

CHAPTER 7

EXPORT FINANCE, INSURANCE, AND GRANTS (NON-AGRICULTURAL)

EXPORT FINANCE



Export–Import Bank of the United States

Ex–Im Bank provides a variety of export finance assistance, including export credit insurance, pre-export financing through working capital guaranteed loans to exporters, and medium- and long-term loans and guarantees to overseas buyers. Ex–Im Bank offers various programs to the business community, including regular seminars and group briefings at several locations around the country. Specific Ex–Im Bank programs are described below.

Contact: For information on all Ex–Im Bank programs, call the export financing hotline at (800) 565-EXIM (800-565-3946), or, for Alaska, Hawaii, and the District of Columbia, (202) 565-3946. Fax retrieval is available at (800) 565-EXIM, press 1, press 2. Send e-mails to bdd@exim.gov. The home page is www.exim.gov.

City–State Program, Export–Import Bank of the United States

Ex–Im Bank works with state and local government agencies to offer export counseling and financial assistance to businesses in their jurisdictions. Cooperative programs currently operate in more than 42 states and regions as well as in Puerto Rico.

Contact: To learn more about the City–State Program, call Gus Grace, business development officer, at (202) 565-3910 or fax (202) 565-3932.

Regional Offices, Export–Import Bank of the United States

Ex–Im Bank's regional offices provide services and information to businesses. Regional offices are in New York; Washington, D.C.; Miami; Chicago; Houston; Orange County, California; and Long Beach; San Diego, and San Francisco, California. Ex–Im Bank is also represented at most U.S. Export Assistance Centers.

Contact: The regional offices are as follows: *New York:* 20 Exchange Place, 40/F, New York, NY 10005, (212) 809-2650, fax (212) 809-2646; *Washington, D.C.:* 811 Vermont Avenue, NW, Room 929, Washington, DC 20571, (202) 565-3900, fax (202) 565-3931; *Miami:* 777 N.W. 72nd Avenue, Suite 3M2, Miami, FL 33126, (305) 526-7436, fax (305) 526-7435; *Chicago:* 200 West Adams Street, Suite 2450, Chicago, IL 60606, (312) 353-8040, fax (312) 353-8098; *Houston:*

1880 South Dairy, Ashford II, Suite 585, Houston, TX 77077, (281) 721-0465, fax (281) 679-0156; *Orange County, California:* 3300 Irvine Avenue, Suite 305, Newport Beach, CA 92660, (949) 660-1688 ext. 150, fax (949) 660-8039; *Long Beach, California:* 1 World Trade Center, Suite 1670, Long Beach, CA 90831, (562) 980-4580, fax (562) 980-4590; *San Diego, California:* 6363 Greenwich Drive, Suite 230, San Diego, CA 92122, (619) 557-7091, fax (619) 557-6176, *San Francisco, California:* 250 Montgomery Street, 14th Floor, San Francisco, CA 94104, (415) 705-2285, fax (415) 705-1156. For the addresses and phone numbers of USEACs, see Appendix A.

Working Capital Guarantee Program, Export–Import Bank of the United States

The Working Capital Guarantee Program helps small and medium-sized businesses obtain critical pre-export financing from commercial lenders. Ex–Im Bank guarantees 90 percent of the principal and interest on transaction-specific loans or revolving lines of credit that are extended to eligible exporters. The funds may be used for pre-export activities, which include the purchase of raw materials, labor, overhead, performance bonds, retainers, and warranties. Ex–Im Bank processes loan amounts of more than \$833,333; lower amounts go to the Small Business Administration.

Contact: For more information about the Working Capital Guarantee Program, call Pamela Bowers at (202) 565-3792, fax (202) 565-3793, visit www.exim.gov, or contact an Ex–Im Bank regional office.

Export Credit Insurance, Export–Import Bank of the United States

Ex–Im Bank offers insurance policies that cover political and commercial risks on export receivables.

