

**THE COUNCIL OF STATE GOVERNMENTS
RESOLUTION ON PROPOSED FEDERAL EXPORT PROMOTION LEGISLATION**

WHEREAS, small businesses represent approximately 97 percent of all exporters - merely one percent of small firms are currently exporting. This fraction makes up only one quarter of the country's export volume; and

WHEREAS, according to a 2006 World Bank study, every additional dollar spent on export promotion yields a 40-to-1 return in increased export sales; and

WHEREAS, the U.S. is being outspent on export promotion on a per capita basis by our major trading partners by as much as 20-to-1; and

WHEREAS, combined the 50 states spend approximately \$100,000,000 annually on trade promotion programs and employ approximately 1,000 trade specialists; and

WHEREAS, legislation has been introduced in Congress that would assist state trade professionals in the form of a pilot program, The State Trade and Export Promotion Program (STEP), delivering \$15 million in grants to state activities that help small businesses to export.

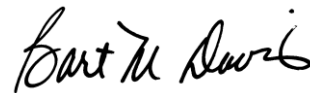
NOW, THEREFORE BE IT RESOLVED, that The Council of State Governments recognizes the important role trade has to play in America's recovery and supports efforts at the federal level to create a more export focused U.S. economy.

NOW BE IT FURTHER RESOLVED, that The Council of State Governments urges Congress to adopt legislation that supports and enhances state investments in export promotion.

Adopted this 14th Day of November, 2009 at the CSG Annual Conference in La Quinta, CA.



Governor Joe Manchin III, West Virginia
2009 CSG President



Sen. Bart Davis, Idaho
2009 CSG Chair