



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 HAWAII

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 HAWAII (Fiscal Year 1999 thru 2003)

Companies Supported:	4
Communities Supported:	3
Value of Exports Supported:	\$0.9 million
Value of Exports Supported - FY 2003:	\$0.1 million

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Western Regional Office

Alaska, California, Arizona, Idaho, Oregon, Hawaii

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Ex-Im BANK SUCCESS STORIES

Hawaiian Host Inc., a small business that manufactures chocolate and cocoa products, has been using Ex-Im Bank insurance since 1999. The company's specialty is chocolate-covered macadamia nuts, which they export to the Asia Pacific region, including **Taiwan**, the **Philippines**, **China**, and **Singapore**. Hawaiian Host has been in business since 1960 and currently has a staff of approximately 170, which it has been able to sustain in part thanks to their \$200,000 insurance policy with Ex-Im Bank. "Having this coverage gives us the ability to expand our customer base and allows us to be on open account terms with customers without having to trade credit all of the time," said Keith Sakamoto, executive vice president of marketing and sales. "We are very pleased with the freedom that Ex-Im Bank provides us."

Surf Line Hawaii Ltd., doing business as **Jams World of Honolulu**, has been exporting clothing for adults and children since 1992. Seeking to expand their exports, the company took out an Ex-Im Bank insurance policy in 2002 and renewed it in 2003.