- **Small Business Policy.** This policy is available to firms just beginning to export or with average annual export credit sales of less than \$5 million for the past two years. These businesses must also meet the Small Business Administration's definition of a small business. The policy offers enhanced coverage, a lower premium than usually found in other insurance policies, and an enhanced assignment used to discount receivables with a bank. Special features are also available for exporters of environmental goods and services.
- **Bank Letter of Credit Policy.** This policy insures commercial banks against loss on irrevocable letters of credit issued by foreign banks on behalf of importers purchasing U.S. goods and services.
- **Multi-Buyer Policy.** This policy insures all of an exporter's short-term export credit sales or a reasonable spread.
- **Financial Institution Buyer Credit Policy.** This policy insures individual short-term export credits extended by financial institutions to foreign buyers.
- **Short-Term Single-Buyer Policy** and the **Medium-Term Single-Buyer Policy.** These policies allow exporters to insure their receivables against loss attributable to commercial and specified political risks on a selective basis.

- **Lease Insurance Policies.** These policies offer a lessor the opportunity to expand its overseas leasing program by providing comprehensive insurance for both the stream of lease payments and the fair market value of the leased products.

Contact: For more information, call the Business Development Office, at (202) 565-3900, fax (202) 565-3931, visit www.exim.gov, or contact an Ex-Im Bank regional office.

Direct Loans and Guarantees, Export-Import Bank of the United States

This program extends direct loans to foreign buyers or extends guarantees to financing intermediaries for creditworthy entities that purchase U.S. capital goods or services. The loans and guarantees offered are for 85 percent of the U.S. export value. Direct loans provide competitive fixed-rate financing to the foreign buyer. The guarantee coverage provides protection to the source of finance against payment default for either political or commercial reasons. Interest rates for the guarantees are negotiated between the source of finance and the seller and are typically floating rates. Political-only guarantee coverage is also available. In addition, Ex-Im Bank is willing to provide support for a broad range of environmental exports, including special transaction structures for certain lease transactions, industrial design, architectural or engineering services, and overseas operations and maintenance contracts.

Contact: To learn more, call the Business Development Office, (202) 565-3900, fax (202) 565-3931, visit www.exim.gov, or contact an Ex-Im Bank regional office.

Limited Recourse Project Finance Program, Export-Import Bank of the United States

The Limited Recourse Project Finance Program provides financing for projects that depend on the cash flows of the project for repayment, not on recourse to a foreign government, financial institution, or established corporation. Combinations of direct loans, political risk-only coverage, or comprehensive guarantees for commercial bank loans are available. Ex-Im Bank now offers precompletion comprehensive coverage for selected projects. Ex-Im Bank offerings include financing up to 85 percent of the U.S. export value, financing of interest during construction, and financing of host-country local costs of up to 15 percent of the U.S. contract value and up to the maximum repayment terms consistent with the guidelines of the Organization for Economic Cooperation and Development.

Contact: For more information, call Kristine Wood at (202) 565-3913, fax (202) 565-3695, or visit www.exim.gov.

Small Business Administration

SBA finances the short-term and cyclical working-capital needs of small businesses and administers business loan programs to help qualified small businesses obtain financing. The financing programs and appropriate contacts listed below can help exporters.

Contact: The Web site for SBA is www.sba.gov/financing.

Business Loan Guarantee Program, Small Business Administration

SBA's 7(a) program assists qualified small businesses in obtaining financial assistance from banks. The Business Loan Guarantee Program provides the lender with a guarantee that, if the borrower cannot repay the loan, the federal government will repay it up to the percentage of SBA guarantee. Therefore, when a business applies for an SBA loan, it is applying for a commercial loan with an SBA guarantee.

SBA can make 7(a) loans to businesses engaged in manufacturing, construction, wholesale, retail, or service industries, and the proceeds may be used to acquire equipment, facilities, machinery, supplies, or materials; to obtain working capital; to finance construction, conversion, or expansion; and to refinance existing debt.

The maximum dollar amount that SBA will guarantee is \$1.5 million. The maximum maturity is 25 years; however, SBA expects all loans to be repaid as soon as possible. Therefore, maturity is based on the ability of the business to pay without hardship. Interest rates on SBA guarantee loans are negotiated between the applicant and the lender on the basis of the credit merits of the request, subject to a maximum of the prime rate plus 2.75 percent.

Contact: Call (800) U-ASK-SBA (800-827-5722) for the nearest SBA district office or U.S. Export Assistance Center for an application, or go to www.sba.gov/financing.

SBA Export Finance, Small Business Administration

SBA Export Finance programs for small business exporters take the form of loan guarantees to participating lenders who provide the capital. There are three different programs briefly described below. For more information, visit the Web sites, or contact the SBA staff in the U.S. Export Assistance Centers.

