



Geographic Distribution Report

August 2021



ONLINE PUBLICATION

Consistent with the joint Explanatory Statement accompanying the *Department of State, Foreign Operations, and Related Programs Appropriations Act, 2021*, EXIM Acting President and Chairman James Burrows determined that it is in the national interest to post this report online at www.exim.gov. The report will be published no less than 30 days after transmittal to the Committees on Appropriations.

BACKGROUND

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States. EXIM is an independent federal agency that supports American jobs by facilitating the export of U.S. goods and services.

EXIM's financing is not disbursed on the basis of a predetermined amount of financing for an individual sector, region, industry, constituency, or export destination. Rather, it is primarily driven by the needs of U.S. businesses and their international buyers to access EXIM financing in order to facilitate U.S. exports.

Consistent with statutory requirements, qualified applicants must commit to pay applicable fees, premia, and interest to access EXIM financing. Applications must align with the requirement that the private sector was unable to provide viable, competitive financing and that EXIM financing will supplement—not compete with—private capital.¹

Demand for EXIM financing varies by sector and region and may change over time, based on the capacity of private sector financial institutions, the relative competitiveness of U.S. exports, and the presence of foreign government-backed export credit financing, among many other variables.

This report assesses the geographic distribution of EXIM's outreach and engagement and financing in Fiscal Year 2020.

OUTREACH & EDUCATION

Given statutory requirements for qualifying applications described above, EXIM seeks to increase the amount of its financing for statutorily identified constituencies, sectors, and geographic regions through increased outreach and engagement.² In order to achieve these objectives, EXIM works to build awareness among the business community and stakeholder organizations about how the

¹ 12 U.S.C. 635(b)(1)(B); 12 U.S.C. 635(c)(1).

² E.g., small businesses, women-owned businesses, minority-owned businesses, veteran-owned businesses, businesses owned by persons with disabilities, businesses in rural areas, and start-up businesses (12 U.S.C. 635(b)(1)(E)(i)(I)); rural companies (12 U.S.C. 635(b)(1)(I)); socially and economically disadvantaged small businesses, women-owned small businesses (12 U.S.C. 635a(i)(1)); agricultural exports (12 U.S.C. 635(b)(1)(B)); exports related to renewable energy, energy efficiency, and energy storage (12 U.S.C. 635(b)(1)(K)); environmentally beneficial exports (12 U.S.C. 635i-5(b)(1)); exports in various sectors identified under the China and Transformational Exports Program (12 U.S.C. 635(l)(1)(B)); and exports to sub-Saharan Africa (12 U.S.C. 635(b)(9)(A)).

agency's financing can support exports. By improving awareness, EXIM encourages more qualifying businesses to consider applying for its financing.

EXIM participates in exporter forums, webinars, trade shows, roundtables, and other outreach events to educate and advise small businesses on how to grow their businesses globally. During FY 2020, as organizations shifted to virtual meetings and trade shows, and in-person capacity restrictions were commonplace, EXIM leaned heavily on national outreach through virtual events and digital advertising.

EXIM has made significant investments in a digital media strategy and automated marketing tools that will enhance the agency's reach to new businesses who might be unaware of EXIM or its services. At the same time, EXIM has invested in customer relationship management systems that will improve its ability to help more businesses through the customer journey.

In addition to a robust and well-funded digital media strategy, EXIM is developing targeted webinars, materials, and promotional support designed to effectively reach and educate businesses about how EXIM can support their export of goods and services.

While EXIM generally tracks its outreach efforts with regard to small businesses, it does not explicitly distinguish its nationally focused outreach and geographically targeted outreach in its records. However, in order to provide greater transparency to the Committees, EXIM has reviewed its FY 2020 outreach events and sought to categorize them as either national in focus or targeted to a geographic area.

National Outreach

A significant amount of EXIM's domestic outreach throughout the year was not targeted to a specific geographic region. EXIM participated in the following general outreach and engagement activities that sought to reach businesses and stakeholders regardless of their location:

- Conferences (46)
- Multiplier Training (11)
- Seminars (16)
- Trade Shows (20)
- Webinars (195)

EXIM conducted outreach and engagement through email and social media campaigns nationally with the following results for FY 2020:

- 772 outreach campaigns
- 18,154 form submissions by prospects requesting EXIM informational content
- 18,554 leads
- 2,045 opportunities created where prospects are actively evaluating EXIM solutions
- 206 policy authorizations that originated with digital outreach

With the effects of COVID-19 limiting in-person activities, EXIM quickly pivoted to leveraging digital platforms to ensure continuity of engagement with small and medium-sized businesses. These platforms allow for a broader audience than might otherwise be available to a smaller geographic location.

