

March 23, 2012



Dear Members of the Washington Congressional Delegation:

We are writing to urge your support for reauthorization of the Export-Import (Ex-Im) Bank of the United States, and a simultaneous increase in its lending cap. Ex-Im Bank – which is set to expire on May 31 – is a vital resource in helping Washington state companies both large and small to successfully engage in international trade.

The Ex-Im Bank is a self-sustaining federal agency that assists in financing the export of U.S. goods and services to international markets. **In the five years since Congress last reauthorized the Bank's operations, it has returned about \$3.4 billion to the U.S. Treasury above and beyond the cost of its operations.** For the fiscal year ending on September 30, 2011, Ex-Im Bank supported \$40.6 billion worth of U.S. exports at more than 3,600 U.S. companies, helping to create or sustain an estimated 290,000 export-related U.S. jobs.

This past December, Congress extended Ex-Im Bank's authorization until May 31 at its current lending ceiling of \$100 billion. Due to unprecedented demand for export financing over the last few years, Ex-Im Bank estimates that it will reach this limit well before May. As a result, unless Ex-Im Bank is reauthorized quickly and at an increased lending cap, it will be forced to halt new transactions – depriving U.S. businesses of a vital financing source at a time when exports are becoming an increasingly vital part of our nation's economic recovery.

Ex-Im Bank is particularly critical for Washington state businesses, where - in 2011 alone - Ex-Im Bank lent more than \$7 billion to 74 companies - including 56 small businesses. In many cases, the trade finance supplied was essential for the completion of the export transaction, and would not have been available from the private sector. Ex-Im Bank's support extended to exporters as diverse as the Boeing Company (aerospace), Chateau Ste. Michelle (wine), Halosource (global health), Outback Power (clean technology) and Valley Grain (agriculture), and it supported businesses in every single Congressional district in Washington state.

Ex-Im Bank is also critical to the ability of Washington state exporters to compete on a level international playing field, where competitors receive aggressive support from their own countries' export credit agencies. **The U.S. trails countries like Brazil, Canada, China, Germany, France, India, and Italy in official export credit volumes as a share of each country's national economy.** According to the Information Technology & Innovation Foundation, export credit banks in Brazil and China provided 10 times more financing to their exporters as a share of GDP in 2010 than the Ex-Im Bank did for American exporters. Even the export credit agency of Canada – which has an economy about one-eighth our size – does more lending volume.

Without Ex-Im Bank reauthorization, our state's exporters won't be able to compete effectively in the global marketplace. **We urge you to join us in supporting swift Ex-Im Bank reauthorization.**

Yours truly,

A handwritten signature in cursive script that reads "Eric Schinfeld".

Eric Schinfeld
Washington Council on International Trade

A handwritten signature in cursive script that reads "Laura Peterson".

Laura Peterson
The Boeing Company

John Wolfe
Port of Tacoma

Tay Yoshitani
Port of Seattle

Dow Constantine
King County Executive
On behalf of the King County Aerospace Alliance

Bob Drewel
Puget Sound Regional Council

Sam Kaplan
Trade Development Alliance of Greater Seattle

Thomas M. McCarty
SPEEA, IFPTE 2001

Kevin Person
Wagstaff Inc.

Larry Brown
Aerospace Machinists 751

Larry Paulson
Port of Vancouver

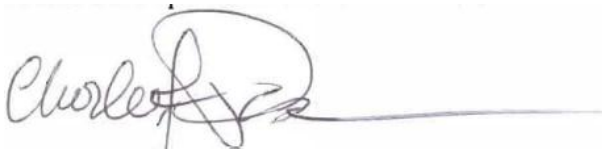
John Mohr
Port of Everett

Ted Baseler
Ste Michelle Wine Estates

Scott Olmstead
Paneltech International

Mark Chamberlain
LKD Aerospace, Inc.

Dennis Lam
GBC International Bank



Charles Pepka
Renton Coil Spring Company



Chris Ketzel
Sunstream Boat Lifts



Alan Ganger
Lloyd Industries



Libby Dunkin
Flux Drive



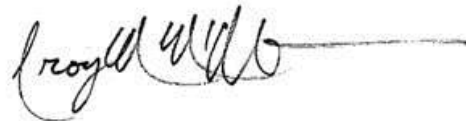
Charles Knutson
Seattle Metropolitan Chamber of Commerce



Mary Ann Levine
Calaway Trading



Tom Pierson
Tacoma-Pierce County Chamber of Commerce



Troy McClelland
Economic Alliance Snohomish County



Mike Gilmartin
Commercial Creamery



David O. Walsh
Vista Clara Inc.