



INTERNATIONAL
TRADE
ADMINISTRATION

Environmental Technologies Trade Advisory Committee (ETTAC)

Meeting #1
2022-2024 Charter
April 11-12, 2023

ETTAC Authority and Mission

The Export Enhancement Act of 1988, as amended, 15 U.S.C. § 4721 ET SEQ:

- ➔ Requires establishing an advisory committee, the **Environmental Technologies Trade Advisory Committee (ETTAC)**
- ➔ Requires establishing a TPCC Interagency Working Group, the **Environmental Trade Working Group (ETWG)**
- ➔ Requires identification of **priority countries** and development of **export plans**
- ➔ Requires **'one-stop shops'** for environmental businesses to access U.S. export programs
- ➔ Requires an **event calendar** and **information dissemination program.**

ETTAC Purview and Description of Duties

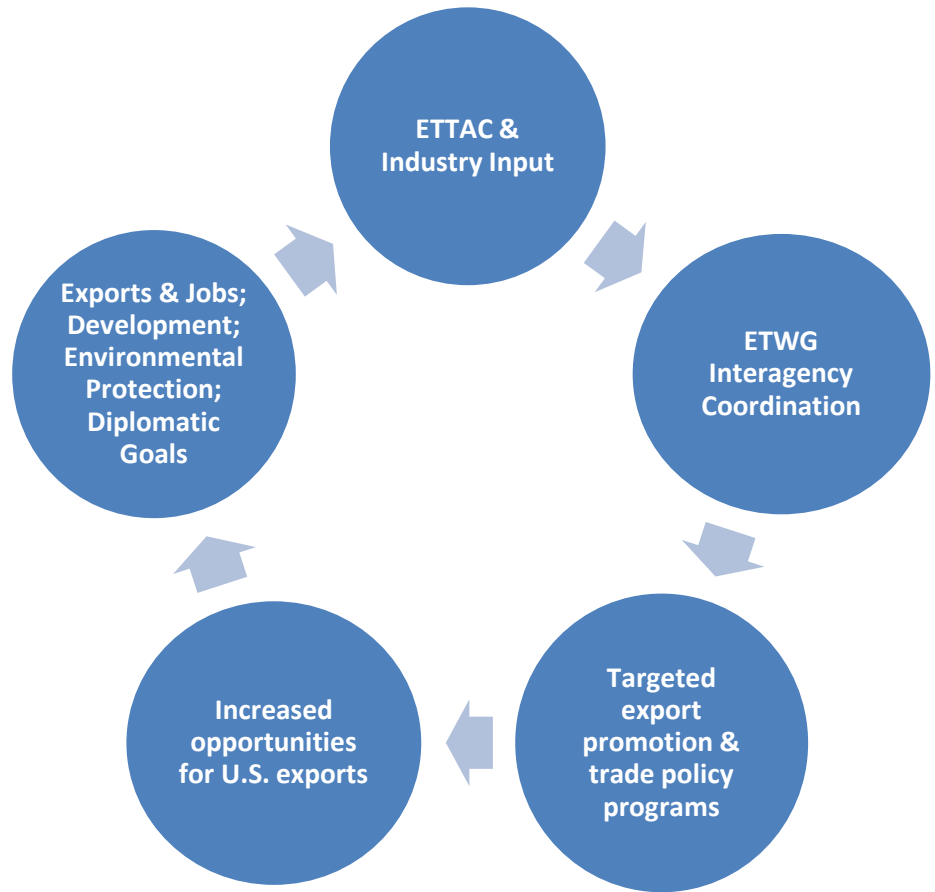
- All matters related to U.S. environmental technologies exports:
 - **Trade policy** development and negotiations
 - **Trade promotion** programs and activities
 - **Competitiveness of U.S. industry** and its ability to compete in international markets.

