

**United States Department of Commerce,  
International Trade Administration  
&  
American Association of Port Authorities  
Memorandum of Intent for  
The National Export Initiative (NEI)**

*"We will double our exports over the next five years, an increase that will support two million jobs in America. To help meet this goal, we're launching a National Export Initiative that will help farmers and small businesses increase their exports, and reform export controls consistent with national security." — President Barack Obama*

**Whereas** President Barack Obama announced the National Export Initiative (NEI) to double U.S. exports by the end of 2014 to support several million jobs in America;

**Whereas** doubling exports of U.S. products and services worldwide will significantly expand the U.S. economy;

**Whereas** the U.S. Department of Commerce, through the International Trade Administration, strengthens the competitiveness of U.S. industry, promotes trade and investment, ensures fair trade through rigorous enforcement of U.S. trade laws and agreements, and plays a key role in implementing the NEI;

**Whereas** the American Association of Port Authorities (AAPA) provides education, training, information, and advocacy services to its member U.S. ports and their officials, and represents deep draft public port authorities throughout the U.S., Canada, Latin America and the Caribbean;

**Whereas** the U.S. Department of Commerce, the American Association of Port Authorities, and the AAPA's U.S. member ports all have a shared interest in the success of the National Export Initiative;

**Whereas** a collaborative approach that engages all resources in a systematic and efficient way is the best way to ensure the success of the NEI; and

**Whereas** sharing common goals and principles will enable our partnership to develop a shared vision of success, common practices and service delivery, while maximizing both financial and technical resources to more effectively assist U.S. exporters;

**Be It Therefore Resolved, that** the U.S. Department of Commerce's International Trade Administration (ITA) and the American Association of Port Authorities (AAPA) commit to working together, including through their respective agencies, units, and membership, to develop strategies and implement activities as follows:

1. Enhance the ITA partnership with the AAPA to coordinate and cooperate in the delivery of critical customer-focused services necessary to assist U.S. companies to successfully export their products and services and enter new foreign markets;
2. Create a formal consultation process between the ITA and AAPA leadership to facilitate communication, coordination and exchanges of ideas and to identify joint activities to be carried out pursuant to a future agreement; and

3. Identify opportunities and mechanisms for ITA and the AAPA to increase awareness nationwide of available services, trade missions and programs, and overseas events.

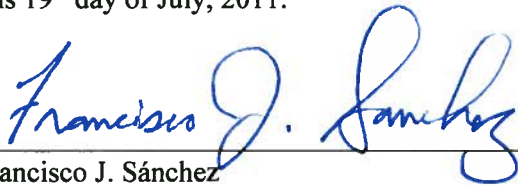
For the purposes of this agreement, the contacts of each party to this agreement are:

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This MOI will take effect immediately upon signature by both parties for a period of one year, and is renewable annually by written mutual agreement. The MOI is cancelable with a 60 day written notice by either party. This MOI does not commit ITA or AAPA to an exchange of staff or to any financial support. This MOI does not address one Party's use of the other Party's logo. Any activities undertaken in furtherance of this MOI that involve co-sponsorship or a commitment or exchange of financial resources beyond the coordinating activities described above will be expressed in a separate written agreement. Each Party may enter into similar agreements with other entities.

*Agreed* as to form and content and signed and dated in two (2) duplicate originals in Washington, D.C. this 19<sup>th</sup> day of July, 2011.



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United States Department of Commerce



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