, and rising overhead, the fee-supported program will exhaust its carryover balances and face insolvency. When this happens, agencies may be forced to abruptly halt services, reduce staffing, or seek emergency taxpayer-funded appropriations to keep the program afloat.

Adverse Audit Findings and Mandated Adjustments

Failing to recover full costs frequently draws sharp criticism from federal watchdogs. Inspectors General routinely flag agencies that use inconsistent cost inputs, outdated billing schedules, or manual entry methods that result in undercharging. When audited, the agency is formally required to take immediate corrective actions. This usually involves:

- Commissioning independent cost-of-service studies to calculate the "true cost" of delivery.
- Transitioning to activity-based costing (ABC) models to track every hour of staff time and physical overhead.
- Formally petitioning the Director of the OMB for a special fee exception if the agency believes that charging full cost would conflict with public policy or program goals.

Oversight and Adverse Audit Findings

The first line of consequence typically emerges through aggressive oversight by watchdog agencies, including the Government Accountability Office (GAO) and agency-level Offices of Inspector General (OIG). These bodies routinely audit user fee frameworks to evaluate compliance with OMB Circular A-25. For instance, OIG audits of agencies like the Federal Maritime Commission (FMC) and the Environmental Protection Agency (EPA) have repeatedly flagged failures to conduct biennial cost reviews or use reconciled data, showing that agencies frequently operate under inaccurate costing models that understate actual delivery costs. This under-recovery deprives the federal government of millions of dollars that could otherwise help reduce the federal budget deficit.

Antideficiency Act and Appropriations Law Violations

Conversely, if an agency violates Circular A-25 by over-recovering—charging more than the actual cost of the service without specific statutory authorization to do so—it runs a severe risk of violating federal appropriations law and the Antideficiency Act. For example, a State Department OIG audit of the Bureau of Consular Affairs revealed that by failing to align visa fees with actual processing costs, the bureau accumulated hundreds of millions of dollars in excess revenue. The OIG warned that spending these unauthorized surplus funds constituted a potential violation of the Antideficiency Act. Under federal law, employees who violate the Antideficiency Act are subject to immediate reporting requirements to the President and Congress, as well as strict administrative discipline (including suspension or removal) and potential criminal penalties.

Legal Challenges, Injunctions, and Program Halts

Violating OMB Circular A-25 also exposes agencies to devastating private litigation under the Administrative Procedure Act (APA). Payers who are overcharged or subjected to arbitrary fee structures can sue, arguing that the agency's regulations are "arbitrary, capricious, or contrary to law". A prominent example occurred when the IRS was sued over its Preparer Tax Identification Number (PTIN) fees. The district court concluded that the fees were excessive and lacked proper statutory linkage, leading to a permanent injunction that legally barred the IRS from collecting the fees until the decision was resolved on appeal.

Mandated Policy Corrective Actions

When violations are uncovered, the Office of Management and Budget and internal watchdogs force the offending agency to implement immediate corrective actions. This typically requires the agency to commission independent costing studies, transition to strict activity-based costing (ABC) models to document actual staff hours and physical overhead, and deploy new data-reconciliation technologies to eliminate human input errors. If an agency intends to continue subsidizing a service or setting fees below full cost, it must formally petition the Director of the OMB for an official regulatory exception, which must be resubmitted for review at least every four years.

OMB A-25 and Cost Recovery within DOC

To contextualize the US&FCS pricing model, it is useful to examine other cost-recovery frameworks operated by the Department of Commerce. These parallel programs show how different bureaus apply the mandates of OMB Circular A-25 to their respective service portfolios.

Program / Bureau	Primary Statutory Authority	Fee Calculation Methodology	2026 Fee Schedule / Rates	Core Administrative Objective
U.S. Commercial Service **(US&FCS / ITA)**	15 U.S.C. § 4721; 15 U.S.C. §§ 1525–1526	Unified hourly rates and flat standardized fees.	$90 per staff hour; standard service flat fees.	Recover localized staff consulting and event delivery costs.
Data Privacy Framework **(DPF / ITA)**	15 U.S.C. § 1512	Revenue-tiered annual self-certification filings.	Base single fee plus a 50% surcharge for extra frameworks.	Fund the administration, verification, and oversight of DPF.
Seafood Inspection **(NOAA)**	16 U.S.C. § 1801 et seq. (implied)	Flat hourly rate for inspection and compliance services.	$238 per hour.	Recover full operational and laboratory costs of seafood safety.
National Travel & Tourism	15 U.S.C. §§ 1525–1526	Flat product pricing for market reports and datasets.	Subscription fees; 5% index increase applied historically.	Fund ongoing collection and development of

Program / Bureau	Primary Statutory Authority	Fee Calculation Methodology	2026 Fee Schedule / Rates	Core Administrative Objective
(NTTO / ITA)				international travel data.

The Department of Commerce's Seafood Inspection Program, administered by the National Oceanic and Atmospheric Administration (NOAA), operates on a flat hourly rate of $238 per hour to recover the full cost of its technical and inspection services. Similarly, the National Travel and Tourism Office (NTTO) charges flat product-based fees for its market data, such as historical I-94 arrivals database subscriptions. The NTTO adjusted these fees by 5% between 2015 and 2016 to cover the rising cost of compiling and publishing global travel intelligence.

For digital trade, the ITA manages the Data Privacy Framework (DPF) Program, the successor to the EU-U.S. Privacy Shield. Operating under the Department's authority to promote international commerce under 15 U.S.C. § 1512, the DPF collects annual cost-recovery fees from U.S. firms that self-certify compliance with European, Swiss, and UK data transfer principles.

Under revisions implemented on October 1, 2024, the DPF fee structure was streamlined to reduce the administrative burden of multiple filings. Organizations certifying under a single framework (such as the EU-U.S. DPF) pay a base fee based on their annual revenue. Under the revised schedule, if an organization opts to certify under an additional framework (such as the Swiss-U.S. DPF or the UK Extension), it pays a 50% surcharge on its base fee rather than paying multiple full fees. This surcharge reflects the administrative efficiencies of processing joint certifications while ensuring full program cost recovery.

The 2026 Unified Cost-Recovery Schedule

In preparation for the 2026 fiscal year, the ITA commissioned an independent cost study using an activity-based costing model. The study concluded that under the 2018 schedule, the US&FCS was failing to fully cover its operational costs, staff time, and administrative overhead.

To align fully with OMB Circular A-25 and ensure the long-term sustainability of its trade promotion programs, the ITA announced a new, unified fee schedule to take effect on **July 22, 2026**.

The Policy Shift: Elimination of Tiered Discounts

The defining characteristic of the 2026 reform is the **complete elimination of tiered discounts for small and medium-sized enterprises.** To satisfy the cost-recovery requirements of OMB Circular A-25, the US&FCS replaced its tiered pricing structure with a single, unified fee for each service, applied equally to all participating firms regardless of size. Under this model, all customized consultations and hourly staff services are billed at a single rate :

This change represents a **200% increase** in the hourly rate for small businesses (which rose from $30 to $90) and a **28.5% increase** for medium-sized enterprises (which rose from $70 to $90).

Similarly, flat-fee standardized services have been re-priced to reflect full cost recovery. This has resulted in substantial increases in baseline fees for smaller businesses.

To illustrate this shift, the table below provides a comparative directory of the 2018 tiered rates against the unified 2026 cost-recovery schedule.

Comparative Service Fee Directory (2018 vs. 2026)

The fees detailed below represent charges for Commercial Service staff time only and explicitly exclude all "direct costs" (such as third-party contractor fees, interpreter services, venue rentals, catering, and staff travel exceeding 80 kilometers or 2 hours), which are billed as an additional fee.

