



## **Export Promotion: States' Export Promotion Agency Survey (GAO-09-148SP), an E-supplement to GAO-09-144**

Read the Full Report: *Export Promotion: Commerce Needs Better Information to Evaluate Its Fee-Based Programs and Customers* (GAO-09-144, March 2009)

[Background Information](#)

[Instructions for Viewing This E-Supplement](#)

### **Background Information**

This document presents information from a GAO survey of states' trade offices throughout the United States on the nature of states' export promotion services and their partnerships with the Commercial Service (CS) of the U.S. Department of Commerce. We surveyed these offices to obtain information including (1) the types of export promotion services these states' trade offices provide and the user fees charged, (2) the number of state trade office staff providing these services, (3) whether small and medium-sized enterprises (SME) can use state grant programs or direct payments to defray the cost of CS's export promotion programs and services, (4) the importance of CS services to the operations of states' trade offices, and (5) the effect of CS user fees on SMEs' participation in CS export promotion programs. We surveyed all 50 states' trade offices and received responses from 45 of them. For a further discussion of our scope and methodology, see *Export Promotion: Commerce Needs Better Information to Evaluate Its Fee-Based Programs and Customers*. (GAO-09-144). We administered the survey from May 2008 to October 2008 in accordance with generally accepted government auditing standards.

### **Agency Comments**

We received comments from the Department of Commerce about the e-supplement. These comments appear in and are addressed in the full report, [GAO-09-144](#).

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## Instructions for Viewing This E-Supplement

### How to View the Survey and the Summary Results

We present a blank copy of the survey as the respondent saw it during data collection.

The blank copy of the survey is followed by several tables that summarize the results of the survey.

Next to each question is a symbol  which links to the summary table for that specific question.

On the summary table, there is an arrow as well as the word Back (i.e., < Back) that provides a link back to the blank questionnaire.

### How to Print the Results of Surveys

To print only the page you are viewing, select “Current Page” from the Print menu.

To print specific pages, enter the page range under “Pages from:” on the Print menu.

To print the entire document, select “All” from the Print menu, or simply select the Printer icon from the standard toolbar.

### Contact Information

If you have questions concerning these data, please contact Loren Yager (202) 512-4347 or [yagerl@gao.gov](mailto:yagerl@gao.gov)

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**United States Government Accountability Office  
State Trade Office Export Promotion Questionnaire**

**Introduction**

The U.S. Government Accountability Office (GAO) is a federal agency that assists the U.S. Congress in evaluating federal programs. GAO has received a Congressional request to review the U.S. Department of Commerce’s (Commerce) export promotion programs and services and the associated user fees to determine 1) what is known about how Commerce’s fees affect small and medium-sized enterprises’ (SME) participation; and 2) the extent to which states subsidize SMEs’ participation in these programs. The purpose of this questionnaire is to understand the nature of your state trade office’s export promotion programs and the extent to which your office assists SME firms in gaining access to Commerce’s export promotion programs and services. The GAO report to the Congress will not specify how any individual state answered these questions; instead, it will present combined data for all responding states. A copy of the questionnaire with aggregated responses will be published with the report.

**Instructions**

In order to complete this questionnaire, please return a single survey response to GAO via email to [State\\_Trade@gao.gov](mailto:State_Trade@gao.gov). We would greatly appreciate if you would return the completed questionnaire by May 16, 2008.

This questionnaire can be filled out using MS-Word

- To answer a question that requires that you write a comment, click on the answer field and begin typing. The box will expand to accommodate your answer.
- To answer a question with a check box  click the box.
- To change your answer, click on the check box again and the ‘X’ will disappear.

Once you have completed the questionnaire, you may return an electronic copy via email or paper copy via fax. To return it by email, save the file to your hard drive, hold down the Ctrl key and click the link at the end of the questionnaire and attach the file. If you prefer, you may print a copy of the survey, complete it by hand and fax it to GAO at (202) 512-2514 or (202) 512-2502.

If you have any questions about the contents of this survey, please contact:

Barbara Shields  
Phone: (202) 512-9467  
email: [shieldsb@gao.gov](mailto:shieldsb@gao.gov)

OR

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Thank you in advance for your cooperation.

