

Testimony of Patricia M. Loui
Nominee for Member of the Board of Directors
The Export-Import Bank of the United States
Senate Committee on Banking, Housing and Urban Affairs
September 6, 2011

Chairman Johnson, Senator Shelby and distinguished Members of the Committee, thank you for the honor of appearing before you as a nominee for the Board of Directors of the Export-Import Bank of the United States. I am deeply grateful to President Obama for nominating me. May I also warmly thank Senator Inouye and Senator Akaka for their generous support.

I would especially like to thank my husband, Michael Schmicker, and son, Christopher Schmicker, and other family kindly attending: Steven Loui, Kathleen Loui-Yasui, Kristyn Yasui, John and Annette Schmuecker. Though not here, thank you to my mother, Alyce, and late father, Fred, for their unconditional support.

I feel that my professional career in small business, banking, and international development helps qualify me to make meaningful contributions to Ex-Im's programs, and, if confirmed, I will work diligently to help Ex-Im create and preserve US jobs. As a woman-owned small business, our company has introduced Midwestern manufacturers to new markets in East Asia, assisted an American entertainment corporation explore expansion from China to India, and helped U.S. farmers increase market penetration in Southeast Asia. Born into a small business family, I learned at the dinner table and then as an entrepreneur the challenges small businesses face when working capital financing dries up, as it did in 1998 and 2008. This gives me a visceral commitment to Ex-Im's Congressional mandate on small business.

If confirmed, I look forward to contributing to American export growth, particularly to Asia. 55% of world population and almost 40% of current global GDP is there, as are 3 of 9 Ex-Im target countries representing 1.5 billion people: India, Indonesia and Vietnam. Whether at home or as tourists to the U.S., Asians look with hope and optimism to the United States and express strong interest in buying American products. U.S. exports in infrastructure, energy, medical equipment, transportation and brand name durables have tremendous export potential in this fastest growing region. My cross cultural training at the East West Center, development work with the United Nations, and 30 years in international marketing, positions me to contribute to the promotion of Ex-Im services in the culturally diverse countries where it is open for business.

Besides increasing foreign market demand, it is important to grow domestic awareness of Ex-Im's services as only 1% of American companies export. As a former regional banker, I am especially interested in promoting Ex-Im's services to community and regional banks and small businesses. I understand both the benefits and risks of lending given my career as banker and businesswoman. By continuing sound financial practices and basing credit decisions on reasonable assurance of repayment, Ex-Im can remain financially self-sustaining while fulfilling its jobs mandate --- a core covenant between Congress, Ex-Im, and the American people that I am committed to uphold.

Even as our economy recovers, Ex-Im can, I believe, be mutually beneficial for private enterprises, for labor and management, and for your constituents across our nation. Ex-Im's

authority to lend, guarantee and insure benefits diverse stakeholders. By mitigating credit risk and providing competitive terms, Ex-Im encourages banks both small and large to finance exports. Businesses sell American products more competitively by offering financing, and a robust, exporting economy creates jobs for American workers and benefits for local communities.

This is why I respectfully ask for your support to serve on the Board of Directors of Ex-Im. If confirmed, it would be an honor to give back to our country that has enabled my grandparents, my parents and me to build successful careers and families around small business.

Thank you for the opportunity to appear before you. I look forward to answering your questions.

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