

# MEETING NACo—EXPORT-IMPORT BANK OF THE UNITED STATES

## Meeting Participant Bios

### **Patricia M. Loui, Member of the Board of Directors**

Patricia M. Loui was nominated by President Obama on May 18, 2011, unanimously confirmed by the U.S. Senate on November 1, 2011 and sworn in to office on November 7, 2011, for a term expiring on January 20, 2015. She relocated to Washington, D.C. from Hawaii to serve on the Board.

Loui will lead efforts to promote U.S. exports to Asia, where she has over 30 years of expertise. In addition, she will focus on Ex-Im Bank's portfolio with minority and women-owned businesses. With other members of the Board of Directors, Loui will vote on transactions greater than \$10 million and on other major policy issues.

Prior to her appointment, Loui was founder and Chair of OmniTrak Group Inc., where she consulted on market expansion strategies to Asia. She has consulted with diverse industries, including automobiles, transportation, energy, agricultural products, education, health, travel and leisure. She also founded a U.S.-Thai-Singaporean joint venture planning and research company in Thailand, which has become a leading consultancy there.

Previously, Loui worked for Bank of Hawaii, a regional bank with a Pacific Rim portfolio, and was responsible for marketing and strategic planning. During that period she served on the Board of Directors of the international PLUS System of Automated Teller Machines (ATMs).

Loui has also served as a development planner and training officer for the United Nations Development Programme (UNDP). Based in Bangkok, she covered a UNDP region spanning from Papua New Guinea to Afghanistan, China to Australia. She was also a planning consultant with the United Nations Educational, Science and Cultural Organization (UNESCO) in Southeast Asia. Throughout her Pacific Rim-focused career, Loui has lived and worked in China, India, Indonesia, Japan, Korea, Malaysia, Nepal, the Pacific Islands, Philippines, Thailand and Vietnam. She has served on the Board of Directors of The East West Center Association, University of Hawaii Foundation, and the Kapiolani Hospital Foundation.

A graduate of Northwestern University, Loui received her master's in Asian Studies from the University of Hawaii while on a U.S. State Department grant to The East West Center. She is married and has one son.

### **Ray Ellis, Vice President, Global Business Development Division**

Raymond Ellis currently serves as Vice President of the Global Business Development Division of Ex-Im Bank's Export Finance Group. The division oversees business development activities worldwide and for certain domestic industrial sectors, such as medical equipment, oil and gas, and infrastructure. Mr. Ellis previously served as Vice President of the Strategic Initiatives Division and the Operations Division of the Export Finance Group. Strategic Initiatives was responsible for business development for Sub-Saharan Africa and renewable energy. The Operations Division administers the intake of all applications for Ex-Im Bank support and the issuance of all medium- and long-term loans and guarantees and short and medium term insurance policies.

Mr. Ellis began his career at Ex-Im Bank as a financial analyst/loan officer in the Bank Guarantee Division before moving to the Asia Division overseeing the Bank's long-term programs for Southeast Asia. He left the Bank to join the private sector where he held executive management positions with leading international banks in Chicago, Illinois. He served as Vice President for Trade Services/Cash Management at Chemical Bank in Chicago, and Vice President and General Manager of Bankers Trust

Company International in Chicago. He also held senior positions with two travel management companies in Chicago. He returned to Ex-Im Bank in 1999.

Mr. Ellis holds a Masters of Business Administration degree in International Finance and Business Administration, and a Bachelor of Arts degree in Russian and Linguistics, both from Indiana University, Bloomington.

**Michael K. Jackson, Director, Small Business Training and City/State Partners**

Immediately prior to joining Ex-Im Bank, Mr. Jackson served as the District International Trade Officer at the U.S. Small Business Administration's Baltimore District Office. Mr. Jackson is also an adjunct faculty member at Montgomery College where he teaches a course on global entrepreneurship.

Prior to beginning his career with the federal government, Mr. Jackson spent over a decade in the private sector. This experience includes sales and marketing positions with several Fortune 500 corporations in the financial services and IT/telecommunications industries. Forever passionate about health & fitness, his past professional experience also includes starting and managing his own fitness center franchise after becoming certified as a personal fitness trainer. Mr. Jackson is a veteran of the U.S. Air Force and held duty assignments in Ramstein, Germany and in Warner Robins, Georgia.

Mr. Jackson earned an MBA in International Business from American Intercontinental University in Atlanta, GA and a B.S. in Government & Politics from the University of Maryland's University College campus in Heidelberg, Germany. He also holds the NASBITE Certified Global Business Professional (CGBP) international trade certification.



