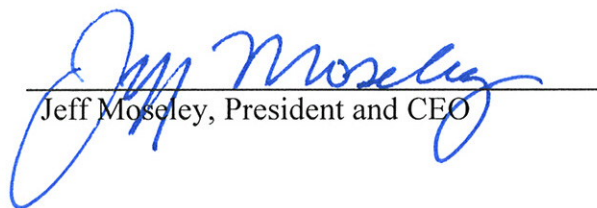


**Resolution of the Board of Directors in Support of the
United States Department of Commerce Commercial Service Office in
Houston**

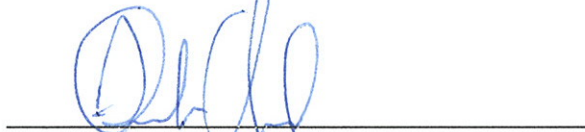
The Greater Houston Partnership supports the U.S. Department of Commerce Commercial Service Office in Houston, Texas, and strongly urges the congressional representatives of Texas to advocate for the full funding and support of the U.S. Commercial Service office in Houston and maintain a minimum of 2008 funding level so that the agency can complete its mission – to grow jobs through exports.



Daniel G. Bellow, Chairman



Jeff Moseley, President and CEO



Patrick Oxford, Vice Chairman



MEMORANDUM

DATE: August 26, 2009

TO: World Trade Supervisory Board

FROM: International Business Issues Committee

SUBJECT: Recommendation in Support of the U.S. Commercial Service Office in Houston

RECOMMENDATIONS

The Greater Houston Partnership supports the U.S. Commercial Service office in Houston and advocates for the full funding of this office in order to achieve economic growth through export assistance and job creation.

BACKGROUND

While most Americans regard international trade as the domain of large multinationals, 97 percent of all exporters are, in fact, small and mid-sized companies. Nearly 240,000 small and mid-sized companies export. Their overseas sales represent nearly a third of U.S. merchandise exports.

Many U.S. companies are not aware of the government services that are available to help them break into new markets. Most small businesses have never heard of the U.S. Department of Commerce's Commercial Services' (USCS) Export Assistance Centers (USEACs).

The USCS plays a critical role in helping regional small businesses expand their international export success. For every dollar spent on export promotion by the U.S. Commercial Service, there is a \$415 net gain in exports. Moreover, the USCS plays a vital role in helping companies in Texas identify overseas buyers and helps mitigate many of the inherent risks in exporting through counseling, value-added seminars and the many other services it offers.

Texas is the number one exporting state in the nation, and Houston is the number two exporting city in the nation. The USCS is facing extraordinary financial pressures due to an increase in security-related costs in the foreign embassies in which the USCS operates overseas. Most of the \$238 million allocated to the USCS in the 2010 budget goes to administrative expenses, leaving only \$15 million for discretionary operational expenses for the 100 domestic offices and

Greater Houston Partnership
houston.org

1200 Smith, Suite 700 Houston, TX 77002

Austin | Brazoria | Chambers | Fort Bend | Galveston | Harris | Liberty | Montgomery | San Jacinto | Waller

60 overseas offices. This leaves the USCS unable to provide adequate support to the U.S. exporting community as a whole.

Due to security related cost increases, the USCS is experiencing a \$10 million deficit in its 2009 USFCS budget.

IMPLEMENTATION

Communicate the Greater Houston Partnership's position of support for the U.S. Commercial Service office in Houston to the United States congressional representatives from Texas.

RESOURCES REQUIRED

This position can be implemented within current budgetary restraints.