



UNITED STATES DEPARTMENT OF COMMERCE  
International Trade Administration  
Assistant Secretary for Manufacturing and Services  
Washington, D.C. 20230

July 31, 2009

The Honorable Mary L. Landrieu  
Chairwoman, Committee on Small Business  
and Entrepreneurship  
United States Senate  
Washington, DC 20510

Dear Madam Chairman:

In your letter of March 4, 2009, to Acting Secretary of Commerce Otto Wolff, you and Senator Olympia Snowe cited the need for greater coordination of federal programs aimed at assisting U.S. small- and medium-sized manufacturers. Also included in your letter was the request that I provide you with a status report on how we are working to improve interagency cooperation.

As an initial step in addressing this request, we have begun to update and expand a list of manufacturing assistance programs currently in operation throughout the federal government. We plan to post this list on the Department of Commerce's manufacturing.gov website, an online clearinghouse of information and resource tools dedicated to helping U.S. manufacturers improve or maintain competitiveness. It is my hope that by providing a centralized list of programs, U.S. manufacturers will be able to more easily navigate the federal system and identify all assistance programs available to them. A draft list of programs identified to date is enclosed. We are distributing the complete list to all agencies that operate these programs to keep them informed of all programs and to open avenues for additional collaboration.

As a longer term endeavor to spur greater interagency collaboration, we have opened cross-agency dialogues with representatives from each of the manufacturing assistance programs. These discussions center on current programs and specific opportunities for new and increased collaboration. Dialogues have begun with the Economic Development Administration (EDA), the National Institute of Standards and Technology (NIST), the Environmental Protection Agency (EPA), the Departments of Labor and Defense, and the Small Business Administration (SBA). Similar outreach efforts are being conducted through the Interagency Network of Enterprise Assistance Providers (INEAP). The INEAP meets monthly and brings together staff from federal agencies and non-profit organizations to share information about current programs and assistance for U.S. businesses. As new collaborative efforts continue to emerge from these dialogues and forums, I will provide you periodic updates detailing progress.

In addition, we will continue leveraging other bodies outside the federal government such as the Manufacturing Council—a group of private-sector manufacturing executives that regularly advise the Secretary of Commerce on federal policies and programs—to facilitate better public-private communication and foster greater collaboration across all U.S. industry sectors.

We are coordinating these efforts with Secretary Locke's "one-stop-shop" initiative for manufacturers, announced June 16<sup>th</sup> in Detroit. This new initiative will help business owners



find and contact federal programs, thereby easing the burden on small and medium-sized businesses to benefit from federal programs. We plan to have a local presence in several regions of the country that will identify a single point of contact for each Commerce assistance program for U.S. business. The pilot program is scheduled to open at the end of the summer in the Detroit area. Secretary Locke has already expressed his interest in partnering with additional federal agencies as the initiative progresses.

In the trade area, the International Trade Administration works with other Departments and agencies, to assist U.S. manufacturers by promoting U.S. exports and investment, working for fair trade, and increasing compliance with international trade agreements. ITA remains committed to help our manufacturing base to export, particularly during these difficult times.

I look forward to working with you to help our manufacturing sector, including small business and entrepreneurs, and to prevent further loss of jobs. If you have any questions, please contact me or Rodney Emery, Office Director for Legislative and Intergovernmental Affairs, at (202) 482-3015.

Sincerely,



Mary Saunders  
Acting

Enclosure

## ***SUMMARY OF GOVERNMENT WIDE EXISTING PROGRAMS***

### **Department of Commerce**

- **Manufacturing Extension Programs (MEP) at National Institute of Standards and Technology (NIST)**
  - MEP centers exist in every state and provide manufacturers with an array of direct services that focus on growth, productivity, and efficiency.  
<http://www.mep.nist.gov/>
  
- **The International Trade Administration's (ITA) Manufacturing and Services Unit**
  - MAS industry experts and economists perform strategic research and analysis in order to shape and implement trade policy, create conditions that encourage innovation, lower the cost of doing business, and promote U.S. economic growth.
  - ITA/MAS works as a coordinating body between trade and manufacturing relevant divisions and agencies, as well as initiative specific agencies  
<http://www.trade.gov/mas/index.asp>
  
- **ITA's U.S. Export Assistance Center (EAC)**
  - U.S. Commercial Service trade specialists in 107 U.S. cities and in more than 80 countries work with companies to help them get started in exporting or increase their sales to new global markets.
  - ITA has been working with the MEPs on a pilot program to have an EAC specialist placed in MEP offices.  
<http://www.buyusa.gov/home/us.html>
  
- **Economic Development Administration (EDA)**
  - EDA works to generate jobs, help retain existing jobs, and stimulate industrial and commercial growth in economically distressed areas of the United States.  
<http://www.eda.gov/AboutEDA/Programs.xml>
  
  - Economic Adjustment Assistance
    - Provides planning and implementation grants for communities suffering from sudden and severe economic distress. This assistance may include recovery coordinator assistance, plans and feasibility studies, and public infrastructure investments.
  
  - Trade Adjustment Assistance for Firms
    - Provides federal matching funds up to \$75,000 to assist firms damaged by foreign competition adjust and become globally competitive.
  
  - Trade Adjustment Assistance for Communities
    - Authorized but not funded. EDA's existing Economic Adjustment Assistance program currently provides assistance to trade impacted communities and could implement this program if so authorized.

- **The Trade Promotion Coordinating Committee (TPCC)**
  - The Trade Promotion Coordinating Committee (TPCC) is an interagency group chaired by the U.S. Secretary of Commerce. The Export Enhancement Act of 1992 established the TPCC to provide a unifying framework to coordinate the export promotion and financing activities of the U.S. government, as well as to develop a comprehensive, strategic plan for implementing such programs.
  