## At A Glance Ex-Im Bank for U.S. Exporters

### We Can Increase Your Export Sales!

Worried about buyer nonpayment? Want to enter a new foreign market or expand your sales in an existing one? Need help with buyer financing or accessing additional credit? We can help! The Export-Import Bank of the U.S. (Ex-Im Bank) is the federal government's official export credit agency, and helping American exporters succeed is our mission.

At Ex-Im Bank, we know competing in foreign markets can be tricky. That's why our products are designed to take the worry out of exporting and give you the competitive edge to win more sales. Through our export credit insurance and lender loan guarantees, we'll assume the commercial and political risks the private sector won't or can't.

We provide U.S. companies with **Export Credit Insurance** that extends credit, protects against buyer nonpayment, and increases your working capital.

#### BENEFITS:

- Minimizes political and commercial risks of buyer nonpayment (up to 95%)
- Lets you extend attractive credit terms to foreign buyers (up to 360 days)
- Increases your company's borrowing capacity and improves cash flow by assigning your foreign receivables to lenders
- Allows you to cover one buyer or your entire portfolio
- Makes funds available to fulfill your sales orders

We offer **Term Financing** for international buyers of U.S. capital goods or services.

#### BENEFITS:

- Eliminates your risk of buyer nonpayment
- Extends repayment terms to customers at competitive rates
- Increases your international competitiveness by offering financing support to your buyers

We offer **Working Capital Guarantees** enabling small and medium-sized U.S. exporters to obtain credit lines for the production of goods or services.

#### BENEFITS:

- Makes funds available to fulfill your sales orders
- Turns your inventory and accounts receivable into eligible collateral for your lender
- Covers standby letters of credit used as performance or bid bonds
- Offers expedited application turnaround

**Put the full faith and credit of the U.S. government to work for your company,  
and expand your international business today!**

Ex-Im Bank's experienced Export Finance Managers are ready to help U.S. businesses win sales worldwide. They will also answer questions and expedite the application process. Simply call 800.565.3946 and select option 2. Learn more at <http://www.exim.gov>





SMALL BUSINESS  
**GLOBAL ACCESS**  
your competitive edge

## Renewable Express

### Provide Loans for Renewable-Energy Projects

#### Summary

Ex-Im Bank's "Renewable Express" is designed to provide streamlined post-completion project financing to small renewable-power producers that meet Ex-Im Bank's credit standards. This initiative meets the increased demand for financing of small renewable-power transactions.

Under Renewable Express, Ex-Im Bank will be able to consider project financing for small renewable-power producers seeking loans of \$3 million to \$10 million. Renewable Express is available for both corporate balance sheet and limited-recourse transactions that fit within the program's parameters and where the repayment is generated from the project's cash flows.

Traditionally, project financing has not been available for small transactions due to the high levels of due diligence and advisory fees incurred in a typical project financing. By comparison, with Renewable Express, Ex-Im Bank will use a streamlined procedure to more quickly and efficiently evaluate and underwrite the borrower's credit. If all of the requirements of the program are fully met, Ex-Im Bank can process a Renewable Express application in as little as 60 days.

#### Key Qualifications

- Both direct loans and guarantees are available. For expedited treatment, the Ex-Im Bank tranche will be the only debt financing.
- Local cost financing of up to 30 percent of the net U.S. export contract is available.
- Single take-out disbursement after completion of the project. Ex-Im Bank could consider pre-completion funding for widely used technologies with an experienced operator.
- Financing of up to 18 years is available, depending upon the project's economics.
- The transaction must comply with Ex-Im Bank policies and procedures as required.

For more information, please call 800.565.3946 to connect to a local Export Finance Manager. Visit <http://www.exim.gov> Follow us on <http://www.twitter.com/eximbank/us>



### Expedited Protection Against Foreign Buyer Nonpayment

This short-term insurance policy helps small businesses expand into new foreign markets, add new buyers, and transfer all foreign buyer credit decision making to Ex-Im Bank at an economical cost. It is a “named buyer” policy that simplifies small business access to export credit risk insurance on their foreign accounts receivable. In addition to providing payment risk protection and allowing the extension of competitive credit terms to foreign buyers, the insurance also enables small businesses to obtain lender financing of those receivables through the assignment of policy proceeds.