EXIM also works with other U.S. government entities, such as the U.S. Commercial Service and the Small Business Administration, to amplify information about how its programs can support U.S. businesses looking to export their goods and services. EXIM's regional staff are typically co-located with staff from the Small Business Administration and the Department of Commerce in [U.S. Export Assistance Centers](#).

Geographically Targeted Domestic Outreach

EXIM's geographic-specific domestic outreach has historically been led by regional staff, who are based in 12 offices across the country. Regional staff have responsibility for business development, support, and outreach to partners and exporters within all 50 states, the District of Columbia, and the U.S. territories. These experts provide export finance consultations for small businesses, build awareness about EXIM's products and services through local stakeholder organizations, and participate in trade shows, seminars, and workshops. Some of this work is informal and therefore not reflected on the below table.

Business meetings and travel conducted by former EXIM President and Chairman Kimberly Reed, as well as Board Members Spencer Bachus and Judith D. Pryor or senior level staff is not always recorded as business development outreach. Upon her arrival at EXIM, Chairman Reed undertook a focused effort to ensure every

state and territory in the country was visited or had an outreach event conducted in it, an effort that was completed by the end of FY 2020. Some of those events were conducted in the fourth quarter of FY 2019 and are therefore not reflected in the below table.

Additionally, one of the most effective means of lead generation and customer education is through multiplier networks, including insurance brokers, delegated authority lenders, and local or regional business groups. These partners, many of whom are deeply knowledgeable about EXIM products and services, may conduct additional outreach in their geographic regions that is not covered in the table below. More information about these partners is included later in this report.

EXIM staff looks to participate in local outreach events based on their knowledge and awareness of local trade-related events where export-oriented businesses are likely to meet. EXIM may learn of these events through interaction with local chambers of commerce, state and local economic development partners, federal interagency partners, lenders, insurance brokers, and others actively engaged in trade finance.

EXIM Outreach Events by Location (FY 2020)

Location	Conferences	Multiplier Trainings	Seminars	Trade Show	Other	Total
Alabama	1				2	3
Alaska			1		1	2
American Samoa		1	1			2
Arizona	1	2	1	1		5
Arkansas	1					1
California	17	1	21		2	41
Colorado			1			1
Connecticut			3			3
Delaware			1			1
District of Columbia	3	1	3	1		8
Florida	6	3	15	1		25
Georgia	2	3	14	1	1	21
Guam	1					1
Hawaii			1			1
Idaho		1	3			4
Illinois		1	10		4	15

EXIM Outreach Events by Location (FY 2020)

Location	Conferences	Multiplier Trainings	Seminars	Trade Show	Other	Total
Indiana			1			1
Kentucky			1		1	2
Louisiana			2	2		4
Maine			1			1
Maryland	3		1	1		5
Massachusetts	1					1
Michigan	1	1	2		1	5
Minnesota			3			3
Missouri	1					1
Nebraska			2			2
New Jersey	3		4			7
New Hampshire					1	1
New Mexico	1					1
New York			6	3		9
North Carolina	1		3			4
North Dakota			1			1
Northern Mariana Islands			1			1
Ohio	2	1	2			5
Oklahoma	1		2			3
Oregon	1		2		1	4
Pennsylvania	1		2		1	4
Puerto Rico	2	2	1			5
Rhode Island	1		1			2
South Carolina					1	1
South Dakota					1	1
Texas	2	9	9			20
Utah			2			2
Virgin Islands	1	1				2
Virginia			7		2	9
Washington	1		3		1	5
West Virginia	1					1
Wisconsin	2		1			3

EXIM Outreach Events by Location (FY 2020)

Location	Conferences	Multiplier Trainings	Seminars	Trade Show	Other	Total
Wyoming			1			1
TOTAL						251

Stakeholder Collaboration

A critical component of EXIM's domestic outreach and engagement strategy is leveraging the ability of stakeholder organizations to amplify the agency's educational efforts. In many cases, stakeholder organizations and partner groups can be some of the most effective tools EXIM has to generate new financing opportunities, particularly for small- and medium-sized businesses. Partner entities with whom EXIM regularly collaborates are detailed below.