Service / Event	2018 Small Company Fee	2018 Medium Company Fee	2018 Large/Foreign Company Fee	2026 Unified Fee (All Firms)
Business Service Provider (BSP)	$150	$250	$350	$480
	(Additional: $30)	(Additional: $50)	(Additional: $70)	(Additional: $90)
Directory listing per category				
	(Renewal: $75)	(Renewal: $125)	(Renewal: $175)	(Renewal: $240)
Contact List	$150	$350	$450	$950
Verified list of 5–10 local partners				
Featured U.S. Exporter (FUSE)	$150	$350	$500	$100 per market
	(Renewal: $75)	(Renewal: $175)	(Renewal: $250)	(Renewal: $50/market)
SEO directory listing across 5 markets				
Gold Key Service (Standard Package)	$950	$2,300	$3,400	$3,250
	(Add. appt/hr: +$350)	(Add. appt/hr: +$1,000)	(Add. appt/hr: +$1,200)	(Add. appt/hr: +$800)
Partner identification, appointments, & attendance				
Initial Market Check (IMC)	$350	$900	$1,300	$1,950
Market potential analysis via local buyers				

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Service / Event	2018 Small Company Fee	2018 Medium Company Fee	2018 Large/Foreign Company Fee	2026 Unified Fee (All Firms)
International Company Profile (Full) In-depth commercial background report	$700	$1,200	$2,000	$2,000
International Company Profile (Partial) Limited scope commercial verification	$150	$350	$450	$1,050
International Partner Search (IPS) Pre-screened local business contacts	$750	$1,750	$2,250	$2,500
IPS + Virtual Introductions Pre-screened contacts plus video meetings	$900 (Beyond 5: +$30/each)	$2,100 (Beyond 5: +$70/each)	$2,700 (Beyond 5: +$90/each)	$3,300 (Beyond 5: +$90/each)
Website Globalization Gap Analysis WGR search engine optimization report	$100	$300	$400	$600
Trade Show Representation In-country staff promotion in lieu of travel	$400	$950	$1,350	$1,350

Service / Event	2018 Small Company Fee	2018 Medium Company Fee	2018 Large/Foreign Company Fee	2026 Unified Fee (All Firms)
Webinar **Online educational sessions per hour**	$25	$25	$25	$35

Expanded Standardized Service Offerings

In addition to adjusting existing rates, the 2026 schedule standardizes several services that were previously customized. This integration establishes clear, upfront flat fees for targeted programs.

Most notably, the Rural Export Center (REC) services—which provide customized market intelligence and partner identification for rural U.S. businesses—have been converted to standardized flat-fee services. Under the 2018 schedule, REC research products were customized and billed on a tiered scale. Moving forward, they will be billed at fixed standardized rates based on the updated activity-based costing of staff hours.

State Trade Expansion Program (STEP) as an Offset Mechanism

The elimination of direct federal discounts for small businesses under the 2026 USCS fee schedule shifts the burden of supporting smaller exporters. Rather than subsidizing services at the point of sale, the federal government has effectively decentralized small business export assistance to state-level programs. This is primarily achieved through the Small Business Administration's (SBA) State Trade Expansion Program (STEP).

The Structure and Purpose of STEP

Permanently authorized under 15 U.S.C. § 649(l) of the Small Business Act, the STEP program provides matching-fund grants directly to state economic development offices. The primary goal of STEP is to increase the number of small business exporters, expand the dollar value of U.S. exports, and help businesses explore new international markets.

These grants operate on a cost-sharing model, requiring state governments to provide matching funds. For the largest exporting states, the program limits funding to ensure broad geographical distribution. State trade offices then use these combined funds to reimburse local Eligible Small Business Concerns (ESBCs) for international business development costs, including U.S. Commercial Service fees.

State-Level Implementation and Reimbursement Caps

Because STEP is administered at the state level, the specific eligibility criteria, reimbursement percentages, and annual caps vary across jurisdictions. This creates regional variations in how effectively small businesses can offset the 2026 USCS fee increases :

- **Wyoming:** Managed by the Wyoming Business Council (WBC), the state's program provides a total project fund of $233,333, consisting of a 75% federal share ($175,000) and a 25% state cash match ($58,333). Wyoming reimburses up to 75% of approved export expenses, capped at $5,000 per award, with a maximum of two awards per grant period. To qualify, businesses must employ at least one full-time employee other than the owner.

- **Colorado:** Administered by the Office of Economic Development and International Trade (OEDIT), Colorado's STEP program utilizes a $1.2 million pool, with a 67% federal share ($900,000) and a 33% state match ($300,000). The program provides reimbursements of up to $10,000 per year for global business development activities, including virtual USCS matching programs and trade show booth costs.
- **New York:** Operated by Empire State Development's Global NY division, the program limits reimbursements to 70% of eligible costs. The state caps specific activities at different levels, ranging from a $2,000 limit for trade training to a $6,000 ceiling for website localization, foreign-language translation, and product compliance testing.
- **Tennessee:** Administered by the Tennessee Export Initiative (TEI) at Belmont University, the program provides a 75% reimbursement capped at $4,000 per project specifically for U.S. Commercial Service subscription services, including Gold Key and International Partner Searches.
- **Florida:** Managed by the Florida SBDC Network, the state's program provides up to $15,000 in annual reimbursements. This includes up to $2,500 for trade-related travel, $2,100 for website localization, and $500 for a customized Export Marketing Plan.

Administrative Frictions of the Offset Model

While the STEP program helps mitigate the absolute cost of USCS services for qualifying small businesses, it introduces several administrative challenges compared to the pre-2026 direct discount model:

- **Up-Front Capital Requirements:** STEP is strictly a reimbursement-based program. Under the 2026 schedule, a small business must pay the full unified fee (such as $3,250 for a Gold Key Service) up front and carry that cost until the state processes the reimbursement. For cash-constrained start-ups, this initial capital requirement can be a significant barrier.
- **Processing Timelines:** Navigating state-level approvals can introduce delays. In Wyoming, contract approval can take up to 30 working days after initial application review, and businesses must submit detailed reimbursement claims with proof of payment within strict post-activity deadlines to secure their funds.
- **Regional Imbalances:** Because each state sets its own rules and funding limits, small businesses face different levels of support depending on their location. A small exporter in Florida can access up to $15,000 in annual STEP support, while an identical business in Wyoming is capped at $5,000. This geographical fragmentation can distort the competitive landscape for domestic exporters.

Policy Implications and Strategic Outlook

The transition of the U.S. Commercial Service to a strict cost-recovery model in July 2026 highlights the ongoing policy debate between fiscal self-sufficiency and trade promotion.

From an operational standpoint, the 2026 schedule succeeds in streamlining the agency's billing processes. Standardizing ad-hoc, customized staff services into clear flat-fee categories reduces the administrative burden of evaluating and verifying client company sizes at the point of sale. This allows commercial officers to focus on service delivery rather than financial auditing.

However, this pricing model may impact the accessibility of export promotion services for smaller firms. Price sensitivity analyses consistently demonstrate that higher user fees can deter smaller businesses from entering new international markets.

Under the 2026 schedule, a small business faces significant cost increases for entry-level services, such as a **457% increase** for an Initial Market Check (rising from $350 to $1,950) and a **242% increase** for a standard Gold Key Service (rising from $950 to $3,250).

While state-administered STEP grants help offset these costs, the shift from direct, point-of-sale discounts to a complex, retrospective reimbursement model increases the administrative burden on small exporters. Smaller firms must now manage up-front capital requirements and navigate state-level compliance processes to access support.

Additionally, this cost-recovery model may affect the competitiveness of U.S. exporters in the global arena. While U.S. firms must pay full-cost recovery fees to access government-backed market intelligence and matchmaking, many foreign competitors receive similar trade assistance fully subsidized by their respective home governments.

As the 2026 user fee schedule takes effect, the long-term success of this policy transition will depend on how effectively state-level programs can bridge the reimbursement gap, ensuring that American small businesses can continue to access the global marketplace.

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Glossary of Acronyms and Trade Terms

U.S. & Foreign Commercial Service (US&FCS): Federal agency helping American companies export products.

International Trade Administration (ITA): Bureau managing export promotion and trade compliance.

