

Francisco “Frank” J. Sanchez
Under Secretary-Designate
International Trade Administration
Department of Commerce

**Senate Committee on Banking, Housing, and Urban Affairs
Opening Statement for the Record
Francisco “Frank” J. Sanchez**

Thank you Chairman Dodd, Senator Shelby, and Members of the Committee.

There is no greater call than that of service to one’s country and I am truly honored by President Obama’s nomination to serve as Under Secretary of Commerce for International Trade. I am humbled by the trust that President Obama and Secretary Locke are placing in me, and I am cognizant of the serious responsibilities that accompany this confidence. If confirmed, I look forward to working for them, and with you, in advancing our nation’s economic well-being and ensuring that all Americans benefit from free and fair trade.

I want to thank my Mother and my late father for their support and encouragement. I would not be here if it weren’t for their constant love and commitment to my success.

As Secretary Locke has said, the role of the Department of Commerce is to be an engine of innovation, job growth, and economic renewal. The International Trade Administration supports these efforts by strengthening the competitiveness of U.S. industry, promoting trade and investment, and ensuring fair trade and compliance with trade laws and agreements. This mission is critical to enhancing America’s global competitiveness and expanding commercial opportunities for American manufacturers and service workers throughout the world.

When U.S. businesses seek to promote their goods and services in overseas markets, the International Trade Administration’s programs lead the way. In short, the agency helps America’s firms and workers navigate through the often complicated and unpredictable waters of foreign trade – so that U.S. firms’ sales abroad help to ensure their growth in the United States. In particular, ITA focuses on assisting small and medium-sized businesses to succeed in the international economy. Small and medium-sized businesses are critical to America’s long-term prosperity and global competitiveness, and ITA programs are designed to help these companies export to the millions of consumers that live beyond our borders.

Early in my career, I had the honor of serving former Senator Bob Graham, while he was governor of Florida, as the first director of my state’s Caribbean Basin Initiative program. I then served in the Clinton administration in the Office of the Special Envoy for the Americas, a role that required carefully balancing foreign policy goals with advancing U.S. economic interests. Subsequently I served as Assistant Secretary of Transportation, where I oversaw the Department’s international negotiations.

In my current position with Cambridge Negotiation Strategies, I have had the opportunity to work with American companies, other multi-national companies and international organizations in more than 30 countries around the world. I have also consulted with heads of government and community leaders in Latin America to help resolve a range of complex issues. In Medellín, Colombia I lead a team as part of a “Teaching Tolerance” program, an initiative to break the cycle of violence plaguing the country. My work has included projects with the World Bank and the Inter American Development Bank. I also advised the president of Ecuador in negotiations to settle the 56-year-old border dispute with Peru.

If confirmed, I look forward to working closely with this committee to support American innovation and entrepreneurship and open global markets for American-made goods and services, while creating new jobs and economic growth at home.