



Small Business Leaders On The Negative Impact Of Ex-Im Bank Closure

ARIZONA

Dave Wudel, President, Nanci's Frozen Yogurt

- **Arizona Exporter: "If The Bank Is Not Reauthorized, We'll Be At A Disadvantage."** "We've got distributors in Australia, South Africa and Europe that rely on the credit that the EXIM Bank allows us to provide,' Wudel said. 'I think it's become overly politicized, and it's something when you step back and look at it, it makes all the sense in the world to support,' Wudel said. 'If the bank is not reauthorized, we'll be at a disadvantage to other countries that offer the same kind of financing services.'" (Joe Dana, "Threat Looms For AZ Frozen Yogurt International Exporter," [12 News NBC](#), 8/3/15)

ARKANSAS

Randy Barsalou, President, BCH Trading Company

- **BCH Trading CEO: Ex-Im Bank "Is Absolutely Vital To Our Existence Given That 100% Of Our Sales Are Exports."** "Randy Barsalou, who owns BCH Trading Co. in Hot Springs, Ark., said he was in 'disbelief' that Congress was leaving for summer break without a reauthorization vote. 'We use the program daily in tandem with our commercial bank, and it is absolutely vital to our existence given that 100% of our sales are exports,' he said." (Jim Puzzanghera and Lisa Mascaro, "Export-Import Bank Is Dealt A Blow As It Is Excluded From Highway Bill," [Los Angeles Times](#), 7/29/15)

CALIFORNIA

Gary Mendell, President, Meridian Financial Group

- **Trade Financier Says Ex-Im Demise Could Help Other Countries Lure Away U.S. Business.** "Gary Mendell, president of trade financier Meridian Finance Group, said export credit agencies in other countries are already taking advantage of Ex-Im's expiration to lure away business from U.S. companies. 'They're gleeful about it, and I don't blame them,' Mendell said. 'Those foreign competitors are going to customers in other countries and saying, 'Hey, you don't know if your U.S. supplier is even going to be able to ship to you and give you the payment terms they're promising in their quote, because look what's happening with Ex-Im Bank.'" (Victoria Guida, "Businesses Fume As Congress Lets Export-Import Bank Stay Dead," [POLITICO](#), 7/30/15)
- **Mendell: Many Of My "Clients Are Having To Cut Back Sales" Due To Loss Of Ex-Im Bank.** "We don't have any alternative in the private sector to bring them to,' said Mendell, whose company provides export credit insurance for around 1,000 companies,

of which 550 have insurance policies through Ex-Im...The insurance allows the U.S. exporter to give the foreign buyer payment terms, so it can take 30, 60 or 90 days to pay for the shipment. But if the exporter is selling something like medical equipment that will take 90 days to manufacture, Mendell said, then the insurance wouldn't be available when it's ready to ship. 'If you've got customers for Christmas season, you're shipping in September/October,' he said, so many of his clients are having to cut back sales." (Victoria Guida, "Businesses Fume As Congress Lets Export-Import Bank Stay Dead," [POLITICO](#), 7/30/15)

Steve Wilburn, Chief Executive Officer, FirmGreen Inc.

- **California Small Businessman Says His Company Has No Alternative To Ex-Im's Support.** "They complain that Boeing and other big companies, which receive the largest share of the total funds, use small exporters simply to provide a more sympathetic front. 'Nobody uses me,' countered Steven Wilburn, chief executive of FirmGreen Inc., a renewable energy company based in Newport Beach, Calif., with 11 employees. He said he, not Boeing, paid for his three trips to Washington to try to persuade Republicans to support the bank. 'I've begged them,' Mr. Wilburn said. "If you have alternative sources of financing, please put them through to my doorstep.'" (Jackie Calmes, "Outlook For The Ex-Im Bank Dims As Congress Departs," [The New York Times](#), 7/29/15)

Kusum Kavia, President, Combustion Associates Inc.