User Fees: Charges recovering costs of specialized government services.

Cost Recovery: Recouping program expenses through targeted user charges.

OMB Circular A-25: Federal directive requiring recovery of service costs.

Special Benefit: Non-public gain provided to specific service recipients.

Small and Medium-Sized Enterprises (SMEs): Businesses qualifying for trade discounts by size.

State Trade Expansion Program (STEP): SBA-funded grants helping states offset export costs.

Activity-Based Costing (ABC): Costing method tracking staff time and overhead.

Gold Key Service (GKS): Standardized matchmaking and meeting arrangement service.

Initial Market Check (IMC): Rapid assessment of market potential via buyers.

International Partner Search (IPS): Screening of interested foreign agents or distributors.

International Company Profile (ICP): Background check and risk assessment of foreign firms.

Featured U.S. Exporter (FUSE): Web listing enhancing international search visibility.

Business Service Provider (BSP): Paid directory listing for trade-related service firms.

Data Privacy Framework (DPF): Regulatory program enabling legal cross-border data flows.

Rural Export Center (REC): Market intelligence research unit for rural exporters.

Alternative Service Provider (ASP): Private contractor delivering outsourced federal trade services.

Unified Fee Schedule: 2026 pricing model eliminating business-size discounts.

Eligible Small Business Concern (ESBC): Small firm qualifying for state-level STEP grants.

Decal/Transponder Online Procurement System (DTOPS): Online system processing border-crossing vehicle decals.

U.S. Customs and Border Protection (CBP): Border security agency managing commercial crossing fees.

Single Company Promotion (SCP): Customized promotional events organized for individual exporters.

Direct Costs: Third-party expenses billed separately from staff hours.

Website Globalization Gap Analysis: Diagnostic evaluation optimizing websites for overseas buyers.

3510-FP-P

DEPARTMENT OF COMMERCE

International Trade Administration

[Docket No.: 260617-0145]

Revisions to User Fees for Export and Investment Promotion Services/Events

AGENCY: U.S. & Foreign Commercial Service, International Trade Administration, Department of Commerce

ACTION: Notice of Implementation of Fee Revisions and Request for Comments

SUMMARY: The International Trade Administration (ITA) is implementing new user fees for its export and investment promotion services/events to align with guidance from the Office of Management and Budget (OMB) in Circular A-25, which calls for agencies to fully recover their costs when providing services. ITA recently carried out an independent cost study which determined that the agency was not fully covering its costs when providing certain services under its current fee structure. This notice also details new services and programs that ITA will be introducing. These changes would be revisions to ITA's export and investment promotion User Fee Schedule, published on July 1, 2018. ITA is seeking comments on the revised User Fee Schedule, the additions to its menu of services, and any other topics germane to this notice.

DATES: ITA will implement the revised User Fee Schedule on [*insert date 30 days after the date of publication to the Federal Register*]. ITA will accept all comments received after the publication of this notice on a rolling basis. ITA will not respond to comments received in response to this notice, but the public input collected will be used to inform any future fee schedule revisions.

ADDRESSES: comments may be submitted by either of the following methods:

- Email: GMCXTeam@trade.gov.
- Federal eRulemaking Portal: *www.regulations.gov*. The identification number is ITA-2026-0034.

Instructions: Comments sent by any other method or to any other address or individual may not be considered by ITA. All comments received are a part of the public record and will generally be posted for public viewing on *www.regulations.gov* without change. All personal identifying information (*e.g.*, name, address, etc.), confidential business information, or otherwise sensitive information submitted voluntarily by the sender will be publicly accessible. ITA will accept anonymous comments (enter "N/A" in required fields if you wish to remain anonymous).

FOR FURTHER INFORMATION CONTACT: Mr. Carlos Ortiz, International Trade Administration, U.S. & Foreign Commercial Service, Office of Strategy & Engagement, 245 Main Street, Suite #630, White Plains, New York 10601, Phone: (202) 768-0821.

SUPPLEMENTARY INFORMATION:

Background

The primary emphasis of ITA's U.S. & Foreign Commercial Service (USFCS) is the promotion "of exports of goods and services from the United States, particularly by small businesses and medium-sized businesses, and on the protection of United States business interests abroad" through activities that include assisting United States exporters (15 U.S.C. § 4721(b)). Further, USFCS leads the federal government's investment promotion efforts "to attract and retain investment in the American economy" as provided in Executive Order (E.O.) 13577, "SelectUSA Initiative" (June 15, 2011). In carrying out these objectives, ITA may collect fees from those seeking ITA services, including U.S. economic development organizations that seek to promote their locality to foreign investors.

Section 6 of OMB Circular A-25 directs agencies to assess a user fee "[w]hen a service (or privilege) provides special benefits to an identifiable recipient beyond those that accrue to the general public." (OMB Circular A-25 6.a.1.). A "user fee" is the amount paid by a recipient of a special benefit beyond those benefits accruing to the general public. (OMB Circular A-25 6.a.1.). A "special benefit" may accrue and a user fee should be imposed when a government service: (a) enables the beneficiary to obtain more immediate or substantial gains or values than those that accrue to the general public; (b) is performed at the request or for the convenience of the recipient, and is beyond the services regularly received by members of the same industry or group or by the general public; or (c) provides business stability or contributes to public confidence in the business activity of the beneficiary. (OMB Circular A-25 6.a.1.(a)-(c)).

ITA offers export and investment promotion services/events that consist of Standardized Fee Services/Events and Non-Standardized Fee Services/Events. For each of these services/events, fees are collected according to the User Fee Schedule that is made available on agency publications and at: *https://www.trade.gov/us-commercial-service-user-fees*. The "Standardized Fee Services/Events" listed in the User Fee Schedule are services/events that are performed in the same general manner by all field units. Other "Non-Standardized Fee Services/Events" entail substantive variation of the scope of work with fees based on the estimated level of effort required and all direct costs incurred.

Summary of Revisions

ITA is revising the user fees and offerings for both Standardized Fee Services/Events and Non-Standardized Fee Services/Events based on an independent cost study, which concluded that ITA was not fully covering its costs for providing services under the current fee structure. Furthermore, ITA is revising the menu of service and event offerings based on direct feedback from ITA clients and partners. The revised User Fee Schedule below lists the fee for each Standardized and Non-Standardized Fee export and investment promotion service/event. Fees listed in the revised User Fee Schedule cover ITA staff time only and do not include other direct costs (*i.e.*, transportation, venue rental, catering/food, *etc.*), which will incur an additional user fee to cover the full cost.

Revisions to the user fees and offerings for both Standardized Fee Services/Events and Non-Standardized Fee Services/Events are summarized as follows:

1. The previously listed discounts for small and medium enterprises are no longer available, and the fees for several standardized services have been adjusted to comply with Federal

policy on full cost recovery as established under OMB Circular A-25. See the **Summary of Fee Revisions for Export and Investment Promotion Services/Events** section below for more information.

2. The following services/events are added to the User Fee Schedule under the Export Promotion Services heading (see the descriptions of these services/events in the **Description of the Services/Events Listed in the Revised User Fee Schedule** section below):
    a. Trade Missions: Non-Standardized Fee
3. The following services/events are added to the User Fee Schedule under the Rural Export Center (REC) Services heading (see the descriptions of these services/events in the **Description of the Services/Events Listed in the Revised User Fee Schedule** section below):
    a. Matrix: Standardized Fee
    b. One Country Report: Standardized Fee
    c. Potential Partner List: Standardized Fee
    d. REC Check: Standardized Fee
4. The following services/events are added to the User Fee Schedule under the Services for Trade Show Organizers heading (see the descriptions of these services/events in the **Description of the Services/Events Listed in the Revised User Fee Schedule** section below):
    a. Trade Event Partnership Program (TEPP)
        i. Basic Package: Standardized Fee
        ii. Delegation Recruitment: Standardized Fee
        iii. B2B Matchmaking: Standardized Fee
        iv. Overseas Market Counseling: Standardized Fee
        v. Promotional Webinar: Standardized Fee

vi. At-Show Market Briefing: Standardized Fee

vii. Networking Reception: Non-Standardized Fee

viii. Customized Solution: Non-Standardized Fee

b. Trade Event Menu of Services (TEMS)

i. Digital Event Promotion: Standardized Fee

ii. At-Show Export Counseling: Standardized Fee

iii. Delegation Recruitment: Standardized Fee

iv. B2B Matchmaking: Standardized Fee

v. Overseas Market Counseling: Standardized Fee

vi. Promotional Webinar: Standardized Fee

vii. At-Show Market Briefing: Standardized Fee

viii. Networking Reception: Non-Standardized Fee

ix. Customized Solution: Non-Standardized Fee

Summary of Fee Revisions for Export and Investment Promotion Services/Events

The following table provides a comparison between the current fees charged to small, medium, and large/foreign companies for export promotion services/events, and their corresponding revisions for FY 2026. There are two primary reasons for these revisions.

