



## THE UNITED STATES CONFERENCE OF MAYORS

1620 EYE STREET, NORTHWEST  
WASHINGTON, D.C. 20006  
TELEPHONE (202) 293-7330  
FAX (202) 293-2352  
URL: [www.usmayors.org](http://www.usmayors.org)

May 12, 2014

The Honorable Penny Pritzker  
Secretary  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, D.C. 20230

Dear Secretary Pritzker:

On behalf of The U.S. Conference of Mayors, we applaud the Obama Administration's announcement today to build on national efforts to increase exports through the National Export Initiative (NEI/NEXT). As mayors on the front lines of job creation we look forward to this strategy to help more U.S. companies sell their goods and services to more overseas customers.

America's cities and their metro economies represent over 90 percent of the nation's Gross Domestic Product and over 86 percent of all jobs. Metro economies are the drivers of job creation, innovation, advanced industry, and regional economic growth. Through international trade and investment, metro economies make up nearly 90 percent of total U.S. goods exports. Our projections indicate that a third of the nation's future economic growth will come from expanded exports.

Since the National Export Initiative (NEI) was launched, exports from U.S. metropolitan areas have increased nearly 50 percent and reached a record \$1.36 trillion in 2012 (according to the latest data available). This export growth has supported thousands of good-paying jobs in our communities and we believe this initiative has been a great success.

The fact is that we believe NEI/NEXT will build on this progress as key to long-term economic recovery and growth. Mayors have already taken many important steps to ensure that exports play an increased role in creating local jobs and sustaining healthy economic growth in communities. We are working to improve the infrastructure of trade, including logistics improvements at our ports and airports. We are maximizing the integration of our firms into global supply chains. And, we are preparing more companies to be successful exporters, connecting local firms to global customers, and helping to coordinate federal, state, and local programs and resources.

Yet, much work remains to be done. We strongly support the Administration's continued focus on the economic power of exports with NEI/NEXT, and specifically its emphasis on continuing to engage with regions and communities across the country as we move to integrate export promotion into our broader economic development strategies.

We look forward to working with the Administration on NEI/NEXT.



Kevin Johnson  
Mayor of Sacramento  
President of The U.S. Conference of Mayors



Stephanie Rawlings-Blake  
Mayor of Baltimore  
Vice-President of The U.S. Conference of Mayors



Eric Garcetti  
Mayor of Los Angeles  
Chair, Trade in the Americas Task Force  
The U.S. Conference of Mayors



Alvin Brown  
Mayor of Jacksonville  
Chair, Exports and Ports Task Force  
The U.S. Conference of Mayors