

Opening Statement of Mr. Jeffrey Goettman
Nominee to serve as Deputy United States Trade Representative
United States Senate Committee on Finance
October 29, 2025

Chairman Crapo, Ranking Member Wyden, and Members of this Committee, I am honored to appear before you today as President Trump's nominee for Deputy United States Trade Representative for Africa, Europe, the Middle East, Western Hemisphere, Environment, Labor, and Industrial Competitiveness. I am grateful to President Trump for the opportunity to serve the American people. I also appreciate having had the opportunity to meet with Members and Staff of this Committee over the past several months and I look forward to working with you if I am confirmed.

I want to express my great appreciation for my family, some of whom are present today. My parents and siblings provided many opportunities to grow and expand my horizons. I am forever grateful for the love and support of my wife, Ann, and our children, Grace, Fritz, and Jay as well as our son-in-law, Luke, and our perfect granddaughter, River.

I would be remiss not to mention the inspiration, mentorship, and friendship of Virginia Governor Glenn Youngkin, who trusted me as his Chief of Staff, as well as Ambassador Robert Lighthizer, who supported my transition into public service when I was appointed as the Chief Operating Officer of the Export-Import Bank during President Trump's first term.

Finally, I would like to thank Ambassador Jamieson Greer. I have been fortunate to witness his steady leadership in forging the America First Trade Policy, his unparalleled knowledge of international trade, and his unwavering commitment to our country.

I grew up attending public schools in Springfield, Ohio; one of 34 "Springfields" in the United States. It was once a thriving community supported by thousands of manufacturing jobs at iconic American companies. There were five middle schools, two high schools, two hospitals, and—importantly for me—three municipal golf courses where I competed and developed into a D1 scholarship golfer. It was a great place to grow up. Unfortunately, since that time, Springfield has lost over 90 percent of its manufacturing jobs and nearly 30 percent of its population; the city was forced to close two middle schools, one high school, and one hospital; and no municipal golf courses remain.

This hollowing out of what was once a vibrant manufacturing community is emblematic of the hundreds of towns across America that have suffered from the devastation of deindustrialization

beginning with NAFTA and accelerated by China's ascension into the World Trade Organization. If approved, my primary focus will be reshoring and restoring the critical U.S. manufacturing base.

During my time in private business and at the Export-Import Bank, I had a front row seat to the erosion of America's market share in critical infrastructure and durable goods industries. I watched as China invested heavily in its "Belt and Road" initiative, expanded its commercial and political influence in Africa and other strategic regions, and flooded global markets to subsidize its industrial overcapacity and eliminate U.S. and other Western Hemisphere competition and capacity.

I am grateful for President Trump's leadership and courage in addressing and reversing the decades long trend of American industrial decline, and revitalizing communities across the country. If confirmed, I am committed to opening markets, eliminating unfair foreign trading practices, and leveling the playing field for American companies and workers so we, together, can return good jobs with good wages to the many "Springfields" across America.

Thank you for taking the time to hold this hearing and consider my nomination. I look forward to our conversation.