A streamlined online application provides a policy quote and credit decisions up to \$300,000 on foreign buyers within five workdays or less (buyer credit requests exceeding \$300,000 will require additional processing time). Insurance premiums are payable only upon an exporter’s shipment, or invoice for services, to a buyer pre-approved by Ex-Im Bank. Premium rates are determined by a rate schedule based on the credit term with no differentiation based on country (buyer credit requests exceeding \$300,000 will require additional processing time and credit information).

Credit reports on all buyers the exporter elects to insure are complimentary (though they remain with Ex-Im Bank). Insuring pre-existing foreign buyers is optional. There are no application fees or advance deposit required to issue the policy.

#### How to Qualify

Together with any parent company, subsidiaries, or affiliates, the applicant must:

- Be a small business as defined by the Small Business Administration.  
See <http://www.sba.gov/content/table-small-business-size-standards>.
- Have an average of less than \$7,500,000 in export credit sales over the last three years.

The applicant must also have:

- At least a three (3) year operating history and a positive net worth
- A DUNS # with Dun & Bradstreet (866.705.5711)
- Twenty or less existing foreign buyers sold to on credit terms

#### Eligible Transactions

- Products must be manufactured in and shipped from the U.S. and have more than 50% U.S. content individually or by aggregating products in a single invoice. (Note: If aggregation is chosen, a Content Report must be submitted at the time of shipment detailing the nature of the U.S. and foreign content included in the invoice.) More than 50% of an exported service must be performed by U.S. employees.

## Eligible Transactions (continued)

- Shipments are eligible only to countries not commercially closed or legislatively prohibited by Ex-Im Bank's Country Limitation Schedule published on <http://www.exim.gov>.
- Maximum credit terms are 180 days; up to 360 days for capital goods, bulk, unprocessed agricultural commodities or other qualifying transactions.

## Coverage

- Commercial losses due to insolvency, bankruptcy, and default covered at 95%
- Political losses due to war, revolution, cancellation of import or export licenses, currency inconvertibility are all covered at 95%
- No first-loss deductible

## Premium Rates and Monthly Activity Reporting

- Premium rates for private sector buyers (per \$100 of gross invoice value)
- Shipments must be reported and premiums are due anytime after shipment but no later than the last day of the month following the month of shipment.
- 25% percent premium discount for those with SBA or Ex-Im Bank Working Capital Guarantee or Ex-Im Bank Global Credit Express loan.

Private Buyer	
Days	Rate(s)
1-60	.65
61-120	1.06
121-180	1.35

## Overdue Invoices and Filing Claims

Online overdue reports should be submitted once any buyer is past due over 90 days for more than \$25,000. Claims may be filed no earlier than 90 days after the due date, and no later than 8 months after the due date. Claims are paid within 60 days of receipt of all required documents. Lenders are wired claim proceeds if an assignment of insurance policy proceeds was executed and acknowledged by Ex-Im Bank.

## For More Information

Contact the company's insurance broker or a nearby Ex-Im Bank Regional Export Finance Center:

New York, NY	877.961.2667	Houston, TX	281.721.0465
Miami, FL	305.526.7436	McKinney (Dallas), TX	214.551.4959
Atlanta, GA	404.815.1497	Irvine, CA	949.660.1341
Chicago, IL	312.353.8081	San Diego, CA	858.467.7035
Detroit, MI	313-309-4158	San Francisco, CA	415.705.2285
Minneapolis, MN	612.348.1213	Seattle, CA	206.728.2264

The complete terms and conditions of the policy are set forth in the application, policy, and endorsements.

For more information, please call 800.565.3946 to connect to a local Export Finance Manager. Visit <http://www.exim.gov>.



### Increase Purchases of U.S. Capital Goods and Services

#### Benefits

- Turns U.S. export opportunities into a “cash sale”
- Provides competitive interest rates and flexible financing options for international buyers to purchase goods or services from U.S. companies
- Includes payment terms up to five years and \$10 million (7 years exceptional)

The Export-Import Bank of the U.S. (Ex-Im Bank), the official export credit agency of the U.S. government, insures or guarantees term loans made by lenders to creditworthy international buyers for purchases of U.S. capital goods or services. With Ex-Im Bank's support, public- and private-sector buyers are able to obtain competitive financing from lenders when there are no economically viable interest rates on terms over one year.

With this financing, U.S. companies have more opportunities to compete for sales in new markets worldwide.

#### Financing Coverage

Ex-Im Bank medium-term buyer finance can be used in two different ways: as a single-buyer insurance policy, for which both U.S. exporters and financial institutions are eligible, or as a loan guarantee which is only available to lenders. Both support commercial loans to international buyers by providing term financing for U.S. export sales. Single, repetitive or multiple shipments are allowed. Ex-Im Bank covers 100% of commercial and political risks on the financed amount (principal and accrued interest is included) after a 15% down payment is made by the buyer.

