

EXIM BANK IN EVERY STATE 2012-2016

Reducing Risk. Unleashing Opportunity.

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Important Definitions

Authorizations—the dollar amount that EXIM Bank has agreed to insure or finance (through an insurance policy, a loan guarantee, or a direct loan).

Total Insured Shipments, Guaranteed Credit or Disbursed Loan Amount—the total dollar value of Total Insured Shipments, Guaranteed Credit or Disbursed Loan Amounts supported by EXIM Bank.

Total Export Value—the total dollar value of exports related to EXIM Bank’s authorized financing.

The Export-Import Bank of the United States (EXIM) is an independent, self-sustaining agency with an 82-year record of supporting American jobs by financing the export of U.S. goods and services. In the last decade, EXIM has supported more than 1.4 million jobs in all 50 states.

In 2016, due to a lack of quorum on the Board of Directors, EXIM was not able to provide full support for American jobs and the U.S. exports that create them. The Board reviews and approves medium- and long-term transactions greater than \$10 million—the transactions that help businesses grow and create jobs. The last year that the Bank was fully operational was 2014.

2016 HIGHLIGHTS



EXIM authorized
\$5B
of financing to support
\$8B
of U.S. exports



approximately
52,000
U.S. jobs were supported
by EXIM authorizations



\$284M
of surplus revenue sent to
the U.S. Treasury



small business
authorizations continued
to represent nearly
90%
of all EXIM authorizations

SERVING TAXPAYERS

- » A self-sustaining agency, EXIM operates at **no cost to taxpayers**.
- » Since 2009, EXIM has contributed nearly **\$3.8 billion** to American taxpayers.
- » EXIM manages risk, with a quarterly **default rate of 0.266 percent** as of September 30, 2016.

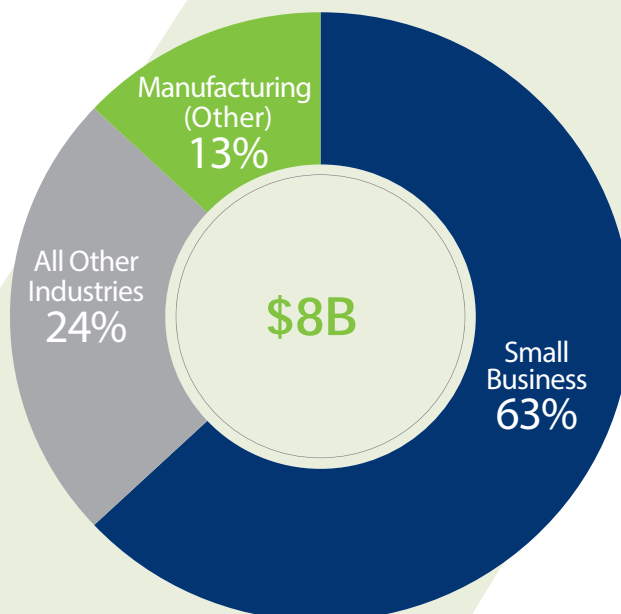
GLOBAL COMPETITION

- » With commercial banks limiting long-term export financing, official export credit agencies (ECAs) are becoming an **increasingly vital source of financing** of exports for large projects, especially in emerging markets.
- » There are **85 and counting ECAs** around the world, all competing for export sales and the jobs that come with them.
- » With slowing global growth, foreign ECAs are **competing more aggressively** for fewer opportunities on behalf of their exporters and workers.

EMPOWERING SMALL BUSINESS

- » The Bank authorized more than **\$2.6 billion** in financing for small businesses—nearly half what EXIM provided in 2014, the last year that the Bank was fully operational.
- » Since 2009, EXIM has authorized **\$5.5 billion** in financing for **minority- and woman-owned businesses**.

FY 2016 Export Value By Industry and Small Business





EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$464M
INSURED SHIPMENTS AND DISBURSEMENTS	\$307M
TOTAL AUTHORIZATIONS	\$184M

Total Exporters: 59
Small Business Exporters: 41



Top Industries

- Miscellaneous Manufacturing and Sales of Non Capital Equipment
- Primary Metal Manufacturing and Sales
- Chemical Manufacturing and Sales

69%

of the exporters we support
in Alabama are small businesses!



Top Export Destinations

- Mexico
- United Kingdom
- Canada

EXIM Success Story: Xanté (Mobile)

From street signs to cereal boxes, the average office printer can't print the logos and other branding that businesses around the world want to see on their products. That's where Alabama small business XANTÉ Coporation steps in. The 120-employee XANTÉ manufactures specialty printers a few miles from the Port of Mobile, in a city and a state whose businesses are increasingly looking to the 95 percent of consumers who live outside our borders. But to invest in growing overseas sales, attract the right talent and buy the parts needed to manufacture its technology while waiting to get paid from overseas, XANTÉ needed a line of credit from its local bank. That's when XANTÉ and their lender turned to EXIM. With a working capital loan guarantee from EXIM, XANTÉ's bank had the comfort they needed to meet the company's capital needs, reducing the uncertainty that lenders typically assign to small business exporters. With EXIM, XANTÉ has continued to grow, strengthening relationships with foreign customers while adding jobs here at home.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$106M
INSURED SHIPMENTS AND DISBURSEMENTS	\$60M
TOTAL AUTHORIZATIONS	\$1M

Total Exporters: 2
Small Business Exporters: 1



Top Industries

Transportation Services
Beverage and Tobacco Product Mfg and Sales

50%

of the exporters we support
in Alaska are small businesses!



Top Export Destinations

Papua New Guinea
Japan
South Korea

EXIM Success Story: Alaska Brands (Anchorage)

Alaska Brands Group was formed with the mission of creating new business opportunities and opening new markets to made-in-Alaska consumer products. The company currently specializes in bottled water, tapped from the Last Frontier's glaciers. The unique bottled waters can sell for a premium, especially in the lucrative Asian markets of Japan, South Korea and China. But like many American small businesses, Alaska Brands was nervous about the risks posed by foreign buyers. They don't want to pay in advance, but what if Alaska Brands shipped the water and never got compensated? It's a risk that too many small businesses can't afford to take—and private sector insurance options are often unavailable if a company's shipments are too small. That's why Alaska Brands turned to EXIM Bank. EXIM's export credit insurance insures against the risk of nonpayment, and at EXIM no deal is too large or too small. Since 2013, EXIM Bank has insured a little over \$24,000 worth of Alaska Brands water, supporting jobs in Alaska and giving the company a foothold for future expansion in Asia.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$3B
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$232M

Total Exporters: 96
Small Business Exporters: 73



Top Industries

Professional, Scientific and Technical Services
 Transportation Equipment Manufacturing and Sales
 Transportation Services

76%

of the exporters we support
 in Arizona are small businesses!



Top Export Destinations

United Kingdom
 Australia
 Mexico

EXIM Success Story: ServerLIFT (Phoenix)

ServerLIFT is a high-tech small business in Phoenix—as the name suggests, they manufacture lifts for data center servers. It's a true family business, run by Ray Zuckerman along with his wife and son. When Ray sells overseas to markets like Britain and Turkey, EXIM insurance allows him to ship his products on terms so that his customers can pay in 60 or 90 days. EXIM insures Ray's receivables—the same way that Ray insures for things like fire and theft—and that leeway gives customers a chance to put those goods to work, and then later remit the money back to ServerLIFT. This levels the playing field for Ray when he competes for sales against foreign rivals who also have access to financing. When ServerLIFT started up 13 years ago, their manufacturing base was mostly located in China. But thanks to the sales boost they enjoyed after breaking into new markets with EXIM, they've now moved much of their manufacturing back to Arizona—and they've doubled their number of U.S. employees in the process.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$369M
INSURED SHIPMENTS AND DISBURSEMENTS	\$305M
TOTAL AUTHORIZATIONS	\$92M

Total Exporters: 28
Small Business Exporters: 22



Top Industries

- Primary Metal Manufacturing and Sales
- Food Manufacturing and Sales
- Machinery Manufacturing and Sales

78%

of the exporters we support
in Arkansas are small businesses!



