



**Export-Import
Bank of the
United States**

**DOMESTIC FINANCE
TRANSACTIONS**

I. Domestic Finance

Domestic finance refers to medium- and long-term loans, guarantees, and insurance transactions with buyers and end-users located in the United States of America. Such transactions may take a variety of structures (e.g., project finance, corporate credit). This attachment identifies information that EXIM requires for all domestic transactions. Depending on the structure of the transaction, additional information may be needed (Attachment F for Project Finance or Attachment G for Long-term Corporate).

If EXIM financing is more than 80% of the total sources of funds as identified in the application, EXIM will require additional debt or equity financing. Categories may be added or expanded through the due diligence process. For project finance transactions, EXIM may require additional equity finance as appropriate for the project. Please specifically identify the amount of EXIM financing expected to be used on imported equipment or other goods: _____

Please see section II.C on requirements for supporting imported goods.

II. Domestic Finance Specific Information

A. Export Nexus

Eligible domestic projects must have an export nexus. For small businesses, minority- and women-owned businesses, transformational export areas, and environmentally beneficial transactions, that export nexus is 15%. All other transactions have a 25% nexus.

The export nexus refers to the amount of a borrower's production or capacity that will be related for exports. Examples include:

- 1) 25% of a factory's production being exported
- 2) 25% of a port's traffic being for export
- 3) 25% of services being exported

Expected nexus, percentage: _____

Expected average exports, dollar value: _____

Evidence that Export Nexus will be met:

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Please also be prepared to share supporting evidence, such as historical record of sufficient export sales, offtake contracts with foreign buyers that reflect sufficient export sales, business model projections / market studies plans that reflect sufficient export sales.

For indirect exports only:

Please identify ultimate exporter(s): _____

Monitoring:

EXIM will require annual updates on exports related to EXIM's financing. EXIM will have recourse to require certain actions if the export nexus is ultimately not met and the exporter cannot make a documented case that they have made a good faith effort to meet the nexus. Specific actions will be negotiated on a case-by-case basis, but may include submitting a written plan to increase exports, evidence that assistance from U.S.

Government trade promotion agencies has been requested, penalty interest rates, and, in egregious cases, loan pre-payment. Exporters will not be subject to such actions for events outside of their control.

B. Domestic Jobs

EXIM will determine maximum eligible financing on the basis of the job-years supported over the life of EXIM's financing. For projects that establish or expand capacity, EXIM will consider, at minimum, construction and operating jobs. Indirect jobs at suppliers will not be counted. For transactions that may not result in increased capacity but otherwise support export performance, EXIM's financing will be limited by the pro-rated share of employment associated exports.

Established or expanded capacity

Construction jobs: _____

Operating jobs: _____

Support Export Performance

Current Jobs: _____

EXIM will utilize the provided export nexus to establish what percentage of jobs will be considered export-related in order to establish potential maximum financing.

In either case, please be prepared to distinguish between direct employment and jobs held by contractors (e.g., custodial services, security guards, etc.), as well as general description of the types of jobs supported (manufacturing, R&D, sales, etc.). EXIM will expect annual updates on employment levels over the life of EXIM's financing.

EXIM will, to the extent practical, ask independent consultants and advisors to opine on the reasonableness of jobs estimates. Please provide any information supporting the reasonableness of the jobs estimates, and attach supporting documentation as needed:

EXIM reserves the right to base the amount of potential financing on a lower jobs estimate than provided.

C. Imports

Please be sure to specify on the domestic acquisition list any goods directly purchased from foreign sources (Section B). Be prepared to identify why there was no viable U.S. sources for the good or service. Note that for any direct loan, and any guarantee over \$20 million or more than seven years, any EXIM-financed goods imported via oceangoing vessel must ship on a U.S. flag vessel or receive a certificate of determination from the Maritime Administration (MARAD). EXIM encourages applicants to reach out to MARAD early during the application process.

D. Other U.S. Government Credit Agencies

Please identify any other United States Government Credit Agencies you have considered for financing (such as the Small Business Administration, Department of Energy's Loan Program Office, or others). Please explain why such financing was not suitable and identify any contacts you may have had at such agency.

In addition, if another federal agency has begun conducting an environmental review or has been established as the "lead Federal Agency" for purposes of compliance with Federal environmental regulatory reviews (i.e., National Environmental Policy Act, Endangered Species Act, Historic Preservation Act, etc.), on the proposed project, please identify them and provide contact information:

Agency: _____

Contact: _____

E. Buy America

For-profit private borrowers will generally not be subject to Buy America requirements. In certain cases, if EXIM determines an application is to support public infrastructure¹, Buy America provisions will apply except to the extent that a waiver is available. For more information, please refer to [Office of Management Budget Memoranda M-22-11](#).

¹ i.e., where the recipient of the EXIM loan or guarantee is a State, local government, territory, Indian tribe or Institution of Higher Education (IHE).