

I. Ex-Im Bank Goals:

Gain a better understanding of exporter awareness of U.S. content requirements for short - and medium - term programs; and

Understand the data, systems, and processes used by exporters to track, verify, and certify U.S. content for exported goods covered by Ex-Im Bank short - and medium - terms programs.

II. Exporter Profile:

Company Name (Optional):

Annual Sales:

Less than \$100,000

\$100,001 to \$250,000

\$250,001 to \$500,000

\$500,001 to \$750,000

\$750,001 to \$1,000,000

Greater than \$1,000,001

Don't Know

Annual Export Sales:

Less than \$100,000

\$100,001 to \$250,000

\$250,001 to \$500,000

\$500,001 to \$750,000

\$750,001 to \$1,000,000

Greater than \$1,000,001

Don't Know

Type of Industry (NAICS): Please select multiples if applicable

- ☐ Manufacturer (NAICS 31-33)
- ☐ Distributor/retail trade (NAICS 44-45)
- ☐ Wholesaler/merchant (NAICS 42)
- ☐ Farming/animal production (NAICS 11)
- ☐ Labor/transportation equipment manufacturing (NAICS 336)
- ☐ Textiles/product mills (NAICS 314)
- ☐ Other (please specify)

Export Products (what are your primary export products):

Number of years using Ex-Im Bank Insurance Policy or Loan Guarantee:

- ☐ 0 to 1 year
- ☐ 1+ to 3 years
- ☐ 4 to 10 years
- ☐ More than 10 years
- ☐ Don't Know

III. Questions for Exporters:

A. Exporter

1. Are you aware of the U.S. content requirements for an Ex-Im Bank Short Term Insurance Policy?

- ☐ Yes
- ☐ No

2. Are you aware of the U.S. content requirements for Ex-Im Bank Medium Term/ Long Term Programs?

- ☐ Yes
- ☐ No

3. Is there any aspect of the policy that is unclear or which you would like to further explore?

☐ Yes

☐ No

☐ If yes, please explain:

B. Calculation of U.S. Content Percentage

1. Generally speaking, what is the average range of foreign content percentage in your export product(s)? (Foreign content is defined as any content that was not originated and manufactured in the United States.) Note: If you export more than one product, please indicate the range of foreign content for the products you export.

☐ 0%

☐ 1 to 10%

☐ 11 to 20%

☐ 21 to 30%

☐ 31 to 40%

☐ 41 to 50%

☐ 51 to 60%

☐ 61 to 70%

☐ 71 to 80%

☐ 81 to 90%

☐ 91 to 100%

☐ Don't Know

2. On an annual basis, do you see much variance (i.e., more than 20%) in the amount of foreign content within the individual products you export?

☐ Yes in all products

☐ No in all products

☐ Yes in a majority of our export products

☐ No in a majority of our products

☐ Don't Know

3. For the components included within your exports, do you have both a U.S. and foreign supplier option?

- ☐ Yes
- ☐ No, U.S. supplier only
- ☐ No, foreign supplier only
- ☐ Don't Know

4. How many U.S. suppliers (on average) do you rely upon to produce each U.S. exported product?

- ☐ 0
- ☐ 1 to 4
- ☐ 5 to 10
- ☐ More than 10
- ☐ Don't Know

5. In terms of sales volume, in what classifications are your company's primary exports?

Mark as many boxes as applicable.

- ☐ Commercial goods
- ☐ Grain commodities
- ☐ Wholesale/Trading Company
- ☐ Processed and consumable goods
- ☐ Computer/Software/IT Systems
- ☐ Chemical and oil based products
- ☐ Don't Know
- ☐ Other

6. How many foreign suppliers (on average) do you rely upon to produce each U.S. exported product?

- ☐ 0
- ☐ 1 to 4
- ☐ 5 to 10
- ☐ Over 10
- ☐ Don't Know

7. When you are claiming U.S. content of your final export product, how frequently do you examine the manufacturing origin of its components?

- ☐ For each shipment
- ☐ At least once per Quarter
- ☐ At least once per Year
- ☐ We do not examine origin of components
- ☐ Don't Know
- ☐ We do not need to examine origin of components or manufacturing location. Please explain.

C. Documentation of U.S. Content Percentage

Please check multiple items if applicable:

1. What type of system or method do you use to track "U.S. content"?

- ☐ Source information provided by supplier(s)
- ☐ Source information provided by manufacturer(s)
- ☐ First party or third party verification
- ☐ Don't Know
- ☐ Other (please specify)

a. What types of documentation (e.g., bills of lading), do you obtain/rely upon to determine/declare the origin of the components and determine foreign content?

- ☐ Bills of lading
- ☐ Source information provided by supplier or manufacturer
- ☐ Invoices
- ☐ Don't Know
- ☐ Other (please specify)

2. From your domestic suppliers, how do you verify **the percentage** of U.S. content of the component(s) that are U.S. sourced? Explain

a. From your domestic suppliers, how do you verify **the dollar amount** of U.S. content of the component(s) that are U.S. sourced? Explain

3. If you are receiving some of the components/products from your foreign suppliers:

a. Do you consider all of these components/products to be entirely of foreign content?

☐ Yes

☐ No

☐ Don't Know

b. Generally speaking, do you inquire whether there is U.S. content included in the foreign sourced components/products?

☐ Yes, most of the time

☐ Yes, some of the time

☐ Never

☐ Don't Know