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April 21, 2105

The Honorable Chuck Grassley
135 Hart Office Building
Washington, DC 20510

The Honorable Joni Ernst
825 Hart Office Building
Washington, DC 20510

The Honorable Steve King
2210 Rayburn Office Building
Washington, DC 20515

The Honorable David Loebsack
1527 Longworth Office Building
Washington, DC 20515

The Honorable Rod Blum
213 Cannon Office Building
Washington, DC 20515

The Honorable David Young
515 Cannon Office Building
Washington, DC 20515

Dear Members of the Iowa Congressional Delegation:

Iowa is globally recognized for producing safe and reliable products and innovative services. Robust trade is a critical component of a healthy Iowa economy, however, too often, Iowa exports face isolationist obstacles abroad. We believe that Iowa's manufacturers, farmers, and service providers, like financial service companies, can compete with anyone in the world when there is a level playing field. We have all actively assisted Iowa exporters in growing Iowa's global partnerships and we know you would like to nurture those partnerships as well. Therefore, **we are writing to highlight key opportunities for you and other Federal leaders to support economic growth, family income growth, and improved national economic competitiveness by passing Trade Promotion Authority (TPA), reforming and reauthorizing the Export-Import Bank (Ex-Im Bank), and helping advance market-opening trade agreements.**¹ TPA will strengthen the hands of U.S. trade negotiators and help achieve solid results for U.S. companies, farmers, and workers in ongoing trade negotiations. TPA would also enable advancement of trade agreements, like the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (T-TIP), to empower America's job creators. Further, Ex-Im Bank reforms and reauthorization will help level the playing field in the global market for U.S. companies.

With over 95 percent of the world's population located beyond our borders, international trade is a key component to economic growth and increasing family incomes. Scores of Federal leaders, including many of you, President Obama, Ambassador Froman, Secretary Pritzker, and Secretary Vilsack have touted the importance of trade to the American economy – and that is especially true for Iowa's economic vibrancy. In Iowa, over 448,000 jobs (**nearly one in every five jobs**) depend on international trade and the majority of exporters are small and medium sized companies.² We have actively supported efforts, including various trade missions, to grow Iowa's global partnerships to expand exports and nurture foreign direct investment in the State. **Between 2011 and the end of 2014, the value of Iowa exports increased by nearly 40% -- from \$10.8 billion to \$15.1 billion -- and we want to further that trend.**³ There are 3,367 companies that exported from Iowa locations to nearly 190 countries in 2013 and over 83% of those companies were small or medium-sized businesses.⁴ Export-related jobs have higher pay than non-trade-

¹ For further perspective, the following organizations have information overiewing the importance of trade to future growth and a healthy Iowa economy: U.S. Department of Commerce International Trade Administration, United States Trade Representative, United States Department of Agriculture, National Association of Manufacturers, U.S. Chamber of Commerce, American Farm Bureau, Business Roundtable, Iowa Economic Development Authority.

² Source: Trade Benefits America Coalition, <http://tradebenefitsamerica.org/state-benefits#state=us-ia>

³ International Trade Administration, <http://tse.export.gov/TSE/ChartDisplay.aspx>

⁴ International Trade Administration, Fact Sheet, & Trade Benefits America Coalition, http://tradebenefitsamerica.org/sites/default/files/IA_TRADE_2013_0.pdf

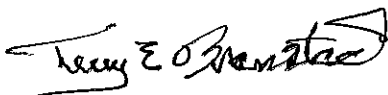
related jobs, which means that trade jobs help drive rewarding careers in Iowa communities.⁵ Iowa businesses and agricultural producers recognize the importance of pro-growth trade policies to their future success.

The Ex-Im Bank is an important tool for Iowa businesses seeking to expand their markets. We believe reauthorization provides an opportunity for Congress to enact needed reforms to ensure the program's success and long-term sustainability. **From 2007 to early 2015, the Ex-Im Bank helped support nearly \$250 million of exports from more than 50 Iowa businesses – a majority of which are small businesses.**⁶ The Ex-Im Bank has helped grow exports from areas such as food manufacturing, machinery manufacturing, and plastics and rubber products manufacturing. Enclosed, please find quotes from Iowa companies regarding the Ex-Im Bank's role in connecting Iowa companies to competitive foreign markets. We believe in a culture of continual improvement and that is why we would support efforts to improve the Ex-Im Bank moving forward. Given that other countries utilize similar tools, your help in reauthorizing Ex-Im Bank is important to enable the financing that American businesses, especially those with little or no export experience, need to compete against their foreign counterparts in new and higher-risk markets. In addition, Ex-Im Bank fees have brought revenue into the U.S. Treasury.

We believe that the **TPP and T-TIP trade agreements will enable more Iowa companies and farmers to expand exports and services to these markets.** Countries negotiating the TPP and TTIP agreements purchased \$11.3 billion, or 64%, of Iowa goods exported in 2013 and the elimination of tariffs and other trade barriers would directly benefit Iowa's economy.⁷ The US Chamber of Commerce has estimated that the TPP would support several hundred thousand jobs nationally by 2025, including nearly several thousand jobs in the State of Iowa by increasing goods and services traded to participating countries.⁸

We urge your leadership on these important trade initiatives – passage of TPA and reform and reauthorization of the Ex-Im Bank – to advance long-overdue trade agreements and enable our businesses and citizens to compete fairly in the world market, drive job creation, and grow family incomes.

Sincerely,



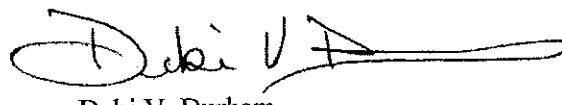
Terry E. Branstad
Governor of Iowa



Kim Reynolds
Lt. Governor of Iowa



Bill Northey
Secretary,
Iowa Dept. of Agriculture & Land Stewardship



Debi V. Durham
Director,
Iowa Economic Development Authority

cc: Congressional Leaders
Enclosure: "Ex-Im -- an Important Tool for Iowa Exporters"

⁵ National Association of Manufacturers, <http://www.nam.org/Newsroom/Multimedia/Why-Trade-Has-a-Positive-Impact-on-Jobs-and-the-Economy/>

⁶ Export-Import Bank, http://www.exim.gov/customcf/congressionalmap/state_map.cfm?state=IA

⁷ Business Roundtable, Fact Sheet

⁸ US Chamber of Commerce, Fact Sheet