- **California Power Plant Manufacturer Says Demise Of Ex-Im Bank Will Put Company "In Jeopardy Of Cutting Down On Our Staff And Projects."** "I think we would seriously be in jeopardy of cutting down on our staff and projects' without Ex-Im Bank financing, said company president Kusum Kavia, who added that many of the manufacturer's materials come from other companies in Riverside County, so there would be a ripple effect. 'We are just shocked that this could ever happen to the United States, where small businesses like myself are not able to compete in the global economy.'" (Ben Bergman, "How Export-Import Bank Shutdown Could Affect SoCal Businesses," [Southern California Public Radio](#), 7/7/15)
- **Company President: Without Ex-Im, Our Competitors Have A Great Advantage.** "I'm very embarrassed when I say to my client that Ex-Im is still pending reauthorization...Now, we really don't know when it will be back....We never thought the day would come that a first-world nation like the U.S. would not have an export credit agency...Here you have China, whose export credit agency has been very bullish, and Korea with their two export credit agencies; it puts us at a real disadvantage." (J.D. Harrison, "Her Small Business was Ready to Hire 100 More People. Then, Ex-Im Expired," [Above The Fold](#), 8/19/15)
- **California Power Plant Manufacturer: "Good Chance We Will Lose" Contracts To Firms In Countries With ECAs.** "If we don't get Ex-Im back soon, there's a very good chance we will lose these contracts to one of our competitors...There's been fierce competition from Chinese and European firms, and I don't know how much longer our clients will wait before taking one of their offers instead...There's not much out there, at least not for a small business like ours...We're praying at this point that the Ex-Im Bank comes back." (J.D. Harrison, "Her Small Business was Ready to Hire 100 More People. Then, Ex-Im Expired," [Above The Fold](#), 8/19/15)
- **Without Ex-Im, "We'll Be Forced To Consider Layoffs."** "There's definitely a threat to our current employees, too...If we don't finalize these contracts, and if we are held back from winning more in the months ahead, and next year starts to look too sparse, we'll be forced to consider layoffs. I would have to let some of these highly skilled, highly trained

individuals go, because there just won't be enough work...I wish Congress members would come to my office and see what it's like to have these contracts depending on Ex-Im, to have our employees depending on Ex-Im...Ex-Im is extremely important for our growth, and really, for our survival, and I wish they could see that." (J.D. Harrison, "Her Small Business was Ready to Hire 100 More People. Then, Ex-Im Expired," *Above The Fold*, 8/19/15)

Daniel E. Friedmann, President and Chief Executive Officer, MDA Corporation

- **Ex-Im Bank Shutdown Has Contributed To Reduced Number Of Satellite Orders.** "Canadian space hardware and services provider MDA Corp. said the shutdown of the U.S. Export-Import Bank...[has] contributed to a reduced number of telecommunications satellite orders booked industry-wide in 2015... [MDA Chief Executive Daniel E. Friedmann said] there are headwinds that did not exist in 2014. First is the U.S. Congress' decision not to reauthorize the U.S. Export-Import Bank, which with France's Coface has been the lead export-credit agency in terms of satellite and satellite-launch financings in the past few years. Friedmann said Ex-Im's July 1 closure, even if it is reversed by U.S. congressional decision in the autumn, is bad news for the entire telecommunications satellite industry." (Peter B. de Selding, "MDA Corp. Explains Drop In Satellite Orders, Says Move Out Of U.S. Possible," [Space News](#), 8/3/15)
- **Satellite Producer's Executive Says There Is No Substitute To "Fill The Gap Left By Ex-Im."** "Even if Canada's Export Development Canada gets more satellite business in Ex-Im's absence — the Canadian agency in the past has financed SSL-built satellites despite the California address — neither the Canadian nor the French agency can fill the gap left by Ex-Im, he said. 'Without Ex-Im, there is not enough money in the market to finance all the satellites,' Friedmann said. And it is not just satellite builders. Numerous customers of launch service provider SpaceX of Hawthorne, California, have benefited from Ex-Im backing." (Peter B. de Selding, "MDA Corp. Explains Drop In Satellite Orders, Says Move Out Of U.S. Possible," [Space News](#), 8/3/15)

Don Nelson, Chief Executive Officer, ProGauge Technologies Inc.

- **California Small Business Owner Says Without Ex-Im, His Firm Will No Longer Have Export Capabilities.** "'It's going to be devastating for us,' said Don Nelson, chief executive of ProGauge Technologies Inc., a Bakersfield manufacturer of oil industry equipment. 'Basically, we just won't be able to export anymore.'" (Jim Puzanghera, "Export-Import Bank's Cloudy Future Raises Worries Of Job Losses," [Los Angeles Times](#), 6/26/15)

ILLINOIS

Tom Anderson, Chief Executive Officer, Digital Check

- **Illinois Business Anticipates Losing Over \$500,000 In Export Deals Without Ex-Im.** "Tom Anderson, chief executive of Digital Check, said the firm anticipates losing \$300,000 in revenue in the Indian market and \$250,000 in the British market, because it cannot access new lines of credit from Ex-Im...'Our concern is our ability to stay competitive in the global markets and avoid any impact on our exports and even our workforce and employees,' Anderson said." (David Heberling, "Illinois Exporters Upset As Ex-Im Bank Suspends Lending," [Chicago Tribune](#), 8/14/15)