Reason #1 – Alignment with requirements for federal agencies to fully recover costs for services provided.

To align with Federal policy as established under OMB Circular A-25, and consistent with government-wide best practices, ITA will charge user fees to clients that derive special benefits from ITA's assistance beyond any benefits received by the general public at a fee rate that fully recovers costs to the agency. As such, all ITA client assistance "performed at the request or for the convenience of the recipient" must be assessed a user fee to cover the cost.

ITA calculated the fees for its services and events with the intent of achieving full cost recovery per OMB Circular A-25. This ensures that each service is self-sustaining, promotes efficient allocation of the nation's resources, and allows the private sector to compete with the Government without disadvantage in supplying comparable services.

Reason #2 – Adjustments to standard services to account for updated level of effort calculations.

OMB Circular A-25 requires all agencies to periodically review that the fees that are charged to the public recover an appropriate share of the full cost of delivering the service. To ensure that the user fees are "self-sustaining," ITA retained an independent consultant to perform a cost analysis of the organization's cost structure. This consultant also used an activity-based costing model to determine the true cost of standard services offered by ITA. This study found that, although the baseline hourly rate was still sufficient for full cost recovery, the actual level of effort for delivering most of the standard services (*i.e.*, services priced with a set fee, not by an hourly rate) was higher than it was calculated during the previous analysis performed in 2016 that set the current fees.

Table 1: Fee Revisions for Export Promotion Services and Events

Service/Event	*Current Small Company Fee*	*Current Medium Company Fee*	*Current Large/Foreign Company Fee*	*Revised Fee (all firms)*
(Excluding all applicable direct costs[1])				
Business Service Provider	$150 per category	$250 per category	$350 per category	$480 per category
Contact List	$150 per report	$350 per report	$450 per report	$950 per report
Featured U.S. Exporter	$30 per market listing	$70 per market listing	$100 per market listing	$100 per market listing
Gold Key Service (*Standard package*)	$950 + any direct costs	$2,300 + any direct costs	$3,400 + any direct costs	$3,250 + any direct costs
Initial Market Check	$350 per report	$900 per report	$1,300 per report	$1,950 per report
International Company Profile	Full: $700 Partial: $150	Full: $1,200 Partial: $350	Full: $2,000 Partial: $450	Full: $2,000 Partial: $1,050
International Partner Search	Base: $750	Base: $1,750	Base: $2,250	Base: $2,500

	Plus Virtual Introductions: $900	Plus Virtual Introductions: $2,100	Plus Virtual Introductions: $2,700	Plus Virtual Introductions: $3,300
Trade Show Representation	$400 + any direct costs	$950 + any direct costs	$1,350 + any direct costs	$1,350 + any direct costs
Website Globalization	$100 per review	$300 per review	$400 per review	$600 per review
All other services/events	$30 per staff hour + any direct costs	$70 per staff hour + any direct costs	$90 per staff hour + any direct costs	$90 per staff hour + any direct costs

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, etc. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Table 2 provides a comparison between current fees charged to U.S. Economic Development Organizations for investment promotion services/events, and their corresponding fees for FY 2026.

Table 2: Fee Revisions for Investment Promotion Services and Events

Service/Event	***Current U.S. Economic Development Organization Fee***	***Revised U.S. Economic Development Organization Fee***
(Excluding all applicable direct costs[1])		
Facilitated Investment Mission (Roadshow)	Full Package: $1,200 per stop (+ any direct costs) If not Full Package: $30 per staff hour (plus any direct costs)	Full Package: $3,600 per stop (+ any direct costs) If not Full Package: $90 per staff hour (plus any direct costs)
International Company Profile	Full: $700 Partial: $150	Full: $2,000 Partial: $1,050
Other Services/Events	$30 per staff hour + any direct costs	$90 per staff hour + any direct costs
Seminar	$30 per staff hour + any direct costs	$90 per staff hour + any direct costs
Single Location Promotion	$30 per staff hour + any direct costs	$90 per staff hour + any direct costs
Trade Event	$30 per staff hour + any direct costs	$90 per staff hour + any direct costs

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, etc. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Description of the Services/Events Listed in the Revised User Fee Schedule

Export Promotion Services

1. Business Service Provider: A listing of U.S. and foreign business service providers that offer export/investment assistance, such as consultants, lawyers, freight forwarders, *etc*. The fee is paid by the business service provider to be listed on relevant ITA websites.
2. Certified Trade Mission: Provides a group of U.S. companies or economic development organizations with a market briefing, networking reception, one-on-one business appointments, and/or other services in-country as part of a trade mission that is planned, organized, recruited, and led by a private or public sector entity outside of the Department of Commerce. These trade missions are different from Department of Commerce-led Trade Missions.
3. Conference: Provides export/investment knowledge and/or market intelligence at a conference.
4. Contact List: Provides U.S. companies with a basic contact list of up to 5-10 agents, distributors and partners in a foreign market. The information included in the contact list will have been reviewed and verified for accuracy only and no information will be provided on the level of interest in the client's products/services.
5. Customized Market Research: Provides U.S. companies with answers to questions specific to the client's products/services in a market, including market structure, trends and size, customary distribution and promotion practices, and key competitors and agents, distributors, or strategic partners in the market.
6. Featured U.S. Exporter: Provides U.S. companies with an opportunity to enhance their international marketing efforts through improved search engine optimization via .gov

link-backs to their company's website. The service entails listing their goods/services produced in the United States and sold overseas on a trusted U.S. government website with a brief description and contact information.

7. Foreign Buyer Delegation: Support provided to assist foreign buyer delegates in identifying and connecting with U.S. exporters at trade shows/events and on trade missions. Typically, this support is covered by the fees paid by trade show/event/mission organizers and/or U.S. company participants. However, in some circumstances fees need to be charged to the foreign buyer delegates to cover the costs incurred by ITA.
8. Gold Key Service: Provides U.S. companies with matchmaking appointments with up to 5 interested partners in a foreign market. The full service includes identification and outreach to potential matching firms, sending the client's information to identified matching firms, preparing a profile of interested firms, attending the appointments and providing a report with the profile and contact information for interested firms.
9. Initial Market Check: Provides U.S. firms with an initial assessment of the market potential of their product or service in a targeted market. The service gauges the potential of a specific product or service in a market by gathering feedback from up to five industry participants and provides written recommendations on whether to pursue the target market. The service does not guarantee interest from the contacted industry participants.
10. International Company Profile – Full Report: Provides U.S. companies and economic development organizations with a comprehensive background report on a specific foreign company, including general business information, background and product information, key officials, references contacted by ITA, financial data/creditworthiness information, reputational information, a site visit and interviews with principals, information sources consulted in preparing the report, and analysis of information collected.

