

July 2, 2013

The Honorable Sam Graves  
Chair, Committee on Small Business  
U.S. House of Representatives  
Washington, DC 20515

Dear Mr. Chairman:

Re: Revisions to the Export Administration Regulations: Initial Implementation of Export Control Reform; 78 Fed. Reg. 22660 (Apr. 16, 2013), RIN 0694-AF65

Dear Mr. Chairman:

Thank you for your recent letter relating to the U.S. Small Business Administration's (SBA) work with the Bureau of Industry and Security (BIS) on the recent revisions to the Export Administration Regulations.

The SBA is dedicated to the reduction of duplication and the clarification of export regulations and recognizes the complexities associated with navigating the export control process. The Agency also understands the need for small businesses to be educated on the recent Export Administration regulations. Furthermore, since 97 percent of exporters in the United States are small businesses, SBA is fully committed to working with BIS to ensure that the recent revisions to the export regulations do not inhibit the ability of small businesses to actively compete in the global marketplace.

In response to your request for details of how the SBA's Office of International Trade (OIT) is working with BIS to educate small businesses on these regulatory changes, we note that OIT, in coordination with BIS, hosted a nationwide conference call on June 18, 2013. During this call, standardized training and programmatic updates were provided to Senior Trade Finance Specialists and District International Trade Officers located throughout the country in U.S. Export Assistance Centers and various SBA offices, respectively. This national training provided participants with the tools needed to prepare and educate small businesses on the recent regulatory changes. A powerpoint presentation used in the teleconference is enclosed with this letter.

You also asked for information on the extent to which OIT worked with BIS prior to the regulatory changes, as well as documents between the two agencies concerning the regulatory changes in the past year. Please find the email correspondences related to those contacts enclosed with this letter.

The Honorable Sam Graves

We appreciate your continued support of SBA and the small business community. A similar letter is being sent to Chairman Tipton.

With warmest regards,

Karen G. Mills

Enclosures