June 8, 2017

The Honorable Kay Ivey
Office of Governor Kay Ivey
State Capitol
600 Dexter Avenue
Montgomery, AL 36130-2751

Dear Governor Ivey;

As your State prepares to join the U.S. Delegation at the Paris Airshow, we would like to highlight the role that the Export-Import (Ex-Im) Bank and export credit financing play in supporting American aerospace companies. Attached is a resolution by the Aerospace States Association which further underlines the impact of Ex-Im on your state’s economy. We ask that you register with your Congressional delegation the contribution of Ex-Im Bank to the robust aerospace manufacturing presence in your state.

The vitality of the aerospace and defense industry in the United States is essential to the national security and the economic prosperity of the nation. In 2016, our industry exported products worth $146 billion which accounted for 10% of all U.S. exports, and generated a $90 billion trade surplus. We have a significant impact in Alabama, which hosts a substantial number of aerospace companies, accounting for 4.6% of Alabama’s total exports in 2015, at a value of $887 million.

The U.S. aerospace industry relies on the Ex-Im Bank to help offset the risks of financing exports when private sector lending is unavailable. U.S. exporters face increasingly aggressive international competition supported by some 85-foreign government-backed export credit agencies. Besides helping direct exporters, the Bank’s activities ensure a healthy pipeline of aircraft that represent valuable aftermarket sales and service opportunities for our industry’s small and medium sized companies.

While the Bank currently is unable to approve financing for transactions over $10 million, we are encouraged that President Trump has begun the process of appointing Directors to the Ex-Im Bank’s Board to restore the Bank to full functionality. With the help of extraordinary partners like you and with the determination and support that other States have shown for the Bank, we can level the playing field and give U.S. companies the best chance to attract new customers and sign new deals.

AIA and its members look forward to seeing your delegation at the Paris Air Show. Our industry will take advantage of this opportunity to showcase our products to potential customers across the world. When we increase aerospace exports, our industry can sustain and create domestic jobs, spur innovation, and maintain our global leadership in this field.

Sincerely,

David F. Melcher
Lieutenant General, USA (Ret)
President & Chief Executive Officer
Aerospace Industries Association