

## Strategic Objective 3.2—Increase Access to Foreign Markets

*Increase access to foreign markets by eliminating transportation-related barriers to international trade through Federal investments in transportation infrastructure, international trade and investment negotiations, and global transportation initiatives and cooperative research, thereby providing additional opportunities for American business and creating export-related jobs.*

### PERFORMANCE SUMMARY

The recent trend toward more international movement of people and goods and globalization of markets is expected to continue. This means continued growth in international air traffic and more goods and services transported from within the country to ports and then across national borders. DOT will focus on creating new opportunities in foreign markets for U.S. transportation-related goods and services. The Department will continue its efforts to create a more competitive air transportation system and protect the rights of traveling consumers. The Department will advance U.S. economic interests in targeted markets abroad in order to create additional transportation-related jobs. We set standards for both the manufacture and operation of transportation products. American transport manufacturers and service providers rely on access to foreign markets through liberalized entry or operational rules and compatible technical standards. We exert extensive positive influence over international transportation development as well as to heighten U.S. competitiveness. Through the development of a National Freight Strategic Plan pursuant to the Moving Ahead for Progress in the 21st Century Act, or MAP-21, we will focus transportation infrastructure investments on projects that will particularly benefit U.S. exports.

**DOT Operating Administrations:** Office of the Secretary (OST).

## Air Service Agreements (DOT)

### Overview

The United States has achieved Open Skies with over 100 aviation partners. DOT is continuing its Open-Skies outreach to aviation partners around the globe including important trading partners in Asia, South America and Africa, and continues to work toward incremental liberalization with other strategic partners, including China and Russia. In order to enforce and enhance the usability of commercial rights negotiated in international aviation agreements, the Department routinely engages with foreign partners on behalf of U.S. stakeholders.

### PERFORMANCE REPORT

Air Service Agreements (OST)								
Goal Description	2010	2011	2012	2013	2014	2015 Target	2015 Actual	Performance
Reach 3 or more new bilateral and multilateral aviation agreements to remove market-distorting barriers to transportation.	7	4	4	5	3	3	5	Met 

### Progress Update – Results

In Calendar year 2015, DOT concluded new air service agreements with Azerbaijan, Cote d’Ivoire, Mexico, Serbia and Ukraine that improved market access for U.S. air carriers.

### PERFORMANCE PLAN

Barriers to Trade Removed (OST)			
Goal	Indicator	FY 2016 Target	FY 2017 Target
Remove 3 or more market-distorting barriers to transportation through resolution of major stakeholder commercial concerns and/or negotiation of new bilateral and multilateral aviation agreements.	Number of bilateral and multilateral aviation agreements reached and/or major commercial concerns resolved..	3	3

### Key Strategies

Transportation interests advanced in targeted countries around the world through policy development, planning (including preparation of background briefing documentation and event scenarios), support of logistics, meeting support, and follow up on commitments and deliverables on the following types of activities:

- Meetings with high-level foreign counterparts.
- Negotiating sessions with foreign counterparts.
- Speaking engagements at forums, stakeholder group meetings, multilateral organizations, multilateral ministerial meetings, and private sector stakeholder events.
- Recurring international forums with key partners.

- Senior level trips to key partner countries, during which meetings addressing issues in multiple modes of transportation normally take place.

Transportation interests advanced in targeted markets around the world through:

- Conducting face-to-face formal negotiations with foreign governments.
- Coordination with the Departments of State and Commerce in developing U.S. negotiating positions.
- Working with U.S. aviation stakeholders to identify liberalization targets and resolve business issues.
- Facilitating technology transfer and capacity building through the Safe Skies for Africa Program.

Partners include the Departments of State, Commerce, and Homeland Security, the Federal Aviation Administration, U.S. Trade and Development Agency; aviation community industry groups, including Airlines for America, National Air Carrier Association, Airports Council International-North America; individual airlines, airports, communities and labor unions.

### ***Goal Leaders***

Susan L. Kurland, Assistant Secretary for Aviation and International Affairs, Office of the Secretary.