

Oct. 26, 2015

To The Members of the United States House of Representatives:

On behalf of the Small Business Exporters Association (SBEA)—the largest and oldest nonprofit association in the country dedicated exclusively to small- and mid-size exporters—and our umbrella advocacy organization the National Small Business Association (NSBA), I am writing to urge you to support H.Res. 450, which will enable consideration of H.R. 3611, the *Export-Import Bank Reform and Reauthorization Act*, as adopted through a substitute amendment to H.R. 597.

Even in sound economic times, small businesses are at a distinct disadvantage in the global economy. SBEA and NSBA have been urging for decades that more must be done to emphasize the needs of small business within the scope of U.S. trade. According to our 2013 Small Business Exporting Survey, there has been a notable increase in the number of small-business owners who report they export their goods and/or services. Furthermore, there was a marked increase among non-exporters who said they would be interested in starting to export their goods and/or services from just 43 percent in 2010 to 63 percent in 2013.

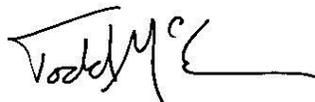
Export credit provided by Ex-Im Bank is a critical tool used by small businesses to finance their exports. Without this tool, many small-business exporters would be unable to extend credit terms to foreign buyers, thus hampering their ability to compete with foreign suppliers. Ex-Im Bank remains a catalyst for the expansion of these small-business exports. In fact, in FY 2014 Ex-Im Bank provided more than \$5 billion in financing and insurance for the direct support of American small-business exporters in nearly every state in the nation. Since 2009, Ex-Im's small-business authorizations have accounted for at least 85 percent of the Bank's total authorizations.

Additionally, Ex-Im is highly profitable, returning substantial sums to the U.S. Treasury each year. In each of the last two years Ex-Im Bank transferred nearly \$1 billion in revenues to the U.S. Treasury, and over the last two decades, Ex-Im Bank has generated a surplus of more than \$7 billion for U.S. taxpayers.

Extending Ex-Im Bank's authorization will enable thousands of American exporters, both large and small, to compete more effectively against foreign competitors—there are at least 59 foreign export credit agencies around the world, and they will not stop if Ex-Im goes away. Unilateral disarmament will hurt U.S. exports and kill American jobs.

SBEA and NSBA have been long-time supporters of Ex-Im Bank, and believe it should remain a catalyst for the expansion of small-business exports while continuing to support businesses confronting aggressive foreign competition. I strongly urge you to support efforts to reauthorize Ex-Im Bank when it is considered on the House floor this week.

Sincerely,



Todd McCracken
President & CEO