

The Honorable Grace Meng
United States House of Representatives
1317 Longworth House Office Building
Washington, DC 20515

Dear Congresswoman Meng:

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 express our support for H.R. 2239, legislation to increase the target financing of exports by the Export-Import Bank of the United States (Ex-Im) for small businesses.

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 directly 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.

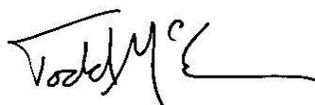
In 2002, Congress increased the proportion of financing Ex-Im must make available for small business to 20 percent. After nearly thirteen years at that level, I am pleased to support your measure that will increase the mandate to 25 percent, an increase that SBEA and NSBA views as long overdue.

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. Small exporting firms account for 98 percent of all exporting firms and 33 percent of U.S. exporting value, according to the U.S. Census Bureau and must remain a critical component of the U.S. export strategy.

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.

Thank you for crafting H.R. 2239 and I look forward to working with you to ensure a thriving Ex-Im that continues to support small exporters.

Sincerely,



Todd McCracken
President & CEO