Regional Export Promotion Program

In FY 2020, EXIM's Regional Export Promotion Program (REPP) had 59 state, county, and local nonprofit economic development entities that contributed their knowledge of the local market to better identify and engage companies with an interest in accessing EXIM financing. EXIM expects REPP participants to help expand export opportunities by making available trade-related assistance and international expansion services. REPP partners are expected to maintain at least one qualified, trained representative dedicated to promoting EXIM and organize at least three trade finance/EXIM events per year. EXIM welcomes the opportunity for more stakeholders to [join its REPP program](#).

EXIM Regional Export Promotion Program Entities

Alabama

Alabama International Trade Center

Alaska

Alaska SBDC

Arizona

City of Chandler

City of Tucson

Arkansas

World Trade Center Arkansas

California

California Asian Pacific Chamber of Commerce

California International Trade Center

City of Murrieta

Delaware

World Trade Center Delaware

EXIM Regional Export Promotion Program Entities

Florida

Central Florida International Trade Office
Florida Chamber of Commerce
Florida Export Finance Corporation
Florida SBDC Network
MBDA Export Center

Georgia

Invest Atlanta
UGA Small Business Development Center International Trade Center

Hawaii

Hawaii Foreign-Trade Zone No. 9

Illinois

Chicago Minority Business Development Council
Illinois SBDC International Trade Center Network

Indiana

Indiana SBDC

Kansas

Kansas Global Trade Services
SBDC Kansas

Maryland

Maryland Dept. of Commerce

Michigan

Grand Valley State University's Van Andel Global Trade Center

Mississippi

Mississippi Development Authority
Mississippi SBDC

Missouri

World Trade Center Kansas City

Nevada

Nevada Governor's Office of Economic Development

New Mexico

New Mexico Trade Alliance

New York

Development Authority of the North Country
World Trade Center Buffalo Niagara

North Carolina

NC Small Business & Technology Development Center

EXIM Regional Export Promotion Program Entities

North Dakota

North Dakota Trade Office

Ohio

Ohio Development Services Agency
Ohio SBDC Export Assistance Network

Oregon

Business Oregon
City of Beaverton

Pennsylvania

Lehigh Export Network
Pittsburgh SBDC
The Global Institute for Strategic Investment
World Trade Center Harrisburg
World Trade Center of Greater Philadelphia Inc.

Puerto Rico

Puerto Rico SBTDC
Puerto Rico Trade

Rhode Island

Rhode Island Commerce Corporation

Tennessee

Small Business Development Center

Texas

Houston International Trade Development Council, Inc.
UTSA International Trade Center

Utah

Utah World Trade Center

Vermont

VT Economic Development Authority

Virgin Islands

US Virgin Islands Economic Development Authority

Virginia

City of Norfolk
Virginia SBDC

Washington

Export Finance Assistance Center of Washington
Washington Small Business Development Center

West Virginia

EXIM Regional Export Promotion Program Entities

West Virginia Department of Commerce

Wisconsin

MMAC World Trade Association

Wisconsin Economic Development Corporation

Wyoming

Wyoming Small Business Development Center

Private Sector Lenders

EXIM also looks to build and enhance its partnerships with the private sector. In FY 2020, there were 40 private sector lenders actively participating in EXIM's delegated authority program for working capital loan guarantees. These lenders are trained in EXIM's programs and processes and are deeply familiar with the regional business community. Leveraging this local knowledge, these lenders can assist local companies in securing the EXIM-backed financing they need to export their goods and services. EXIM welcomes applications from [private sector lenders](#) interested in participating in this program.

The following list of delegated authority lenders includes the participating financial institutions that operate in each state.

FY 2020 Active Delegated Authority Lenders by State

Alabama

Bank of America Merrill Lynch

BB&T Corporation (now "Truist")

BBVA USA Bancshares, Inc.

Hancock Whitney Bank

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

Alaska

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

KeyBank National Association

Arizona

FY 2020 Active Delegated Authority Lenders by State

Bank of America Merrill Lynch
BMO Harris Bank N.A.
JP Morgan Chase Bank N.A.

Arkansas

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
Regions Bank, N.A.

California

Bank of America Merrill Lynch
Citibank NA
City National Bank
Comerica Bank
East West Bank
GBC International Bank
HSBC Bank USA, N.A.
JP Morgan Chase Bank N.A.
Pacific Mercantile Bank
Umpqua Bank
Wells Fargo Bank, N.A.
Western Alliance Bank

Colorado

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
KeyBank National Association

Connecticut

Bank of America Merrill Lynch
Citibank NA
Citizens Bank, N.A.
HSBC Bank USA, N.A.
JP Morgan Chase Bank N.A.
KeyBank National Association
Peoples United Bank
Santander Bank, N.A.
TD Bank, N.A.