Frank Gogliotti, Project Engineer, Weldy Lamont

- **Engineering Firm May Be Unable To Move Forward With New Solar Project in Senegal.** "Weldy Lamont officials said the planned rollout of the solar project in Senegal is in limbo. The company had planned on securing loans and insurance from Ex-Im. 'It's a setback. We have to re-evaluate everything now...If we go to the other Ex-Im banks, we'll be subject to other regulations, and they require us to buy equipment from their countries.'" (David Heberling, "Illinois Exporters Upset As Ex-Im Bank Suspends Lending," [Chicago Tribune](#), 8/14/15)

Jim Emme, Chief Executive Officer, Now Health Group

- **Natural Foods Company Says Without Ex-Im, Consumer Costs Will Rise** "Private insurance is too expensive and, honestly, the terms are pretty bad... It is going to be challenging. Our (operating) costs are up between 8 and 9 percent on average." (David Heberling, "Illinois Exporters Upset As Ex-Im Bank Suspends Lending," [Chicago Tribune](#), 8/14/15)

Peter Lancaster, Chief Executive Officer, Vector Packaging

- **Illinois Packaging Company Says Ex-Im Lapse Will Hurt U.S. Small Businesses' Competitiveness.** "Vector Packaging termed the lapse at Ex-Im as 'an unnecessary hurdle' for smaller companies...We primarily compete against EU and East Bloc enterprises, who support businesses with such insurance." (David Heberling, "Illinois Exporters Upset As Ex-Im Bank Suspends Lending," [Chicago Tribune](#), 8/14/15)

INDIANA

Bruce McFee, Chief Executive Officer, Sullivan-Palatek

- **Failure To Reauthorize Ex-Im Means That It "Soon Will Be Impossible" For Company To Export.** "We could never work with these companies without the Export-Import Bank,' McFee said. 'Before we could not find a private creditor to help us with this'...Soon it will be impossible, McFee said, to get new foreign business, which is typically the company's largest orders." (Lincoln Wright, "Loss of Ex-Im Bank Could Affect Local Manufacturers," [South Bend Tribune](#), 6/28/15)

MARYLAND

Richard China, President, International Green Structures

- **Maryland Exporter: Ex-Im Loss Forced Us To Put Current Deals On Hold.** "Headquartered in Maryland, with a manufacturing plant in Texas, IGS builds sustainable materials that go into structures including affordable houses for low income populations in developing countries. IGS uses the Ex-Im Bank's export credit insurance to help back contracts for these housing projects. Since Congress let the Bank lapse on June 30 and left Washington for the August recess without passing a reauthorization, China says his most current project—a contract to build housing in Kano, Nigeria, remains in a 'holding pattern' until the Bank can fulfill pending and new orders again." (National Association Of Manufacturers, "Ex-Im Lapse Leaves Humanitarian Efforts For Small Manufacturer In A Lurch," [Medium](#), 8/7/15)

MINNESOTA

Wendell Maddox, Chief Executive Officer, ION Corporation

- **Minnesota Manufacturer Calls Ex-Im Demise A "Poison That Will Kill Jobs."**
"Abolishing the bank could devastate U.S. exports of Boeing large commercial aircraft, which support 10,000 high-skill workers in Minnesota. Across America, Boeing relies on over 15,000 subcontractors and suppliers in 49 states. Each of those companies prove that even when Ex-Im helps a big company like Boeing close a sale, thousands of small companies reap the benefits. And even though my company isn't directly impacted, because we don't use the Ex-Im Bank, we know anything that hurts the larger aerospace industry hurts us... They say they want to cure our economy, but the medicine they prescribe is actually poison that will kill jobs." (Wendell Maddox, "Don't Abolish US Export-Import Bank," [St. Cloud Times](#), 6/29/15)

Douglas Frame, President, Phoenix Solutions Company

- **The Loss of Ex-Im Will Impact Employees, Suppliers, And Export Capabilities.**
"Killing Ex-Im, as the bank is known, would not kill Frame's company. 'But it would certainly put a dent in our capabilities and would have a ripple effect on people here and backward through our machine shops and material suppliers,' he said... This will come as bad news to a number of large and small businesses in Minnesota. Since 2007, Ex-Im Bank has helped 217 companies in the state secure \$3 billion in foreign sales, the government said." (Jim Spencer, "Congress Plans No Votes On Export-Import Bank As Authorization Set To Run Out," [Star Tribune](#), 6/27/15)