1. **☒ Does your state have an export promotion program?**

Yes.....

No .....  ➔ **(If no, please describe your state’s philosophy and approach to export promotion.) THEN – Please return this survey to us.**

2. **☒ Does your export promotion program or state trade office define small-to-medium sized enterprises (SMEs) as firms with fewer than 500 employees?**

Yes.....  ➔ *Skip to 3*

No .....

a. If you checked “No” for question 2, what is your export promotion program’s or state office’s definition of an SME?

3. **☒ During FY 2007, approximately what proportion of your state’s export promotion budget was used to target the export needs of SMEs?**

Less than 50%.....

50-74%.....

75-90%.....

91% or more .....

Don’t know .....

4. **☒ How many staff are currently working on export promotion in your state’s office?**

	Number full time staff	Number part-time staff
Domestic locations	staff	staff
Overseas locations	staff	staff

5.  Has your overall staffing level increased or decreased over the past five years?

- Increased .....   
 Decreased .....   
 Stayed the same .....

6. What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

	No fee ▼	Fees cover part of cost ▼	Fees cover all of cost ▼	Service not provided ▼
a. <input type="checkbox"/> Foreign company background checks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. <input type="checkbox"/> Licensee, joint venture, partnership contracts	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. <input type="checkbox"/> Market research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. <input type="checkbox"/> Agent/distributor searches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. <input type="checkbox"/> Trade shows (U.S., foreign, catalog)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. <input type="checkbox"/> Foreign trade missions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. <input type="checkbox"/> Marketing/promotional literature reviews	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h. <input type="checkbox"/> Training programs & seminars	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i. <input type="checkbox"/> Product analysis/pricing information	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j. <input type="checkbox"/> Market entry strategy development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
k. <input type="checkbox"/> Export counseling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
l. <input type="checkbox"/> Other [please specify below]	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

7. ☒ During the last 3 fiscal years, did your state trade office share program costs for any activities with any other organization (e.g., other government agency, association, etc.)?

No .....  ➔ Skip to 8

Yes.....

a. What was the activity, type of provider and cost sharing rate?

8. ☒ Does your state trade office currently offer SMEs any grant programs or direct payments?

No .....  ➔ Skip to 10

Yes.....

9. ☒ Can the grant programs or direct payments be used to defray the cost of Commerce's export promotion programs and services?

No .....

Yes.....  ➔ a. Please describe

**10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?**

	Not purchased ▼	Purchased directly from Commerce ▼
a. <input type="checkbox"/> Gold Key Service	<input type="checkbox"/>	<input type="checkbox"/>
b. <input type="checkbox"/> International Company Profile (ICP)	<input type="checkbox"/>	<input type="checkbox"/>
c. <input type="checkbox"/> International Partner Search (IPS)	<input type="checkbox"/>	<input type="checkbox"/>
d. <input type="checkbox"/> Featured U.S. Exporter (FUSE)	<input type="checkbox"/>	<input type="checkbox"/>
e. <input type="checkbox"/> Business Facilitation Service	<input type="checkbox"/>	<input type="checkbox"/>
f. <input type="checkbox"/> Customized Market Research	<input type="checkbox"/>	<input type="checkbox"/>
g. <input type="checkbox"/> Platinum Key Service .....	<input type="checkbox"/>	<input type="checkbox"/>
h. <input type="checkbox"/> QuickTake .....	<input type="checkbox"/>	<input type="checkbox"/>
i. <input type="checkbox"/> Catalog event/product literature center	<input type="checkbox"/>	<input type="checkbox"/>
j. <input type="checkbox"/> Seminar/webinar .....	<input type="checkbox"/>	<input type="checkbox"/>
k. <input type="checkbox"/> Trade fair .....	<input type="checkbox"/>	<input type="checkbox"/>
l. <input type="checkbox"/> Commerce-led certified trade mission/trade mission	<input type="checkbox"/>	<input type="checkbox"/>
m. <input type="checkbox"/> Single company promotion	<input type="checkbox"/>	<input type="checkbox"/>
n. <input type="checkbox"/> Other programs [please specify below] .....	<input type="checkbox"/>	<input type="checkbox"/>

**11.  During the last three fiscal years, did your state trade office conduct any additional activities jointly with Commerce? [Other than the formal programs and services listed above, e.g., business recruitment projects, program and event planning, etc.]**

No .....

