

Statement of Larry W. Walther
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

Thank you very much Chairman Johnson, Senator Shelby, and members of the Committee. It is a great honor for me to be here today as a nominee to the Board of the Export-Import Bank of the United States. I am deeply grateful to President Obama for my nomination and to Senator McConnell for his recommendation and support.

I would also like to acknowledge the support of Senators John Boozman and Mark Pryor of Arkansas, two men I have known for many years and for whom I have great respect.

If I may, I would like to take this opportunity to acknowledge my wife of 41 years and my best friend Janice. Also here is my son Bill, an engineer for the Department of Defense in Pine Bluff, Arkansas. I am sorry that Bill's wife Tammy, a high school teacher, ultra marathoner and the mother of two of our grandchildren could not be here. My daughter Mandy, a homemaker and the mother of five of our grandchildren and her husband Dr. Justin Carswell, a dean at the College of the Ozarks in Missouri also could not be here today. I appreciate each of them for the support they have always provided.

I consider myself extremely fortunate to be here with you today. Early in my career, I entered the private sector with Southwestern Bell Telephone Company where I rose from an entry-level position as a switching engineer to Vice President of Corporate Services and Chairman of the SBC Foundation. During that time, I had a wide variety of assignments including engineering, economic analysis, marketing and pricing policy, regulatory relations and philanthropic work. The majority of my career was spent in regulatory and public affairs where I worked with state regulatory commissions and state governments in both the legislative and executive branches.

Since retiring from SBC, my career has focused on increasing commercial development both domestically and in the international arena. As the Executive Director of Arkansas Department of Economic Development (ADED), I was charged with increasing inward investment into the State of Arkansas as well as supporting Arkansas companies in their effort to export their products and services overseas. In my three-plus years as the Executive Director, I played a major role in bringing companies like Hino Motors, Denso Manufacturing and automotive parts supplier Eakas Corporation to Arkansas. I was also involved in the initial discussions and negotiations in recruiting Welspun of India to invest in manufacturing facilities in Arkansas.

Following my tenure at ADED, in 2007, I had the honor of being nominated by President Bush and confirmed by the United States Senate to be the Director of the U.S. Trade and Development Agency, a sister organization to the Export-Import Bank of the United States. I consider it a great privilege and honor to have served as the Director of USTDA

and to have played an important part in assisting U.S. companies develop export opportunities throughout the world.

As I have prepared for the opportunity to join the Board of the Export-Import Bank, I have found my passion and experience to complement nicely the work of the Bank. Finding innovative ways to assist businesses, both small and large, to expand their markets beyond our borders and in the process create more and better jobs for the American workforce is something that I am passionate about. I know U.S. products are in great demand around the globe and it is vitally important to make them available to those buyers that would otherwise not have access to the best products in the world. The Export-Import Bank is playing a critical role in bringing this important aspect of commerce and job growth to U.S. business and, if confirmed, I look forward to being a part of the Ex-Im Bank's team.

Mr. Chairman, Senator Shelby and members of the Committee, thank you again for the opportunity to appear before you today as I seek your support for my nomination to be a member of the board of the Export-Import Bank of the United States.