Top Export Destinations

- Mexico
- South Korea
- Canada

EXIM Success Story: Power Technology (Alexander)

Power Technology, Inc. has been a leader in the laser industry for over forty years, designing and manufacturing laser products for scientific, biomedical, industrial and security applications since 1969. Power Technology uses EXIM Bank's trade credit insurance to export its products to over 40 countries around the world, allowing the company to expand into new markets and support nearly 50 jobs in Arkansas, many for people who have been working for the company for decades. Last year, Power Technology grew its exports by 26% but is faces fierce competition from overseas, going up against companies in Israel and the European Union that make similar products. As so many American small businesses do every day, Power Technology is investing in innovation to beat the competition. The company has zeroed in on movie-going audiences around the world for its next growth opportunity, and has developed a new laser projection system that replaces xenon bulb projectors and provides audiences with a richer viewing experience. Power Technology may soon be coming to a theater near you...and one on the other side of the globe.





EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$15B
INSURED SHIPMENTS AND DISBURSEMENTS	\$9B
TOTAL AUTHORIZATIONS	\$8B

Total Exporters: 756
Small Business Exporters: 570



Top Industries

Computer and Electronic Product Mfg and Sales
Electrical Equipment Manufacturing and Sales
Machinery Manufacturing and Sales

75%

of the exporters we support
in California are small businesses!



Top Export Destinations

Mexico
United Kingdom
Germany

EXIM Success Story: Combustion Associates (Corona)

Kusum Kavia is a Kenyan immigrant who started Combustion Associates in Riverside County, California, with her husband about 25 years ago. Her small business manufactures energy-efficient electric power systems, including steam generators and hot water heaters. They developed a stable of quality products—but they couldn't secure the financing needed to reach customers in high-demand markets such as Benin and Nigeria. In 2009, Kusum discovered EXIM, and Combustion Associates has flourished ever since. Thanks to an EXIM insurance policy and loan guarantees, exports now account for about 80 percent of Combustion Associates' sales, and they've been able to hire 50 more employees to take on good-paying jobs in California as a result.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$310M
INSURED SHIPMENTS AND DISBURSEMENTS	\$186M
TOTAL AUTHORIZATIONS	\$496M

Total Exporters: 77
Small Business Exporters: 52



Top Industries

Other Miscellaneous Mfg and Sales of Non
Capital Equipment
Machinery Manufacturing and Sales
Food Manufacturing and Sales

67%

of the exporters we support
in Colorado are small businesses!



Top Export Destinations

Mexico
Papua New Guinea
Colombia

EXIM Success Story: Droplet Measurement Technologies (Boulder)

Founded in 1987 by leading scientists, Droplet Measurement Technologies is a Boulder small business that manufactures cutting-edge cloud and aerosol measurement devices for environmental researchers around the globe. Droplet's innovative precision tools allow scientists to more accurately measure atmospheric changes, conduct aircraft icing studies, and explore other areas of particle research. Because they couldn't access private financing to safeguard their international sales, Droplet began using an insurance policy from EXIM four years ago. That coverage gave them the confidence and capacity to boost their export sales by nearly 20 percent. Today, nearly 70 percent of Droplet's sales come from exports, growth that has allowed them to add 45 new quality jobs in Colorado.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$1B

Total Exporters: 71
Small Business Exporters: 44



Top Industries

Transportation Equipment Manufacturing and Sales
Petroleum and Coal Products Manufacturing and Sales
Banking and Finance

61%

of the exporters we support
in Connecticut are small businesses!



Top Export Destinations

Ireland
Hong Kong
Brazil

EXIM Success Story: Xamax Industries (Seymour)

Founded in 1949, Xamax Industries is a manufacturer of raw paper, plastic, and other nonwoven fabrics that it sells to manufacturers for assembly into final products. After hearing about EXIM's Express Insurance policies at a Global Access for Small Business forum in New Haven, Connecticut, Martin Weinberg, the company's president, applied for a policy. Mr. Weinberg was convinced that with this EXIM product, his company could extend open account terms to international buyers without elevating its risk of nonpayment. EXIM has now insured over \$7 million in Xamax shipments to customers in countries like China, Malaysia, Mexico and beyond, while supporting its Connecticut-based workforce.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$75M
INSURED SHIPMENTS AND DISBURSEMENTS	\$42M
TOTAL AUTHORIZATIONS	\$34M

Total Exporters: 9
Small Business Exporters: 4



Top Industries

- Leasing Services
- Plastics and Rubber Products Manufacturing and Sales
- Other Service Providers

44%

of the exporters we support
 in Delaware are small businesses!



Top Export Destinations

- Mexico
- El Salvador
- China

EXIM Success Story: Acrow (New Castle)

Acrow is a small, family-owned business that manufactures and galvanizes modular steel bridge kits—a core product for developing countries that want to build a reliable infrastructure. EXIM is guaranteeing a \$73 million commercial loan that will empower Acrow to sell 144 bridges to Zambia, where those bridges will help lay the foundation for durable economic growth. This project will support 200 good-paying jobs at Acrow's manufacturing facilities in and around Delaware—but it was only possible because they had access to financing that let them compete and win against their Chinese and European rivals. Without EXIM guaranteeing the loan, Acrow could find no commercial bank willing to finance the sale to Zambia. Thanks to EXIM financing on a number of their sales in sub-Saharan Africa, Acrow has grown their workforce four-fold—and they've helped America gain a foothold in the world's fastest-growing region by offering trustworthy products.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$179M
INSURED SHIPMENTS AND DISBURSEMENTS	\$121M
TOTAL AUTHORIZATIONS	\$6B

Total Exporters: 15
Small Business Exporters: 3



Top Industries

- Other Service Providers
- Transportation Equipment Manufacturing and Sales
- Professional, Scientific and Technical Services

20%

of the exporters we support
 in Washington, DC are small businesses!



Top Export Destinations

- Hong Kong
- China
- Australia

EXIM Success Story: Intelsat (Washington)

Satellite equipment, operations and launch services are one of the fastest growing sectors in EXIM Bank's portfolio—and an advanced manufacturing industry for the U.S. economy that competes head-to-head with manufacturers and service providers primarily located in France, but also in Russia and China. Given the risks and costs associated with manufacturing and launching commercial satellites, export credit agencies play a critical role for financing contracts, and EXIM Bank serves to ensure American companies and their workers are competing on a level playing field. Washington, DC's Intelsat provides satellite services that bring information and entertainment to consumers once a satellite is in orbit. Intelsat was just one of many direct exporters and supply chain companies, including Space Systems/Loral and Futron Aviation, that benefitted when EXIM Bank financed Hong Kong-based Asia Broadcast Systems' of Made-in-America goods and services in 2013.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$6B
INSURED SHIPMENTS AND DISBURSEMENTS	\$4B
TOTAL AUTHORIZATIONS	\$3B

Total Exporters: 605
Small Business Exporters: 496



Top Industries

Machinery Manufacturing and Sales
Chemical Manufacturing and Sales
Transportation Equipment Manufacturing and Sales

81%

of the exporters we support
in Florida are small businesses!



Top Export Destinations

Mexico
Saudi Arabia
Dominican Republic

EXIM Success Story: Greek Island Spice (Ft. Lauderdale)

Greek Island Spice, Inc. is a woman-owned small business that has thrived since 1997 by manufacturing a variety of fresh marinades and fancy condiments. President JoAnne Theodore started her company on a card table at a small local festival; after learning about EXIM at a trade show, Greek Island Spice was able to qualify for an insurance policy that empowered JoAnne to enter new markets and compete for sales worldwide. EXIM support equipped the company to expand sales in its primary market—China—and JoAnne has recently added a new customer in Vietnam. Thanks to the financing Greek Island Spice was able to get from EXIM, the company has been able to create at least 12 new jobs for the company, which now does well over \$150,000 in export sales each year.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$4B
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$3B

Total Exporters: 152
Small Business Exporters: 113



Top Industries

Transportation Equipment Manufacturing and Sales
 Chemical Manufacturing and Sales
 Machinery Manufacturing and Sales

74%

of the exporters we support
 in Georgia are small businesses!