Yes .....  →

**a. What activities were these?**

12. In your opinion, did Commerce's 2005 fee schedule changes cause your office to increase or decrease its use of the following Commerce export promotion services? ([Click this link to go to appendix at back of survey for the fee structure after the increase.](#))

	Greatly increase ▼	Somewhat increase ▼	Stayed the same ▼	Somewhat decrease ▼	Greatly decrease ▼	No basis to judge ▼
a. <a href="#">Gold Key</a>	<input type="checkbox"/>					
b. <a href="#">ICP</a>	<input type="checkbox"/>					
c. <a href="#">IPS</a>	<input type="checkbox"/>					

In May of this year, Commerce introduced the new fee structure for its export promotion services: ([Click this link to go to appendix at back of survey for the NEW fee structure.](#))

13. In your opinion, will Commerce's new fee schedule cause your office to increase or decrease its use of the following services that it purchases directly to assist SMEs (both new-to-export and those that already export)?

	Greatly increase ▼	Somewhat increase ▼	Stay the same ▼	Somewhat decrease ▼	Greatly decrease ▼	No basis to judge ▼
a. <a href="#">Gold Key</a>	<input type="checkbox"/>					
b. <a href="#">ICP</a>	<input type="checkbox"/>					
c. <a href="#">IPS</a>	<input type="checkbox"/>					

14. What private sector providers does your state use for trade promotion programs (e.g., private consultants, American Chambers of Commerce overseas, etc.)?

**15. In your view, are Commerce’s new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?**

	Much too low ▼	Somewhat too low ▼	About right ▼	Somewhat too high ▼	Much too high ▼	No basis to judge ▼
a.  Gold Key Service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b.  International Company Profile (ICP)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c.  International Partner Search (IPS)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d.  Featured U.S. Exporter (FUSE)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e.  Domestic Business Provider	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f.  Customized Services (e.g. Business Facilitation Service, Platinum Key Service, Single Company Promotion, Trade Missions, Catalog Events, and Customized Market Research)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g.  Other <i>[please describe]</i>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**16. In general, do you view Commerce’s new fees for new-to-export SMEs as too high, too low, or about right compared to fees charged by private sector providers?**

Much too low .....

Somewhat too low .....

About right.....

Somewhat too high .....

Much too high.....

Don’t know /No basis to judge .....

**17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?**

	No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge
	▼	▼	▼	▼	▼	▼
a. <input type="checkbox"/> Gold Key Service	<input type="checkbox"/>					
b. <input type="checkbox"/> International Company Profile (ICP)	<input type="checkbox"/>					
c. <input type="checkbox"/> International Partner Search (IPS)	<input type="checkbox"/>					
d. <input type="checkbox"/> Featured U.S. Exporter (FUSE)	<input type="checkbox"/>					
e. <input type="checkbox"/> Domestic Business Provider	<input type="checkbox"/>					
f. <input type="checkbox"/> Customized Services (e.g. Business Facilitation Service, Platinum Key Service, Single Company Promotion, Trade Missions, Catalog Events, and Customized Market Research)	<input type="checkbox"/>					
g. <input type="checkbox"/> Other [please describe] _____	<input type="checkbox"/>					

**18.  All things considered, does your office consider Commerce’s new fee schedule to be reasonable or unreasonable?**

- Very reasonable .....
- Somewhat reasonable .....
- Neither reasonable nor unreasonable .....
- Somewhat unreasonable .....
- Very unreasonable .....
- No basis to judge .....

**19. Do you have any other comments about Commerce’s new fee schedule?**

20.  Do you have any offices that are colocated with Commerce? [Check all that apply]

- No.....  ➔ **Skip to 22**
- Yes, we have domestic offices.....
- Yes, we have overseas offices .....

