



## *Chairman's Message*

Economic growth and prosperity rest on a firm foundation of trade. The Export-Import Bank of the United States (Ex-Im Bank) helps strengthen this foundation by supporting the products made by American workers. We ensure that financing for U.S. goods and services is made available throughout the world. To expand the number of high-quality jobs here at home, Ex-Im Bank levels the playing field against foreign-government support and offers financing that the private sector is unable or unwilling to provide.

Ex-Im Bank has succeeded in this mission over the past 72 years. FY 2006 was no exception, with more than \$12 billion in new authorizations to over 80 countries. We authorized over \$3 billion in small-business transactions, which accounted for 26 percent of total authorizations and 84 percent of total transactions.

We will continue working hard to build upon this success by increasing our attention even more to the needs of small business. This year's creation of the Small Business Division, for example, furthers our outreach and business development efforts. We have also designated specialists throughout the Bank's operating units who devote their attention and expertise to the processing of small-business transactions. These represent just a couple of the enhancements that we have made to the way we service this vibrant, entrepreneurial segment of our economy.

Ex-Im Bank has proven itself to be a responsible steward of the taxpayers' resources; its operations have improved our trade balance and returned funds to the U.S. Treasury. And we continuously strive to be more effective and more efficient. For every taxpayer dollar used in FY 2006, Ex-Im Bank facilitated an estimated

\$61 of U.S. exports, compared to \$57 of U.S. exports in FY 2005 and \$51 the year before.

Making it easier for our customers to do business with the Bank is of primary importance. Ex-Im Online, our new Web-based application and transaction-management system, is now available. Usage is expected to grow as we expand its capabilities. We are committed to developing this system further to maximize efficiency and to reduce paperwork and processing times while increasing the transparency of our operations.

Ex-Im Bank is also adapting to meet the needs of a dynamic global marketplace. Some export-credit agencies are taking on the characteristics of the private sector, while others in emerging markets are growing rapidly, unconstrained by the export-credit guidelines of the Organization for Economic Cooperation and Development (OECD). To keep pace with the changing marketplace, we are deepening our existing relationships with OECD member export-credit agencies and building new relationships with rising export-credit agencies. Through these dialogues, we seek opportunities to cooperate for the mutual benefit of our economies as well as to stake out positions in support of U.S. exporter competitiveness where needed.

With these changes, we at Ex-Im Bank look forward to doing our part to bring U.S. products to the rest of the world.

Sincerely,



James H. Lambright  
Chairman and President



Ex-Im Bank Board of Directors, FY 2006

Left: J. Joseph Grandmaison, board member; James H. Lambright, chairman and president; and Linda Mysliwy Conlin, first vice president and vice chairman. (Not pictured: Max Cleland, board member.)