



THE SMALL BUSINESS EXPORTERS ASSOCIATION OF THE UNITED STATES
America's Premier Association for Small and Mid-Sized Exporters™

The Honorable John Boehner
Speaker
House of Representatives
H-232 Capitol Building
Washington, D.C. 20515

The Honorable Nancy Pelosi
Minority Leader
House of Representatives
H-204 Capitol Building
Washington, D.C. 20515

The Honorable Eric Cantor
Majority Leader
House of Representatives
H-329 Capitol Building
Washington, D.C. 20515

The Honorable Steny Hoyer
Minority Whip
House of Representatives
H-148 Capitol Building
Washington, D.C. 20515

Dear Speaker Boehner, Leader Cantor, Leader Pelosi and Minority Whip Hoyer:

As small-business advocates, owners and exporters, we ask you to support the reauthorization of the U.S. Export-Import (Ex-Im) Bank prior to the end of this congressional session. As members of the Small Business Exporters Association and its affiliate, the National Small Business Association, we are urging you to act soon on enacting a long-term reauthorization for Ex-Im Bank which includes an increase to their statutory lending cap.

Ex-Im Bank, a self-sustaining federal agency, is the official export credit agency (ECA) of the U.S. It helps finance American exports of manufactured goods and services, with the objective of contributing to the employment of U.S. workforce, primarily in circumstances when alternative financing is not available. Ex-Im Bank remains a catalyst for the expansion of small-business exports while continuing to support businesses confronting aggressive foreign competition.

Unfortunately, Congress failed to enact a long-term reauthorization by Sept. 30 2011 when its renewable charter expired and has since enacted a short-term extension. The current extension is set to expire at the end of May, 2012 and includes no increase in its lending cap which could cause major stoppages in new lending and support to small businesses when we need it most.

Ex-Im Bank currently has more business in its pipeline than it can support given the current cap limitations and, unless Congress acts soon, exporters could see their lender of last resort falter as it waits for the new reauthorization. This uncertainty could have a devastating effect on small businesses ability to follow through on sales even though

there are buyers who want our products.

Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales, thus maintaining and creating U.S. jobs and contributing to a stronger national economy. For Fiscal Year 2011, Ex-Im supported an estimated \$24 billion in export sales, and 290,000 U.S. jobs at over 3,600 companies. Ex-Im Bank also set a record in its support of small business at \$6 billion—an increase of more than 20 percent since 2010. Moreover, Ex-Im Bank is highly profitable, returning substantial sums to the U.S. Treasury each year. Since it was last reauthorized, Ex-Im Bank has returned roughly \$3.5 billion to the U.S. government.

Over the next four years, the demand for U.S. capital equipment and services will likely grow dramatically. Since commercial banks have not fully rebounded from the financial crisis, Ex-Im Bank's role as "lender of last resort" will in the coming years be even more critical to leveling the playing field for small U.S. exporters in the international marketplace.

We strongly urge you to support a long-term reauthorization for Ex-Im Bank that increases its exposure cap. Extending and expanding Ex-Im Bank's authorization will enable thousands of American exporters, both large and small, to compete more effectively against foreign competition that enjoys aggressive support from its own export credit agencies.

In order to continue to grow U.S. exports, the U.S. economy, and U.S. jobs, we urge you to reauthorize Ex-Im Bank as soon as possible.

Sincerely,

Todd McCracken, President & CEO
National Small Business Association
Small Business Exporters Association
Washington, D.C.

Scott Hauge, President
Small Business California
San Francisco, California

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Avon Lake, Ohio

David Ickert, Vice President-Finance
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Olney, Texas

Robert Baker, President
Smaller Business Association of New England
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