



Small-Business Report

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 2006 activities.

Direct Small-Business Support

Ex-Im Bank authorized nearly \$3.2 billion – more than 26 percent of total authorizations – in direct support of U.S. small businesses as primary exporters in FY 2006. The Bank approved 2,253 transactions that were made available for the direct benefit of small-business exporters. These transactions represented 84 percent of the total number of transactions in FY 2006, and 451 small businesses used Ex-Im Bank programs for the first time during the fiscal year. In FY 2006, Ex-Im Bank approved financing in amounts under \$500,000 for 818 small-business transactions.

Small-Business Supplier Data (Indirect Support)

Ex-Im Bank is required to estimate on the basis of an annual survey or tabulation the number of entities that are suppliers of customers of the Bank and that are small-business concerns.

Ex-Im Bank estimates the value of exports supported that is 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).

Ex-Im Bank estimates that the total value of indirect small-business content associated with transactions supported through the Bank's long-term loans and guarantees

authorizations during FY 2006 was \$912 million out of a total estimated export value of \$7.5 billion. This export value represents more than 12 percent of the total estimated export value associated with the Bank's long-term financing.

Technology Improvements

Ex-Im Online – the Bank's online business system – automates and modernizes Ex-Im Bank's primary business processes, particularly for the products most used by small businesses (short-term export-credit insurance) and those buyer-financing products that most benefit small-business exporters directly and small-business suppliers indirectly (medium-term insurance and guarantees).

Ex-Im Online provides exporters, particularly small businesses, with the benefits of electronic application submission, processing and insurance policy management. These benefits improve Ex-Im Bank's response time, increase productivity and improve risk management.

In FY 2006, Ex-Im Bank achieved an important technological milestone: Ex-Im Online became operational for the Bank's multibuyer insurance product. The Bank's customers are now using the system to apply for, monitor and update Ex-Im Bank multibuyer insurance policies. Approximately 80 percent of the customers of Ex-Im Online are small businesses.

Ex-Im Bank's multibuyer insurance processing system became fully operational online in June 2006. The Bank's single-buyer insurance and medium-term guarantee and insurance products became available through Ex-Im Online in December 2006.

These online business processes will cover the majority of the Bank's transactions and form the foundation and service components for later automated processes that will support additional business of the Bank. Planned enhance-



Environmental Working Capital Support Doubles: In FY 2006, Ex-Im Bank authorized working capital guarantees totaling \$98.2 million that supported \$385 million of U.S. environmentally beneficial exports, more than double the amount supported in FY 2005. The export value of the Bank's working capital guarantees, most of which support small businesses, is typically higher than the authorization amount because many of these guarantees are revolving lines of credit that can support multiple exports.

ments include using the automated system to implement new products and services as recommended by the Bank's Advisory Committee and to improve cycle time.

In FY 2006, Ex-Im Bank continued to update its Web site (www.exim.gov) to provide all customers, particularly small businesses, with improved access to information, applications and forms – all of which are available through the Web site. The Bank provides its most popular forms in an electronically fillable format that does not require the purchase of additional software, an added benefit for small businesses.

Ex-Im Bank continued to expand on its Web-based subscription service and list manager (<http://www.exim.gov/smallbiz/index.html>) to provide customers with the ability to get up-to-date news from the Bank. The public and small businesses can subscribe for free to the Bank's News Update, Exporter Newsletter, Environmental Exports Program Update, Africa News, and Middle East and North Africa News, as well as receive alerts on changes to the Country Limitation Schedule.

Ex-Im Bank's regional offices in New York, Florida, Illinois, Texas and California are now using a new customer relationship-management application to assist in small-business outreach and support.

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, as well as the U.S. government export Web site, www.export.gov. The Bank also participates in the Trade Promotion Coordinating Committee's "One Stop, One Form" registration system, an Internet-based application system for all federal-government export programs.

Electronic-Tracking Systems

For customers, Ex-Im Online will provide real-time application status capabilities for all short-term

and medium-term products. Customers and brokers will receive e-mail confirmations of the status of their applications.

For internal tracking and performance measurement, the Bank is developing improved reporting capabilities through Ex-Im Online. These reports will track the status of pending applications for insurance and medium-term guarantee products and provide improved measurement of processing times.

Ex-Im Bank also tracks loan, guarantee and insurance activity through its Integrated Information System (IIS), which is an aggregation of several electronic databases that provides comprehensive information regarding all Bank transactions. In FY 2006, the Bank implemented a Bank-wide business-intelligence reporting tool. The tool will be used, in conjunction with the IIS, to track key performance indicators and continuously display information (using graphic interfaces) for monitoring daily business operations, small-business goals, and geographic and market penetrations.

Outreach to Small Businesses

Ex-Im Bank is committed to providing export financing for socially and economically disadvantaged small businesses, including those that are minority-owned and woman-owned, and small businesses employing fewer than 100 employees.

The Bank continued to coordinate outreach efforts to minority-owned and woman-owned businesses by building partnerships with small-business development councils, minority-business councils, trade associations and chambers of commerce throughout the United States. For example, the Florida Women's Business Center (FWBC) in Miami, a public-private organization, joined Ex-Im Bank's City/State Partners Program. FWBC will market Ex-Im Bank financing products and provide application assistance to woman-owned and minority-owned Florida companies.

Ex-Im Bank staff delivered presentations at several major conference events throughout the year, including the Small Business Administration's annual conference and the annual conference of the National Association of Women Business Owners. Many 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 and use trade-finance tools.