

**Opening Statement of Judith DelZoppo Pryor  
Nominee, First Vice President, Export-Import Bank of the United States  
Before the Senate Committee on Banking, Housing, and Urban Affairs  
September 30, 2021**

Mr. Chairman, Ranking Member Toomey, and distinguished Members of the Committee, I am honored to appear before you today as the nominee for First Vice President of the Export-Import Bank of the United States (EXIM). I am deeply grateful to President Biden for nominating me and welcome the opportunity to continue to serve my country.

I would like to acknowledge my husband, David Pryor, Jr., and the virtual presence of friends and family around the country. I would not be here without their steadfast support and encouragement. My son Hampton cannot be here today, but I feel his presence and acknowledge his perseverance, which inspires me daily.

If confirmed, I pledge to carry out EXIM's mission with honor and integrity and to be a responsible steward of taxpayer resources. I thank you, Chairman Brown, and the members and staff who have supported me, encouraged me, and placed their trust in me. I've met many of you since I was first nominated in 2017 and have learned of your priorities related to EXIM and how we can work together to help American exports succeed globally. Should I be confirmed, I look forward to continuing to work with each of you to support American jobs through exports.

I spent 25 years in leadership roles in the business community, including 17 years in the satellite communications industry. This was followed by six years at the Overseas Private Investment Corporation and two years on EXIM's board. I would bring a unique combination of leadership experience to the role of First Vice President. My international business experience provides helpful context for the challenges U.S. exporters face when navigating new overseas markets.

There are more than 110 export credit agencies globally. Today's American exports compete on quality, service, and in many cases, government-backed financing. A fully functional EXIM with Senate-confirmed leadership can better support U.S. jobs by facilitating exports as EXIM fills gaps in private sector financing. Whether the transaction is too small for a private sector institution to take on, or the company wants to sell to a riskier market, or they have liquidity issues due to financial events like the ongoing global pandemic, EXIM can help. Many of my meetings as a Board Member introduced me to workers and entrepreneurs who have sold their products overseas with EXIM's support – from makers of specialized bottling equipment and custom weaving looms to satellite launch service providers.

Ninety-five percent of consumers live outside of the United States, presenting tremendous opportunity for American workers. Foreign buyers have a choice. Let's make sure American goods and services are top of mind. The U.S. makes and creates high-quality, exceptional products, and American industry is more likely to adhere to high environmental and social standards – which becomes a certainty with EXIM. As a tool in the U.S. Government toolbox, EXIM helps these export-ready companies reduce risk, access capital, and sell with globally competitive payment terms.

I am grateful to this body for confirming me in 2019, to serve on EXIM's Board. I am exceptionally proud of the work we did to reinvigorate EXIM and to support thousands of American jobs, after a nearly four-year absence. And I am proud our efforts to modernize policies and provide tools to support U.S. jobs when the COVID-19 pandemic shut down the global economy. Should I be confirmed I would look forward to building on those accomplishments and returning to work with a team of highly qualified, passionate professionals, including Congressman Bachus, who remains on the Board. I would also hope to continue my outreach efforts, with a focus on clean energy and exports to Sub-Saharan Africa. These areas provide enormous opportunity for overseas growth. And EXIM can play an important role in leveling the playing field.

Distinguished members of the Committee, thank you again for the opportunity to appear before you today as I respectfully ask for your support to serve as First Vice President of EXIM. I believe my experience and background demonstrate my commitment to EXIM's mission, and to modernizing the agency so it can be effective for years to come. If confirmed, I look forward to working with you, the business community in your states, insurance brokers, and lenders across the country to accomplish EXIM's mission of supporting and sustaining American jobs through exports.

Thank you and I am happy to answer any questions.