



EXPORT-IMPORT BANK OF THE UNITED STATES FISCAL YEAR 2012 (FY 12) CONFERENCE REPORT

In April 2012, the Export-Import Bank of the United States hosted its annual exporter and bankers' conference April 12 – 13, 2012 in Washington, DC at the Omni Shoreham Hotel. In May 2012, the Office of Management and Budget (OMB) issued Memorandum M-12-12, Promoting Efficient Spending to Support Agency Operations.

A new OMB memorandum outlines a series of new policies and practices regarding conferences and directed agencies to report conference expenses for the previous fiscal year on their public websites beginning January 31, 2013. This report provides a summary of expenses incurred by Ex-Im Bank for its Annual Conference held April 12-13, 2012.

The Export-Import Bank of the United States (Ex-Im Bank) is the official export-credit agency of the United States. The Bank's mission is to support jobs in the United States by facilitating the export of U.S. goods and services. The Bank provides competitive export financing and ensures a level playing field for U.S. exports in the global marketplace. Ex-Im Bank's annual conference offers a unique opportunity for more than 1,200 exporters, bankers, brokers and international trading partners to meet Ex-Im Bank's staff and other U.S. government representatives to learn more about export finance and trade products. Ex-Im Bank continues to support President Obama's National Export Initiative goal of doubling exports by the end of 2014. Our financing of U.S. exports supports American jobs and is helping to lay the foundation for a more competitive economy. Ex-Im Bank's Annual Conference is a unique opportunity to connect foreign buyers with U.S. exporters to create lasting relationships that will help increase U.S. exports and create jobs here at home.

The OMB conference policy guidance documents the review process for conference expenses, including the following approval requirements:

- The Chief Financial Operating Officer must approve all estimated expenditures up to \$500 thousand;
- The Chairman and President of the Bank must approve expenditures and provide a waiver for estimated expenditures over \$500 thousand.

Ex-Im Bank's review of conference expenditures ensures compliance with OMB policies. Ex-Im Bank's Annual Conference supports the mission of the Bank and outreach efforts. Ex-Im Bank sponsored one conference that exceeded the new conference expense threshold, however, the conference was held prior to the new OMB reporting period. Details of the conference expenses are cited below:

In 2012, Ex-Im Bank's annual conference expenses were \$674,845.49 for its two-day conference. The revenue-generated event collected \$455,567.00 in conference fees that helped offset the conference expenses. The annual conference net expense was \$219,278.49.

A total of five (5) Ex-Im Bank regional employees travelled to Washington, DC to participate in the conference, along with 1,200 outside participants.