For a listing, visit www.sba.gov/oit/export/useac.

Export Working Capital Program. The Export Working Capital Program (EWCP) loans provide transaction financing for small exporters. The loans can be structured to support financing for single transactions, export contracts, and lines of credit. The loan term is typically one year or less. Preshipment financing can cover materials, labor, and export-related costs; postshipment financing of the export receivables and stand-by letters of credit used as performance bond; and payment guarantee or bid bonds. With the co-guarantee agreement between SBA and Ex-Im Bank, EWCP loans can now be approved up to \$2 million using one single application. The borrower must be a small business and

have export sales, must have one year of business experience, and must agree to assign proceeds from export sales. Other conditions may apply. Interest rates and fees are negotiated between business and lender. Application information is available from U.S. Export Assistance Centers. See also www.sba.gov/financing/loanprog/ewcp.

International Trade Loan Program. International trade loans can be used to finance equipment and facilities or as working capital by companies that are new to export, exporters needing to expand, or companies adversely affected by import competition. Loan maturities can be up to 25 years, and loan maximums are the same as standard SBA loans. Application is made through SBA lenders. Interest rates and fees are negotiated between business and lender. For more information, see www.sba.gov/financing/loanprog/tradeloans.

Export Express Program. Export Express loans can finance a variety of export-related costs: market development (for trade shows, translation of product literature, and so forth); transaction financing; equipment for the production of goods to be exported; and stand-by letters of credit for bid and performance bonds or payment guarantees. The maximum loan amount is \$350,000. Application for this loan is through SBA Express lenders, who are able to use their own forms, documentation, and approval process. To be eligible, small businesses must have been in business for one year and must plan to export. Interest rates and fees are negotiated between business and lender. Visit www.sba.gov/financing/loanprog/exportexpress.

Small Business Investment Companies, Small Business Administration

Small business investment companies (SBICs), licensed by the SBA, are privately owned and managed venture capital and investment firms. SBICs with investment strategies that include export activities may receive equity capital or term working capital in excess of the SBA's statutory limit.

Contact: To learn more about SBICs, call the Investment Division at (202) 205-6510, or visit www.sba.gov/inv.

Untied Aid Initiatives, ITA, U.S. Department of Commerce

Untied aid is financing provided by wealthier countries to developing countries and emerging markets for development projects. It is primarily provided in the form of concessional loans where procurement is not contingent on the purchase of goods and services from the donor country. Untied aid can offer U.S. firms significant business opportunities.

U.S. firms interested in pursuing procurement opportunities associated with untied aid-funded projects should familiarize themselves with the Organization for Economic Cooperation and Development (OECD), which provides information on projects financed with bilateral untied aid on two of its Web sites.

- The first is a new Web site maintained by the OECD's Export Credit Secretariat. In November 2004, 25 members of the OECD that are participants to the Export Credit

Arrangement agreed to a U.S. proposal to open the bidding process for projects in developing countries that are financed with untied aid credits. The two-year pilot agreement began on Jan. 1, 2005. For the first time, the agreement sets multilateral requirements for OECD governments to report publicly on the details of their untied aid-financed projects, including the outcome of each bid competition. The value of untied aid credits covered by this agreement has averaged more than \$7 billion annually since 1995 and was as high as \$14 billion in 1996. You should visit <http://webdomino1.oecd.org/comnet/dcd/untiedpubliccws.nsf>.

- The second one is the untied aid bulletin board of the OECD's Development Assistance Committee (DAC), www.oecd.org/dac/. It is based on a 2001 agreement to provide untied aid notifications for projects in the least developed countries.

Contact: For more information on untied aid initiatives, contact the following: Danius Barzdukas, Office of Japan, (202) 482-1147, fax (202) 482-0469, or e-mail danius_barzdukas@ita.doc.gov; Denise Carpenter, Office of Finance, (202) 482-4002, fax (202) 482-5702, or e-mail denise_carpenter@ita.doc.gov. You can also visit <http://web.ita.doc.gov/sif/untied.nsf/>.

