

**Linda Dempsey**

Vice President  
International Economic Affairs

July 18, 2018

The Honorable Mike Crapo  
Chairman  
Committee on Banking, Housing  
and Urban Affairs  
U.S. Senate  
239 Dirksen Senate Building  
Washington, DC 20510

The Honorable Sherrod Brown  
Ranking Member  
Committee on Banking, Housing  
and Urban Affairs  
U.S. Senate  
713 Hart Senate Building  
Washington, DC 20510

Dear Chairman Crapo and Ranking Member Brown:

The National Association of Manufacturers (NAM), the largest manufacturing association in the United States and the voice of the more than 12 million manufacturing workers across America, welcomes the committee's consideration of the nomination of Kimberly Reed as president and chair of the Export-Import (Ex-Im) Bank.

The NAM, which represents 14,000 manufacturers small and large in every industrial sector and in all 50 states, believes Ms. Reed will bring to the Ex-Im Bank strong experience in financial management and banking issues. That experience, along with her strong recognition of the importance of the Ex-Im Bank to grow manufacturing and jobs in the United States, will provide much-needed leadership to ensure the Ex-Im Bank operates effectively to advance America's export success, while ensuring proper fiscal operations at the agency. Ms. Reed is a superb choice to lead the Ex-Im Bank, as this committee has recognized previously, and the NAM strongly supports quick action by the committee to advance her nomination.

We also urge prompt action by the full Senate to confirm not only Ms. Reed but also the other pending nominees to the Ex-Im Bank Board of Directors—Spencer Bachus, Claudia Slacik and Judith Pryor—all of whom this committee has already reported out favorably.

Across America, manufacturers need a fully functional export credit agency to compete and win globally. At last count, there are 96 other government-backed export credit agencies working aggressively to promote domestic industries in other countries around the world, from Australia, to the United Kingdom, to China. Indeed, China is the world's largest provider of official export credit, providing more trade-related investment support than the rest of the world combined. Last year, China provided \$34 billion in medium- and long-term export credit and \$50 billion in investment support. At the same time, the lack of a quorum has hobbled our own Ex-Im Bank; therefore, the agency is unable to consider loans in excess of \$10 million, let alone make necessary reforms to better serve the small business community or improve risk management.

Failure to take action to ensure a fully functioning Ex-Im Bank is tantamount to unilateral disarmament. It means that, every day, manufacturers in the United States continue to miss out on deals that support American jobs because there is not available domestic financing. Currently, there are nearly \$43 billion in deals that are stuck in the pipeline due to the lack of a

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quorum. This blockage harms manufacturers large and small. Indeed, more than 90 percent of the Ex-Im Bank's fiscal 2016 transactions supported small businesses. Vacancies on the Ex-Im Board of Directors jeopardize the future of these small businesses and the 1.4 million jobs that the agency has supported over the past eight years.

Manufacturers appreciate the committee's hearing to consider Ms. Reed's nomination and call on the committee to move forward expeditiously the nomination of Ms. Reed and to work with Senate leadership to ensure quick action to confirm her and the other pending Ex-Im Bank Board of Director nominees.

Respectfully,

A handwritten signature in black ink, appearing to read "Linda M. Dempsey". The signature is fluid and cursive, with the first name "Linda" being the most prominent.

Linda M. Dempsey

Cc: Members of the Senate Banking Committee