



# ENSURE U.S. EXIM BANK OPERATES AT FULL CAPACITY

## Policy Factsheet

The Export-Import (EXIM) Bank is the U.S. government agency that helps our businesses export their goods and services by providing export credit insurance and loans. EXIM helps create and sustain U.S. jobs by eliminating unnecessary risk from foreign sales and puts U.S. exporters on a level playing field with foreign competitors. The Bank operates at no cost to taxpayers and in fact earns a profit that helps pay down the federal deficit. To be fully functional, the Bank requires the President to appoint and Congress to confirm more EXIM Bank board members. Trade-dependent Washington employers need the bank to facilitate their exports, and appointment of new board members is critical to maintain a highly-functioning, no-cost Bank.



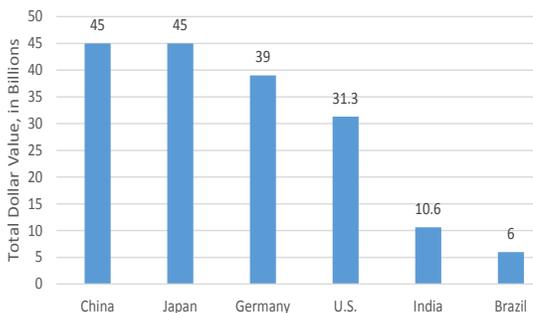
### 90%

Of U.S. businesses using the EXIM Bank are small businesses

### \$567

Billion in U.S. exports possible thanks to EXIM Bank

US EXIM Bank Compared to Other Credit Export Agencies



### Why it Matters to Washington

### 64%

of the 184 Washington companies using the bank since 2012 were small businesses.<sup>2</sup>

### \$31 BILLION

in Washington exports in FY 2014-2016 facilitated by EXIM Bank

### 170

Washington businesses used EXIM between 2012 and 2017.<sup>2</sup>

### You May Recognize Washington EXIM Exporters...

- The Boeing Company
- L'Ecole No 41 Winery
- Commercial Creamery
- Vista Clara
- Columbia Machine
- Jones Soda Co.
- Basta Boatlifts
- Calaway Trading Co.
- Paneltech Inc.
- Pacific Valley Foods

### Policy FAQs

#### 1. Do other countries have EXIM Banks?

Yes, numerous countries have their own credit agencies, which often offer more funding than the U.S. EXIM Bank. For example, in 2010, Brazil and China offered 10 times more funding to their exporters as a share of GDP than the U.S. EXIM Bank did for U.S. exporters.<sup>4</sup>

#### 2. How do U.S. companies benefit from the EXIM Bank?

The EXIM Bank provides export credit insurance, relieving our exporters of the risk of nonpayment when selling to foreign customers. This is especially important for small businesses, enabling them to take the risk of making new international sales. In addition, the Bank offers loans to foreign buyers to purchase U.S. exports, which increases the competitiveness and sales of American-made products and creates local jobs.

#### 3. Why is it an issue to limit loans to \$10 million?

We all benefit from the ability of our largest exporters to succeed, especially in a state that is so dependent on trade. The large companies that rely on EXIM loans support hundreds of small business suppliers throughout Washington. Moreover, if the Bank cannot make larger loans, it can no longer remain self-sustaining and earn money to pay down the deficit, and instead will be a cost to taxpayers.

1 Export Import Bank of the United States, 2016 | 2 Export Import Bank of the United States, Washington Congressional Map, 2016 | 3 U.S. International Trade Administration | 4 Ezell, Stephen, The Information Technology & Innovation Foundation, "Let the Ex-Im Bank Do Its Job Supporting U.S. Exporters," January 2012