



MAKE MORE IN AMERICA

TOOLS & OPPORTUNITIES
FOR U.S. EXPORTERS

AMERICAN MADE

In the United States, manufacturers contribute 10.7% to the nation’s total economic output and employ 8.5% of the U.S. workforce. The manufacturing sector generated [\\$2.29 trillion in domestic and international output in 2023](#). American manufacturers, especially small and medium-sized enterprises in key national security sectors, often struggle to secure financing for global sales. EXIM is ready to address this challenge and support jobs across the United States and its territories.

To boost domestic manufacturing, EXIM provides medium- and long-term loans, loan guarantees, and insurance to export-focused projects. By expanding its international buyer financing programs, EXIM will enhance the growth and security of critical supply chains, while continuing to support U.S. jobs throughout the export lifecycle.

<i>U.S.A. Top Manufactured Goods in 2023</i>	<i>Total Sales</i>
Chemical Products	\$424.2 billion
Food, Beverage, and Tobacco	\$300.9 billion
Computer & Electronic Products	\$298.5 billion
Motor Vehicle Parts	\$223.0 billion
Other Transportation Equipment	\$187.1 billion
Machinery	\$151.7 billion
Fabricated Metal Products	\$121.5 billion
Miscellaneous Manufacturing	\$102.7 billion
Primary Metals	\$92.5 billion
Petroleum & Coal Products	\$83.9 billion

In this guide, you’ll learn about EXIM’s Make More in America Initiative (MMIA) - this initiative is designed to help revitalize American manufacturing, improve the resiliency of critical supply chains, and support U.S. jobs.

Manufacturing Industry Facts at a Glance



\$1.6T

U.S.-manufactured goods exported in 2024



234,900+

U.S. small business manufacturing firms (500 employees or fewer)



8,000

jobs created by manufacturing in May 2024

THE POWER OF MANUFACTURING:



Valued Employees

Manufacturing boasts one of the [highest rates of workers](#) eligible for employer-provided health benefits. In fact, 93% of manufacturing employees were eligible for health insurance benefits in 2023.



Job Availability & Career Growth

The manufacturing sector is projected to require [3.8 million new jobs](#) over the next decade. Of these positions, 2.8 million will be due to retirements, and 760,000 will result from industry growth.



Increased Global Competitiveness

Exports of manufactured goods have [more than doubled](#) in the past twenty years. U.S.A.-made products are highly sought after globally due to their superior quality.

EXIM Support Offsets Manufacturing Challenges

Manufacturers face significant challenges, particularly high regulatory costs and energy consumption. They incur an average of \$29,100 per employee for regulatory compliance, with small manufacturers facing upwards of \$50,100 per employee annually. Additionally, industrial energy consumption was 33.25 quadrillion Btu in 2022, projected to rise by 3% by 2030. Despite these pressures, manufacturing construction investment has surged, [increasing by 26%](#) over the past year, driven by industrial policy and efforts to enhance domestic production capacity.

EXIM supports export manufacturers through a variety of trade finance solutions, including short-term trade credit insurance, working capital loan guarantees, medium and long-term foreign buyer financing, and special initiatives such as Make More in America (MMIA) domestic finance and a Supply Chain Resilience Initiative (SCRI).





MAKE MORE **IN AMERICA**

The Make More In America initiative is open to all sectors, with priority given to environmentally beneficial projects, small businesses, and transformational exports like semiconductors, biotech, renewable energy, energy storage, and water treatment and sanitation. This initiative will rejuvenate American manufacturing, strengthen supply chains, and level the global playing field for U.S. companies.

Make More in America allows for long-term loans for capital investment: building new factories, purchasing equipment, and other expenses related to manufacturing capacity. These loans could be processed on a corporate, structured or limited recourse project finance basis.

Make More In America is a revolutionary initiative that rejuvenates American manufacturing and strengthens supply chains.



"Because of EXIM, we can produce the future of aviation here in the United States."

Kyle Clark
CEO of Beta Technologies



In addition to EXIM's standard due diligence procedures and additionality requirements, EXIM will follow additional criteria in assessing project eligibility:

Export Nexus

Transaction eligibility will be determined by the "export nexus"—the percentage of production or shipments tied to exports. This export nexus considers both direct and indirect exports and is calculated on average over the life of the loan

- ✓ For small businesses, transformational export areas, and climate-related transactions, the required nexus is 15%.
- ✓ For projects in other sectors, 25% of output exported (or expected to be exported) will be required.

Jobs

The amount of EXIM financing made available for individual projects will be scaled based on the number of U.S. jobs supported, both during construction and over the life of EXIM's financing. This financing amount reflects the amount a project is eligible for. The final loan amount would be subject to the capital expenditure and prudent underwriting.

- ✓ This standard will replace the U.S. content required in traditional EXIM transactions to international buyers.

Reasonable Assurance of Repayment

EXIM is directed by Congress to underwrite to a "reasonable assurance of repayment" standard. For non-project finance transactions, EXIM will generally require:

- ✓ A minimum three-year revenue producing history in the same line of business.
- ✓ Proven debt service capacity, based on prior financial performance and ability to meet EXIM's credit standards.
- ✓ A loan amount request not disproportionate to the size of the company (in terms of financial resources and business operations).

For project finance transactions, please see [EXIM's Approach to Project Finance](#) for details.

For more information on the Make More In America Initiative, you can visit [EXIM's Special Initiative page](#) or visit the [Make More In American FAQ page](#).

WHAT'S NEXT?

EXIM is here to support you on your exporting journey. We offer a wide range of financing tools for your company's unique needs, as well as free consultations, educational material, exporter resources, and more. You can:



Talk to an Expert

EXIM specialists are ready and waiting in your area to give you a free consultation:

grow.exim.gov/consultationrequest



Get Helpful Advice

Do you have questions about account terms and financing for exporters? Our experts are here to assist:

grow.exim.gov/export-financing-faqs



Learn Exporting Basics

Our free eBook, The Basic Guide to Exporting, will teach you everything you need to get started:

grow.exim.gov/export-guide



Protect Your Business from Risk

Avoid the danger of buyer nonpayment with Export Credit Insurance:

grow.exim.gov/eci-guide



This is a descriptive summary to be used only as a general introductory reference tool. The complete terms and conditions of the policy are set forth in the policy text, applications, and endorsements.