Top Export Destinations

China
 Brazil
 Turkey

EXIM Success Story: Aventure Aviation (Peachtree City)

Founded in 2001, Aventure Aviation is a fast-growing aircraft parts supply company based in the suburbs of Atlanta, Georgia. Zaheer Faruqi, the company's founder and president, dubs Aventure the "AutoZone for airplane parts." A few years ago, Aventure began exporting, but ended up with a foreign customer that went out of business before paying its bill, leaving Aventure nearly \$90,000 in the hole and unsure about expanding overseas sales. That's when Zaheer turned to EXIM Bank and trade credit insurance. Not only does EXIM insurance protect Aventure against the risk of non-payment, it allows Aventure to extend terms to its customers, giving them 30, 60, or 90 days to pay, an attractive selling point and a great way to build customer loyalty. Today over 80% of Aventure's revenues are generated by export sales and the company has plans to boost hiring by 50% and substantially expand its facilities. With global air passenger traffic set to grow dramatically as global middle classes take to the sky, and with EXIM Bank insurance beneath its wings, Aventure's international growth is set to propel the company toward new heights.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$10M
INSURED SHIPMENTS AND DISBURSEMENTS	\$10M
TOTAL AUTHORIZATIONS	\$6M

Total Exporters: 6

Small Business Exporters: 5



Top Industries

Crop Production and Sales
Food Manufacturing and Sales
Chemical Manufacturing and Sales

83%

of the exporters we support
in Hawaii are small businesses!



Top Export Destinations

Hong Kong
Canada
China

EXIM Success Story: The Big Island Bee Company (Captain Cook)

The Big Island Bee Company sends Hawaiian honey across the globe to taste buds in Canada, China, Japan, and Bahrain. These exports are made possible by EXIM Bank's small business export credit insurance policy, facilitating shipments of Big Island Bee honey from Captain Cook, Hawaii to foreign countries since 2009. Because of EXIM's 95-percent payment assurance policy, co-owner Phil Grad comfortably ships his honey to foreign buyers without waiting for pre-payment. With EXIM insurance, Big Island Bee has decreased its risk and freed up opportunities to grow its global footprint, while adding jobs on the Big Island.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$123M
INSURED SHIPMENTS AND DISBURSEMENTS	\$112M
TOTAL AUTHORIZATIONS	\$66M

Total Exporters: 25
Small Business Exporters: 19



Top Industries

Crop Production and Sales
Nonmetallic Mineral Product Manufacturing and Sales
Fabricated Metal Product Manufacturing and Sales

76%

of the exporters we support
in Idaho are small businesses!



Top Export Destinations

Peru
Spain
Mexico

EXIM Success Story: Buck Knives, Inc. (Post Falls)

Buck Knives is a fourth-generation family-run small business, founded more than a century ago by Hoyt Buck. Buck, determined to make the highest-quality hunting knife on the market, moved the company's design and manufacturing operations to Post Falls, Idaho in 2005. With an eye toward the 95% of the world's consumers who live outside the United States, Buck Knives became an EXIM Bank customer in 2008, utilizing an export credit insurance policy to protect their foreign sales against non-payment. As is the case with many of EXIM Bank's customers, Buck used the foreign receivables insured by EXIM to boost its borrowing ability with its local bank, allowing the company to invest in its business expansion. Buck is one of three Post Falls ventures, and one of 28 Gem State exporters, that directly utilized EXIM Bank products during the past six years.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$3B
INSURED SHIPMENTS AND DISBURSEMENTS	\$3B
TOTAL AUTHORIZATIONS	\$2B

Total Exporters: 251
Small Business Exporters: 172



Top Industries

Machinery Manufacturing and Sales
 Motor Vehicle and Parts Manufacturing and Sales
 Food Manufacturing and Sales

68%

of the exporters we support
 in Illinois are small businesses!



Top Export Destinations

Netherlands
 China
 India

EXIM Success Story: Howe Corp. (Chicago)

In the heart of Chicago, Mary Howe runs the ice machine company her great-grandfather started in 1912, working with a team of about 32 employees. More than a century after its founding, the Howe Corporation's state-of-the-art refrigeration equipment can be found keeping food fresh, making snow for ski resorts, and serving countless other functions in markets around the globe. A few years ago, Mary's international customers began asking if they could have more time to pay—but as a small manufacturer, Howe didn't have the cash on-hand to be able to afford a long wait. An insurance policy from EXIM proved to be the most cost-efficient way to solve the problem. With Howe's export sales protected by EXIM against payment delays, private lenders were comfortable increasing Howe's working capital cash flow. This enabled the company to fulfill sales orders and keep the factory running—and it helped Mary support the 40 percent of her employees whose jobs depend on export sales. Mary's annual policy has been renewed six times, and the company has recently added two additional employees due to EXIM's support.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$1B

Total Exporters: 92
Small Business Exporters: 67



Top Industries

- Specialty Trade Contractors
- Machinery Manufacturing and Sales
- Miscellaneous Manufacturing and Sales of Non Capital Equipment

72%

of the exporters we support
 in Indiana are small businesses!



Top Export Destinations

- Mexico
- Ukraine
- Canada

EXIM Success Story: Trilithic (Indianapolis)

Trilithic is a small, Indianapolis-based producer of broadband instruments—when the cable goes out, their products help bring it back online. They've been creating quality products for nearly 30 years, and for much of that time, they've counted on an insurance policy from EXIM to ensure that they can reach customers in critical global markets. Today, about 40 percent of Trilithic's sales are exports; they've experienced a 350% increase in sales since they began working with EXIM. Without EXIM support, Trilithic would be shut out of doing business in many of their most vital markets—private financing often isn't available for small U.S. companies seeking to do business in some parts of the world. Thanks to the financing they've been equipped with by EXIM, they've been able to capitalize on global opportunities—and that's meant more good-paying jobs in Indianapolis.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$185M
INSURED SHIPMENTS AND DISBURSEMENTS	\$163M
TOTAL AUTHORIZATIONS	\$101M

Total Exporters: 33

Small Business Exporters: 22



Top Industries

Primary Metal Manufacturing and Sales
Food Manufacturing and Sales
Machinery Manufacturing and Sales

66%

of the exporters we support
in Iowa are small businesses!



Top Export Destinations

Mexico
Canada
Guatemala

EXIM Success Story: Paper Systems, Inc. (Des Moines)

Paper Systems, Inc. in Des Moines is a classic example of American innovation at work: the Iowa small business has patented a new way of shipping large quantities of liquid products. Instead of relying on steel or plastic drums that are expensive to ship and then return, Paper Systems invented their EZ-BULK tote systems, comprised of recyclable, collapsible cardboard and plastic liners. Their product allows customers from Japan to South Africa to Ireland to ship goods ranging from egg whites and salad dressings to industrial lubricants and even live fish—at a fraction of the price of conventional shipping methods. Since 1998, Paper Systems has relied on EXIM Bank's trade credit insurance to—as International Sales Director Kevin Stuart put it—“sleep well at night.” That's because EXIM insurance covers the risk of non-payment by Kevin's overseas customers, giving Paper Systems the confidence it needs to ship its EZ-BULK products from Des Moines to the other side of the world and know they'll get paid. Exports now represent nearly 15% of total sales and, like many American small businesses, they are looking beyond our borders for more growth and as a way to add more jobs here at home.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$1B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$560M

Total Exporters: 56
Small Business Exporters: 28



Top Industries

Professional, Scientific and Technical Services
Transportation Equipment Manufacturing and Sales
Fabricated Metal Product Manufacturing and Sales

50%

of the exporters we support
in Kansas are small businesses!



Top Export Destinations

South Africa
India
Mexico

EXIM Success Story: Pace Products International (Bucyrus)

Pace Products International, of Bucyrus, Kansas, was established in 1973 and has approximately 25 employees. The company is a manufacturer of environmentally-friendly commercial and industrial roof coatings and cements. Like many construction sector businesses across the country, Pace had to undergo layoffs during the 2008-2009 financial crisis, but their expansion into international sales stabilized the company and returned it to growth. EXIM Bank's short-term multi-buyer insurance policy allows Pace to extend credit terms to its overseas customers of up to 180 days. The Bank has now insured over \$1 million of Pace Products' international sales since 2009. Pace has a number of customers who buy again, and more quickly, because they know they can get credit, while Pace knows that, because of its EXIM Bank insurance policy, they will always get paid. Exports now comprise 25 percent of Pace's total sales and the company is again adding staff to handle the extra volume.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$380M
INSURED SHIPMENTS AND DISBURSEMENTS	\$245M
TOTAL AUTHORIZATIONS	\$147M

Total Exporters: 38
Small Business Exporters: 26



Top Industries

Machinery Manufacturing and Sales
Chemical Manufacturing and Sales
Motor Vehicle and Parts Mfg and Sales

68%

of the exporters we support
in Kentucky are small businesses!