Multilateral Development Bank Commercial Liaisons Advocacy and Multilateral Developmental Bank Center Trade Advocacy Center, CS, ITA, U.S. Department of Commerce

Multilateral Development Bank (MDB) commercial liaisons counsel U.S. firms about export opportunities associated with projects and procurements funded by the World Bank, the Asian Development Bank, the African Development Bank, the Inter-American Development Bank, and the European Bank for Reconstruction and Development. MDB liaison officers ensure project and procurement information is available on a timely basis and they organize, develop, and implement outreach programs throughout the United States. The development banks assist in financing social and economic infrastructure—as well as privatization—projects in developing countries. The U.S. liaison officers in each of these institutions are dedicated to the identification of these projects at the earliest possible stage. They provide in-depth counseling to U.S. firms on these project and procurement opportunities and advocate on behalf of U.S. commercial interests.

Contact: For more information, contact the following: World Bank, Commercial Liaison Office, (202) 458-0120, fax (202) 477-2967; Inter-American Development Bank, Commercial Liaison Office, (202) 623-3821, fax (202) 623-2039; African Development Bank, Commercial Liaison Office (Tunisia), +216-71-10-34-65, fax +216-71-10-37-62; Asian Development Bank, Commercial Liaison Office (Philippines), +632 887-1345 or 1346, fax +632 887-1164; European Bank for Reconstruction and Development (United Kingdom), +44 20-7588-8489 or 8490, fax +44 20-7588-8443. You can also call the Trade Information Center at (800) USA-TRAD(E) (800-872-8723).





INVESTMENT FINANCE

Overseas Private Investment Corporation

The Overseas Private Investment Corporation (OPIC) helps U.S. businesses invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing risks associated with foreign direct investment, and supports U.S. foreign policy. Because OPIC charges market-based fees for its products, it operates on a self-sustaining basis at no net cost to taxpayers. OPIC promotes U.S. best practices by requiring that projects adhere to international standards on the environment, workers rights, and human rights.

Contact: To learn more, call the OPIC InfoLine at (202) 336-8799, fax (202) 408-9859, or visit www.opic.gov. Callers with a touchtone phone may listen to brief recorded program descriptions, request that printed program information be sent to them via mail or fax, or—from 8:45 a.m. to 5:30 p.m. EST—speak with an OPIC information officer.

Investment Insurance, Overseas Private Investment Corporation

OPIC offers several programs to insure U.S. investments in emerging markets and developing countries against the risks of (1) currency inconvertibility (the inability to convert profits, debt service, and other investment remittances from local currency into U.S. dollars or the inability to transfer funds); (2) expropriation (loss of an investment due to expropriation, nationalization, or confiscation by the host government); and (3) political violence (loss of assets or income because of war, revolution, insurrection, or politically motivated civil strife, terrorism, or sabotage). Coverage is available for new ventures, expansion of existing enterprises, privatizations, and acquisitions with positive developmental benefits. Coverage is available for equity investments, parent company and third-party loans and loan guarantees, technical assistance agreements, leases, consigned inventory or equipment, and other forms of investment.

Contact: For more information, call the OPIC InfoLine at (202) 336-8799, fax (202) 408-9859, or visit www.opic.gov.

Finance Programs, Overseas Private Investment Corporation

OPIC provides financing through direct loans and loan guarantees for medium- and long-term private investment. Loans range from \$100,000 to \$250 million for projects sponsored by U.S. companies, and financing can be provided on a project finance or corporate finance basis. In most cases, the U.S. sponsor is expected to contribute at least 25 percent of the project equity, have a track record in the industry, and have the means to contribute to the financial success of the project. For U.S. small businesses with annual revenues under \$35 million, OPIC's Small Business Center can provide financing through a streamlined approval process and an "insurance wrap" that offers political risk insurance coverage at a reduced rate.

Additionally, to address the lack of sufficient equity investment in emerging markets, OPIC has supported the creation of privately owned and managed investment funds that make direct equity and equity-related investments in new, expanding, or privatizing companies.

Contact: To find out about finance programs, call the OPIC InfoLine at (202) 336-8799, fax (202) 408-9859, or visit www.opic.gov.

GRANTS AND FUNDING FOR FEASIBILITY STUDIES AND OTHER EXPORT-RELATED NEEDS

Feasibility Studies, U.S. Trade and Development Agency

USTDA provides grants for overseas infrastructure project planning assistance, such as feasibility studies. These studies evaluate the technical, financial, environmental, legal, and other critical aspects of infrastructure development projects that are of interest to potential lenders and investors. Host-country project sponsors select the U.S. companies, normally through open competitions, that perform USTDA-funded feasibility studies.