Delaware

Bank of America Merrill Lynch
Citizens Bank, N.A.

FY 2020 Active Delegated Authority Lenders by State

JP Morgan Chase Bank N.A.

Santander Bank, N.A.

District of Columbia

Bank of America Merrill Lynch

BB&T Corporation (now "Truist")

Citibank NA

JP Morgan Chase Bank N.A.

M & T Bank

PNC Bank, N.A.

Florida

American Capital Financial Trading

Bank of America Merrill Lynch

BankUnited

BB&T Corporation (now "Truist")

BMO Harris Bank N.A.

Citibank NA

Fifth Third Bancorp

*Greensill Capital (UK) Ltd.

Hancock Whitney Bank

HSBC Bank USA, N.A.

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

TD Bank, N.A.

Georgia

Bank of America Merrill Lynch

BB&T Corporation (now "Truist")

East West Bank

Fifth Third Bancorp

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

TD Bank, N.A.

Hawaii

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

Idaho

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

FY 2020 Active Delegated Authority Lenders by State

KeyBank National Association

Umpqua Bank

Wells Fargo Bank, N.A.

Illinois

Bank of America Merrill Lynch

BMO Harris Bank N.A.

Citibank NA

Citizens Bank, N.A.

Comerica Bank

Credit Agricole Corporate and Investment Bank

Fifth Third Bancorp

*Greensill Capital (UK) Ltd.

HSBC Bank USA, N.A.

Huntington National Bank, The

JP Morgan Chase Bank N.A.

PNC Bank, N.A.

Regions Bank, N.A.

Wells Fargo Bank, N.A.

Indiana

Bank of America Merrill Lynch

BMO Harris Bank N.A.

Citizens Bank, N.A.

Fifth Third Bancorp

Huntington National Bank, The

JP Morgan Chase Bank N.A.

KeyBank National Association

Regions Bank, N.A.

Wells Fargo Bank, N.A.

Iowa

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

Wells Fargo Bank, N.A.

Kansas

Bank of America Merrill Lynch

First National Bank of Omaha

JP Morgan Chase Bank N.A.

FY 2020 Active Delegated Authority Lenders by State

Kentucky

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Fifth Third Bancorp
JP Morgan Chase Bank N.A.
KeyBank National Association
Regions Bank, N.A.

Louisiana

Bank of America Merrill Lynch
Hancock Whitney Bank
JP Morgan Chase Bank N.A.
Regions Bank, N.A.

Maine

Bank of America Merrill Lynch
Citizens Bank, N.A.
JP Morgan Chase Bank N.A.
KeyBank National Association
Provident Bank, The
TD Bank, N.A.

Maryland

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Citizens Bank, N.A.
JP Morgan Chase Bank N.A.
M & T Bank
Santander Bank, N.A.
TD Bank, N.A.

Massachusetts

Bank of America Merrill Lynch
Citibank NA
Citizens Bank, N.A.
East West Bank
HSBC Bank USA, N.A.
JP Morgan Chase Bank N.A.
KeyBank National Association
Provident Bank, The
Santander Bank, N.A.

FY 2020 Active Delegated Authority Lenders by State

TD Bank, N.A.

Michigan

Bank of America Merrill Lynch

Citizens Bank, N.A.

Comerica Bank

Fifth Third Bancorp

Huntington National Bank, The

JP Morgan Chase Bank N.A.

KeyBank National Association

Minnesota

Bank of America Merrill Lynch

BMO Harris Bank N.A.

JP Morgan Chase Bank N.A.

Wells Fargo Bank, N.A.

Mississippi

Bank of America Merrill Lynch

Hancock Whitney Bank

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

Missouri

Bank of America Merrill Lynch

BMO Harris Bank N.A.

JP Morgan Chase Bank N.A.

Regions Bank, N.A.

Montana

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

Wells Fargo Bank, N.A.

Nebraska

Bank of America Merrill Lynch

First National Bank of Omaha

JP Morgan Chase Bank N.A.

Wells Fargo Bank, N.A.

Nevada

Bank of America Merrill Lynch

Citibank NA

East West Bank

FY 2020 Active Delegated Authority Lenders by State

JP Morgan Chase Bank N.A.