11. International Company Profile – Partial Report: Provides U.S. companies and economic development organizations with a general background report on a specific foreign company based on publicly available information, including general business information, background and product information, key officials, financial data/creditworthiness information (only when publicly available) and reputational information, information sources used in preparing the report, and brief analysis of information collected.
12. International Partner Search: Provides U.S. companies with a list of up to 5 partners/distributors that have expressed an interest in the client's goods/services. The service includes identification and outreach to potential matching firms, sending the client's information to identified matching firms, preparing a profile of interested firms, and providing a report with the profile and contact information for interested firms.
13. International Partner Search Plus Virtual Introductions: Provides the same services as the International Partner Search service listed above but also includes virtual introductions via conference calls with up to 5 of the contacts identified. Additional fees apply if more than 5 introductions are arranged with the identified partners.
14. Official Letter: A letter provided by ITA to help U.S. companies comply with local regulatory requirements that must be followed to conduct business in certain foreign countries (*i.e.*, Colombia, Philippines, and Thailand). The letters can address reciprocity, appropriateness of documents and other issues specific to a foreign market.
15. Other Services/Events: Includes all other services/events not listed.
16. Seminar: Provides U.S. companies and economic development organizations with export/investment knowledge and/or market intelligence from ITA and public/private sector experts via an in-person seminar.
17. Single Company Promotion: Provides a U.S. company with a promotional event (*e.g.*, a technical seminar, press conference, luncheon, dinner, cocktail reception, *etc.*) to help

increase awareness of their locality or existing/new products/services in a specific market, including organizing the event logistics/venue, conducting a targeted direct mail or e-mail campaign, managing the promotional campaign and event-related logistics, providing logistical and promotional support on-site during the event, and providing a post-event de-briefing to discuss next steps.

18. Trade Event: Provides services to U.S. companies to connect them with foreign buyers and partners at trade events in order to help U.S. companies navigate the increasingly complex international marketplace. Services may also be provided to foreign companies attending these trade events to connect them with U.S. companies exporting goods and services. The services and fees for these trade events are separate from the TEPP and the TEMS.
19. Trade Mission: Department of Commerce led trade missions provide a proven, cost-effective tool for helping U.S. companies learn first-hand about export opportunities in foreign markets and pre-screened business to business meetings putting them face-to-face with potential business partners. Trade missions help U.S. companies enter markets, leverage opportunities in strategic industries, and expand U.S. trade relationships with our established-to-emerging trading partners. These missions are different from Department of Commerce Certified Trade Missions.
20. Trade Show Representation: Provides U.S. companies and economic development organizations with the ability to increase their marketing exposure at an overseas trade show when they are unable to attend in-person. The service entails conducting pre-trade show promotions via Internet/social media/email campaign, representing the client at the overseas trade show, displaying the clients' promotional materials at the overseas trade show, and conducting outreach to foreign buyers/distributors in attendance at the trade show.

21. Virtual Fair: Provides a group of U.S. companies with an opportunity to promote their products/services to potential partners in a foreign market live via a webinar platform.
22. Virtual Introduction: Provides U.S. companies with a virtual introduction via conference call or email to a foreign buyer/partner that they have pre-identified. The U.S. company independently identifies the foreign company and contact information and requests an introduction. The U.S. Government does not endorse or vouch for specific U.S. companies or their products or services.
23. Webinar: Provides U.S. companies and economic development organizations with export knowledge and/or market intelligence from experts located around the globe via an online webinar. Services may also be provided to foreign companies attending these trade events to connect them with U.S. companies exporting goods and services. The webinars are often archived at: *www.trade.gov*.
24. Website Globalization: Provides U.S. companies with services to enhance the strength of their website for attracting foreign partners/business.

Investment Promotion Services

1. Facilitated Investment Mission/Roadshow: Provides a group of U.S. economic development organizations with a market briefing, networking reception, and matchmaking services in-country.
2. Other Services/Events: Includes all other services/events not listed.
3. Seminar: Provides U.S. companies and economic development organizations with export/investment knowledge and/or market intelligence from ITA and public/private sector experts via an in-person seminar. Services may also be provided to foreign companies attending these trade events to connect them with U.S. companies exporting goods and services.
4. Single Location Promotion: Provides a locality with a promotional event (*e.g.*, a technical seminar, press conference, luncheon, dinner, cocktail reception, *etc.*) to help increase

awareness of their locality or existing/new products/services in a specific market (including organizing the event logistics/venue), conducting a targeted direct mail or e-mail campaigns, managing the promotional campaign and event-related logistics, providing logistical and promotional support on-site during the event, and providing a post-event de-briefing to discuss next steps.

5. Trade Event: Provides services to U.S. development organizations to connect them with foreign investors and partners at trade events, seminars, webinars, and conferences.

Rural Export Center (REC) Services

1. Matrix: Provides a customized ranking of over 190 markets to help assess the export potential of their product or service, as well as assistance in using the Matrix to compare countries, prepare an export plan and create an export strategy.
2. One Country Report: Provides a report on a specific market, including market trends, industry overviews, export strategies, trade shows, a company list of up to 10 potential in-country partners and recommended next steps.
3. Potential Partner List: Provides a customized potential partner list of up to 10 in-country companies based on how well they fit criteria set by the requestor. The list includes company names and websites as well as contact information when available.
4. REC Check: Provides a basic background report on a potential partner identified by the recipient based on information gleaned from approximately 15 sources, including social media, subscription databases and publicly available resources.

Services for Trade Show Organizers

1. Trade Event Partnership Program (TEPP)
    a. Basic Package: Provides trade show organizers a dedicated ITA event lead, authorization to use U.S. Commercial Service logo and branding, Digital Event Promotion, and At-Show Export Counseling.

b. Delegation Recruitment: Provides foreign buyer delegations from mutually agreed upon markets and supports throughout the course of the event.

c. B2B Matchmaking: Provides export-ready U.S. companies with one-on-one introductions via ITA's global network of potential foreign buyers, partners, and/or government decision-makers, including facilitating e-mail introductions ahead of the event and setting up and supporting B2B meetings at the event.

d. Overseas Market Counseling: Provides business development for export-ready U.S. companies, formatted either as one-to-one (with individual exhibitors) meetings or one-to-many sessions. Recipients receive a briefing on potential market opportunities and sales prospects for their product or service in that market and efforts are made to connect them with related networking and foreign buyer opportunities.

e. Promotional Webinar: Provides an expert-led promotional webinar (up to one hour) highlighting industry trends prior to the event. Content will be developed in collaboration with the show/U.S. pavilion organizer and may include in-country knowledge and contacts, best practices, testimonials, and/or case studies. The industry briefing segment will lead into an event presentation featuring the event and highlighting onsite opportunities for U.S. companies and other benefits of attending the event.

f. At-Show Market Briefing: Provides an at-show market or industry briefing delivering current content of relevance to the event audience.

g. Networking Reception: Provides a networking event at the show, which may be fully managed by the U.S. Commercial Service or co-designed with event or pavilion organizers.

h. Customized Solution: Specialized assistance tailored to the trade show organizers' needs not met by existing programs.

2. Trade Event Menu of Services (TEMS)

    a. Digital Event Promotion: Provides digital marketing services to promote a trade event to potential U.S. exhibitors and/or foreign buyers. This includes promotion through the following channels: email campaign to potential U.S. exhibitors within the target industries of the event, email campaign to potential foreign buyers in the target markets of the event, *www.trade.gov* website promotion with industry tagging to target industry demographic, and inclusion in e-newsletters and other DOC marketing and promotional material(s).

    b. At-Show Export Counseling: Provides U.S. export-ready companies with at-show export counseling, industry information, and information on export resources to help them expand into additional markets.

    c. Delegation Recruitment: Provides foreign buyer delegations from mutually agreed upon markets and supports throughout the course of the event.

    d. B2B Matchmaking: Provides export-ready U.S. companies with one-on-one introductions via ITA's global network of potential foreign buyers, partners, and/or government decision-makers, including facilitating e-mail introductions ahead of the event and setting up and supporting B2B meetings at the event.

    e. Overseas Market Counseling: Provides business development for export-ready U.S. companies, formatted either as one-to-one (with individual exhibitors) meetings or one-to-many sessions. Recipients receive a briefing on potential market opportunities and sales prospects for their product or service in that market and efforts are made to connect them with related networking and foreign buyer opportunities.