Contact: For more information, call the USTDA Information Resource Center at (703) 875-4357, fax (703) 875-4009, or e-mail info@ustda.gov. A model proposal format can be found on USTDA's Web site www.ustda.gov.

Technical Assistance Grants, U.S. Trade and Development Agency

USTDA provides technical assistance to help with the development of sector strategies, industry standards, and legal and regulatory regimes. This assistance helps create a favorable business and trade environment. Transportation safety and security are particularly important sectors for USTDA's technical assistance work.

Contact: To learn more about technical assistance grants, call the USTDA Information Resource Center at (703) 875-4357, fax (703) 875-4009, or e-mail info@ustda.gov. A model proposal format can be found on USTDA's Web site: www.ustda.gov.

Desk Studies and Definitional Missions, U.S. Trade and Development Agency

One of the earliest stages of project planning is the development of terms of reference for an activity that will define the technical, environmental, financial, and other factors that must be addressed before an investment decision can be made. USTDA helps ensure that a project is appropriately conceived by contracting with technical specialists to perform definitional missions and desk studies. These independent assessments develop the appropriate terms of reference and budget for pertinent project preparation activities. Using U.S. private-sector resources and expertise, these activities provide preliminary assessments of the economic viability of proposed projects and determine whether they meet USTDA's funding criteria.



Contact: Direct contracting opportunities with USTDA are posted on the Federal Business Opportunities Web site at www.fedbizopps.gov. Small businesses interested in providing USTDA with consultant services related to project evaluations should register with USTDA's On-Line Consultant Database at www.ustda.gov and with the federal government's Central Contractor Registration site at www.ccr.gov. Questions should be directed to USTDA's Information Resource Center, (703) 875-4357, fax (703) 875-4009, or e-mail info@ustda.gov.

Trust Funds at Multilateral Development Banks, U.S. Trade and Development Agency

USTDA maintains trust funds at four MDBs: the International Finance Corporation, the European Bank for Reconstruction and Development, Inter-American Development Bank, and the Inter-American Development Bank's private-sector arm, the Inter-American Investment Corporation. These funds, most of which are known as *evergreen funds*, can be used for technical assistance and feasibility studies. USTDA maintains a minimum balance that is readily available to fund project opportunities for U.S. firms or to help U.S. businesses take advantage of time-sensitive projects.

Since MDBs finance many of the capital projects in the developing world, USTDA's close relationship with them is advantageous for the U.S. business community. In addition to the valuable project information gained through the MDBs, which USTDA passes on to U.S. firms, working with bank projects ensures that a potential funding source has been identified.

Contact: Call the USTDA Information Resource Center at (703) 875-4357 and ask for the regional director for the country where a project is located, or fax Barbara Bradford, deputy director, at (703) 875-4009. You can also e-mail info@ustda.gov or visit www.ustda.gov.

Training Grants, U.S. Trade and Development Agency

USTDA provides training for foreign decision-makers in economic sectors where there are opportunities for the sale of U.S. equipment and services. The training is normally focused on technology or regulatory issues and is designed to give project sponsors a better understanding of U.S. experience and capabilities. Training can be conducted in the United States or in the host country.

Contact: To learn more about training grants, call the USTDA Information Resource Center at (703) 875-4357, fax (703) 875-4009, e-mail info@ustda.gov, or visit www.ustda.gov.

Market Development Cooperator Program Grants, ITA, U.S. Department of Commerce

The MDCP is a competitive matching funds program operated by the International Trade Administration. The program builds public-private partnerships by providing federal

assistance to non-profit export multipliers such as states, trade associations, chambers of commerce, and small business development centers. These multipliers can be particularly effective in helping small and medium-sized enterprises to be more competitive. Applicants use their own creativity to design projects that will help such enterprises enter, expand, or maintain market share in targeted markets abroad. MDCP awards help underwrite the start-up costs of new foreign market development ventures.

Contact: To find out more about the program, call the MDCP program manager at (202) 482-2969, or visit www.export.gov/mdcp.

