

## **Addendum to Fiscal Year 2003 Annual Report**

### **Export-Import Bank of the United States**

In accordance with section 8 of the Export-Import Bank Act of 1945, as amended, Ex-Im Bank is reporting the following information regarding its fiscal year 2003 activities.

#### **Small Business Supplier Data**

- Ex-Im Bank is required to estimate on the basis of an annual survey or tabulation the number of entities that are suppliers of users of the Bank and that are small business concerns.
- Ex-Im Bank estimates the percentage of exports supported that are attributable to small business suppliers at the time of authorization of each long-term transaction (i.e., transactions either of \$10 million or more or with a repayment term in excess of seven years).
- In fiscal year 2003, small business suppliers accounted for approximately 13 percent of total export value on Ex-Im Bank's long-term transactions. This amounts to over \$1 billion in indirect support for small businesses. This support is in addition to direct support for small businesses, which, as detailed in Ex-Im Bank's FY 2003 Annual Report, accounted for 19.7 percent of the total dollar value of Ex-Im Bank's authorizations in fiscal year 2003.

#### **Technology Improvements**

- In fiscal year 2003, Ex-Im Bank revised and updated its Web site to provide all customers, particularly small businesses, with improved access to information, applications and forms. As a result, all of Ex-Im Bank's applications and forms are available through the Web site, [www.exim.gov](http://www.exim.gov). Some forms and processes, including an online letter of interest application and an online claims filing process, can be processed electronically.
- In fiscal year 2003, Ex-Im Bank continued to develop its Business Automation Project ("BAP"), which will enable Ex-Im Bank to process applications for Ex-Im Bank financing more efficiently and effectively. The BAP's initial focus is on automating the Bank's short-term multibuyer insurance program, which primarily benefits small business exporters.
- The Bank participates in the government-wide "Business Gateway" initiative to integrate the content and functions of the Web sites of Ex-Im Bank, the Small

Business Administration, and other agencies into one comprehensive site, [www.business.gov](http://www.business.gov).

- The Bank also is a key participant in the Trade Promotion Coordinating Committee's "One Stop, One Form" registration system, an Internet-based system that will enable small businesses to apply electronically for all government export programs.

### **Electronic Tracking Systems**

- Ex-Im Bank tracks loan, guarantee and insurance activity through its Integrated Information System, which is an aggregation of several electronic databases that provides comprehensive information regarding all Bank transactions.
- In fiscal year 2003, Ex-Im Bank initiated a data quality review to further ensure the accuracy of the information in its electronic databases.
- Ex-Im Bank also maintains a customer management database, focused primarily on small businesses, and utilizes this database to assist in outreach to small business exporters throughout the United States.

### **Outreach to Socially and Economically Disadvantaged and Women-Owned Small Businesses and Small Businesses Employing Fewer than 100 Employees**

- Ex-Im Bank employs a business development officer solely dedicated to providing outreach to woman-owned and minority-owned businesses.
- In fiscal year 2003, Ex-Im Bank participated in a wide-range of trade shows, seminars, and conferences focused on woman-owned and minority-owned businesses, including the U.S. Hispanic Chamber of Commerce Annual Conference, the National Minority Supplier Development Council Annual Conference, the Center for American Indian Enterprise Development Annual Conference, and the Women Business Enterprise Annual Conference.
- Ex-Im Bank's business development officers, including those located in its network of regional offices throughout the country, focus heavily on the new-to-export segment of U.S. small businesses.
- A significant number of the small businesses that attend the seminars and trade shows in which Ex-Im Bank participates employ less than 100 employees.
- Ex-Im Bank sponsors seminars and symposia throughout the country that are targeted to small businesses that traditionally have been underserved in the trade finance market. The symposia consist of half-day training programs to help U.S.

companies learn how to use U.S. government resources to find foreign buyers, obtain working capital loans, protect against risks of buyer nonpayment and finance international sales. Participants in these symposia include other agencies of the Trade Promotion Coordinating Committee, including the U.S. Commercial Service of the Department of Commerce, the Small Business Administration and the Overseas Private Investment Corporation.