Top Export Destinations

China
Mexico
Canada

EXIM Success Story: Auburn Leather Company (Auburn)

Auburn Leather Co. is a woman-owned small business that manufactures leather laces for the footwear and sporting-equipment industries. The company has experienced an increase in demand for their laces from foreign manufacturers, leading to an upswing in sales, due in part to the EXIM small-business insurance policy that Auburn uses. EXIM Bank's insurance protects the company against foreign-buyer nonpayment and facilitates the company's access to working-capital funds. These funds have supported the growth of the firm, which has added at least 20 jobs in recent years. Exports now account for more than 45 percent of Auburn's sales. In Auburn's first year in business, the company had 12 employees and \$900,000 in sales. Auburn Leather has grown to more than 120 employees and currently has \$20 million in annual sales.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$984M
INSURED SHIPMENTS AND DISBURSEMENTS	\$698M
TOTAL AUTHORIZATIONS	\$455M

Total Exporters: 115
Small Business Exporters: 66



Top Industries

Machinery Manufacturing and Sales
Oil and Gas Extraction
Chemical Manufacturing and Sales

57%

of the exporters we support
in Louisiana are small businesses!



Top Export Destinations

Mexico
Nigeria
Colombia

EXIM Success Story: Reliable Industries (Harahan)

Reliable Industries Inc., located right outside of New Orleans, is a small-business supplier of U.S.-manufactured equipment and parts for heavy industries, particularly the mining, marine, construction and power-generation industries. The company exports these and other U.S.-made goods to customers across the globe, from Guatemala to Australia. Reliable Industries is also an active exporter to the tougher markets of sub-Saharan Africa, including Burkina Faso, Tanzania and Zambia. The company began using EXIM products in 1985 after the CEO learned about the Bank's working capital support from a local lender and maintained an EXIM-guaranteed working capital line of credit until 2011. Today, Reliable Industries uses EXIM Bank's multi-buyer insurance policy, but has "graduated" like many exporters once they establish a record of exporting: their community bank no longer requires an EXIM working capital guarantee.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$35M
INSURED SHIPMENTS AND DISBURSEMENTS	\$32M
TOTAL AUTHORIZATIONS	\$29M

Total Exporters: 12
Small Business Exporters: 12



Top Industries

Food Manufacturing and Sales
 Chemical Manufacturing and Sales
 Textile Mills, Products and Sales

100%

of the exporters we support
 in Maine are small businesses!



Top Export Destinations

United Kingdom
 Spain
 Germany

EXIM Success Story: Planson International (New Gloucester)

Connie Justice is the owner of Planson International, a small tech company operating out of New Gloucester, Maine, specializing in supplying IT systems to NGOs, governments, and commercial enterprises in emerging markets. Equipping her business with a working capital loan guarantee from EXIM empowered Connie to dramatically increase her export sales at a time when private banks were unwilling to offer her financing. That support gave Connie the opportunity to export computer software to Sudan to be used in the historic 2011 referendum granting independence to South Sudan. Planson's technology was instrumental in ensuring that the birth of a new country was smoothly executed—their products were employed on the ground for voter registration and tallying. Over the last decade, Planson's export sales have risen from \$5 million to \$35 million—and Connie has been able to bring on 25 new employees in New Gloucester as a direct result.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$963M
INSURED SHIPMENTS AND DISBURSEMENTS	\$635M
TOTAL AUTHORIZATIONS	\$331M

Total Exporters: 61
Small Business Exporters: 46



Top Industries

- Ore and Mineral Mining
- Insurance
- Miscellaneous Mfg and Sales of Non Capital Equipment

75%

of the exporters we support
 in Maryland are small businesses!



Top Export Destinations

- United Kingdom
- China
- Taiwan

EXIM Success Story: Patton Electronics Company (Gaithersburg)

Founded in 1984 by two brothers – Bobby and Burt Patton – and then-students at the University of Maryland, Patton Electronics Company of Gaithersburg, Maryland, is one of those classic American success stories. Patton makes modems, routers and connectivity products for the telecommunications industry. The company has utilized EXIM Bank’s working capital loan guarantee program since 2000 to grow through exports. The EXIM-backed line of credit from the Pattons’ bank enables the company to purchase inventory and finance its receivables. Today, Patton Electronics sells more than 2,000 products in over 130 countries around the world. Those sales have allowed the company to grow to about 140 employees and exports now make up about 70 percent of their \$25 million business. People have asked Bobby Patton why he hasn’t moved his factory offshore. His response is that he would never sacrifice the quality, craftsmanship or flexibility to adapt his products to meet market needs. He believes having his product designers working closely to the shop floor gives him a competitive edge and it allows him to innovate faster and more efficiently. For the Pattons – and their customers – ‘Made in the U.S.A.’ means something. Customers appreciate the reliability of their products, their straight-forward approach to business, and their customer service.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$725M
TOTAL AUTHORIZATIONS	\$559M

Total Exporters: 107
Small Business Exporters: 82



Top Industries

- Machinery Manufacturing and Sales
- Food Manufacturing and Sales
- Miscellaneous Mfg and Sales of Non Capital Equipment

76%

of the exporters we support
 in Massachusetts are small businesses!



Top Export Destinations

- Germany
- Singapore
- Colombia

EXIM Success Story: Decas Cranberry Products (Carver)

In 1934, a trio of Greek brothers immigrated to Massachusetts and began producing one of the world's most iconic American products: cranberries. Now into its eighth decade, Decas Cranberry Products is still a family-owned business, producing over 30 million pounds of cranberry products annually. Decas came to EXIM because they knew that achieving the next 80 years of success would require reaching more customers in global markets—and for a company of their size, private financing for many export sales isn't an option. Utilizing an EXIM insurance policy to protect against the risk of buyer nonpayment, Decas now confidently sells to customers in over 35 countries—growth that has enabled them to hire 25 more workers in Massachusetts.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$9B
INSURED SHIPMENTS AND DISBURSEMENTS	\$3B
TOTAL AUTHORIZATIONS	\$1B

Total Exporters: 160
Small Business Exporters: 117



Top Industries

- Professional, Scientific and Technical Services
- Chemical Manufacturing and Sales
- Motor Vehicle and Parts Manufacturing and Sales

73%

of the exporters we support
in Michigan are small businesses!



Top Export Destinations

- Saudi Arabia
- Mexico
- India

EXIM Success Story: Ghafari Associates (Dearborn)

Woman-owned Ghafari Associates of Dearborn, Michigan has been designing, engineering and constructing beautiful buildings around the world for more than 33 years. The award-winning architecture firm has been the brains behind everything from car assembly plants to university athletic centers, but the time between the drawing board and getting fully paid for a project can create a need for a working capital loan. This common business financing practice can become difficult, however, when those projects are overseas. That's exactly the issue that Ghafari Associates faced when the firm won a major contract to build the new Hamad International Airport in Doha, Qatar and that's why they turned to EXIM Bank. With an EXIM working capital guarantee, Ghafari's bank was able to extend the company the capital they needed to finish the job, pay its workers and open new doors for more international work. In fact, Ghafari's international sales have grown 28% in recent years and now represent one-third of revenue, while domestic sales growth has stayed around 3%. With services representing one of America's largest export sectors, Ghafari's story demonstrates how EXIM Bank can equip U.S. companies to tackle major new challenges and expand their footprint into fast-growing overseas markets.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$488M

Total Exporters: 149
Small Business Exporters: 95



Top Industries

- Banking and Finance
- Food Manufacturing and Sales
- Crop Production and Sales

63%

of the exporters we support
in Minnesota are small businesses!



Top Export Destinations

- Russia
- Mexico
- China

EXIM Success Story: IKONICS Corporation (Duluth)

IKONICS Corporation is an established small business that has thrived since 1952. They specialize in creating and transferring physical and visual images in a variety of industries. From traditional and high-tech screen printing and coated film to decorative and industrial etching and imaging, IKONICS conducts its photochemistry business in over 90 countries. IKONICS has grown quickly through exports, but, like most companies, they are concerned about the political and commercial risks associated with large transactions overseas. That's why they turned to EXIM's export credit insurance to cover a 90-day, \$225,000 line of credit to a buyer in India for the purchase of IKONICS film and chemical emulsions in 2011. Since then, IKONICS has utilized similar EXIM Insurance policies to cover nearly \$1.5 million worth of sales to India.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$223M
INSURED SHIPMENTS AND DISBURSEMENTS	\$214M
TOTAL AUTHORIZATIONS	\$117M

Total Exporters: 21
Small Business Exporters: 11



Top Industries

Chemical Manufacturing and Sales
Wood Product Manufacturing and Sales
Electrical Equipment Manufacturing and Sales

52%

of the exporters we support
in Mississippi are small businesses!



