BUSINESS LEADERS TO CONGRESS: 
SUPPORT A STRONG & EFFECTIVE INTERNATIONAL AFFAIRS BUDGET

July 18, 2012

Dear Member of Congress:

As the U.S. economy continues to struggle, our nation must utilize all the tools available to catalyze economic growth and spur job creation here in the U.S. It is essential the public and private sectors work together to achieve results, and one of the best ways to do this is through our development and diplomacy programs, which strengthen America’s global competitiveness and build new markets overseas for American goods and services. That is why we write today in strong support of the International Affairs Budget.

As business leaders, we know that U.S. economic growth is linked with global trade and the world’s economy like never before. As the U.S. Chamber of Commerce has noted, overseas markets represent 95% of the world’s consumers and 80% of global purchasing power. Trade already supports one in three U.S. manufacturing jobs, and these trends will become even more pronounced in the future.

Past U.S. investments overseas have paid major dividends for America’s economic and strategic interests. In fact, ten of the U.S.’s top 15 trading partners were once recipients of development and security assistance. Nations such as South Korea and Colombia are now major trading partners. Indeed, countries – which today purchase over half of all U.S. exports – are the most promising and fastest growing markets for U.S. goods and services.

The trade and export promotion programs funded by the International Affairs Budget are essential to expanding U.S. activity in new and emerging markets. American businesses and entrepreneurs benefit significantly from development and diplomacy programs that provide technical assistance, identify business opportunities, protect intellectual property rights, and transition developing countries into more reliable, market-oriented trading partners.

For all these reasons, we urge you to support a strong and effective International Affairs Budget. While just 1% of the federal budget, these programs are vital for achieving a more prosperous future for American businesses and the U.S. economy.

Sincerely,

Bill Lane                                                          John Murphy
Caterpillar                                                      U.S. Chamber of Commerce

Signed by over 50 Corporate Leaders (see attached list)
Abbott
Andrea Durkin, Senior Director,
Global Government Affairs & Policy

Aerospace Industries Association (AIA)
Remy Nathan, Vice President,
International Affairs

Amway Corporation
Richard Holwill, Vice President,
Public Policy

Association of Equipment Manufacturers (AEM)
Dennis Slater, President

Biotechnology Industry Organization
Joe Damond, Senior Vice President, International Affairs

The Boeing Company
Jefferson S. Hofgard, Vice President,
International Operations and Policy, Government Operations

Business Roundtable
John Engler, President

Campbell Soup Company
Kelly D. Johnston, Vice President,
Government Affairs

Cargill
Devry Boughner, Director,
International Business Relations

Caterpillar
Bill Lane, Washington Director,
Government Affairs

CDM Smith
J. Ellis Turner, Senior Vice President

Cisco Systems, Inc.
Michael Timmeny, Vice President,
Government Affairs

Citi
Candida P. Wolff, Executive Vice President,
Global Government Affairs

Coalition for Employment Through Exports, Inc. (CEE)
John Hardy, Jr., President

Coca-Cola
John H. Downs, Jr., Vice President,
Global Government, Diplomatic & Stakeholder Relations

Computer & Communications Industry Association (CCIA)
Edward J. Black, President & CEO

Corporate Council on Africa
Stephen Hayes, President

Creative Associates International
Charito Kruvant, President & CEO

DAI
James J. Boomgard, President & CEO

DuPont Pioneer
Paul E. Schickler, President

Emergency Committee for American Trade (ECAT)
Calman Cohen, President

Freeport-McMoRan Copper & Gold, Inc.
W. Russell King, Senior Vice President,
International Relations

GlaxoSmithKline
John Del Giorno, Vice President,
Government Relations

Google
Bob Boorstin, Director,
Corporate & Policy Communications

IBM
Timothy W. Docking, Ph. D., Lead,
Emerging Markets Funding (EMF) Group, IBM
Governmental Programs/Public Sector

International Paper
Mary Mann, Senior Manager,
Government Relations International

List of Business Signatories Supporting the International Affairs Budget
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**IRG**
Asif Shaikh, President & CEO, John Deere
Vanessa Stiffler-Claus, Director, International Affairs

**Johnson & Johnson**
Craig Kramer, Vice President, International Government Affairs

**Kraft**
Perry Yeatman, Senior Vice President, Corporate Affairs & President, Kraft Foods Foundation

**L-3 Communications**
General Richard A. Cody (USA, Ret.), Senior Vice President, Washington Operations

**Land O’Lakes, Inc.**
Chris Policinski, President & CEO

**Lockheed Martin Corporation**
Gregory R. Dahlberg, Senior Vice President, Washington Operations

**Microsoft Corporation**
Fred Humphries, Vice President, U.S. Government Affairs

**Monsanto Company**
Michael Dykes, Vice President, Government Affairs

**Motorola Solutions**
Karen P. Tandy, Senior Vice President, Public Affairs

**National Foreign Trade Council**
William A. Reinsch, President

**National Retail Federation**
Erik Autor, Vice President, International Trade Counsel

**North Dakota Trade Office**
Dean Gorder, Executive Director

**PepsiCo**
Elizabeth H. Avery, Vice President, Global Public Policy & Federal Government Affairs

**Pfizer**
Paul Neureiter, Senior Director, International Trade

**Raytheon**
Lieutenant General Paul T. Mikolashek (USA, Ret.), Vice President, NCS International Business Development

**Retail Industry Leaders Association**
Stephanie Lester, Vice President International Trade

**RTI International**
Dr. E. Wayne Holden, President & CEO

**TechnoServe**
Bruce McNamer, President & CEO

**TetraTech**
Jan Auman, President, Tetra Tech International Development Services

**U.S. Chamber of Commerce**
John Murphy, Vice President, International Affairs

**U.S.-Russia Business Council**
Edward S. Verona, President & CEO

**United States Council for International Business**
Rob Mulligan, Senior Vice President, Washington

**US-China Business Council**
Erin Ennis, Vice President

**US-Poland Business Council**
Eric Stewart, Business Council

**Walmart**
Sarah Thorn, Senior Director, Federal Government Relations

**World Cocoa Foundation**
William Guyton, President

**Xerox Corporation**
Michele Cahn, Vice President, Global Government Affairs