NEVADA

Mehul Mehta, Plant Manager, GE Engine Service

- **GE Plant Manager: A Permanent Ex-Im Demise Will Jeopardize "Good Manufacturing Jobs."** "My plant has 70 employees. Last year, Ex-Im financed more than \$720 million in locomotive orders from GE's U.S. factories to railroads in South Africa, Indonesia and Australia. These Ex-Im financed sales help drive GE's continued investment in our North Las Vegas plant, which services the Western U.S. rail network. If exports drop because of a lack of Ex-Im financing, our U.S. customer railroads will see their traffic go down, too. That will mean fewer wheel and traction motors for our plant to rebuild — jeopardizing good manufacturing jobs that our local economy can't afford to lose." (Mehul Mehta, "Nevada's Congressional Delegation Must Support Ex-Im Bank," [Las Vegas Review-Journal](#), 7/29/15)

Karl Hutter, President And CEO, Click Bond Inc.

- **Boeing Supplier: Without Ex-Im, Job Creation Will Diminish.** "Because Click Bond is a direct supplier to Boeing, the airplane sale creates demand for our parts, creating jobs in Nevada. Not only does it create jobs, it also allows Click Bond to invest profits to improve its plants and products and train its workforce so that we, and Boeing, can remain strong in an increasingly competitive global marketplace. In short: when they fly, we fly." (Karl Hutter, "Ex-Im Helps Our Business Fly," [The Hill](#), 8/5/15)

NEW HAMPSHIRE

Mike Boyle, President, Boyle Energy Services And Technology

- **Ex-Im Is Critical To Helping Companies Expand And Hire More New Hampshire Residents.** "Boyle agreed, saying reauthorization of the bank is critical to helping his company expand and hire more New Hampshire residents... 'Our entire strategy for growth, jobs, everything, is now in jeopardy,' Boyle said. 'As we sit today, I can't go to Chevron and the largest projects in the world that we've now created a product to compete with and say, 'well, we want to do a project that's two and a half times our revenue.'"" (Ella Nilsen, "On Small Business Tour, Ayotte Affirms Her Support For Resurrecting Export-Import Bank," [Concord Monitor](#), 8/3/15)

NEW YORK

Susan Axelrod, Owner, Love & Quiches Gourmet

- **New York Business Owner Says U.S. Is Going To "Lose Exporting Power" Without Ex-Im.** "Susan Axelrod admittedly got into business by accident. The Long Island, New York, housewife began making quiches in her home kitchen in 1973, and grew her company, Love & Quiches Gourmet, in part by exporting her products to places such as Qatar and Japan... If the bank's charter is not reauthorized, 'the U.S. is going to lose our exporting power,' Axelrod said. 'China and other exporting countries are chomping at the bit to take that business.' She said as much as 30 percent of her business comes from international markets." (Kate Rogers, "Entrepreneurs Who Do Biz Overseas Await Bank's Future," [CNBC](#), 6/29/15)

NORTH DAKOTA

Kristin Hedger, Owner, Killdeer Mountain Manufacturing

- **Small North Dakota Manufacturer Says Loss Of Ex-Im Will Make It Difficult To Compete "Against The Whole International Scale."** "Hedger's Killdeer Mountain Manufacturing (KMM), headquartered in a town with a population of 751 people, makes parts for airplanes... Some of Boeing's foreign customers, in turn, use the Ex-Im Bank to finance the purchase of planes. And with the aid of those low-interest loans, Boeing – and by extension Hedger's company – remain more competitive in the global aircraft market against the likes France's Airbus. 'These are small, heartland towns, and generally we're the biggest employer in our towns,' says Hedger, who runs four manufacturing facilities in the state. 'It's important that while we recognize we're heartland communities, we're competing against the whole international competition scale.'"" (Ginger Gibson, "Who Killed The Ex-Im Bank? How Conservatives And The Koch Network Brought Down An Agency," [International Business Times](#), 7/2/15)