Top Export Destinations

Canada
Mexico
China

EXIM Success Story: Magnolia Metal & Plastic (Vicksburg)

Since opening its doors in 1974, third-generation family business Magnolia Metal & Plastic has brought family-supporting manufacturing jobs to Vicksburg, Mississippi. Fabricating screen doors, custom molding, and over a dozen other metal and plastic-based products, Magnolia learned about EXIM Bank through the Mississippi Development Authority (MDA), one of the participants in EXIM's City/State Partner program. Magnolia received a large order from a distributor in Chile and needed a way to insure against the risk of non-payment by that customer. MDA put the company in touch with EXIM and, in December 2014, EXIM authorized a \$400,000 export credit insurance policy that covers up to 95% of their exported goods. Magnolia is one of three Vicksburg companies and one of 32 Mississippi exporters supported by EXIM.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$989M
INSURED SHIPMENTS AND DISBURSEMENTS	\$498M
TOTAL AUTHORIZATIONS	\$337M

Total Exporters: 92
Small Business Exporters: 63



Top Industries

Machinery Manufacturing and Sales
Primary Metal Manufacturing and Sales
Paper Manufacturing and Sales

68%

of the exporters we support
in Missouri are small businesses!



Top Export Destinations

Mexico
Canada
South Korea

EXIM Success Story: Environmental Dynamics, Inc. (Columbia)

For Environmental Dynamics, a small business located in Columbia, EXIM financing has made it possible to reach customers in developing markets around the world with the innovative water treatment technologies they produce. With more than three-quarters of a billion people lacking access to safe drinking water worldwide, Environmental Dynamics knew there would be demand for their products—but for many small U.S. businesses, securing private financing to export to developing markets can prove to be nearly impossible. Since they began using an EXIM insurance policy and line of credit more than 15 years ago, Environmental Dynamics has been empowered to expand into Latin America and Asia. They no longer have to worry about keeping the lights on at home if a buyer halfway around the world fails to pay on time. Thanks to EXIM's financing, exports now account for about 55 percent of Environmental Dynamics' sales—and that's meant more good-paying jobs in central Missouri.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$12M
INSURED SHIPMENTS AND DISBURSEMENTS	\$12M
TOTAL AUTHORIZATIONS	\$13M

Total Exporters: 12

Small Business Exporters: 11



Top Industries

Wood Product Manufacturing and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment
Chemical Manufacturing and Sales

91%

of the exporters we support
in Montana are small businesses!



Top Export Destinations

Mexico
Indonesia
Singapore

EXIM Success Story: West Paw Designs (Bozeman)

Founded in 1987, West Paw Design is a small eco-friendly manufacturer of pet toys and apparel. West Paw Design primarily exports to Mexico and Scandinavian countries selling toys, beds, and clothing for pets. Impressively, 100% of the company's products are made in the USA, with 98% made right in the same building as their offices in Bozeman. The firm employs about 30 people and has seen its business grow with nonpayment protection from EXIM Bank's export credit insurance. The Bank has covered \$1.3 million in shipments since 2011 with average annual volume of over \$300,000. The Bank's credit insurance allows West Paw Design to offer open account credit to its buyers, an attractive way of boosting sales without having to lower prices.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$619M
INSURED SHIPMENTS AND DISBURSEMENTS	\$615M
TOTAL AUTHORIZATIONS	\$157M

Total Exporters: 36
Small Business Exporters: 17



Top Industries

Crop Production and Sales
Machinery Manufacturing and Sales
Food Manufacturing and Sales

47%

of the exporters we support
in Nebraska are small businesses!



Top Export Destinations

China
Mexico
Australia

EXIM Success Story: Chief Industries (Kearney)

Chief Industries is a small construction firm that since 1954 has manufactured grain bins and other farm equipment in Kearney. When Chief wanted to boost sales by selling more agricultural products to buyers in Mexico, South America, and Eastern Europe, they found that they were losing out to competitors due to their foreign buyers' inability to obtain the loans they needed to buy American products. Chief's commercial bank, Wells Fargo, introduced Chief to EXIM, which equipped Chief with an export insurance package that gave them and their buyers the assurance necessary to close more sales. Since then, Chief has stayed ahead of the competition, growing its international sales from about a quarter of total sales to about half—and that success has enabled them to hire 45 more employees to take on quality jobs in Nebraska.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$103M
INSURED SHIPMENTS AND DISBURSEMENTS	\$59M
TOTAL AUTHORIZATIONS	\$48M

Total Exporters: 25
Small Business Exporters: 16



Top Industries

- Machinery Manufacturing and Sales
- Nonmetallic Mineral Product Manufacturing and Sales
- Electrical Equipment Manufacturing and Sales

64%

of the exporters we support
 in Nevada are small businesses!



Top Export Destinations

- Papua New Guinea
- Mexico
- Canada

EXIM Success Story: Click-Bond (Carson City)

Click-Bond, Inc. has never been a direct EXIM Bank customer, but the 300-employee strong manufacturer of fasteners located in Nevada's state capital knows how EXIM Bank has leveled the playing field for U.S. businesses. Click-Bond counts itself among one of the 15,000 U.S. suppliers to the Boeing Company, the only manufacturer of wide-body commercial aircraft in the United States and the nation's number one exporter. When foreign airlines purchase new wide-body aircraft, they have two choices: Boeing or Airbus, which manufactures its planes in Europe and is heavily backed by the official export credit agencies of France, Germany and the United Kingdom—EXIM Bank's counterparts in those countries. EXIM Bank has leveled the playing field for Boeing, Click-Bond and thousands of other U.S. companies in the U.S. aerospace supply chain through its loan guarantees to foreign buyers of Made-in-America goods and services.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$202M
INSURED SHIPMENTS AND DISBURSEMENTS	\$151M
TOTAL AUTHORIZATIONS	\$111M

Total Exporters: 21
Small Business Exporters: 18



Top Industries

Administrative, Management and Support Services
Machinery Manufacturing and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment

82%

of the exporters we support in
New Hampshire are small businesses!



Top Export Destinations

United Kingdom
Mexico
China

EXIM Success Story: Boyle Energy Systems & Technology (Concord)

Mike Boyle is a Navy veteran who turned his experience maintaining boilers on American fighting vessels into Boyle Energy Services & Technology, a small energy firm based out of Concord. Mike and his team developed a groundbreaking technology that enables them to service power plants in a way that improves efficiency while slashing costs, carbon emissions, and hazardous waste. With low domestic demand, Mike knew he needed to pursue export sales—but he couldn't secure the private financing necessary to compete. With a working capital loan from EXIM, he gained the confidence and capacity he needed to take his company global. A decade ago, exports made up about five percent of Mike's sales—today that number is nearly 90 percent. He has doubled revenue twice since working with EXIM, and Boyle Energy Services & Technology has gone from a dozen employees in New Hampshire to more than 50 due to export growth.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$3B
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$1B

Total Exporters: 160
Small Business Exporters: 127



Top Industries

- Chemical Manufacturing and Sales
- Food Manufacturing and Sales
- Plastics and Rubber Products Mfg and Sales

79%

of the exporters we support
 in New Jersey are small businesses!



Top Export Destinations

- India
- Mexico
- Saudi Arabia

EXIM Success Story: Hoffman Equipment (Piscataway)

Hoffman Equipment is a third-generation construction equipment company. During the 1960s and 1970s, the company began expanding internationally by delivering packages for construction projects overseas, so that all the vehicles and machines required for a project could be purchased and shipped from one single source. Now the company exports to 80 countries, with an emphasis on markets in sub-Saharan Africa, the Middle East, and Latin America. In the spring of 2010, Hoffman's private export credit insurance policy was suddenly cancelled, jeopardizing the company's international sales. That's when Hoffman turned to EXIM Bank financing to cover pending transactions and, as a result, protected 15 American jobs. Hoffman then won a \$50 million deal with a buyer in Cameroon for 151 pieces of equipment—a project that supported 65 existing jobs and created 41 new jobs. They won another Cameroon project for \$71 million for road building equipment in 2013 and foresee a third and larger project this year.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$58M
INSURED SHIPMENTS AND DISBURSEMENTS	\$73M
TOTAL AUTHORIZATIONS	\$45M

Total Exporters: 11
Small Business Exporters: 6



Top Industries

Electrical Equipment Manufacturing and Sales
Computer and Electronic Product Mfg and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment

54%

of the exporters we support
in New Mexico are small businesses!