ETWG-ETTAC Engagement

ETWG



DFC U.S. International Development Finance Corporation



Developing Recommendations

Cycle Summary

MEMBER(S) IDENTIFY AND FLESH OUT IDEAS

1. Identifies Issues



2. Defines Issues



3. Refines and Supports

SUBCOMMITTEE DELIBERATIONS

4. Outlines Letter



5. Drafts Letter



6. Reviews & Votes on Letter

COMMITTEE REVIEWS AND VOTES ON RECOMMENDATION

7. Reviews Letter & Supporting Docs

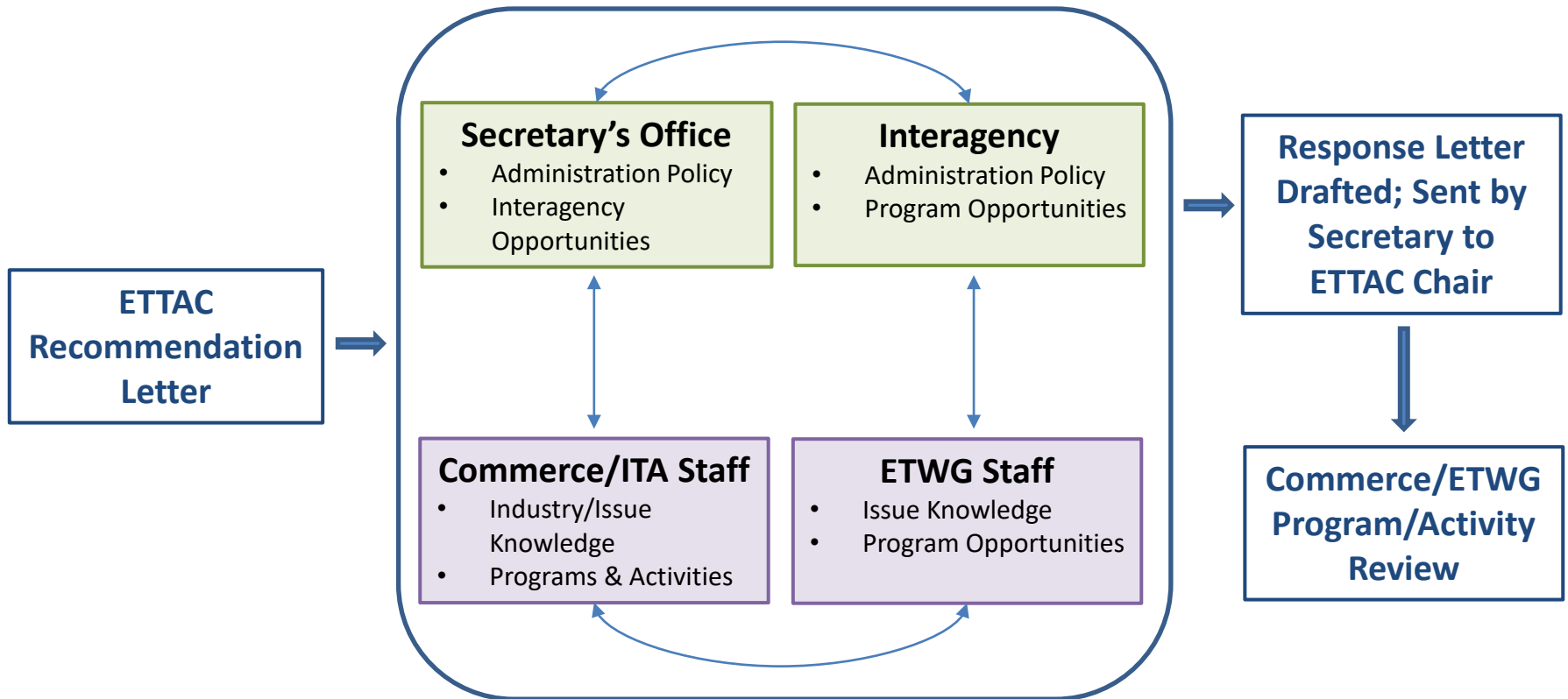


8. Votes on Letter & Supporting Docs



9. Chair Sends Letter to Secretary

Responding to Recommendations



Recommendation Best Practices

All recommendations should be:

- ✓ Specific
- ✓ Clear
- ✓ Concise
- ✓ Complete
- ✓ Actionable
- ✓ Relevant
- ✓ Timely

March 09, 2022

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

RE: Multilateral Development Bank Procurement Barriers and Transaction Cost Questions
ETTAC Recommendation 2021-08

Dear Secretary Raimondo:

We appreciate your positive response to our recommendation to convene multilateral development banks with the interagency and business communities to address barriers to U.S. firms pursuing procurements. We are writing to highlight key barriers facing U.S. companies and request that you work with your team to push our questions and suggestions forward that can help prepare for implementation of this important and timely session.

The Environmental Technologies Trade Advisory Committee (ETTAC) is a federally established committee whose purpose is to advise on the policies and procedures of the U.S. government that affect U.S. environmental technology exports. The U.S. environmental industry supports over 1.6 million jobs and generates over \$345 billion in revenue annually. In this capacity, we appreciate the opportunity to provide the following recommendations:

Barriers

The following are examples of barriers that discourage U.S. business engagement in multilateral banks procurements:

- **Cost**

Labor is more expensive in the U.S. than in other countries. When procurements are based on the lowest cost or a percentage of a technical proposal evaluation, U.S. firms will not qualify.

To be technically competitive, companies must not only be experts in the subject matter but also knowledgeable in the country context. This issue requires significant investments in information gathering and travel to the country for several weeks to meet with stakeholders. The cost for international travel, lodging, meals, in-country travel, and identifying the right in-country experts is prohibitive.

