



Weather Modification Inc., Fargo, North Dakota

"Ex-Im Bank's working capital guarantees have allowed us to expand our existing foreign business and move into new countries."

The weather has always been a farmer's most formidable challenge. Today, changing global climate patterns are creating conditions that require sophisticated technology to predict and manage. Weather Modification Inc., a small business based in Fargo, N.D., is a world leader in atmospheric research and cloud seeding and is using Ex-Im Bank's working capital guarantees to serve clients in countries throughout the world, including Canada, Mexico, Argentina, France and the United Arab Emirates. Exports make up over 60 percent of the company's business.

In FY 2001, Weather Modification obtained from U.S. Bank in Minneapolis, Minn., a \$1.5 million working capital loan, \$1.35 million of which was backed by Ex-Im Bank. Previously, in 1999 and in 1998, the company had received \$2 million in Ex-Im Bank-anteed working capital from Wells Fargo Bank in Minneapolis. In total, these working capital loans have supported more than \$20 million of the company's exports.

Weather Modification uses innovative cloud-seeding technology to enhance the natural efficiency of clouds by increasing snow or rain, significantly decreasing hail, or dispersing super-cooled fog. The company provides its public and private sector clients with customized programs that offer a complete package of cloud modification and weather research technology, as well as technology transfer programs.

Weather Modification employs a 60-person staff of meteorologists, pilots, mechanics and technicians. Since 1998, the company has increased its workforce, adding 20 employees.

Ex-Im Bank's working capital guarantees help small and medium-sized U.S. companies obtain pre-export financing from private sector lenders by covering 90 percent of the principal and interest on working capital loans. U.S. Bank and Wells Fargo Bank are Ex-Im Bank delegated authority lenders that have authority to commit Ex-Im Bank's working capital guarantee when they make the credit decision without further Ex-Im Bank approval.

In FY 2001, Ex-Im Bank authorized a record \$660 million in working capital guarantees. Ninety percent of these transactions benefited small businesses. More than 90 percent of the financing was provided through delegated authority lenders.



Vice President