Top Export Destinations

Colombia
Canada
United Kingdom

EXIM Success Story: Lectrosonics (Rio Rancho)

Lectrosonics Inc. is a small business based in Rio Rancho, N.M., that sells wireless microphone systems and audio-processing and routing equipment. Its products are used in diverse settings ranging from television, film, and broadcast production to courtrooms and theaters. An export credit insurance policy from EXIM enabled the company to expand into Romania, and outfit that country's entire national court system with its audio-processor products. Thanks in large part to EXIM support, Lectrosonics now exports to a much wider range of countries, including Brazil, Mexico, China, Japan, Australia, New Zealand, South Africa, UAE, and the Netherlands. With about 30 percent of their sales now coming from exports, Lectrosonics' growth has empowered the company to hire more workers in New Mexico; they now employ about 160 people.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$4B
INSURED SHIPMENTS AND DISBURSEMENTS	\$3B
TOTAL AUTHORIZATIONS	\$2B

Total Exporters: 245
Small Business Exporters: 147



Top Industries

- Other Misc Mfg and Sales of Non Capital Equipment
- Food Manufacturing and Sales
- Crop Production and Sales

60%

of the exporters we support
 in New York are small businesses!



Top Export Destinations

- United Arab Emirates
- Saudi Arabia
- India

EXIM Success Story: Love & Quiches (Freeport)

Started in Susan Axelrod's kitchen in 1973, Love & Quiches sells quiches and desserts to customers all around the world, with a focus on the Middle East and Asia. The business outgrew the kitchen, a garage, a local storefront, and its first factory, and now operates out of a state-of-the-art manufacturing facility in Nassau County. With private financing options unavailable for many of their export sales, in 2005 Love & Quiches started using an insurance policy from EXIM, which provided the reassurance needed for their commercial bank to advance funds and improve their cash flow. Today, Love & Quiches' export volume has grown as a result of that added capacity. Exports are approaching almost 25 percent of the company's total volume, and thanks to EXIM financing for those sales, Love & Quiches has created 25 dependable new jobs on Long Island.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$891M
TOTAL AUTHORIZATIONS	\$792M

Total Exporters: 148
Small Business Exporters: 117



Top Industries

Textile Mills, Products and Sales
Chemical Manufacturing and Sales
Professional, Scientific, and Technical Services

79%

of the exporters we support in
North Carolina are small businesses!



Top Export Destinations

Mexico
Honduras
Canada

EXIM Success Story: Miss Jenny's Pickles (Kernersville)

Jenny Fulton is the co-founder of Miss Jenny's Pickles in Kernersville, NC. Like so many small business owners, Jenny knew she had a great product—but credit obstacles kept her business from reaching its global potential. After securing an express insurance policy from EXIM, however, Jenny gained the confidence and financial security she needed to ship her pickles to customers around the world. Today, pickle lovers from Canada to China are enjoying her product—and 10 more employees are drawing a paycheck in North Carolina. In January 2015, Jenny was informed that she'd been named North Carolina's Exporter of the Year, a big honor for a business that, not so long ago, was small enough to fit around Jenny's kitchen table. Thanks to EXIM, Jenny has plans to keep expanding—and keep creating dependable jobs for workers in her home town.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$31M
INSURED SHIPMENTS AND DISBURSEMENTS	\$25M
TOTAL AUTHORIZATIONS	\$54M

Total Exporters: 20
Small Business Exporters: 15



Top Industries

Machinery Manufacturing and Sales
Crop Production and Sales
Plastics and Rubber Products Mfg and Sales

75%

of the exporters we support
in North Dakota are small businesses!



Top Export Destinations

Cyprus
Mexico
Russia

EXIM Success Story: Healthy Oilseeds of Gussiaas Family Farm (Carrington)

Healthy Oilseeds, part of Gussiaas Family Farm, began exporting organic and non-organic seeds in 2002. The family-owned venture exports golden and brown flax, borage, and malting barley to five continents, sending seeds to countries such as Brazil, Spain, Kazakhstan, South Africa, and South Korea. The Gussiaas family has been farming for decades, and commented that doing a few exports here and there led overseas companies to contact him about bigger orders. Over the years, exporting has become an increasingly important part of the business, just as it has for many American farmers. The Gussiaas Family Farm have utilized EXIM Bank insurance since 2009 to export their Healthy Oilseeds around the world, protecting against the risk of non-payment for over \$1.7 million worth of shipments.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$773M

Total Exporters: 244
Small Business Exporters: 165



Top Industries

Machinery Manufacturing and Sales
Computer and Electronics Product Mfg and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment

67%

of the exporters we support
in Ohio are small businesses!



Top Export Destinations

Mexico
Turkey
India

EXIM Success Story: Robbins Sports Surfaces (Cincinnati)

In Cincinnati, Jay Stoehr runs Robbins Sports Surfaces, the nearly 100 year-old small business his father, a veteran of three wars, bought in 1977 from its original founder. Robbins manufactures maple and synthetic flooring for basketball, volleyball, and other recreational courts—and thanks to EXIM, they've grown from a purely domestic business to one that exports to customers in Chile, Finland, and Taiwan. Companies of Robbins' size often have trouble securing commercial financing for their export sales to many markets—so, since 1999, they've made use of an insurance policy from EXIM that gives them the protection they need to compete confidently in far-away markets. That growth has empowered Jay and his team to expand their business—and it has enabled them to hire more workers in the Cincinnati area to take on quality, reliable jobs.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$862M
INSURED SHIPMENTS AND DISBURSEMENTS	\$707M
TOTAL AUTHORIZATIONS	\$593M

Total Exporters: 90
Small Business Exporters: 62



Top Industries

- Machinery Manufacturing and Sales
- Petroleum and Coal Products Mfg and Sales
- Professional, Scientific and Technical Services

68%

of the exporters we support
 in Oklahoma are small businesses!



Top Export Destinations

- Mexico
- Colombia
- Australia

EXIM Success Story: Zeeco (Broken Arrow)

Located in Broken Arrow, Zeeco is an innovative combustion technology company that produces efficient industrial burners and flares serving the energy industry. Thanks to their superior products, Zeeco was able to find buyers on every continent—but because it can take extra time for payment to come in from global sales, they needed working capital to keep producing and innovating while waiting on their receivables. Thanks to a guarantee from EXIM Bank, Zeeco was able to secure capital from their private lender—capital that allowed them to compete effectively against foreign rivals who were also offering financing as part of their sales pitch. Zeeco started out as a small business, but since working with EXIM, they've more than tripled their revenue—and tripled their workforce in Oklahoma by creating more good-paying, export-backed jobs.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$713M
INSURED SHIPMENTS AND DISBURSEMENTS	\$426M
TOTAL AUTHORIZATIONS	\$262M

Total Exporters: 72
Small Business Exporters: 57



Top Industries

- Wood Product Manufacturing and Sales
- Machinery Manufacturing and Sales
- Other Misc Mfg and Sales of Non Capital Equipment

79%

of the exporters we support
 in Oregon are small businesses!



Top Export Destinations

- Mexico
- United Kingdom
- Pakistan

EXIM Success Story: Bob's Red Mill (Milwaukie)

Bob's Red Mill is an employee-owned Oregon company that was started by Bob Moore in 1978. Today, Bob's Red Mill Natural Foods produces more than 400 products, including a full line of certified gluten-free products and an extensive line of certified organic products. With a wide variety of whole grain products, from flours and hot cereals to baking mixes and grains, Bob's Red Mill is the nation's leader in stone milling whole grains. Since 2012, Bob's Red Mill has used the EXIM's export credit insurance product to expand into new markets and hire more American workers.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$5B
INSURED SHIPMENTS AND DISBURSEMENTS	\$3B
TOTAL AUTHORIZATIONS	\$6B

Total Exporters: 235
Small Business Exporters: 151



Top Industries

Other Misc Mfg and Sales of Non Capital Equipment
Ore and Mineral Mining and Sales
Machinery Manufacturing and Sales

64%

of the exporters we support
in Pennsylvania are small businesses!