21.  In your opinion, how much has colocation helped your SMEs access Commerce-sponsored export promotion programs and services?

- Little or no help .....
- Some help .....
- Moderate help.....
- Great help .....
- No basis to judge .....

22.  In your opinion, how important are Commerce services to your state’s export promotion capabilities?

- Very important .....
- Moderately important .....
- Slightly important .....
- Not important.....
- Don’t know .....

23.  Has your state trade office conducted or identified any evaluations about the effect of user fees on SMEs’ participation in federal export promotion programs?

- No .....
- Yes.....  ➔ **If yes, please attach a copy and return via email.**

24. Please put any additional comments below.

*Thank you for completing the survey!*

*Please save this file now and send an e-mail with your saved questionnaire file as an attachment to: [State\\_Trade@gao.gov](mailto:State_Trade@gao.gov)*

## APPENDIX

### Former Commerce User Fee Schedule

Type of Service	Former Commerce User Fee Schedule (FY 2005-FY 2008)			
	Band I	Band II	Band III	Band IV
Gold Key Service	\$685 (each additional day: \$320)	\$735 (each additional day: \$360)	\$765 (each additional day: \$385)	\$770 (each additional day: \$385)
International Company Profile	\$520	\$610	\$710	\$810
International Partner Search	\$500	\$590	\$690	\$790
Featured U.S. Exporter Business Service Provider	\$25-\$50 (for 2 weeks)			
QuickTake	International: \$150 - \$500 Domestic: \$250			
Customized Services (e.g. Customized Market Research, Business Facilitation Service, Platinum Key Service)	\$750 for one industry sector \$500 for each additional industry sector Customized depending on company's requirements: 100 percent of direct costs 35 percent of indirect costs			

[Click here to return to question 12](#)

### NEW Commerce User Fee Schedule (as of May, 2008)

Type of Service	Standardized Services			Large Company	
	First appointment	Additional appointments	New-to-Export 1 <sup>st</sup> use of service	First appointment	Additional appointments
Gold Key Service	\$700	\$300	\$350	\$2,300	\$1,000
International Company Profile	\$600	*	\$350	\$900	*
International Partner Search	\$550	*	\$350	\$1,400	*
Featured U.S. Exporter Domestic Business Provider	\$150 \$300	*	\$75 \$150	\$300 \$600	*
		Customized Services			
e.g., Business Facilitation Service, Platinum Key Service, Single Company Promotion, Trade Missions, Catalog Events, and Customized Market Research		SME Company		Large Company	
		100% of direct costs 35% of indirect costs		100% of direct costs 35% of indirect costs	

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# Survey Results Summary

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1.Does your state have an export promotion program?

Yes	No	Number of respondents
42	2	44

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2.Does your export promotion program or state trade office define small-to-medium sized enterprises (SMEs) as firms with fewer than 500 employees?

Yes	No	Number of respondents
37	7	44

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3.During FY 2007, approximately what proportion of your state's export promotion budget was used to target the export needs of SMEs?

Less than 50%	50% - 74%	75% - 90%	91% or more	Don't know	Number of respondents
6	4	9	23	2	44

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4a.How many staff are currently working on export promotion in your state's office?

Domestic locations

Full-time staff

Mean	Number of respondents
6.1	45

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4b.How many staff are currently working on export promotion in your state's office?

Domestic locations

Part-time staff

Mean	Number of respondents
0.5	45

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4c.How many staff are currently working on export promotion in your state's office?

Overseas locations

Full-time staff

Mean	Number of respondents
4.7	45

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4d. How many staff are currently working on export promotion in your state's office?

Overseas locations

Part-time staff

Mean	Number of respondents
1.1	45

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5. Has your overall staffing level increased or decreased over the past five years?