- **Technology Innovation Program (TIP)**
  - The Technology Innovation Program at NIST supports, promotes, and accelerates innovation in the United States through high-risk, high-reward research in areas of critical national need.  
<http://www.nist.gov/tip/>
  
- **Nanoelectronics Research Initiative Partnership (NRI)**
  - NRI is a partnership between NIST, semiconductor companies, and universities created to accelerate research in nanoelectronics for the benefit of the technology industry.
  - The goal of NRI is to develop the next generation of semiconductor technology.  
<http://nri.src.org/member/about/default.asp>
  
- **Best Manufacturing Practices (BMP) Program**
  - BMP is a partnership between the Bureau of Industry and Security (BIS), the University of Maryland, and volunteer contributors from the U.S. Defense Industrial Base.
  - BMP helps U.S. businesses identify, research, and promote exceptional manufacturing practices, methods, and procedures to improve industry efficiency.  
<http://www.bmpcoe.org/>

## **Department of Energy**

- **Production of Plug-in Hybrid Electric Vehicles**
  - President Barack Obama announced the availability of \$2.4 billion in DOE Recovery Act funding to put American ingenuity and America's manufacturers to work producing next generation Plug-in Hybrid Electric Vehicles and the advanced battery components that will make these vehicles run.
  
- **Guaranteed Private Sector Loans**
  - A program to guarantee private sector loans to promote the rapid deployment of renewable energy systems that generate electricity or thermal energy (or facilities manufacturing related components), electric power transmission systems, and certain leading edge biofuel projects. The first award under this loan guarantee program was just announced.  
<http://www.lgprogram.energy.gov/>

- **The Industrial Technologies Program (ITP)**
  - The Industrial Technologies Program (ITP) leads national efforts to improve industrial energy efficiency and environmental performance  
<http://www1.eere.energy.gov/industry/>

### **Department of Defense**

- **Manufacturing Technology Program (ManTech)**
  - ManTech focuses on affordable, low-risk development and production of weapon system programs. ManTech addresses production issues from system development through transition to production and sustainment.  
<https://www.dodmantech.com>

### **Small Business Administration/Office of Technology**

- **Small Business Innovation Research Program (SBIR)**
  - SBIR offers R&D funding to small business to explore their technological potential and provides the incentive to profit from its commercialization.
  - By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated and the United States meets its specific research and development needs.  
<http://www.sba.gov/aboutsba/sbaprograms/sbir/index.html>
- **Small Business Technology Transfer Program (STTR)**
  - STTR is an important small business program that expands funding opportunities in the federal innovation research and development arena.
  - Central to the program is expansion of the public/private sector partnership to include the joint venture opportunities for small business and the nation's premier nonprofit research institutions.  
<http://www.sba.gov/aboutsba/sbaprograms/sbir/index.html>
- **Small Business Financial Assistance Loan Programs**
  - SBA offers numerous loans programs to assist small businesses including the Basic 7(a) Loan Guaranty, Certified Development Company (CDC), and the Microloan.  
<http://www.sba.gov/services/financialassistance/sbaloantopics/index.html>
- **Small Business Counseling and Training Programs**
  - The SCORE Association (Service Corps of Retired Executives) is a resource partner of the SBA dedicated to entrepreneur education and the formation, growth and success of small businesses nationwide.
  - The Office of Small Business Development Centers (SBDC) provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance to individuals and small businesses by providing a wide variety of information and guidance in central and easily accessible branch locations.

- Women's Business Centers represent a national network of nearly 100 educational centers designed to assist women start and grow small businesses. WBCs operate with the mission to level the playing field for women entrepreneurs, who still face unique obstacles in the world of business.  
<http://www.sba.gov/services/counseling/index.html>

## **Department of Labor**

- **Competitive Grants for Green Job Training**
  - The American Recovery and Reinvestment Act of 2009 designates \$500 million for a program of competitive grants that will prepare workers for careers in energy efficiency and renewable energy industries. The grants will support projects that conduct research, provide education and training services, and provide job placement services.
  - These grants offer an opportunity to demonstrate how partnerships between the public workforce system and other public and private systems, including labor-management partnerships, education institutions, community and faith-based organizations, and research institutions can meet the workforce needs of the energy efficiency and renewable energy industries and other industries.
  - The Department anticipates that Solicitations for Grant Applications will be published in June 2009, with application closing dates starting late summer. To find out more, refer to Training and Employment Notice (TEN) 44-08, which is available at <http://www.doleta.gov/Recovery/legislation.cfm>.
- **The Public Workforce System**
  - The Public Workforce System is a vast network of information and resources with more than 2,900 One-Stop Career Centers nationwide, providing employers with access to thousands of workers who are seeking employment.
  - The system can provide a vast array of services, including posting jobs, screening and referring candidates, providing relevant labor market information, and developing customized training programs.
  - Connecting with the Public Workforce System can help employers reach untapped labor pools to meet their hiring requirements. Learn more about the system and other initiatives that support businesses at <http://www.doleta.gov/business/>.
- **Trade Adjustment Assistance (TAA)**
  - The TAA program helps workers who have lost their jobs as a result of foreign trade. The TAA program offers a variety of benefits and services to eligible workers, including job training, income support, job search and relocation allowances, a tax credit to help pay the costs of health insurance, and a wage supplement to certain reemployed trade-affected workers 50 years of age and older. Learn more at <http://www.doleta.gov/tradeact/>.

## **Environmental Protection Agency**

- **The Green Suppliers Network**
  - Collaborative program between EPA and NIST-MEP that focuses upon large manufacturers to engage their small and medium-sized suppliers in low-cost technical reviews that focus on process improvement and waste minimization.  
<http://www.greensuppliers.gov>