OHIO

Graham Hill, Owner And President, Anglo American Hardwoods

- **Ohio Lumber Exporter Says He Needs Ex-Im In Order To Export.** "Graham Hill is owner and president of Mason's Anglo American Hardwoods, a lumber exporter. An American citizen and a native of the United Kingdom, Hill started his company to trade temperate North American hardwoods. He buys wood from U.S. sawmills and exports it overseas, much of it to the U.K., the Middle East and to Asia. His sawmill suppliers typically want to be paid in 10 days, but Hill is sometimes forced to extend 60- to 90-day

credit terms to customers overseas. He sometimes needs the Ex-Im bank to support those transactions. 'I pay for that,' Hill said. 'It's not a freebie. It really hacks me off when I hear 'corporate welfare.'" (Thomas Gnau, "Ohio Firms Impacted By Export Bank Fight In Congress," [Springfield News-Sun](#), 8/13/15)

Rick Little, President, Starwin Industries

- **Ohio Small Business Owner Concerned That Ex-Im Loss Will "Affect Jobs Directly."** "Smaller companies are also concerned. Rick Little, president of Starwin Industries, and chairman of the Dayton Regional Manufacturers Association Board, says his relatively small Kettering company does not directly export. He has about 35 employees, and his customers include automotive producers, government and research facilities and others. But he is concerned about the companies his business serves who are direct exporters. GE Aviation, for example, spends \$1.2 billion a year with suppliers in Ohio. 'It got my attention when Boeing and GE both, in the course of like two weeks, said this was going to affect jobs directly,' Little said. 'That got my attention.'" (Thomas Gnau, "Ohio Firms Impacted By Export Bank Fight In Congress," [Springfield News-Sun](#), 8/13/15)

OREGON

Trey Winthrop, Vice President Of Finance, Bob's Red Mill

- **Small Oregon Exporter: "Without The Export-Import Bank, Our Business Will Suffer."** "Whereas Bob's has exported its goods since 20-plus years, its export revenue has grown by 35 percent since it started working with the Export-Import Bank in 2012. Export sales account for 10 percent of Bob's annual revenue. 'Without the Export-Import Bank, our business will suffer because our customers demand credit terms and there are no private solutions available,' Winthrop said to Obama and others. 'Another problem this shut down will create if it becomes long term is that Bob's Red Mill has been discussing adding an export packing line that will create 10 jobs. This production line will accommodate the many facets of label requirements. As you can imagine, keeping up with nutritional labels in 80 countries is challenging. As long as the fate of the bank is uncertain, we are not sure if we should proceed with our capital investment.'" (Andy Giegerich, "What A Bob Red's Mill Exec Told President Obama About Exports And Oatmeal," [Portland Business Journal](#), 7/24/15)

PENNSYLVANIA

James Stouch, Vice President Of Business Development, Precision Custom Components

- **Manufacturer In U.S. Nuclear Industry Says It Has "Over 100 Jobs At Stake" If Ex-Im Bank Is Not Reauthorized.** "For Stouch, who works at the Pennsylvania company that makes nuclear parts and employs 260 people, it's shocking that Congress would let the bank's charter lapse – and he's a self-identified fiscal conservative. 'Potentially we've got over 100 jobs at stake, linked to either our or our customers' ability to export these products,' Stouch says, listing instances where his company was able to seal deals only with backing from the Export-Import Bank." (Jared Gilmour, "Why The U.S. Nuclear Industry Is Eager To Save This Obscure, Government-Run Bank," [The Christian Science Monitor](#), 7/2/15)

Venkee Sharma, Chief Executive Officer, Aquatech

- **Millions Of Dollars In Revenue And Dozens Of Jobs At Risk If Deals Lost Without Ex-Im Backing.** "Some oil and gas projects being built in the Middle East and Asia could mean \$100 million in revenue and dozens more jobs for Aquatech. CEO Venkee Sharma is confident that the Canonsburg company could win that business to supply water purification equipment, but not without financial backing from U.S. Export-Import Bank... 'This has the potential to take us out of growth mode as a company,' Sharma said, referring to the bank's uncertain future. (Craig Fleisher, "Small Business Hangs On Fate Of Export-Import Bank," [TribLive](#), 8/1/15)
- **Small Business CEO: Losing Ex-Im "Will Dampen Our Ability" To Grow Business.** "Exports are critical to Aquatech's business, accounting for 40 percent of its annual revenue, which is between \$150 million and \$200 million, Sharma said. Aquatech, which has 250 employees in Western Pennsylvania and 600 worldwide, planned to seek additional Ex-Im backing later this year for projects to get started in the third or fourth quarter. 'If the charter has not been reauthorized then, at that point, we're sort of dead in the water with any type of expansion,' Sharma said. 'It will dampen our ability to take that business.'" (Craig Fleisher, "Small Business Hangs On Fate Of Export-Import Bank," [TribLive](#), 8/1/15)
- **Small Pennsylvania Business Suggests Possibility Of Losing U.S. Jobs, Moving Employees To Canada In Order To Obtain Necessary Export Credit Assistance.** "Aquatech could turn to the export bank in Canada, where it has a subsidiary, to support new projects, Sharma said. But it would be a difficult decision, he said, forcing them to question whether the required adjustments would be worth it. It would be easier to have those project and engineering employees in Pennsylvania." (Craig Fleisher, "Small Business Hangs On Fate Of Export-Import Bank," [TribLive](#), 8/1/15)