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g. At-Show Market Briefing: Provides an at-show market or industry briefing delivering current content of relevance to the event audience.

h. Networking Reception: Provides a networking event at the show, which may be fully managed by the U.S. Commercial Service or co-designed receptions with event or pavilion organizers.

i. Customized Solution: Specialized assistance tailored to the trade show organizers' needs not met by existing programs.

Revisions to the User Fee Schedule

The fees for the export and investment promotion services/events listed in the revised User Fee Schedule below were set based on the same methodology as described in the Federal Register Notice published on July 10, 2017 (82 FR 31752). The cost of service methodology developed by ITA was designed to bring the organization closer to full cost recovery guidance set forth in OMB Circular A-25. To set user fees that are "self-sustaining," ITA had to determine the true cost of providing various export and investment promotion services.

Federal Accounting Standards permit ITA to use an activity-based costing model to determine the true cost of services listed in the User Fee Schedule. The activities were defined in accordance with the list of services offered by ITA, including both standard and customized services. As part of the cost of service study, ITA conducted a workload survey to obtain a more accurate estimate of the true cost for delivery of specific services. The workload survey was designed and distributed to all ITA international and domestic field units. The data submitted by various field units was then aggregated to determine the global average workload for each standard or customized service.

Using FY2023 ITA budget data, fringe benefits and non-labor related costs (*e.g.*, materials, supplies, rent, utilities, and equipment) were prorated to determine the burdening rate that was to be added to the hourly rate. This resulted in an hourly rate that accounts for all applicable labor and non-labor costs specifically related to the delivery of services, which is consistent with federal accounting standards.

Table 3: Revised User Fee Schedule for Export Promotion Services/Events

Service/Event	**Fee for Commercial Service Staff Time** *(Excluding all applicable direct costs[1])*	
	All U.S. Companies	***All Foreign Companies***
Business Service Provider (BSP)	$480 (annual renewal $240) + $90 for additional category listing + $50 per language for translation if needed	
Certified Trade Mission	$90 per staff hour + any direct costs	N/A
Conference	$90 per staff hour + any direct costs	
Contact List	$950 per report	N/A
Customized Market Research	$90 per staff hour	N/A
Featured U.S. Exporter (FUSE)	$100 per market listing (annual renewal $50 per market listing) + $50 per language for translation if needed	N/A
Foreign Buyer Delegation	N/A	$90 per staff hour + any direct costs
Gold Key Service (GKS)	Standard Package: $3,250 (+$800 for more than 5 appointments or if more than 8 hours is required to attend meetings) + any direct costs Identify contacts and arrange appointments only: $2,400 + any direct costs Arrange and attend the meetings only: $360 per appointment + any direct costs	N/A

Service/Event	Fee for Commercial Service Staff Time (Excluding all applicable direct costs[1])	
	All U.S. Companies	***All Foreign Companies***
	Arrange the meetings only: $225 per appointment + any direct costs	
Initial Market Check (IMC)	$1,950 per market	N/A
International Company Profile (ICP)	Full: $2,000 per market Partial: $1,050 per market	N/A
International Partner Search (IPS)	$2,500	N/A
IPS + Virtual Introductions	$3,300 (+$90 per introduction beyond 5)	N/A
Official Letter	Colombia: $300 per letter Thailand: Standard $300 / Expedited $375 All Other Markets: $90 per staff hour	N/A
Other Services/Events	$90 per staff hour + any direct costs	
Seminar	$90 per staff hour + any direct costs	
Single Company Promotion (SCP)	$90 per staff hour + any direct costs	N/A
Trade Event	$90 per staff hour + any direct costs	
Trade Mission	$90 per staff hour + any direct costs	N/A
Trade Show Representation	$1,350 + any direct costs	N/A
Virtual Fair	$90 per staff hour + any direct costs	N/A
Virtual Introductions	$90 per introduction	N/A
Webinar	$35 per webinar hour	

Service/Event	Fee for Commercial Service Staff Time (*Excluding all applicable direct costs*[1])	
	All U.S. Companies	***All Foreign Companies***
Website Globalization	$600 per review	N/A

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, *etc*. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Table 4: Revised User Fee Schedule for Investment Promotion Services/Events

Service/Event	Fee for Commercial Service Staff Time (*Excluding all applicable direct costs*[1])
	Available only to U.S. Economic Development Organizations (EDOs)
Facilitated Investment Mission (Roadshow)	Full Package: $3,600 per stop (plus any direct costs) If not Full Package: $90 per staff hour (plus any direct costs)
International Company Profile	Full: $2,000 per market Partial: $1,050 per market
Other Services/Events	$90 per staff hour + any direct costs
Seminar	$90 per staff hour + any direct costs
Single Location Promotion	$90 per staff hour + any direct costs
Trade Event	$90 per staff hour + any direct costs

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, *etc*. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Table 5: User Fee Schedule for REC Services

Service	Fee for Commercial Service Staff Time (*Excluding all applicable direct costs*[1])
	Available only at Rural Export Centers

Matrix	$2,900 per report
One Country Report	$2,900 per report
Potential Partner List	$1,200 per service
REC Check	$450 per market

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, *etc*. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Table 6: User Fee Schedule for Trade Event Partnership Program (TEPP)

Service/Event	**Fee for Commercial Service Staff Time** *(Excluding all applicable direct costs[1])*	
	In-Person	***Virtual***
Basic Package	$4,700	$3,710
Delegation Recruitment	$820 per market ($4,900 global)	$390 per market ($2,340 global)
B2B Matchmaking	$1,665	$1,665
Overseas Market Counseling	$1,530	$1,530
Promotional Webinar	$1,900	$1,900
At-Show Market Briefing	$1,350	N/A
Networking Reception	$90 per staff hour	N/A
Customized Solution	$90 per staff hour	$90 per staff hour

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, *etc*. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Table 7: User Fee Schedule for Trade Event Menu of Services (TEMS)

Service/Event	**Fee for Commercial Service Staff Time** *(Excluding all applicable direct costs[1])*			
	(U.S. Events)		***(International Events)***	
	In-Person	***Virtual***	***In-Person***	***Virtual***

Digital Event Promotion	$2,205	$2,205	$2,205	$2,205
At-Show Export Counseling	$945	N/A	$945	N/A
Delegation Recruitment	$6,390 per market	$3,330 per market	$3,420 per market	$1,350 per market
B2B Matchmaking	$2,250	$2,250	$1,080	$1,080
Overseas Market Counseling	$1,980	$1,980	$1,080	$1,080
Promotional Webinar	$1,710	$1,710	$2,070	$2,070
At-Show Market Briefing	$1,530	N/A	$1,170	N/A
Networking Reception	$90 per staff hour	N/A	$90 per staff hour	N/A
Customized Solution	$90 per staff hour	$90 per staff hour	$90 per staff hour	$90 per staff hour

[1] Other direct costs not included in the description of the service must be assumed by the client. Other types of direct costs include translation, transportation, use of contractors, venue rental, catering, *etc*. Please note that any transportation for ITA staff beyond 80 kilometers in distance or more than 2 hours away from an ITA office will be charged an additional user fee to cover the cost.

Notes:

- All Events: All ITA staff time required to support an event is to be assessed as a user fee at the hourly rates listed. When the number of the participants for an event is unknown, the estimated number of participants will be used to apply the approved hourly rates.
- All Standardized Fee Services/Events: When ITA uses an alternative service provider/contractor (ASP) to complete some or all of the standardized tasks included in the statement of work for a standardized fee service/event, if the cost billed to ITA by the ASP plus the cost for any ITA staff time and other direct costs incurred is more than the ITA standardized fees, then an additional fee must be collected to recover the difference. However, if the cost billed to ITA by the ASP plus the cost for any ITA staff time and other direct costs required to perform the service is less than the ITA standardized fees, then no additional fee will be collected.