New Hampshire

Bank of America Merrill Lynch

Citizens Bank, N.A.

JP Morgan Chase Bank N.A.

Provident Bank, The

Santander Bank, N.A.

TD Bank, N.A.

New Jersey

Bank of America Merrill Lynch

Citibank NA

Citizens Bank, N.A.

JP Morgan Chase Bank N.A.

PNC Bank, N.A.

Provident Bank, The

Santander Bank, N.A.

TD Bank, N.A.

New Mexico

Bank of America Merrill Lynch

JP Morgan Chase Bank N.A.

New York

Apple Bank for Savings

Bank of America Merrill Lynch

BankUnited

Citibank NA

Citizens Bank, N.A.

Credit Agricole Corporate and Investment Bank

East West Bank

*Greensill Capital (UK) Ltd.

HSBC Bank USA, N.A.

JP Morgan Chase Bank N.A.

KeyBank National Association

M & T Bank

Santander Bank, N.A.

TD Bank, N.A.

North Carolina

Bank of America Merrill Lynch

FY 2020 Active Delegated Authority Lenders by State

BB&T Corporation (now "Truist")
Fifth Third Bancorp
JP Morgan Chase Bank N.A.
Regions Bank, N.A.
TD Bank, N.A.

North Dakota

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
Wells Fargo Bank, N.A.

Ohio

Bank of America Merrill Lynch
Citizens Bank, N.A.
Fifth Third Bancorp
Huntington National Bank, The
JP Morgan Chase Bank N.A.
Wells Fargo Bank, N.A.

Oklahoma

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.

Oregon

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
KeyBank National Association
Umpqua Bank
Wells Fargo Bank, N.A.

Pennsylvania

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Citibank NA
Citizens Bank, N.A.
First National Bank of Pennsylvania
JP Morgan Chase Bank N.A.
KeyBank National Association
M & T Bank
PNC Bank, N.A.
Santander Bank, N.A.
TD Bank, N.A.

FY 2020 Active Delegated Authority Lenders by State

Rhode Island

Bank of America Merrill Lynch
Citizens Bank, N.A.
JP Morgan Chase Bank N.A.
Santander Bank, N.A.
TD Bank, N.A.

South Carolina

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Fifth Third Bancorp
JP Morgan Chase Bank N.A.
Regions Bank, N.A.
TD Bank, N.A.

South Dakota

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.

Tennessee

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Fifth Third Bancorp
First Bank and Trust Company
JP Morgan Chase Bank N.A.
Regions Bank, N.A.

Texas

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Citibank NA
Comerica Bank
Credit Agricole Corporate and Investment Bank
East West Bank
Frost Bank
Hancock Whitney Bank
JP Morgan Chase Bank N.A.
Regions Bank, N.A.
Woodforest National Bank
Zions Bancorporation, N.A.

Utah

FY 2020 Active Delegated Authority Lenders by State

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
KeyBank National Association
Transportation Alliance Bank, Inc.

Vermont

Bank of America Merrill Lynch
Citizens Bank, N.A.
JP Morgan Chase Bank N.A.
KeyBank National Association
Provident Bank, The
TD Bank, N.A.

Virginia

American Capital Financial Trading
Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Citizens Bank, N.A.
FDI Capital, LLC
First Bank and Trust Company
JP Morgan Chase Bank N.A.
Regions Bank, N.A.
TD Bank, N.A.

Washington

Bank of America Merrill Lynch
East West Bank
JP Morgan Chase Bank N.A.
KeyBank National Association
Umpqua Bank
Wells Fargo Bank, N.A.

West Virginia

Bank of America Merrill Lynch
BB&T Corporation (now "Truist")
Fifth Third Bancorp
Huntington National Bank, The
JP Morgan Chase Bank N.A.

Wisconsin

Bank of America Merrill Lynch

FY 2020 Active Delegated Authority Lenders by State

BMO Harris Bank N.A.
JP Morgan Chase Bank N.A.
Wells Fargo Bank, N.A.

Wyoming

Bank of America Merrill Lynch
JP Morgan Chase Bank N.A.
Wells Fargo Bank, N.A.