SOUTH CAROLINA

Dirk Pieper, Chief Executive Officer, Sage Automotive Interiors

- **South Carolina Exporter: Loss Of Ex-Im "Would Result In A Loss Of Several Hundred Jobs."** "Sage CEO Dirk Pieper said the company's \$300 million in sales and \$42 million United States payroll would not be possible without Ex-Im. The company employs about 1,000 people in South Carolina, and a loss of Ex-Im funding would result in a loss of several hundred jobs, he said." (Benjamin Jeffers, "Export-Import Bank President Tours SC While Congress Debates Bank's Future," [Upstate Business Journal](#), 9/22/14)

TEXAS

Tyler Schroeder, Financial Analyst, Air Tractor Inc.

- **Schroeder: Air Tractor Could Lose Up To 25 Percent Of Sales Without Ex-Im credit Insurance.** "Similarly, Schroeder's Texas crop-dusting manufacturer could lose up to one-fourth of its sales after losing the bank's credit insurance, he said Wednesday. 'We're scrambling now, trying to find a way to facilitate our sales throughout the rest of this year,' he said... Schroeder added: 'We can only do this for so long... When it comes to next year's export season, we don't know. We don't have an answer for how we're going to fill the gap that's been left by Congress' blatant disrespect for business, in my opinion.'" (Victoria Guida, "Businesses Fume As Congress Lets Export-Import Bank Stay Dead,"

[POLITICO](#), 7/30/15)

Rami Touma, President, CECA Supply & Services

- **Oil Equipment Exporter Says That Without Ex-Im, It Will Lose 30-40 Percent Of Sales "Right Off The Bat."** "But Rami Touma, president of Houston-based oil equipment exporter CECA Supply & Services, said Ex-Im's services are critical to his business's ability to sell products to Algeria, its major source of income... 'We do not have the ability to just not have \$6 million accessible to us,' Touma said. 'So Ex-Im, they put the money in for us, and we pay a fee'... For smaller companies, 'in any given year, our projects in North Africa represent 30 to 50 percent of their yearly sales,' he said. His policy with Ex-Im is locked in for roughly the next year, but if the agency stays dead, CECA would lose 30 to 40 percent of its sales 'right off the bat.'" (Victoria Guida, "Businesses Fume As Congress Lets Export-Import Bank Stay Dead," [POLITICO](#), 7/30/15)

David Ickert, Chief Financial Officer, Air Tractor

- **Chief Financial Officer Says Air Tractor Does "Not Have The Ability" To Export Without The Ex-Im Bank.** "Now those export sales, worth 25% of their business, are at risk. 'We do not have the ability right now to access the Export-Import Bank to facilitate our export sales.'" (Jack Carney, "Tough Landing," [Newschannel6](#), 8/1/15)
- **Air Tractor Executive: Losing Ex-Im Means Losing Jobs.** "In summary, it's nearly like the House [of Representatives] wants to export jobs now and not export American products, because that's exactly the impact that will be felt." (Jack Carney, "Tough Landing," [Newschannel6](#), 8/1/15)

Jaime Martinez, Senior Project Manager, International Trade Center

- **New Small Business Loan Program Aimed To Grow Export Capabilities Halted After Ex-Im Bank Lapse.** "A new small business loan program that was ready to roll out at the University of Texas at San Antonio's International Trade Center has been put on hold as Congress squabbles over reauthorization of the Export-Import Bank... The program would allow the center to make loans for under \$500,000 to businesses looking to export products to other countries. "Unfortunately, right when we were approved the Ex-Im Bank was not reauthorized," Martinez said... Martinez said the U.S. Small Business Administration has a similar loan program called Export Express that is still available to small business owners. But they will not be able to get the Export Credit Insurance to protect them against various types of loss." (Mike W. Thomas, "Ex-Im Bank Fight In Congress Puts Dampers On Local Loan Program," [San Antonio Business Journal](#), 8/3/15)