Top Export Destinations

Kazakhstan
South Africa
Australia

EXIM Success Story: Bassetts Ice Cream (Philadelphia)

Bassetts Ice Cream Company was founded in 1861 and while the company has grown into a full-service frozen dessert distributor to restaurants, hotels, supermarkets, and caterers, Bassetts still sources its milk from central Pennsylvania's dairy farms. In 2008, 147 years after its founding, Bassetts began to look abroad for sales growth, zeroing in on the rapidly growing consumer class in China. Like many small business exporters, they couldn't afford to ship their frozen desserts overseas and not get paid once they got there. That's why Bassetts turned to EXIM Bank insurance, which insures against the risks of nonpayment. Today, exports to China make up 20 percent of the ice cream wholesaler's business and the 20-employee company is also exploring opportunities in Taiwan, Vietnam, Japan, and the Bahamas. As an added bonus, you can now get a scoop of green tea-flavored ice cream at their stall in Philadelphia's iconic Reading Terminal.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$219M
INSURED SHIPMENTS AND DISBURSEMENTS	\$219M
TOTAL AUTHORIZATIONS	\$59M

Total Exporters: 28
Small Business Exporters: 23



Top Industries

Other Misc Mfg and Sales of Non-Capital Equipment
Fabricated Metal Product Manufacturing and Sales
Plastics and Rubber Products Mfg and Sales

82%

of the exporters we support
in Puerto Rico are small businesses!



Top Export Destinations

Egypt
Turkey
Vietnam

EXIM Success Story: B & B Manufacturing Corporation (Bayamon)

B & B Manufacturing, of Bayamon, Puerto Rico, manufactures wiring and electronic equipment for motor vehicles. Established in 1985, this small business relies on exports for 68% of its sales. It has customers in North, Central and South America as well as the Caribbean. The company has been using the small business export credit multi-buyer policy for over 15 years to extend credit to its international buyers. Through the support of EXIM Bank, B&B manufacturing has exported 6.9 million dollars in goods to their customers abroad within the past 3 years.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$86M
INSURED SHIPMENTS AND DISBURSEMENTS	\$57M
TOTAL AUTHORIZATIONS	\$50M

Total Exporters: 15
Small Business Exporters: 11



Top Industries

Food Manufacturing and Sales
Chemical Manufacturing and Sales
Textile Mills, Products and Sales

73%

of the exporters we support
in Rhode Island are small businesses!



Top Export Destinations

Canada
China
Mexico

EXIM Success Story: Primary Flow (Cranston)

Primary Flow Signal, Inc. of Cranston, Rhode Island, designs, manufactures, installs and supports flow metering equipment and accessories, serving the water and wastewater, industrial, power, automotive, fire suppression, and oil and gas industries around the world. EXIM Bank insurance has been a critical tool in the medium-sized company's growth through exports, reducing the risks that can accompany foreign receivables—particularly in more difficult markets. Primary Flow Signal tripled exports between 2008 and 2012, and the flow metering firm's portfolio grew to include 19 buyers in 12 countries with Oman and China leading the customer list. More recently, EXIM has insured \$6.3 million of Primary Flow's exports the past three years, allowing the company to add more than 16 new jobs.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$4B
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$890M

Total Exporters: 52
Small Business Exporters: 32



Top Industries

Transportation Equipment Manufacturing and Sales
Motor Vehicle and Parts Manufacturing and Sales
Primary Metal Manufacturing and Sales

61%

of the exporters we support in
South Carolina are small businesses!



Top Export Destinations

China
Kenya
Colombia

EXIM Success Story: Sage Automotive (Greenville)

In recent decades, the Greenville-Spartanburg region of South Carolina has become a new hub for automobile manufacturing, attracting the assembly plants and parts suppliers that follow them. Sage Automotive, a manufacturer of fabrics for seats and other auto interiors, is one of those companies. Once established in Greenville, they began to look beyond U.S. borders, investing in their operations and employees to win new contracts with car manufacturers around the world. Today, Sage employs nearly 1,000 people and operates four plants in South Carolina. Fueling that growth required working capital loans, and banks rarely count receivables generated by exports as collateral they can lend against—a challenge faced by many growing U.S. exporters. That's where EXIM Bank's working capital guarantee program comes in. With a loan guarantee from EXIM, a growing, mid-sized exporter like Sage Automotive can continue to create U.S. jobs, expand their market share and compete on a level playing field. That's right: in addition to credit constraints, Sage's larger German competitor is strongly backed by Germany's own version of EXIM, one of 85 other official export credit agencies around the world.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$21M
INSURED SHIPMENTS AND DISBURSEMENTS	\$20M
TOTAL AUTHORIZATIONS	\$48M

Total Exporters: 13

Small Business Exporters: 6



Top Industries

Machinery Manufacturing and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment
Motor Vehicle and Parts Manufacturing and Sales

46%

of the exporters we support
in South Dakota are small businesses!



Top Export Destinations

Canada
Panama
Ghana

EXIM Success Story: Daktronics (Brookings)

A worldwide industry leader, Daktronics has been on the forefront of designing and manufacturing electronic scoreboards, programmable display systems, and large-screen video displays since its founding in 1968. In fact, it's hard to imagine attending a concert or sporting event without one of the large screens that Daktronics manufactures and, in fact, the company's products can be seen across the country, even gracing Madison Square Garden in New York. Equipped with EXIM Bank insurance and buyer financing, Daktronics has expanded internationally, exporting displays to Canada, Mexico, China, and Serbia. Resting on the full faith and credit of the United States, Daktronics has gained access to global markets and, as a result, created family-supporting jobs here at home—in Brookings, South Dakota and throughout the company's U.S. supply chain.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$1B
INSURED SHIPMENTS AND DISBURSEMENTS	\$875M
TOTAL AUTHORIZATIONS	\$367M

Total Exporters: 74
Small Business Exporters: 44



Top Industries

- Crop Production and Sales
- Wood Product Manufacturing and Sales
- Ore and Mineral Mining and Sales

59%

of the exporters we support
in Tennessee are small businesses!



Top Export Destinations

- Mexico
- Turkey
- China

EXIM Success Story: Floratine (Collierville)

When the Cavanaugh brothers, Michael and Kevin, bought a small specialty fertilizer company outside of Memphis called Floratine, they had never heard of EXIM. But today, they credit the EXIM insurance policy they equipped themselves with for a big boost in sales—and for saving the jobs of eight employees in Tennessee. The Cavanaugh describe Floratine's products as "Red Bull for lawns;" their liquid fertilizers are used to treat golf courses and other sports venues to improve the durability of the grass. Because their domestic business is largely seasonal, they count on export sales to maintain their bottom line during the winter months—but for a company of their size, commercial financing wasn't an option. Thanks to EXIM, exports now make up a quarter of Floratine's sales—you can find their products on golf courses in 35 countries—and eight of their 30 employees who used to get laid off during the offseason have now been brought on full-time.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$21B
INSURED SHIPMENTS AND DISBURSEMENTS	\$14B
TOTAL AUTHORIZATIONS	\$12B

Total Exporters: 1065
Small Business Exporters: 575



Top Industries

- Oil and Gas Extraction
- Professional, Scientific and Technical Services
- Machinery Manufacturing and Sales

53%

of the exporters we support
 in Texas are small businesses!



Top Export Destinations

- Mexico
- Colombia
- Australia

EXIM Success Story: Fritz-Pak (Mesquite)

Gabriel Ojeda runs a small concrete additive business called Fritz-Pak out of a modest warehouse just east of Dallas with his wife and son. They manufacture 40 different specialty products, including plasters you'd find in swimming pools or sports stadiums. Sales were steady—until the 2008 recession hit. Gabriel had to lay off three of his 14 employees, and was nearly forced to sell off the business. When Gabriel's family came up with the idea of pursuing sales in global markets, they sought out private financing—but when your typical export sale is only 10 or 12 thousand dollars, your local bank isn't always interested in financing you. So when private financing proved unavailable, they turned to EXIM for a reliable insurance package to protect their overseas sales. Thanks to EXIM, exports now account for about 35 percent of their business—and that export growth allowed Gabriel to rehire those three laid-off employees.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$214M
INSURED SHIPMENTS AND DISBURSEMENTS	\$66M
TOTAL AUTHORIZATIONS	\$53M

Total Exporters: 40
Small Business Exporters: 29



Top Industries

Miscellaneous Mfg and Sales of Non Capital Equipment
Machinery Manufacturing and Sales
Food Manufacturing and Sales

72%

of the exporters we support
in Utah are small businesses!