* As of FY 2021, no longer a participating delegated authority lender

Insurance Brokers

Nearly all EXIM export credit insurance policies are purchased through licensed insurance brokers. EXIM works closely with insurance brokers, particularly those who specialize in trade credit insurance. In FY 2020, EXIM had 94 registered insurance brokerage firms that can help more U.S. businesses learn about and access EXIM's export credit insurance. These range from large property and casualty insurance brokerage firms that have strong expertise in trade credit insurance and are licensed in all 50 states to boutique insurance brokerages licensed in a small number of surrounding states where they focus their activities.

EXIM maintains a list of registered and trained brokers on its [website](#). Insurance brokers are not necessarily active in all states where they are licensed to do business.

Interested insurance brokers are welcome to apply to become [registered EXIM insurance brokers](#).

Rural Outreach

Recognizing the important role that agriculture plays in supporting rural economies and jobs, EXIM has also sought to increase its outreach to the agricultural sector by holding events with the National Association of State Departments of Agriculture and the U.S. Department of Agriculture (USDA).

In August 2020, EXIM signed a [Memorandum of Understanding with USDA](#) to improve coordination and collaboration as it relates to supporting U.S. agricultural commodity exports, educating small agribusinesses and cooperatives, and analyzing market risk.

Other organizations EXIM has worked with to specifically target supporting rural businesses include:

- Farm Futures Agricultural Finance Bootcamp
- Western U.S. Agricultural Trade Association

International Business Development Activities

EXIM uses a variety of strategies to support its international business development. In general, EXIM aims to build awareness of its financing options among U.S. exporters, suppliers, lenders, brokers, and buyers.

EXIM's Board Members typically engage in a variety of business development efforts through government-to-government engagement. Occasionally, EXIM has worked with host countries to sign non-binding memoranda of understanding, in which the countries indicate a willingness to work together to identify opportunities to facilitate U.S. exports into a specific market. In FY 2020, EXIM signed memoranda of understanding with Senegal and Iraq.

Using a “whole of government” approach, EXIM works with its interagency partners to identify opportunities to engage stakeholders and educate them on the availability of its financing tools. These interagency efforts are being amplified by the State Department’s Embassy Deal Teams and the Department of Commerce’s Advocacy Center, both of which are focused on helping U.S. companies do business in foreign markets. Through these partners, EXIM may learn of opportunities to level the playing field for U.S. companies competing for market share around the world. U.S. Government efforts in Africa are a prime example of interagency collaboration, and EXIM has placed a high priority on expanding its outreach and engagement to promote its financing for U.S. exports to Africa.³ In 2000, EXIM designated staff to focus on business development activities related to Sub-Saharan Africa.

In recent years, EXIM has participated in a number of interagency initiatives related to supporting trade with Africa, including Power Africa and Prosper Africa. EXIM is one of Power Africa’s founding interagency partners. EXIM works with Power Africa partners to support transactions that can benefit from export credit financing to help achieve financial close, thereby supporting U.S. workers and supporting electrification efforts across the subcontinent. EXIM staff regularly

³ See 12 U.S.C. § 635(b)(9).

engages in USAID/Power Africa activities including weekly meetings and Power Africa events.

In 2018, the U.S. Government undertook the Prosper Africa initiative to substantially increase two-way trade and investment between the United States and African countries. Throughout FY 2020, EXIM supported the Prosper Africa initiative through coordination with partner agencies.

In FY 2020, EXIM authorized a \$91 million loan guarantee for a rural electrification project for Senegal, which is in line with both the Power Africa and Prosper Africa initiatives. The project is expected to support 500 U.S. jobs and bring electricity to approximately 330,000 people in rural Senegal.

Additionally, EXIM staff occasionally participate in various international fora to support business development activities, including presentations at international trade conferences, seminars, and other venues where governments, business leaders, and other stakeholders gather.

Geographic Distribution of Financing

Supported U.S. Exporters

As a demand-driven agency, EXIM reviews all applications in accordance with statutory criteria and applicable agency policies. When transactions are approved and the financing is authorized, EXIM makes a legally binding commitment to provide financing.

To provide greater transparency to the public on the use of its financing, EXIM maintains an online map that provides a geographic visualization of supported U.S. exporters, available at www.exim.gov/map. The map, which currently includes data beginning with Fiscal Year 2014 and is updated daily, reflects those U.S. exporters who:

- Have delivered exports covered under EXIM's export credit insurance program,
- Have received a working capital loan or revolving line of credit facilitated by EXIM's working capital loan guarantee program,
- Have received payments associated with financed accounts receivable

facilitated by EXIM’s supply chain financing guarantee program, or

- Have exported as a result of buyer financing facilitated by an EXIM loan guarantee or direct loan.