Increased	Decreased	Stayed the same	Number of respondents
12	17	15	44

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6. What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

a. Foreign company background checks

No fee	Fees cover part of cost	Fees cover all of cost	Service not provided	Number of respondents
23	3	3	15	44

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6. What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

b. Licensee, joint venture, partnership contracts

No fee	Fees cover part of cost	Fees cover all of cost	Service not provided	Number of respondents
11	1	2	29	43

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6. What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

c. Market research

No fee	Fees cover part of cost	Fees cover all of cost	Service not provided	Number of respondents
31	5	1	7	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

d. Agent/distributor searches

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
25	7	2	10	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

e. Trade shows (U.S., foreign, catalog)

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
2	28	9	5	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

f. Foreign trade missions

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
3	28	8	5	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

g. Marketing/promotional literature reviews

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
23	6	2	13	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

h. Training programs & seminars

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
8	23	8	4	43

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

i. Product analysis/pricing information

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
26	2	1	15	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

j. Market entry strategy development

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
30	4	1	9	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

k. Export counseling

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
38	1	0	5	44

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6.What portion, if any, of the costs of providing any of the following programs and services to SMEs is recovered by user fees?

l. Other

<b>No fee</b>	<b>Fees cover part of cost</b>	<b>Fees cover all of cost</b>	<b>Service not provided</b>	<b>Number of respondents</b>
4	1	0	2	7

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7.During the last 3 fiscal years, did your state trade office share program costs for any activities with any other organization (e.g., other government agency, association, etc.)?

<b>No</b>	<b>Yes</b>	<b>Number of respondents</b>
17	25	42

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8.Does your state trade office currently offer SMEs any grant programs or direct payments?

<b>No</b>	<b>Yes</b>	<b>Number of respondents</b>
25	19	44

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9.Can the grant programs or direct payments be used to defray the cost of Commerce's export promotion programs and services?

<b>No</b>	<b>Yes</b>	<b>Number of respondents</b>
5	14	19

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10.During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

a. Gold Key Service

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
22	22	44

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10.During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

b. International Company Profile (ICP)

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
41	3	44

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10.During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

c. International Partner Search (IPS)

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
41	3	44

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10.During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

d. Featured U.S. Exporter (FUSE)

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
44	0	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

e. Business Facilitation Service

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
36	8	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

f. Customized Market Research

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
41	3	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

g. Platinum Key Service

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
37	7	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

h. QuickTake

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
42	2	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

i. Catalog event/product literature center

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
36	8	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

j. Seminar/webinar

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
25	19	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

k. Trade fair

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
30	14	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

l. Commerce-led certified trade mission/trade mission

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
35	9	44

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

m. Single company promotion

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
40	3	43

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10. During the last 3 fiscal years, which of the following Commerce-sponsored programs and services, if any, has your state trade office purchased directly from Commerce?

n. Other programs

<b>Not purchased</b>	<b>Purchased directly from Commerce</b>	<b>Number of respondents</b>
16	4	20

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11. During the last three fiscal years, did your state trade office conduct any additional activities jointly with Commerce?

No	Yes	Number of respondents
8	34	42

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12. In your opinion, did Commerce's 2005 fee schedule changes cause your office to increase or decrease its use of the following Commerce export promotion services?

a. Gold Key

Greatly increased	Somewhat increased	Stayed about the same	Somewhat decreased	Greatly decreased	No basis to judge	Number of respondents
0	0	11	9	5	19	44

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12. In your opinion, did Commerce's 2005 fee schedule changes cause your office to increase or decrease its use of the following Commerce export promotion services?

b. International Company Profile (ICP)

Greatly increased	Somewhat increased	Stayed about the same	Somewhat decreased	Greatly decreased	No basis to judge	Number of respondents
0	1	6	3	1	32	43

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12. In your opinion, did Commerce's 2005 fee schedule changes cause your office to increase or decrease its use of the following Commerce export promotion services?

c. International Partner Search (IPS)

Greatly increased	Somewhat increased	Stayed about the same	Somewhat decreased	Greatly decreased	No basis to judge	Number of respondents
0	0	7	3	1	32	43

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13. In your opinion, will Commerce's new fee schedule cause your office to increase or decrease its use of the following services that it purchases directly to assist SMEs (both new-to-export and those that already export)?

a. Gold Key

Greatly increased	Somewhat increased	Stayed about the same	Somewhat decreased	Greatly decreased	No basis to judge	Number of respondents
5	10	12	3	0	14	44