2020-2022 Recommendation Topics

The 2020-2022 charter of the Environmental Technologies Trade Advisory Committee (ETTAC) generated 13 discrete recommendations on the following topics:

Trade Policy & Export Competitiveness

- Convene roundtable to discuss U.S. participation in global environmental procurement
- Ensure timely U.S. ratification of Kigali amendment to the Montreal Protocol
- Support environmental sector workforce development
- Multiple recommendations on the Indo-Pacific Economic Framework negotiations
- Convene USG and business community to discuss implementation of Buy America provisions

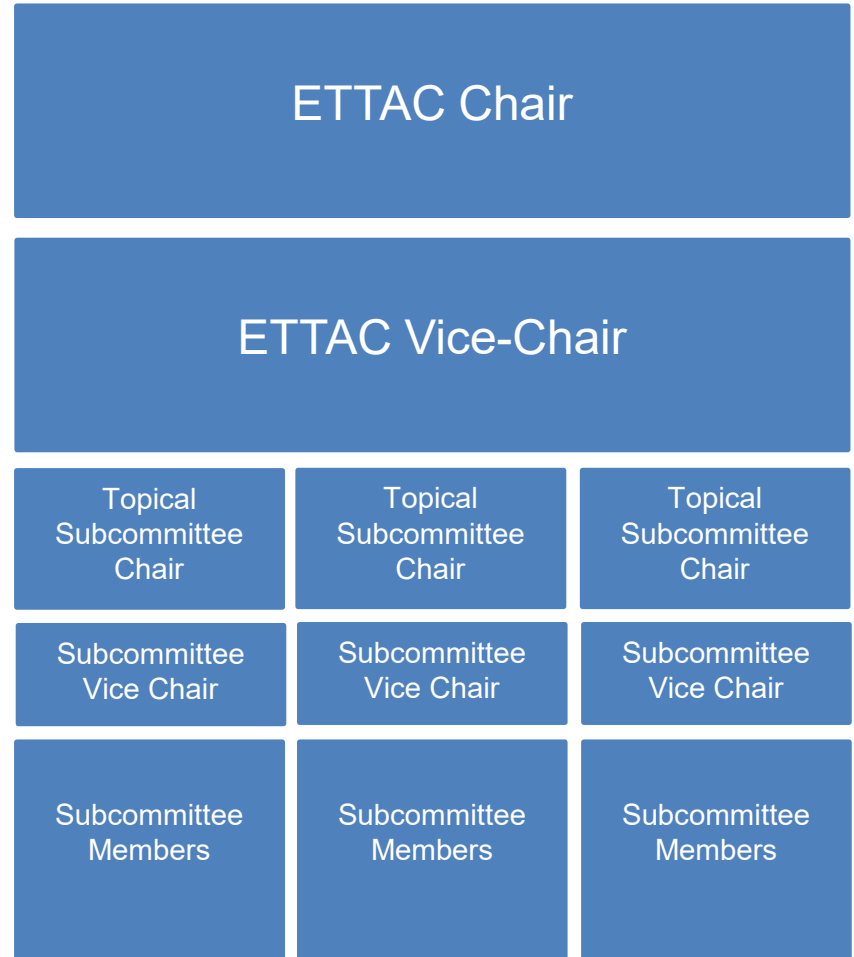
Climate Change & Resiliency Technologies

- Improve access to critical minerals required for the U.S. energy transition
- Multiple recommendations to achieve more resilient, diverse, and secure supply chain for environmental tech
- Revise Ex-Im Lending Terms for climate change-relevant projects