Filters on the online map allow users to break down the utilization of EXIM financing by congressional district, zip code, as well as small businesses (as defined by the Small Business Administration), minority-owned businesses, women-owned businesses, businesses that export renewable energy-related goods and services, and businesses that export environmentally beneficial goods and services.

Note that transactions are generally attributed to one location as reflected on information submitted to EXIM, but the actual exports may be manufactured or shipped from multiple locations. Furthermore, exports attributed to a specific location may incorporate significant value added by U.S. companies in supply chains throughout the country.

The table below reflects the geographic distribution by state of supported U.S. exporters for FY 2020. Financed exports include transactions authorized in prior fiscal years that had shipment or disbursement activity in FY 2020.

FY 2020 Supported Amount for U.S. Exporters by State

State	Supported Amount (\$)
Alabama	21,035,000
Arizona	26,399,000
Arkansas	26,354,000
California	320,757,000
Colorado	8,285,000
Connecticut	32,593,000
Delaware	1,800,000
District of Columbia	3,636,000
Florida	325,429,000
Georgia	147,224,000
Hawaii	1,756,000
Idaho	12,025,000
Illinois	100,279,000
Indiana	27,537,000

**FY 2020 Supported Amount for
U.S. Exporters by State**

State	Supported Amount (\$)
Iowa	12,905,000
Kansas	24,239,000
Kentucky	33,574,000
Louisiana	42,363,000
Maine	6,212,000
Maryland	60,059,000
Massachusetts	32,789,000
Michigan	118,932,000
Minnesota	68,814,000
Mississippi	23,044,000
Missouri	47,600,000
Montana	8,267,000
Nebraska	34,669,000
Nevada	7,178,000
New Hampshire	16,458,000
New Jersey	127,468,000
New Mexico	6,216,000
New York	161,385,000
North Carolina	74,509,000
North Dakota	2,453,000
Ohio	583,016,000
Oklahoma	12,201,000
Oregon	48,434,000
Pennsylvania	556,651,000
Puerto Rico	13,257,000
Rhode Island	2,321,000
South Carolina	23,191,000
South Dakota	83,000
Tennessee	136,439,000
Texas	308,836,000
Utah	3,387,000
Vermont	7,641,000
Virginia	9,441,000

FY 2020 Supported Amount for U.S. Exporters by State

State	Supported Amount (\$)
Washington	220,125,000
West Virginia	272,000
Wisconsin	68,932,000
Wyoming	1,333,000

Grand Total **\$3,874,597,000**

Note: Amounts are rounded to thousands. Working capital and supply chaining financing transactions reflect total authorized amount. Export credit insurance transactions reflect total covered shipments. Buyer financing transactions reflect disbursements for goods and services sold.

Export Destination

EXIM supports U.S. exports to a wide variety of countries under conditions set forth in its [Country Limitation Schedule](#). Approval depends on the case-by-case application of EXIM policies, including a determination that a transaction has a reasonable assurance of repayment.

In order to report on the geographic distribution of its financing, EXIM identified the foreign buyers of U.S. exports associated with its transactions. In cases where the known end user is in a different country than the buyer, EXIM is reporting the country of the end user.

Under its working capital loan guarantee and supply chain financing guarantee programs, EXIM typically provides financing that is related to the U.S. company's export-related business and is not tied directly to a specific foreign buyer. Therefore, EXIM's reporting system does not attribute financing associated with these programs to a specific destination.

The table below reflects the geographic distribution of supported U.S. exports by destination for FY 2020. Financed exports include those transactions authorized in prior fiscal years that had shipment or disbursement activity in FY 2020.

FY 2020 Supported U.S. Exports by Destination

Country	Supported Amount (\$)
Algeria	1,172,000
Andorra	92,000
Anguilla	987,000
Antigua and Barbuda	4,697,000
Argentina	50,881,000
Armenia	24,000
Aruba	1,320,000
Australia	48,224,000
Austria	3,290,000
Azerbaijan	220,000
Bahamas (The)	6,899,000
Bahrain	8,526,000
Bangladesh	2,115,000
Barbados	2,956,000
Belarus	15,000
Belgium	18,210,000
Belize	2,646,000
Bermuda	1,343,000
Bhutan	22,000
Brazil	99,212,000
Brunei	605,000
Bulgaria	1,117,000
Burkina Faso	2,000
Burma (Myanmar)	22,000
Cabo Verde	2,000
Cambodia	24,000
Cameroon	11,047,000
Canada	129,451,000
Cayman Islands	2,415,000
Chile	26,358,000
China	117,484,000
Colombia	33,850,000
Congo, Democratic Rep.	269,000
Costa Rica	12,734,000
Cote D'Ivoire	208,000
Croatia	8,840,000
Cyprus	488,000
Czech Republic	2,893,000