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13. In your opinion, will Commerce's new fee schedule cause your office to increase or decrease its use of the following services that it purchases directly to assist SMEs (both new-to-export and those that already export)?

b. International Company Profile (ICP)

<b>Greatly increased</b>	<b>Somewhat increased</b>	<b>Stayed about the same</b>	<b>Somewhat decreased</b>	<b>Greatly decreased</b>	<b>No basis to judge</b>	<b>Number of respondents</b>
3	6	8	3	0	23	43

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13. In your opinion, will Commerce's new fee schedule cause your office to increase or decrease its use of the following services that it purchases directly to assist SMEs (both new-to-export and those that already export)?

c. International Partner Search (IPS)

<b>Greatly increased</b>	<b>Somewhat increased</b>	<b>Stayed about the same</b>	<b>Somewhat decreased</b>	<b>Greatly decreased</b>	<b>No basis to judge</b>	<b>Number of respondents</b>
3	6	8	3	0	23	43

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

a. Gold Key Service

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	1	18	10	6	9	44

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

b. International Company Profile (ICP)

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	13	10	4	17	44

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

c. International Partner Search (IPS)

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	13	10	4	17	44

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

d. Featured U.S. Exporter (FUSE)

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	10	6	2	26	44

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

e. Domestic Business Provider

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	7	6	2	27	42

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

f. Customized Services (e.g., Business Facilitation Service, Platinum Key Service, Single Company Promotion, Trade Missions, Catalog Events, and Customized Market Research)

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	11	10	6	16	43

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15. In your view, are Commerce's new fees for SMEs that already export too high, too low, or just about right compared to fees charged by private sector providers?

g. Other

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	4	2	1	9	16

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16. In general, do you view Commerce's new fees for new-to-export SMEs as too high, too low, or about right compared to fees charged by private sector providers?

<b>Much too low</b>	<b>Somewhat too low</b>	<b>About right</b>	<b>Somewhat too high</b>	<b>Much too high</b>	<b>Don't know/No basis to judge</b>	<b>Number of respondents</b>
0	0	27	9	3	5	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

a. Gold Key Service

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
1	2	6	5	23	7	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

b. International Company Profile (ICP)

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
0	3	5	3	19	14	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

c. International Partner Search (IPS)

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
0	3	6	2	19	14	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

d. Featured U.S. Exporter (FUSE)

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
0	3	4	2	14	21	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

e. Domestic Business Provider

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
0	4	2	1	16	21	44

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

f. Customized Services (e.g., Business Facilitation Service, Platinum Key Service, Single Company Promotion, Trade Missions, Catalog Events, and Customized Market Research)

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
1	4	4	3	19	12	43

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17. Based on your experience, to what extent, if any, would you expect usage by SMEs of the following programs/ services to decrease if Commerce charged SMEs the same fees it now charges large firms under its new fee schedule?

g. Other

No decrease	Slight decrease	Moderate decrease	Great decrease	Very great decrease	No basis to judge	Number of respondents
0	1	1	0	7	8	17

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18. All things considered, does your office consider Commerce's new fee schedule to be reasonable or unreasonable?

Very reasonable	Somewhat reasonable	As reasonable as not	Somewhat unreasonable	Very unreasonable	No basis to judge	Number of respondents
11	13	4	6	3	6	43

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20. Do you have any offices that are colocated with Commerce?

No	Yes, domestically	Yes, overseas	Both, domestically and overseas	Number of respondents
28	12	2	1	43

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21. In your opinion, how much has colocation helped your SMEs access Commerce-sponsored export promotion programs and services?

Little or no help	Some help	Moderate help	Great help	No basis to judge	Number of respondents
1	3	3	8	28	43

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22. In your opinion, how important are Commerce services to your state's export promotion capabilities?

Very important	Moderately important	Slightly important	Not important	Don't know	Number of respondents
28	8	6	1	1	44

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23.Has your state trade office conducted or identified any evaluations about the effect of user fees on SMEs' participation in federal export promotion programs?

No	Yes	Number of respondents
43	0	43