Top Export Destinations

Saudi Arabia
Morocco
South Korea

EXIM Success Story: Cytozyme Laboratories (Salt Lake City)

Cytozyme Laboratories is a family-owned small business that produces nitrogenous fertilizer. It was founded in 1975 on the principles of improving people's lives worldwide through better and more environmentally conscious agricultural production. With 30 years in the agricultural business, Cytozyme products are being exported to governments, universities, research groups, foundations, and farmers in over 24 countries. The company's primary markets are Thailand, India, China, Chile and Brazil with 80% of their sales being export-related. Cytozyme was able to expand its exports to more countries by utilizing a \$2 million Bank of America loan backed by the EXIM Bank Working Capital Lender Loan Guarantee. The loan supported an estimated \$11 million in exports and 10 new jobs. According to CEO Eric Baughman, EXIM's Bank Working Capital Product gave Cytozyme the insurance to compete and expand into emerging markets where the demand is greater.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$201M
INSURED SHIPMENTS AND DISBURSEMENTS	\$48M
TOTAL AUTHORIZATIONS	\$39M

Total Exporters: 8
Small Business Exporters: 6



Top Industries

Machinery Manufacturing and Sales
Miscellaneous Mfg and Sales of Non Capital Equipment
Computer & Electronic Product Mfg and Sales

75%

of the exporters we support
in Vermont are small businesses!



Top Export Destinations

United Kingdom
Canada
South Korea

EXIM Success Story: VERMONT – Northern Power Systems, Inc. (Barre)

Northern Power Systems in Barre, Vermont is a prime example of America's leadership in the worldwide renewable energy industry. Designing, manufacturing, and selling wind turbines around the country, NPS broke into the global marketplace a few years back, utilizing EXIM Bank's Renewable Express Lender Loan Guarantee to complete a historic shipment of 55 100kW wind turbines to Italy. NPS exports not only create jobs in Vermont, but throughout the company's U.S. supply chain. EXIM Bank was proud to honor NPS with its Renewable-Energy Exporter of the Year Award at the Bank's 2012 Annual Conference.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$1B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$922M

Total Exporters: 93
Small Business Exporters: 55



Top Industries

Ore and Mineral Mining and Sales
Transportation Equipment Manufacturing
Computer and Electronic Product Mfg and Sales

59%

of the exporters we support
in Virginia are small businesses!



Top Export Destinations

Canada
Turkey
Spain

EXIM Success Story: Gatekeeper Security

Located in Loudon County, Gatekeeper Security is a small business that produces advanced screening technology enabling its customers to search under vehicles from a safe distance. Gatekeeper's inspection systems are designed to provide a first line of defense against ground transportation threats, a service that has proven to be in high demand in a number of global markets. Today, 95 percent of Gatekeeper's products are exported to 28 countries in regions including the Middle East, Asia, and Latin America—but many of those export sales wouldn't be possible without insurance and a line of credit from EXIM. For a company with fewer than 25 employees, securing private financing for sales to markets like Afghanistan and Ethiopia can be impossible. That's exactly the financing gap that EXIM was designed to fill, however—and since first working with EXIM in 2010, Gatekeeper has doubled its year-over-year growth and expanded its workforce in Virginia.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$78B
INSURED SHIPMENTS AND DISBURSEMENTS	\$36B
TOTAL AUTHORIZATIONS	\$32B

Total Exporters: 165
Small Business Exporters: 114



Top Industries

Transportation Equipment Manufacturing and Sales
Crop Production and Sales
Food Manufacturing and Sales

69%

of the exporters we support
in Washington are small businesses!



Top Export Destinations

China
South Korea
United Arab Emirates

EXIM Success Story: Manhasset Specialty Company (Yakima)

Ubiquitously found throughout the music industry, from high school band rooms to recording studios to concert halls, Manhasset music stands are the industry standard. Hailing from Yakima, Washington, the employee-owned Manhasset Specialty Company has relied on EXIM's export credit insurance to reach foreign markets like France and Germany without the risk of non-payment by their buyers overseas. Manhasset's exports of "the best music stands in the whole world" have increased from five percent to over a third of their total sales in the last fifteen years. And since they began utilizing EXIM insurance, Manhasset has expanded the number of markets it sells into four-fold—from customers in ten countries to forty.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$26M
INSURED SHIPMENTS AND DISBURSEMENTS	\$18M
TOTAL AUTHORIZATIONS	\$8M

Total Exporters: 18

Small Business Exporters: 11



Top Industries

Machinery Manufacturing and Sales
Professional, Scientific and Technical Services
Other Service Providers

61%

of the exporters we support
in West Virginia are small businesses!



Top Export Destinations

Colombia
India
Mexico

EXIM Success Story: Wheeling Truck Center, Inc. (Wheeling)

Wheeling Truck Center Inc. is a small business headquartered in Wheeling, West Virginia that exports new and used trucks and truck parts. Founded in 1933 by C.H. Remp, Wheeling is currently owned and managed by the third and fourth generation of the Remp family. The company employs about 20 people, all of whom are located in Wheeling. After learning of EXIM Bank from its local Department of Commerce commercial service representative, Wheeling first took advantage of the Bank's Export Credit Insurance in 2011. Export credit insurance has allowed Wheeling to offer open accounts to international customers, resulting in increased sales. The company has stated that offering these terms is a prerequisite for doing business with foreign buyers, especially larger overseas companies. As a customer of EXIM Bank, the company has increased export sales to 25% of total company revenue, has filled orders in 99 countries, and added three jobs dedicated to international sales. Since 2011, EXIM Bank has supported nearly \$400,000 of Wheeling's exports to countries such as Bolivia, Chile, and Peru.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$2B
INSURED SHIPMENTS AND DISBURSEMENTS	\$1B
TOTAL AUTHORIZATIONS	\$858M

Total Exporters: 156
Small Business Exporters: 93



Top Industries

Machinery Manufacturing and Sales
Chemical Manufacturing and Sales
Plastics and Rubber Products Mfg and Sales

59%

of the exporters we support
in Wisconsin are small businesses!



Top Export Destinations

China
India
Mexico

EXIM Success Story: W.S. Darley (Chippewa Falls)

More than a century after their grandfather founded the company, Peter, Paul, and Jeff Darley can still be found manufacturing state-of-the-art firetrucks at W.S. Darley in Chippewa Falls. While Darley was the first company to produce trucks for American fire departments back in the 1920s, today they increasingly find that demand comes from overseas buyers. One of those buyers is Lagos, Nigeria, the largest city in Africa. Lagos had found that their firefighting capacity had been insufficient; they knew they needed to upgrade their fleet. But as is often the case when U.S. small businesses sell to developing markets, private financing proved unavailable. So Darley applied for financing from EXIM, which underwrote a loan to cover the sale of 32 firefighting vehicles as well as training. Those trucks are now supporting 100 manufacturing jobs in Chippewa Falls—and today, more than 80 percent of Darley's export sales are financed by EXIM.



EXIM Supported Export Activity: 2012-2016

TOTAL EXPORT VALUE	\$59M
INSURED SHIPMENTS AND DISBURSEMENTS	\$35M
TOTAL AUTHORIZATIONS	\$35M

Total Exporters: 5
Small Business Exporters: 4



Top Industries

- Machinery Manufacturing and Sales
- Food Manufacturing and Sales
- Fabricated Metal Product Mfg and Sales

80%

of the exporters we support
 in Wyoming are small businesses!



Top Export Destinations

- Singapore
- Guyana
- Mexico

EXIM Success Story: Compression Leasing Services (Casper)

Compression Leasing Services, Inc. (CLS) began by manufacturing unique and specialized compressors, and other oil and gas compression equipment one order at a time. CLS quickly realized that there was a unique place in the compressor market that greatly needed more attention. Today, CLS has become one of the world leaders in the manufacturing, sales, and rentals of compressors, boosters and pumps for the energy industry, with equipment sold in at least 15 different countries worldwide. A few years ago, the company had a pending \$6.4 million sale to Air Drilling Associates of Singapore. The challenge? It was securing a loan to purchase the equipment without pre-payment from the overseas customer in hand. With EXIM Bank's medium-term insurance product—backed by the full faith and credit of the U.S. government—Wells Fargo Bank agreed to provide the loan, allowing CLS to move forward with the deal. As a bonus, the customer in Singapore received a longer repayment term, which is a perk that can build customer loyalty over time. The best part, however, is that the sale created three family-supporting jobs and sustained nine more in Casper, Wyoming. With a mission of supporting American jobs through exports, that transaction is a perfect example of EXIM Bank's work with exporters in all 50 states.