- Fee Reductions for Follow-on Services: The table below lists the standardized fees to be charged if the follow-on service is provided after the initial service. The fee has been reduced for the follow-on service because the level of effort required is reduced by performing the initial service. However, if an Alternative Service Provider (ASP) is used to deliver the follow-on service, the cost billed to ITA by the ASP and all other direct costs, must be fully recovered from the client in the form of additional fees. Payment for the follow-on service must be received within the deadline specified in the table below to be eligible for the reduced fee listed.

Table 8: User Fee Schedule for Follow-on Services

Initial Service	**Follow-On Service and Reduced Fee**	***Deadline to Purchase Follow-on Service***
Initial Market Check	*International Partner Search: $550.* *International Partner Search Plus Virtual Introductions: $1,350.* *Gold Key Service: $1,350.*	*180 days*
International Partner Search	*International Partner Search Plus Virtual Introductions: $800.* *Gold Key Service: $800.*	*60 days*
International Company Profile - Partial	*International Company Profile – Full: $950.*	*30 days*

- Certified Trade Mission: The fee is assessed per post/city. Applicants will be charged a fee for an Initial Market Check if staff are uncertain about their market potential. The fee paid by the applicant is then applied to their Certified Trade Mission fee if they participate in the mission.
- Featured U.S. Exporter: Fee for translation is per language and will be charged for the initial listing and for adjustments requested.

- Initial Market Check: Is a required precursor for more time intensive services if staff is uncertain about a client's market potential. Fees paid for the Initial Market Check will then be applied to one follow-on service if the results are positive.
- Webinars: Will be provided at a standard fee of $35 per participant per webinar hour. No charge for webinar participation will be assessed by ITA when the purpose is to promote/recruit for an ITA or other USG agency hosted event or when serving only as a guest speaker for a webinar organized by a third party.

Based on the information provided above, ITA believes its revised fee schedules are consistent with the mission to promote "exports of goods and services from the United States, particularly by small businesses and medium businesses." (15 U.S.C. 4721(j)). The revised fee schedules will likewise better achieve the objective of OMB Circular A-25 to "promote efficient allocation of the nation's resources by establishing charges for special benefits provided to the recipient that are at least as great as the cost to the U.S. Government of providing the special benefits." OMB Circular A-25 5.b. ITA will reassess this fee schedule after its first year of implementation and, in accordance with OMB Circular A-25, at least every two years thereafter.

Request for Public Comments

ITA is seeking comments on:

- How the revised User Fee Schedule may impact ITA clients and how they expect to adjust to these revisions.
- Feedback on the revised menu of services.
- Any other topics germane to this notice and comments to help inform future fee adjustments.

Classification

The primary emphasis of ITA's United States and Foreign Commercial Service (USFCS) is the promotion "of exports of goods and services from the United States, particularly by small businesses and medium-sized businesses, and on the protection of United States business interests abroad" through activities that include assisting United States exporters (15 U.S.C. § 4721(b)). Further, USFCS leads the federal government's investment promotion efforts "to attract and retain investment in the American economy" as provided in Executive Order (E.O.) 13577, "SelectUSA Initiative" (June 15, 2011). This notice also supports E.O. 14255, "Establishing the United States Investment Accelerator" (March 31, 2025), aimed at facilitating and accelerating investments above $1 billion in the United States. In carrying out these objectives, ITA may collect fees from those seeking ITA services, including U.S. economic development organizations that seek to promote their locality to foreign investors.

Paperwork Reduction Act Notification

All comments and details provided by individuals responding to this notice are subject to the Paperwork Reduction Act of 1995 (PRA) (44 U.S.C. 3501, *et seq.*). A Federal agency may not conduct or sponsor, and a person is not required to respond, nor shall a person be subject to a penalty for failure to comply with an information collection subject to the requirements of the PRA unless the information collection has a currently valid OMB Control Number. The approved OMB Control Number for the information collection associated with this effort is 0625-0143. Without this approval, ITA could not conduct this information collection. Public reporting for this information collection is estimated to be approximately 10 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the information collection. All responses to this information collection are voluntary. Send comments regarding this burden estimate or any other aspect of this information collection, including suggestions for reducing this burden to ITA's PRA Program: pra@trade.gov.

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Carlos Ortiz

Office of Strategy and Engagement
Global Markets
International Trade Administration
[FR Doc. 2026-12507 Filed: 6/18/2026 8:45 am; Publication Date: 6/22/2026]

assessment instructions will direct CBP not to liquidate relevant entries until the time for parties to file a request for a statutory injunction has expired (*i.e.,* within 90 days of publication).

Cash Deposit Requirements

The following deposit requirements will be effective for all shipments of the subject merchandise entered, or withdrawn from warehouse, for consumption on or after the publication date of the final results of this administrative review, as provided by section 751(a)(2)(C) of the Act: (1) the cash deposit rate for the company listed above will be that established in the final results of this review, except if the rate is less than 0.50 percent and, therefore, *de minimis* within the meaning of 19 CFR 351.106(c)(1), in which case the cash deposit rate will be zero; (2) for previously investigated or reviewed companies not covered by this review, the cash deposit rate will continue to be the company-specific cash deposit rate published for the most recently completed segment of this proceeding in which the company participated; (3) if the exporter is not a firm covered in this review, or the LTFV investigation, but the manufacturer is, then the cash deposit rate will be the rate established for the most recent segment for the manufacturer of the merchandise; and (4) the cash deposit rate for all other manufacturers or exporters will continue to be 14.75 percent, the all-others rate established in the LTFV investigation.[21] These cash deposit requirements, when imposed, shall remain in effect until further notice.

Notification to Importers

This notice also serves as a preliminary reminder to importers of their responsibility under 19 CFR 351.402(f) to file a certificate regarding the reimbursement of antidumping duties prior to liquidation of the relevant entries during this review period. Failure to comply with this requirement could result in Commerce's presumption that reimbursement of antidumping duties occurred and the subsequent assessment of double antidumping duties.

Notification to Interested Parties

We are issuing and publishing these preliminary results of review in accordance with sections 751(a)(1) and 777(i)(1) of the Act, and 19 CFR 351.221(b)(4).

[21] *See Order.*

Dated: June 16, 2026.

Christopher Abbott,

Deputy Assistant Secretary for Policy and Negotiations, performing the non-exclusive functions and duties of the Assistant Secretary for Enforcement and Compliance.

Appendix

List of Topics Discussed in the Preliminary Decision Memorandum

I. Summary
II. Background
III. Scope of the *Order*
IV. Discussion of the Methodology
V. Recommendation

[FR Doc. 2026–12500 Filed 6–18–26; 8:45 am]

BILLING CODE 3510–DS–P

DEPARTMENT OF COMMERCE

International Trade Administration

[A–533–838]

Carbazole Violet Pigment 23 From India: Final Results of Antidumping Duty Administrative Review; 2023–2024

AGENCY: Enforcement and Compliance, International Trade Administration, Department of Commerce.

SUMMARY: The U.S. Department of Commerce (Commerce) determines that Western Chemical Industries P Limited (Western Chemical) did not make sales of subject merchandise at prices less than normal value during the period of review (POR), December 1, 2023, through November 30, 2024.

DATES: Applicable June 22, 2026.

FOR FURTHER INFORMATION CONTACT: Henry Wolfe or Enio Guevara, AD/CVD Operations, Office VIII, Enforcement and Compliance, International Trade Administration, U.S. Department of Commerce, 1401 Constitution Avenue NW, Washington, DC 20230; telephone: (202) 482–0574, and (202) 482–4986, respectively.

SUPPLEMENTARY INFORMATION:

Background

On February 13, 2026, Commerce published the *Preliminary Results* and invited interested parties to comment.[1] No interested party submitted comments on the *Preliminary Results.* Commerce made no changes from the *Preliminary Results,* which are herein adopted as the final results of review. Additionally, because these results remain unchanged from the *Preliminary Results,* no decision memorandum accompanies this notice. Commerce conducted this review in accordance with section 751(a) of the Tariff Act of 1930, as amended (the Act).

