

Sec. 4723. Market Development Cooperator Program

- (a) Authority of Secretary of Commerce

In order to promote further the exportation of goods and services from the United States, the Secretary of Commerce is authorized to establish, in the International Trade Administration of the Department of Commerce, a Market Development Cooperator Program. The purpose of the program is to develop, maintain, and expand foreign markets for nonagricultural goods and services produced in the United States.

- (b) Implementation of Program

The Secretary of Commerce shall carry out the Market Development Cooperator Program by entering into contracts with -

- (1) nonprofit industry organizations,
- (2) trade associations,
- (3) State departments of trade and their regional associations, including centers for international trade development, and
- (4) private industry firms or groups of firms in cases where no entity described in paragraph (1), (2), or (3) represents that industry, (in this section referred to as "cooperators") to engage in activities in order to carry out the purpose of the Market Development Cooperator Program set forth in subsection (a) of this section. The costs of activities under such a contract shall be shared equitably among the Department of Commerce, the cooperator involved, and, whenever appropriate, foreign businesses. The Department of Commerce shall undertake to support direct costs of activities under such a contract, and the cooperator shall undertake to support indirect costs of such activities. Activities under such a contract shall be carried out by the cooperator with the approval and assistance of the Secretary.

- (c) Cooperator partnership program

- (1) In general
 - (A) As part of the Market Development Cooperator Program established under subsection (a) of this section, the Secretary of Commerce shall establish a partnership program with cooperators under which a cooperator may detail individuals, subject to the approval of the Secretary, to the United States and Foreign Commercial Service for a period of not less than 1 year or more than 2 years to supplement the Commercial Service.
 - (B) Any individual detailed to the United States and Foreign Commercial Service under this subsection shall be responsible for such duties as the Secretary may prescribe in order to carry out the purpose of the Market Development Cooperator Program set forth in subsection (a) of this section.
 - (C) Individuals detailed to the United States and Foreign Commercial Service under this subsection shall not be considered to be employees of the United States for the purposes of any law administered by the Office of Personnel Management, except that the Secretary of State may determine the applicability to such individuals of section 2669(f) of title 22 and of any other law administered by the Secretary of State concerning the detail of such individuals abroad.
- (2) Qualifications of participants

In order to qualify for the program established under this subsection, individuals shall have demonstrated expertise in the international business arena in at least 2 of the following areas: marketing, market research, and computer data bases.
- (3) Expenses of the program
 - (A) The cooperator who details an individual to the United

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ing relevant commercial laws and regulations, legal referral services, and lists of local agents and distributors.

Section 401(e) states that each Center must promote U.S. trade by facilitating business contacts, coordinating trade missions, and providing assistance with applications, contracts, and clearances for imports into the host country and exports from the United States.

Section 401(f) mandates that each Center be staffed by members of the FCS, participants in the Market Development Cooperator Programs, Foreign Trade Fellows, and employees of other trade promotion agencies within the U.S. government. This section is intended to encourage coordination through the TPCC and discourage duplication by other agencies of the work of the FCS. The Foreign Trade Fellows are to be appointed by the Secretary of Commerce and must be U.S. citizens. Fellows are to be used as additional staff at these Centers. The Secretary of Commerce is directed to actively recruit individuals to serve as Foreign Trade Fellows from trade associations, U.S. businesses, labor unions, and the academic community. This section authorizes the Secretary of Commerce to make grants or stipends to Foreign Trade Fellows as deemed necessary.

Section 401(g) requires the Secretary of Commerce to locate each Center in the primary commercial city of the host country and to acquire office and exhibition space to enable the Centers to perform their mandated functions. This section also encourages the Secretary of Commerce to collocate at the Center's facilities all personnel of the Department of Commerce who are assigned to the city in which a Center is located.

Section 401(h) directs the Secretary of Commerce to make use of the Market Development Cooperator Program in order to fulfill the Secretary's mandates under this title. This section reflects the committee's interest in this program to encourage joint participation in and funding of the federal export promotion program by the private and public sectors.

Section 401(i) authorizes \$6 million for fiscal year 1993 and \$4 million for each of the fiscal years 1994, 1995, 1996 and 1997 to carry out the purposes of this title.

Section 401(j) instructs the Secretary of Commerce to submit annual reports to the Committee on Foreign Affairs of the House of Representatives and the Committee on Banking, Housing, and Urban Affairs of the Senate on the implementation of this title.

Section 401(k) provides definitions for purpose of this title.

TITLE V—OTHER EXPORT PROMOTION ACTIVITIES

In title V, the committee directs the Secretary of Commerce to provide at least one additional procurement officer at MDBs to help educate, guide, and assist U.S. businesses to take full advantage of the export market opportunities represented by the more than \$25 billion of annual procurement financed by MDB loans. Title V builds on current law which mandates one full-time or part-time position (appointed by the Secretary of Commerce) to each of the five MDBs in order to keep U.S. firms informed of the export opportunities arising from the work stemming from the

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