



# EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

## SUPPORTING EXPORTERS AND JOBS IN COLORADO

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

### Ex-Im Bank's 5-Year Impact in COLORADO (Fiscal Year 1999 thru 2003)

Companies Supported:	60
Communities Supported:	22
Value of Exports Supported:	\$918 million
Value of Exports Supported - FY 2003	\$ 65.5 million

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### Southwest Regional Office

Alabama, Texas, Oklahoma, Louisiana, Mississippi,  
Arkansas, Tennessee, Colorado, New Mexico

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March 2004

# Ex-Im BANK SUCCESS STORIES

**Omnitech International, Inc.**, a small business in **Arvada, Colorado**, has been utilizing Ex-Im Bank's loan guarantees and working capital program on a project by project basis since 1996. A producer of can manufacturing systems and technology, Omnitech International exports around the globe, with between 80% and 100% of their products being purchased by foreign customers. Ex-Im Bank's working capital loans have helped this 25-year-old, 20-employee company sustain employment in a rapidly changing business world. "We will definitely be using Ex-Im again," said the company's president, Chris Olsen. "In fact, we're working on a project with one of our customers right now where we plan on using Ex-Im's working capital guarantee. We're very pleased to have this resource."

**Anatel Corp.**, a small environmental equipment maker located at the foot of the Rocky Mountains in **Boulder, Colorado**, was able to hire 16 employees in 1999 to handle their growing business, which was made possible by a \$2.5 million Ex-Im Bank revolving working capital guarantee. In addition to creating jobs at Anatel, the deal also affected 30 other U.S. suppliers from Colorado, who provided Anatel with electronic and machinery components, chemicals, ultraviolet lamps and other materials to manufacture its water quality monitoring equipment. Anatel's export markets include countries throughout **Europe, Asia** and some in **Latin America**. "It's tough to get domestic financing for international sales, and 55-60 percent of our business is exports," says Anatel vice president of finance, Steve Wolfe. "Ex-Im Bank's guarantee is the only thing that made it possible to get the cash needed to expand in foreign markets."

**Colorado Cereal Inc.** exports its bulk popcorn to countries all across the world, including **Mexico, Indonesia** and **Canada**. This small business, with only six employees, was founded in 1986 and began processing and selling popcorn in 1987. Located in Fort Collins, Colorado, the company has been using Ex-Im Bank's insurance program since 1993 to help it compete with larger competitors in the popcorn industry. So far the insurance Ex-Im Bank provides has helped Colorado Cereal increase its exports to 99% of its overall sales. "Ex-Im's insurance saved us during the Brazilian currency crisis," said Bernie Blach, the company's president. "We had one of our larger Brazilian customers go bankrupt and default on their payments. If we hadn't been covered by Ex-Im we couldn't have survived."

The international division of **CoBank, ACB**, an **Englewood, Colorado**, bank, has a \$50 million insurance policy with Ex-Im Bank which has enabled it to expand its financing of export commodities, such as corn and soybeans, for U.S. agricultural companies. The company employs 450 people and has been in business since 1916. CoBank, which has already utilized \$25 million of their insurance policy for fiscal year 2001, originally began using Ex-Im Bank's insurance in 1997 and has began using it again this year in order to expand its credit in **Turkey, Egypt** and the **Middle East**. "Fifteen percent of our business is in financing export commodities, or approximately \$2.5 billion," said Kevin Becker, senior vice president and division manager for Europe, Africa and the Middle East. "Without Ex-Im's insurance we would not have been able to provide financing for these sales."