Scope of the Order [2]

The product covered by the *Order* is CVP–23, in any form. For a full description of the scope of the *Order, see* the Preliminary Decision Memorandum.

Final Results of the Review

We determine that the following estimated weighted-average dumping margin exists for the period December 1, 2023, through November 30, 2024:

Producer/exporter	Weighted-average dumping margin (percent)
Western Chemical Industries P Limited	0.00

Disclosure

Normally, Commerce discloses to interested parties the calculations of the final results of an administrative review within five days of any public announcement or, if there is no public announcement, within five days of the date of publication of the notice of the final results in the **Federal Register**, in accordance with 19 CFR 351.224(b). However, because we made no changes from the *Preliminary Results,* there are no calculations to disclose.

Assessment Rates

Pursuant to section 751(a)(2)(C) of the Act and 19 CFR 351.212(b)(1), Commerce has determined, and U.S. Customs and Border Protection (CBP) shall assess, antidumping duties on all appropriate entries of subject merchandise in accordance with the final results of this review. Because Western Chemical's weighted-average dumping margin is zero in the final results of this review, we intend to instruct CBP to liquidate entries without regard to antidumping duties.[3]

In accordance with Commerce's ''automatic assessment'' practice, for entries of subject merchandise during the POR for which Western Chemical did not know that their merchandise

[1] *See Carbazole Violet Pigment 23 From India: Preliminary Results of Antidumping Duty Administrative Review; 2023–2024,* 91 FR 6819 (February 13, 2026) (*Preliminary Results*), and accompanying Preliminary Decision Memorandum (Preliminary Decision Memorandum).

[2] *See Notice of Amended Final Determination of Sales at Less Than Fair Value and Antidumping Duty Order: Carbazole Violet Pigment 23 from India,* 69 FR 77988 (December 29, 2004) (*Order*).

[3] *See Antidumping Proceedings: Calculation of the Weighted-Average Dumping Margin and Assessment Rate in Certain Antidumping Proceedings; Final Modification,* 77 FR 8101, 8102 (February 14, 2012).

was destined for the United States, we will instruct CBP to liquidate such entries at the all-others rate established in the original less-than-fair value (LTFV) investigation (*i.e.,* 27.48 percent) if there is no rate for the intermediate company(ies) involved in the transaction.

Commerce intends to issue assessment instructions to CBP no earlier than 35 days after the date of publication of these final results of this review in the **Federal Register**. If a timely summons is filed at the U.S. Court of International Trade, the assessment instructions will direct CBP not to liquidate relevant entries until the time for parties to file a request for a statutory injunction has expired (*i.e.,* within 90 days of publication).

Cash Deposit Requirements

The following cash deposit requirements will be effective upon publication in the **Federal Register** of these final results of administrative review for all shipments of CVP–23 from India entered, or withdrawn from warehouse, for consumption on or after the publication date, as provided by section 751(a)(2)(C) of the Act: (1) the cash deposit rate for each specific company listed above will be that established in the final results of this review, except if the rate is less than 0.50 percent, and therefore, *de minimis* within the meaning of 19 CFR 351.106(c)(1), in which case the cash deposit rate will be zero; (2) for merchandise exported by producers or exporters not covered in this review but covered in a prior completed segment of the proceeding, the cash deposit rate will continue to be the company-specific rate published in the completed segment for the most recent period; (3) if the exporter is not a firm covered in this review or another completed segment of this proceeding, but the producer is, the cash deposit rate will be the company-specific rate established for the most recent completed segment for the producer of the merchandise; and (4) the cash deposit rate for all other producers or exporters will continue to be 27.48 percent, the all-others rate established in the less-than-fair-value investigation.[4] These cash deposit requirements, when imposed, shall remain in effect until further notice.

Notification to Importers

This notice serves as a final reminder to importers of their responsibility under 19 CFR 351.402(f)(2) to file a certificate regarding the reimbursement of antidumping and/or countervailing duties prior to liquidation of the relevant entries during the POR. Failure to comply with this requirement could result in Commerce's presumption that reimbursement of antidumping and/or countervailing duties occurred and the subsequent assessment of double antidumping duties, and/or an increase in the amount of antidumping duties by the amount of the countervailing duties.

Administrative Protective Order (APO)

This notice also serves as a final reminder to parties subject to an APO of their responsibility concerning the return or destruction of proprietary information disclosed under APO in accordance with 19 CFR 351.305(a)(3). Timely written notification of the return or destruction of APO materials or conversion to judicial protective order is hereby requested. Failure to comply with the regulations and terms of an APO is a violation subject to sanction.

Notification to Interested Parties

Commerce is issuing and publishing the final results of this review in accordance with sections 751(a)(1) and 777(i)(1) of the Act, and 19 CFR 351.221(b)(5).

Dated: June 15, 2026.

Christopher Abbott,

Deputy Assistant Secretary for Policy and Negotiations, performing the non-exclusive functions and duties of the Assistant Secretary for Enforcement and Compliance.

[FR Doc. 2026–12345 Filed 6–18–26; 8:45 am]

BILLING CODE 3510–DS–P

[4] *See Order.*

DEPARTMENT OF COMMERCE

International Trade Administration

[Docket No.: 260617–0145]

Revisions to User Fees for Export and Investment Promotion Services/Events

AGENCY: U.S. & Foreign Commercial Service, International Trade Administration, Department of Commerce

ACTION: Notice of implementation of fee revisions and request for comments.

SUMMARY: The International Trade Administration (ITA) is implementing new user fees for its export and investment promotion services/events to align with guidance from the Office of Management and Budget (OMB) in Circular A–25, which calls for agencies to fully recover their costs when providing services. ITA recently carried out an independent cost study which determined that the agency was not fully covering its costs when providing certain services under its current fee structure. This notice also details new services and programs that ITA will be introducing. These changes would be revisions to ITA's export and investment promotion User Fee Schedule, published on July 1, 2018. ITA is seeking comments on the revised User Fee Schedule, the additions to its menu of services, and any other topics germane to this notice.

DATES: ITA will implement the revised User Fee Schedule on July 22, 2026. ITA will accept all comments received after the publication of this notice on a rolling basis. ITA will not respond to comments received in response to this notice, but the public input collected will be used to inform any future fee schedule revisions.

ADDRESSES: Comments may be submitted by either of the following methods:

- *Email: GMCXTeam@trade.gov.*
- *Federal eRulemaking Portal: www.regulations.gov.* The identification number is ITA–2026–0034.

Instructions: Comments sent by any other method or to any other address or individual may not be considered by ITA. All comments received are a part of the public record and will generally be posted for public viewing on *www.regulations.gov* without change. All personal identifying information (*e.g.,* name, address, etc.), confidential business information, or otherwise sensitive information submitted voluntarily by the sender will be publicly accessible. ITA will accept anonymous comments (enter ''N/A'' in required fields if you wish to remain anonymous).

FOR FURTHER INFORMATION CONTACT: Mr. Carlos Ortiz, International Trade Administration, U.S. & Foreign Commercial Service, Office of Strategy & Engagement, 245 Main Street, Suite #630, White Plains, New York 10601, Phone: (202) 768–0821.

SUPPLEMENTARY INFORMATION:

Background

The primary emphasis of ITA's U.S. & Foreign Commercial Service (USFCS) is the promotion ''of exports of goods and services from the United States, particularly by small businesses and medium-sized businesses, and on the protection of United States business interests abroad'' through activities that include assisting United States exporters (15 U.S.C. 4721(b)). Further, USFCS leads the federal government's investment promotion efforts ''to attract and retain investment in the American economy'' as provided in Executive Order (E.O.) 13577, ''SelectUSA Initiative'' (June 15, 2011). In carrying

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Analysis of U.S. Commercial Service User Fees

Institutional Reform and Fiscal Architecture