Special American Business Internship Training, ITA, U.S. Department of Commerce

The Special American Business Internship Training (SABIT) Program is a public-private joint initiative to promote market access and to cultivate economic and civil society development in Eurasia: Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan. SABIT offers grant funding to American companies and organizations and provides group training programs for Eurasian professionals. These training programs balance the technical assistance needs of Eurasia's emerging markets with the interests of the U.S. business and scientific communities. SABIT grants, available to any American company, non-governmental organization, or academic institution, cover a share of the costs incurred in hosting Eurasian managers and scientists for three to six months of hands-on professional training in a U.S. business setting. Since 1990, SABIT has enabled more than 1,000 organizations to host more than 3,300 trainees. With funding of \$47 million to date, SABIT is a leading technical assistance provider driving public-private partnerships between the U.S. and Eurasian scientific and business communities.

Contact: To learn more about the SABIT Program, call (202) 482-0073, fax (202) 482-2443, or visit www.mac.doc.gov/sabit.

EcoLinks Partnership Grants Program, Institute for International Education, U.S. Agency for International Development

EcoLinks, the Eurasian-American Partnership for Environmentally Sustainable Economies, is a USAID-funded program that promotes market-based solutions to urban and industrial environmental problems in Central and Eastern Europe and Eurasia. EcoLinks provides grants and facilitates trade and investment to create lasting environmentally focused partnerships between businesses, local governments, and relevant associations in the region and their counterparts in the United States. The EcoLinks grants program provides Quick Response Awards, up to \$5,000 each, to support travel-related partnering activities such as meetings and site visits and identifies industry best practices to be used as models for





future development in the region.

Contact: For more information, call Ioana Hartshorn, program officer, EcoLinks Partnership Grant Program, at (202) 326-7814, fax (202) 326-7774, e-mail ihartshorn@iie.org, or visit www.ecolinks.org.

Office of Citizen Exchanges, U.S. Department of State

The U.S. Department of State designs and develops exchange programs to encourage market-based economic development. It funds programs conducted by U.S. non-profit organizations that work with international leaders, including young professionals and business entrepreneurs. Open, merit-based competitions are conducted annually for proposals on specific themes in specific regions worldwide.

Contact: For more information, call the Office of Citizen Exchanges at (202) 619-5348, fax (202) 619-4350, or visit <http://exchanges.state.gov>.

CHAPTER 8

AGRICULTURAL EXPORT AND FINANCE PROGRAMS

AGRICULTURAL EXPORT PROGRAMS

FAS Worldwide, Foreign Agricultural Service, U.S. Department of Agriculture

FAS Worldwide is a quarterly magazine that covers the full spectrum of FAS responsibilities on a worldwide basis, including market access, market development, and foreign policy. Introduced in Spring 2005, it replaces the monthly publication AgExporter.

Contact: For subscription information, call the National Technical Information Service at (703) 605-6060 (Washington, D.C., area) or (800) 999-6779 (toll free). To view FAS Worldwide, go to the FAS home page at www.fas.usda.gov.



Processed Products Division, Foreign Agricultural Service, U.S. Department of Agriculture

The AgConnections team of the Processed Products Division manages five basic services that are available to exporters of U.S. food, farm, forest, fish, and seafood products:

- *Trade leads* are foreign trade inquiries that the FAS offices transmit electronically to the USDA. They are made available to U.S. exporters via e-mail free of charge. Trade leads are also available through trade publications and state departments of agriculture and trade development centers. Contact Sharon Claggett at (202) 690-3416.
- *Buyer Alert* is a biweekly newsletter that can introduce your food, farm, forest, fish, and seafood products to foreign buyers at only \$15 per announcement. Advertisements for up to five products may be submitted for each announcement every eight weeks. *Buyer Alert* announcements are transmitted electronically directly to more than 17,000 potential buyers in more than 85 countries. Contact Linda Conrad at (202) 690-3421.
- *Foreign buyer lists* contain detailed contact information on more than 26,000 importers of food, farm, forest, and seafood products in 80 countries. Lists may be ordered by product or by country at a cost of \$15 each. Contact Sharon Claggett at (202) 690-3416.
- *U.S. supplier lists* may be used to source U.S. food, farm, forest, fish, and seafood products for export. Qualified U.S. companies that are export ready can register on-line to be included in the U.S. Suppliers List Database. U.S. companies must have a Dun & Bradstreet number to register. Contact Linda Conrad at (202) 690-3421.