

**SUPPORTING STATEMENT  
PART B  
FOR PAPERWORK REDUCTION ACT SUBMISSION 3048-0004  
EXIM COMPETITIVENESS REPORT SURVEY EIB 00-02**

Agency Information Collection Activities  
Submission for OMB Review

**B. Collections of Information Employing Statistical Methods**

Describe (including a numerical estimate) the potential respondent universe and any sampling or other respondent selection methods to be used. Data on the number of entities (e.g., establishments, State and local government units, households, or persons) in the universe covered by the collection and in the corresponding sample are to be provided in tabular form for the universe as a whole and for each of the strata in the proposed sample. Indicate expected response rates for the collection as a whole. If the collection had been conducted previously, include the actual response rate achieved during the last collection.

The Export-Import Bank of the United States (“EXIM”) will survey its clients (primarily U.S. exporters and commercial banks, but also some project sponsors, buyers, and logistic and other advisors who are actively involved in EXIM’s term credit programs). EXIM expects to receive an improved response rate, relative to a poor one this past year. This is because EXIM has revamped and shortened its survey, will have a greater pool of customers to survey due to an uptick in interest in EXIM’s the medium- and long-term programs, and will work with relationship officers early in the process and where needed as that they personally follow up, should entities not respond to the initial request for their participation. EXIM’s medium- and long-term programs were unexpectedly slow to recover from the hiatus experienced for more than four years until the Board of Director’s quorum was restored in May 2019, and EXIM was again able to authorize medium- and long-term sales greater than \$10 million. To meet its mandate while rebuilding its brand, EXIM resorted to casting a wide net, including clients from earlier time periods, individuals who attended EXIM’s annual conference, law firms associated with international trade transactions, some buyers and project sponsors, and various advisors. This broad reach greatly increased the number of surveys sent, but the resulting response rate was quite low at approximately 12%.

**EXPECTED RESPONSE RATES**

<b>Composition of the 2023 Competitiveness Report Survey (Expected)</b>	
<b>Universe of survey respondents</b>	180
<b>Expected responses</b>	112
<b>Expected response rate</b>	67%

**PAST RESPONSE RATES**

<b>2022 Competitiveness Report Survey</b>	
<b>Surveyed</b>	381
<b>Responded</b>	45
<b>Response rate</b>	12%

1. Describe the procedures for the collection of information including:
  - Statistical methodology for stratification and sample selection,
  - Estimation procedure,
  - Degree of accuracy needed for the purpose described in the justification,
  - Unusual problems requiring specialized sampling procedures, and
  - Any use of periodic (less frequent than annual) data collection cycles to reduce burden.

The survey will be sent to lenders, exporters, and some others such as project sponsors or buyers that sought and received EXIM support through authorizations or approved letters of interest for expected export sales, and advisors with direct experience with EXIM’s medium and long-term programs in the calendar year of interest. Only the actual results are reported. No estimations are made. Statistical analysis is based on simple ratio analysis; no advanced statistical methodology is used.

The Competitiveness Report is mandated by Congress to cover the previous calendar year. Thus, partial or out-of-cycle data cannot be substituted for the annual collection of calendar year data.

2. Describe methods to maximize response rates and to deal with issues of non-response. The accuracy and reliability of information collected must be shown to be adequate for intended uses. For collections based on sampling, a special justification must be provided for any collection that will not yield "reliable" data that can be generalized to the universe studied.

Each year the EXIM Chair sends an email inviting recipients’ participation in the annual survey. The survey invitation is sent in January, notifying recipients that it will be open for comment. In 2023, a follow-up email reminder was sent from EXIM’s Chair to those who had not responded by the time the survey was scheduled to close. This year, EXIM plans to send the survey only to those entities with direct and relevant experience with EXIM. Additionally, relationship officers will be involved earlier in the process and staff will work with them on personal follow-up for those who have not responded during the initial response period.

3. Describe any tests of procedures or methods to be undertaken. Testing is encouraged as an effective means of refining collections of information to minimize burden and improve utility. Tests must be approved if they call for answers to identical questions from 10 or more respondents. A proposed test or set of tests may be submitted for approval separately or in combination with the main collection of information.

No further testing of the procedures or methods are necessary at this time. The exporters and lenders that use EXIM’s medium- and long- term programs are generally repeat customers. They are familiar with the survey process and terminology used in the survey. If current cycle respondents indicate that the survey burden is problematic, the Bank will respond to this feedback and amend any problematic or unnecessary questions.

4. Provide the name and telephone number of individuals consulted on statistical aspects of the design and the name of the agency unit, contractor(s), grantee(s), or other person(s) who will actually collect and/or analyze the information for the agency.

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