



July 16, 2026

The Honorable Roger Williams  
Chairman  
House Committee on Small Business  
United States House of Representatives  
Washington, DC 20515

The Honorable Nydia Velazquez  
Ranking Member  
House Committee on Small Business  
United States House of Representatives  
Washington, DC 20515

Dear Chairman Williams and Ranking Member Velazquez:

On behalf of the Governors international trade office, I am writing to express our strong support for the State Trade Expansion Program (STEP) at the U.S. Small Business Administration (SBA). STEP is a key resource in our collective mission to help small businesses sell their goods and services abroad, working to create more good paying jobs in our communities.

Exports play a critical role in our economy and the overall growth of small businesses. Exports account for nearly 12 percent of the U.S. gross domestic product, support millions of good paying jobs, and help diversify and grow their respective sales. The benefits and importance of exporting are clear.

Despite the enormous potential of exporting, **only one percent** of small businesses in the United States sell their product or service abroad. Naturally, small businesses need resources and support to navigate the global markets. The STEP program helps bridge this gap to ensure that small businesses can benefit from growing markets abroad.

Since its creation in 2010, STEP has assisted over 15,000 small businesses to either start or expand their exports. It has historically yielded a return on investment of over 30-1 in federal funds. That seed investment will help those small businesses continue to grow and create new good-paying jobs in the United States.

As we look at the current trade agenda, we need to provide our small businesses with the necessary resources to ensure they can compete against companies (and governments) around the world. The Administration has made reducing the U.S. trade deficit a priority. We can do that by increasing our exports. That means we need to provide adequate resources for our businesses to compete in the global economy.



State International Development Organizations

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We encourage you to support the reauthorization of the STEP program and your continued support of the annual appropriations to ensure all states and territories have the resources to assist our small businesses.

Thank you again for your leadership, public service, and continued commitment to small business exporters. Please reach out anytime if we can be of any assistance to your efforts.

Sincerely,

Andy Karellas  
Executive Director  
State International Development Organizations (SIDO)

