



INDUSTRIAL COMMISSION OF NORTH DAKOTA

Jack Dalrymple
Governor

Wayne Stenehjem
Attorney General

Doug Goehring
Agriculture Commissioner

NEW

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New Export Enhancement Program expected to increase state's exports

BISMARCK – The Industrial Commission has approved a new financing tool to help North Dakota companies increase export sales, while minimizing risk for the company and local lenders.

The Export Enhancement Program, a new agreement with the Export-Import Bank of the United States (Ex-Im Bank), enables the Bank of North Dakota (BND) to make medium-term guaranteed loans.

“This partnership between the U.S. Export-Import Bank, the Bank of North Dakota and our local lenders will help expand the opportunities for North Dakota exporters in the global marketplace,” Gov. Jack Dalrymple said.

“Through this partnership we can improve credit terms for foreign buyers and help minimize risk for our exporters.”

The North Dakota Trade Office (NDTO) played an important role in researching options with BND officials. Details of the new program will be presented at NDTO's upcoming Global Connections Conference in Bismarck on Feb. 19.

“The program initially supports manufactured goods,” said Agriculture Commissioner Doug Goehring. “We hope to expand it in the next 12 months to include agricultural commodities.”

The Export Enhancement Program requires a minimum transaction of \$200,000 and requires the foreign buyer to pay the exporter a down payment of at least 15 percent of the contract amount prior to shipment, and sign a promissory note for the balance. The exporter receives the down payment prior to shipment and the balance of their invoice price shortly after shipment.

“BND's loan to the foreign buyer is guaranteed by Ex-Im Bank,” said Attorney General Wayne Stenehjem. “BND will work with a North Dakota lender to put the Ex-Im Bank guaranteed loan package together with the North Dakota lender joining in the transaction as a participant if they wish to do so.”

“North Dakota lenders welcome the program because these transactions are often complicated, and they cannot justify the resources necessary to complete the transactions,” said Eric Hardmeyer, president of the BND. “We continue to look for opportunities that support the state's community-based financial institutions.”

More details about the programs are available at www.banknd.nd.gov or by calling 328.5894.

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FURTHER INFORMATION: Janel Schmitz 328.5880