

# Industries

Ex-Im Bank has identified a number of key industries with particularly high potential for increased U.S. exports and related strong job growth: agribusiness, aircraft and avionics, construction, mining, oil and gas, and power generation, including renewable energy. These industries not only support American jobs, they support the needs of global markets that offer U.S. exporters some of their best opportunities for sales growth.

In FY 2012, Ex-Im Bank

- Authorized more than \$4.8 billion to support U.S. goods and services exports related to petroleum development and refining.
- Approved more than \$2.7 billion to support exports to power-generation projects around the globe, including nearly \$2 billion to support the export of American equipment and service-expertise from Westinghouse Electric Co. and other U.S. companies for the construction of a nuclear-power plant in the U.A.E.
- Provided \$355.5 million in financing for U.S. exports related to renewable-energy production, including \$216 million for five solar projects in India and \$80.6 million for two projects in Brazil, supporting U.S. exporters in the biogas-reclamation and wind-energy sectors.

- Authorized more than \$10.5 billion to finance service exports, including engineering, design, construction, computer software, oil and gas drilling, architecture, transportation services, legal services, training and consulting. This support represents an increase of 110 percent over FY 2011 authorizations and is up more than 460 percent from FY 2008.

- Supported more than \$712 million of U.S. agribusiness exports that included farm equipment, commodities, livestock, chemicals, supplies and services.

- Approved \$125 million to provide liquidity and risk protection to U.S. textile mills.

## Authorizations in Top Sectors

(\$ millions)	FY 2009	FY 2010	FY 2011	FY 2012
Oil and Gas	1,424	4,643	4,835	4,571
Mining	17	896	150	140
Agribusiness	363	634	830	628
Renewable Energy	90	332	720	356
Construction	187	231	1,240	203
Medical Equipment	138	114	190	112
Aircraft and Avionics	9,321	7,246	12,620	11,513
Power Generation	1,359	581	2,220	2,764

## Expanding a Services Company's Reach Beyond North America

<b>Exporters/Locations:</b>	Boyle Energy Services & Technology Inc., Manchester, New Hampshire
<b>Destination:</b>	Worldwide
<b>Ex-Im Bank Product:</b>	Short-Term Export-Credit Insurance
<b>Jobs Created:</b>	10

For New Hampshire-based Boyle Energy Services and Technology Inc. (BES&T), its customer base used to be limited to North American neighbors, Mexico and Canada. Thanks to the support of short-term export-credit insurance from Ex-Im Bank, oceans have been crossed and the company is thriving through sales to international markets beyond North America.

The longest active independent commissioning service provider in the United States, BES&T optimizes energy performance in new power and energy infrastructure construction projects. BES&T's services have reduced greenhouse-gas emissions and eliminated millions of gallons of hazardous waste at numerous facilities.

Now, the company's environmentally beneficial work is being done worldwide. Utilizing Ex-Im's short-term, multibuyer insurance policy, BES&T now exports its services to numerous global markets: Bahrain, Egypt, Kuwait, Lithuania, Algeria, Spain, Greece, United Kingdom, Uzbekistan, Nigeria, India, Australia, Saudi Arabia, Guatemala and Colombia. Exports now constitute 60 percent of the company's \$15 million annual sales figure, and international sales have grown by 75 percent over the last three years. The company has hired 10 employees to support the increase in global business.



Photo courtesy of Boyle Energy Services & Technology Inc.