Waste Management & Circular Economy

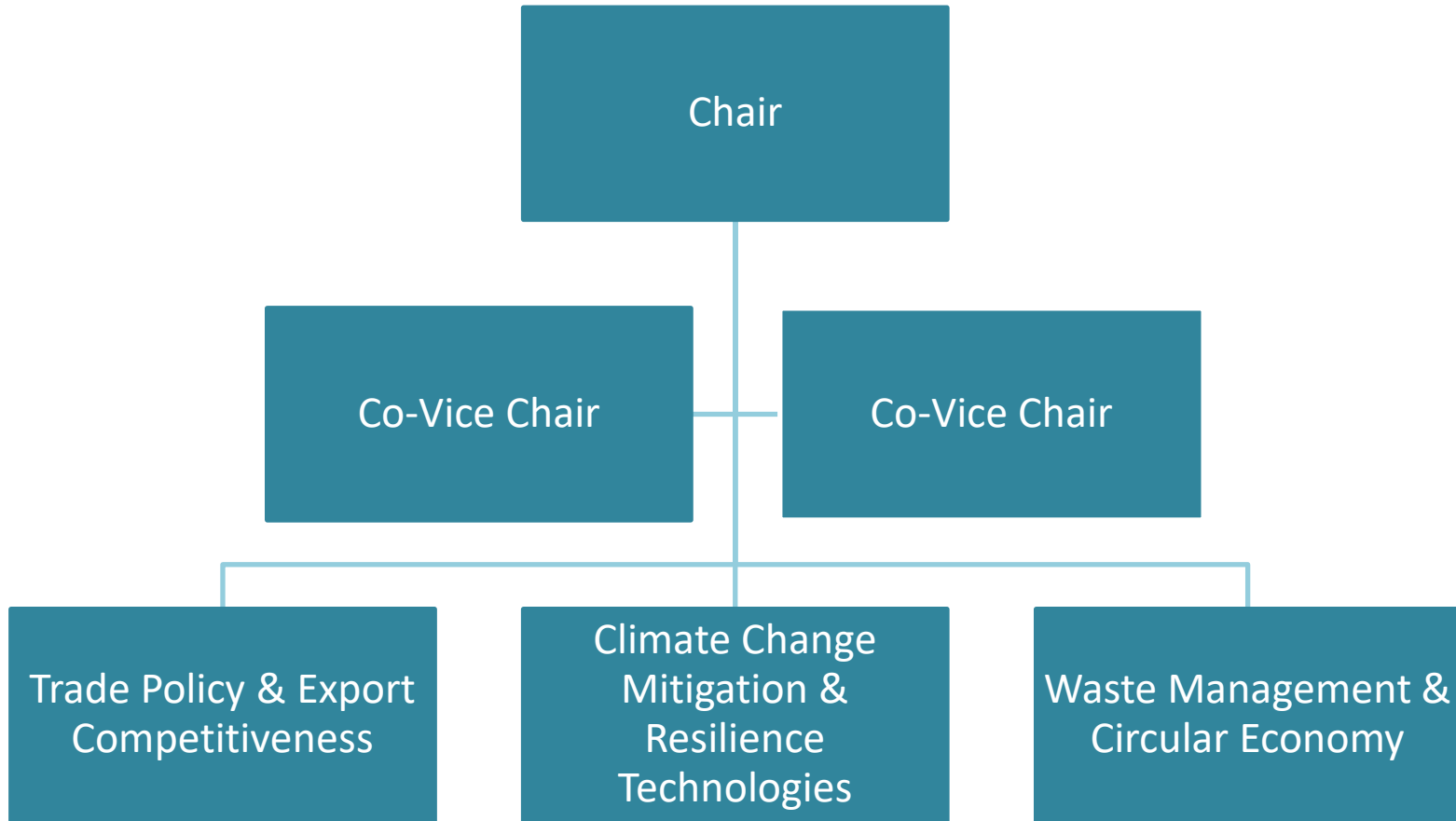
- Support initiatives to close dumpsites in developing markets
- U.S. formally join Basel Convention and pass implementing legislation
- Address marine litter and oceans plastics through U.N. Environmental Assembly meetings
- Support best practices for project finance of solid waste products

Standard Leadership Structure



ETTAC Leadership Structure Example

2020-2022 ETTAC Charter



Examples of Subcommittee Topics

- Trade Liberalization
- Trade Facilitation
- Trade Promotion
- Trade Finance
- Professional Services
- Standards, Regulations, and Certification
- Innovation
- Waste Management & Recycling Sector Issues
- Air Pollution Control & Monitoring Sector Issues
- Data Gaps / Big Data
- Supply Chain
- Client Sectors
- Non-Tariff Barriers

Agenda Overview: April 11th

9-9:30 am	Introductions
9:30-10:15 am	ETTAC Overview
10:30-11:30 am	Sector Breakout Discussions
11:30-12:15 pm	Readouts and Discussion
12:15-1:00 pm	Lunch
1:00-1:15 pm	Under Secretary Lago Drop In
1:15 – 2:45 pm	ITA Round Robin Session
3:00-3:30 pm	OEEI Presentation
3:30-4:20 pm	Vote on Subcommittee Topics

Agenda Overview: April 12th

9:15-9:25 am	Recap
9:25-9:55 am	ETTAC leadership voting
10:15-12:00 pm	Interagency Round Robin Session
12:00-12:30 pm	Lunch
12:30-1:45 pm	Subcommittee Meetings
1:45-2:15 pm	Readouts and Next Steps
2:15-2:30 pm	Public Comment and Adjourn



INTERNATIONAL
TRADE
ADMINISTRATION

Questions?

Megan Hyndman

Designated Federal Officer

Megan.Hyndman@trade.gov

(202) 823-1839