

YOUR PASSPORT to the GLOBAL MARKETPLACE



2004 ANNUAL CONFERENCE • WASHINGTON, DC, APRIL 29-30

Evans Says Economic Engagement with the World Enhances U.S. Prosperity



U.S. Secretary of Commerce **Donald Evans** delivers April 29 luncheon keynote address to Ex-Im Bank Annual Conference.

America is not a fortress; it's a bridge," Secretary of Commerce **Donald Evans** told Ex-Im Bank conference attendees during an April 29 luncheon keynote address. "The traffic on that bridge goes both ways."

Saying that "economic isolationism" must be firmly resisted, Evans emphasized the benefits of free trade for both the United States and other nations.

"Free interaction among nations brings greater prosperity at home and higher living standards around the world," he said. While the Bush Administration is "cracking down on unfair trade practices," he added, foreign-owned companies operating in the United States employ at least 6.4 million Americans.

"Economic engagement and the forward strategy of freedom are related," Evans said. "Engagement also makes our world more cohesive and peaceful."

Snow Hails Rebounding U.S. Economy as Growth Hits 5.5 Percent



U.S. Secretary of the Treasury **John Snow** addresses Ex-Im Bank's 29th annual conference on April 29.

We've had the best nine months in America's economic performance in the last 20 years," Secretary of the Treasury **John Snow** said during an April 29 keynote address, announcing that the U.S. economy has grown by 5.5 percent during the period. "When you have a growing, expanding economy, it creates jobs."

Snow hailed many signs of the U.S. economy's increasing strength. "Manufacturing is now coming roaring back, thanks to exports," he said. "Our workers can compete anywhere."

With demand, cash flows, and profitability rising, "the mood has changed across America. We've had 4 percent productivity increases during the last three years."

Noting that 95 percent of the world's population lives outside the United States, Snow added that "CEOs see emerging markets as the growth opportunities."

Exports Key to U.S. Prosperity and Job-Creation Says Ex-Im Chairman Philip Merrill

Ex-Im Bank Chairman **Philip Merrill** opened Ex-Im Bank's 29th annual conference by telling more than 1,000 business, finance, and government leaders: "In the last 35 years, U.S. exports have soared from about \$42 billion to almost \$1.1 trillion. In an \$11 trillion economy, this means that approximately 1 in 10 U.S. jobs is now dependent on exports."

"Indeed, there are 240,000 American exporting companies," he added. "They have helped create millions of jobs and \$100 trillion of new net worth in the U.S. over the last four decades."

Noting Ex-Im Bank's "enduring mission" to support U.S. exports and jobs, as the Bank marks its 70th anniversary this year, Merrill said that "our mantra continues to be jobs . . . jobs . . . jobs."



Ex-Im Bank Chairman **Philip Merrill** opens 2004 conference.



Linda Conlin Sworn in as Fifth Member of Ex-Im Bank Board



Linda Mysliwy Conlin was sworn in as a member of Ex-Im Bank's board of directors on April 26 by Bank Chairman **Philip Merrill**. Conlin -- who joins Merrill, Vice Chair **April Foley**, and board members **Joseph Grandmaison**, and **Max Cleland** -- had served as Assistant Secretary of Commerce for Trade Development.

Ex-Im Roundtable Focuses on Increasing U.S. Exports to Middle East

Middle Eastern and U.S. finance and business leaders gathered at Ex-Im Bank on April 28 for a daylong roundtable on increasing export financing to the Middle East. The eight countries represented have \$145 billion in infrastructure needs during the next five years, said Ex-Im Bank Board Member **Joseph Grandmaison** (far right). Ex-Im Bank Vice Chair **April Foley** is to his left.



Workshops Highlight Trade Finance Developments



IMF Deputy Managing Director **Agustin Carstens** discusses improving emerging market credit, as Ex-Im Bank Senior Vice President **Jeffrey Miller** (center) and Inter-American Development Bank Executive Vice President **Dennis Flannery** look on.



Left to right: Ex-Im Bank Executive Vice President **Jim Lambricht** leads panel on U.S. government export support with TDA Chief of Staff **Carl Kress**, OPIC Vice President **Dan Nichols**, SBA General Counsel **David Javdan**, and Assistant Secretary of Commerce **Rhonda Newman Keenum**.

Ex-Im, SBA Sign Working Capital Agreement



Ex-Im Bank Chairman **Philip Merrill** (left) and SBA General Counsel **David Javdan** sign agreement to co-guarantee working capital loans on April 29.

Exhibitors Provide a Taste of the Global Marketplace



Bluefield Associates receives Exporter of the Year Award from Ex-Im Bank Board Member **Max Cleland**.



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Regional Director Josephson Cited by L.A. City Council



Ex-Im Bank Western Regional Director **David Josephson** (at podium) was cited by the Los Angeles City Council on April 23 for the Bank's efforts to support L.A. area exporters.