

United States Senate

COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP

WASHINGTON, DC 20510-6350

March 1, 2011

The Honorable Bobby Jindal
Governor
State of Louisiana
P.O. Box 94004
Baton Rouge, LA 70804-9185

Dear Governor Jindal:

On September 27, 2010, President Obama signed into law the *Small Business Jobs Act of 2010* (P.L. 111-240). This landmark law extends nearly \$12 billion in tax cuts for small businesses and strengthens the U.S. Small Business Administration's (SBA) core counseling and lending programs to help our nation's 28 million small businesses grow and create jobs.

One important provision in this law provides competitive grants to states to help them start or expand small business export assistance programs. The application period for the State Trade and Export Promotion (STEP) grant program will be open from March 1, 2011 until April 26, 2011, and is being administered through the SBA's Office of International Trade. We strongly encourage you to work with local stakeholders and interested parties to develop and submit an application on behalf of your state.

With 95 percent of the world's customers living outside the U.S. and less than one percent of our small businesses selling abroad, our small businesses are missing out on lucrative opportunities to find new customers, expand their businesses and create new and higher-paying American jobs. Moreover, even a modest increase in small business exporting will help reduce the U.S. trade deficit and make our businesses more competitive in the global marketplace.

For your convenience, we've enclosed a copy of the notice published in the Federal Register on February 23, 2011, announcing the program. If you have any questions regarding the application process or the *Small Business Jobs Act*, please do not hesitate to contact our staff on the U.S. Senate Committee on Small Business and Entrepreneurship at (202) 224-5175.

Thank you for your prompt attention to this matter. We look forward to working with you on behalf of Louisiana's small businesses.

Sincerely,



Mary L. Landrieu
Chair



Olympia J. Snowe
Ranking Member

CC: The Honorable Stephen Moret, Secretary, Louisiana Economic Development, State of Louisiana

Enclosure: Federal Register STEP grant opportunity notice [FR Doc. 2011-4009]