

Dear Senators:

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 urge you to help the Export-Import Bank of the United States (Ex-Im) fully function again by favorably supporting the Ex-Im Bank Board of Director nominees when they are considered on the Senate floor this week.

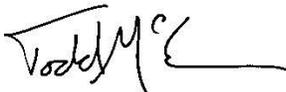
Even in sound economic times, small businesses are at a distinct disadvantage in the global economy. SBEA and NSBA have been urging for decades that more must be done to emphasize the needs of small business within the scope of U.S. trade. Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales, thus maintaining and creating U.S. jobs and contributing to a stronger national economy.

The Bank 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. More than 90 percent of Ex-Im's transactions in fiscal year 2016 directly supported small businesses. But Ex-Im cannot continue to level the playing field if it is not even allowed to function properly — as is the case right now. Since 2015, it has not had the quorum of at least three members it needs to finance deals or projects worth more than \$10 million.

Without Senate action, the Ex-Im Board will continue to lack the quorum it lost—and thus its ability to operate as mandated by Congress. Given the lack of a quorum, as of summer 2018, there is \$43 billion in transactions awaiting approval that Ex-Im estimates could support 250,000 U.S. jobs. This floor vote will allow the export credit agency to resume full lending operations and approve deals worth more than \$10 million.

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. SBEA and NSBA urge to you vote favorably on confirming the full slate of committee-approved Ex-Im Board nominees to ensure we have a thriving Ex-Im that continues to support small exporters.

Sincerely,



Todd McCracken
President & CEO