



An Affiliate of the Allegheny Conference on Community Development

11 Stanwix Street, 17th Floor
Pittsburgh, PA 15222-1312

(412) 281-4783
pittsburghchamber.com

February 10, 2017

President Donald J. Trump
The White House
1600 Pennsylvania Avenue NW
Washington, DC 20500

Dear President Trump:

I write to you on behalf of the Greater Pittsburgh Chamber of Commerce (GPCC) – an affiliate of the Allegheny Conference on Community Development. Our organization works to improve the economy and quality of life in the Pittsburgh region. To this end, I am requesting your support of a critical tool and playing field leveler for our region’s business exporters, the Export-Import Bank of the United States (Ex-Im). Specifically, I respectfully ask that you submit Ex-Im board appointments to the United States Senate without delay. This would grant the bank a quorum needed for critical loans.

Manufacturing and trade are important issues to our region and have been heavily discussed recently. We share your focus on expanding exports and closing our trade deficit. In the Pittsburgh region, where making things and innovation is in our DNA, manufacturing remains a large part our economy. The manufacturing sector represented \$13.7 billion of our regional GDP in 2015 and provides more than 94,000 jobs.

In Pennsylvania, Ex-Im directly supports 6,238 million in export sales and 39,858 jobs. The bank has been a key part of our region’s continued export growth. Without a fully operational board allowing for a quorum, however, many deals are being delayed and jeopardized because the bank cannot currently approve financing beyond \$10 million.

In our region, the lack of a quorum has impacted one of our largest employers, Westinghouse Electric Company. They currently have plans to build \$9 billion worth of nuclear reactors in India. This deal will lead to the creation of new jobs in the Pittsburgh region. The deal is contingent on Ex-Im financing, and without an operating board, this deal stands in limbo. The collapse of this deal would have large-scale, detrimental effects on the Pittsburgh region’s economy. It would also mean that a foreign competitor is more likely to step in to meet the demand.

Moreover, Ex-Im is a win for taxpayers and provides robust return on investment. In FY 2016, the Bank earned profits after expenses of \$283.9 million, which was returned to the U.S. Treasury for deficit reduction. Since 1992, EXIM Bank has sent a net \$8.4 billion to the U.S. Treasury.

As a successful businessman, you acutely understand the impact that such a proposition would have on job creators. Our region's exporters and their suppliers utilize Ex-Im to level the playing field with foreign competitors that benefit from their nation's export financing institutions. A fully operational Ex-Im is vital to our region's continued exports growth. The Greater Pittsburgh Chamber stands ready to support qualified candidates during the nomination process.

I appreciate your attention to this critical issue. I look forward to working with you to implement policies to expand the Pittsburgh region and our nation's exports.

Sincerely,



Matt Smith
President

Greater Pittsburgh Chamber of Commerce – an affiliate of the Allegheny Conference

CC:

SWPA Congressional Delegation

Senator Mike Crapo (R-ID), Chairman, Banking, Housing, and Urban Affairs Committee

Senator Sherrod Brown (D-OH), Ranking Member, Banking, Housing, and Urban Affairs Committee

Dr. Peter Navarro, Assistant to the President and Director of Trade and Industrial Policy,
National Trade Council