FY 2020 Supported U.S. Exports by Destination

Country	Supported Amount (\$)
Denmark	11,960,000
Dominica	1,537,000
Dominican Republic	19,229,000
Ecuador	7,458,000
Egypt	16,885,000
El Salvador	21,872,000
Equatorial Guinea	6,000
Estonia	680,000
Ethiopia	63,000
Fiji	86,000
Finland	3,046,000
France	43,748,000
French Polynesia	3,101,000
Gambia (The)	45,000
Georgia	3,000
Germany	70,151,000
Ghana	5,771,000
Greece	1,476,000
Grenada	3,444,000
Guatemala	12,955,000
Guyana	1,365,000
Honduras	20,939,000
Hong Kong	46,670,000
Hungary	2,301,000
Iceland	4,228,000
India	43,183,000
Indonesia	10,891,000
Ireland	10,083,000
Israel	50,000,000
Italy	22,472,000
Jamaica	8,462,000
Japan	51,581,000
Jordan	14,376,000
Kazakhstan	14,000
Kenya	1,656,000
Korea, South	40,675,000
Kuwait	19,604,000
Kyrgyzstan	4,000

FY 2020 Supported U.S. Exports by Destination

Country	Supported Amount (\$)
Latvia	48,000
Lebanon	1,759,000
Liberia	4,916,000
Liechtenstein	902,000
Lithuania	1,152,000
Luxembourg	1,993,000
Macau	33,000
Madagascar	143,000
Malawi	15,000
Malaysia	16,576,000
Maldives	680,000
Malta	350,000
Mauritius	103,000
Mexico	168,183,000
Micronesia	13,000
Mongolia	999,000
Montenegro	3,000
Montserrat	16,000
Morocco	4,422,000
Mozambique	365,000
Namibia	4,000
Nepal	1,772,000
Netherlands	39,951,000
New Caledonia	12,000
New Zealand	10,960,000
Nicaragua	817,000
Niger	49,000
Nigeria	1,477,000
North Macedonia	40,000
Norway	8,991,000
Oman	8,695,000
Pakistan	7,532,000
Palau	45,000
Panama	10,695,000
Papua New Guinea	518,000
Paraguay	4,867,000
Peru	23,306,000
Philippines	14,178,000

FY 2020 Supported U.S. Exports by Destination

Country	Supported Amount (\$)
Poland	10,899,000
Portugal	3,493,000
Qatar	16,920,000
Romania	823,000
Rwanda	1,185,000
Samoa	15,000
Saudi Arabia	43,388,000
Senegal	144,000
Serbia	313,000
Seychelles	39,000
Sierra Leone	50,000
Singapore	38,027,000
Slovak Republic	788,000
Slovenia	264,000
South Africa	12,013,000
Spain	13,670,000
Sri Lanka	660,000
St. Kitts And Nevis	767,000
St. Lucia	1,506,000
St. Vincent And Grenadines	180,000
Suriname	811,000
Sweden	12,650,000
Switzerland	16,726,000
Taiwan	39,552,000
Tanzania	2,900,000
Thailand	16,889,000
Trinidad And Tobago	8,200,000
Tunisia	500,000
Turkey	132,866,000
Turks And Caicos	1,266,000
Uganda	1,906,000
Ukraine	1,149,000
United Arab Emirates	74,691,000
United Kingdom	104,583,000
Uruguay	2,549,000
Uzbekistan	30,000
Vanuatu	5,000
Vietnam	16,100,000

FY 2020 Supported U.S. Exports by Destination

Country	Supported Amount (\$)
Virgin Islands (British)	3,124,000
West Indies (French)	240,000
Zambia	557,000
 Subtotal	 \$2,417,245,000
 Unattributed Destination	 \$1,457,352,000
Subtotal	
Supply Chain	\$694,000,000
Working Capital	\$763,352,000
 Grand Total	 \$3,874,597,000

Note: Amounts are rounded to thousands. Export credit insurance transactions reflect total covered shipments. Buyer financing transactions reflect disbursements for goods and services sold.