

Sallie Hemenway
Director of Operations

Business and Community Services

EXPORT FINANCE ASSISTANCE

Export finance assistance is a key component for Missouri businesses to remain competitive in the global marketplace. If you are interested in learning more about, or applying for, export finance assistance please submit the following documentation listed under the respective program of interest.

LOAN APPLICATION FOR EXPORT WORKING CAPITAL

1. Three years business financial statements.
2. Interim financial statement on the business (dated within the last 90 days).
3. Three years corporate tax returns
4. Aging accounts payable and aging accounts receivables (dated within the last 90 days).
5. Current personal financial statements (dated within the last 90 days) of any owner that has at least a 20% interest in the business.
6. Individual tax returns (most recent) from any owner that has at least a 20% interest in the business.
7. Three trade references – on a contact list that would contain the name, business and phone number of each referee.
8. A product brochure or fact sheet about your products.
9. Contract of sale i.e. Purchase orders and acceptance.
10. Cash flow statement for the next 12 months

EXPORT CREDIT INSURANCE

If it is a single-buyer application, the importer should produce the following:

1. Three years business financial statements.
2. Interim financial statement on the business (dated within the last 90 days).
3. Three years corporate tax returns
4. Aging accounts payable and aging accounts receivables (dated within the last 90 days).
5. Current personal financial statements (dated within the last 90 days) of any owner that has at least a 20% interest in the business.
6. Individual tax returns (most recent) from any owner that has at least a 20% interest in the business.
7. Three trade references – on a contact list that would contain the name, business and phone number of each referee.
8. A product brochure or fact sheet about your products.
9. Contract of sale i.e. Purchase orders and acceptance.
10. Cash flow statement for the next 12 months.
11. Credit Report on the company.

The exporter will need to fill in an application form.



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If the exporter is applying for the multi-buyer export credit insurance, the company will provide the above information and will also provide a resume of the officer responsible for credit risks assessment.

TIPS FOR OBTAINING WORLD BANK CONTRACTS

- Find out what projects are in the pipeline and begin closely tracking those projects where your goods or services might be needed. The bank finances more than 200 new projects each year in a wide variety of fields. Projects carried out involve an estimated 30,000 individual contracts each year.
- Decide where your company has the best chances of winning. Choose from among the hundreds of projects and countries and focus your efforts on those where, because of past experience, language, trading partners, or other factors, your company is likely to have a comparative advantage over other competitors.
- Obtain bid documents as soon as they are available from the implementing agency. If needed local, U.S. Embassies can assist.
- Pay special attention to the requirement for bid security, performance security or guarantees and arrange with your bank or other institution to produce exactly what is required.

If you do not win, analyze the reasons, learn from your experience and modify your approach accordingly for your next bid. Bid again! You have to compete in order to win.