The total level of Ex-Im Bank support will be the lesser of:

- 85% of the value of all eligible goods and services in the U.S. supply contract
- 100% of the U.S. content in all eligible goods and services in the U.S. supply contract

#### Features

- Support is available for new, used, and refurbished equipment.
- Up to 30% of related local costs may be allowed for support (e.g., cost of local labor, materials, or installation services)
- Lender or exporter can apply via the Bank's Ex-Im Online system.

## Key Qualifications:

- Products being exported must be produced in and shipped from the U.S.
- Services being exported must be performed by U.S.-based companies.
- Buyers can be foreign private companies or public sector entities.
- Buyers must meet certain credit criteria, depending on the size of the transaction, and the nature of the buyer. If a buyer does not meet these standards, the use of guarantors and other credit enhancements may be used to qualify. See credit standards at <http://www.exim.gov>.
- Transactions will typically need to be secured with recourse to the exported products
- If the foreign content is greater than the 15% down payment, Ex-Im Bank financing is only available for the U.S. portion of the transaction. In some cases, co-financing with other Export Credit Agencies may be available.
- Ex-Im Bank products are not available for exports to some countries. Please refer to the Country Limitation Schedule (CLS) at <http://www.exim.gov>.
- Prior to approving any transaction, Ex-Bank will take into account the beneficial and adverse environmental and economic impacts of the particular export item or service.

## Requirements:

- Complete financial information for the last three fiscal years with notes
  - If the financed amount exceeds \$1 million, the financial statements must be audited and in English.
  - If the fiscal year has ended six months before the loan request, interim financial statements are required.
- Financed amount requested cannot exceed 40% of the net worth of the company.
- Company must report profits for the last two years.
- Minimum two bank and trade references
- Copy of the purchase order with a description of the equipment sold
- Brief description of the transaction/sale

## Costs:

- Interest rate is negotiated between the lender and borrower.
- Premiums are individually determined using the “fee calculator” at <http://www.exim.gov>.
- Generally the costs of this financing are for the account of the buyer

## For More Information

Contact an Ex-Im Bank registered insurance broker (<http://www.exim.gov/about/whoweare/partners/insurance-brokers.cfm>) or a nearby Ex-im Bank Regional Export Finance Center:

New York, NY	212.809.2650	Houston, TX	281.721.0465
Miami, FL	305.526.7436	McKinney (Dallas), TX	214.551.4959
Atlanta, GA	404.815.1497	Irvine, CA	949.660.1341
Chicago, IL	312.353.8081	San Diego, CA	858.467.7035
Detroit, MI	313.309.4158	San Francisco, CA	415.705.2285
Minneapolis, MN	612.348.1213	Seattle, CA	206.728.2264

Visit <http://www.exim.gov>







# Global Credit Express Pilot Loan Program

## An Exporter's Guide

The Export-Import Bank of the United States (Ex-Im Bank) provides exporters and lenders with tools to finance exports of U.S. - made goods and services which typically involve higher risks. As an independent, full faith and credit agency of the U.S. government, Ex-Im Bank can assume the higher country and/or credit risks that commercial lenders may be unable or unwilling to accept.

Demonstrating Ex-Im Bank's ongoing commitment to small business exporters is the Global Credit Express program, specially designed to deliver short-term working capital loans directly to creditworthy small business exporters. Through this new program, exporters like you may be eligible for a 6- or 12-month revolving line of credit of up to \$500,000. Global Credit Express adds liquidity to the U.S. small business export market by financing the business of exporting rather than specific export transactions. This is a pilot program currently offered through a select number of Originators nationwide.

### Benefits:

- Provides working capital to fund your business's export activities
- Supports your direct exports of U.S.-made goods and services, as well as those which you export indirectly by selling to other U.S. exporters
- Offers streamlined processing and quick turn-around on loan applications
- Provides fixed-rate financing at a relatively low interest cost
- Requires no dedicated borrowing base or monthly reporting requirements
- Allows options to renew at the end of the initial loan term

### How it works:

- The Originator works with you to prepare and submit your preliminary loan application to Ex-Im Bank. If you meet Ex-Im's eligibility criteria, a full application package (with supporting documents) is submitted to Ex-Im Bank.
- The loan approval process is generally 5 business days after submission of a completed application package.
- Ex-Im Bank makes these loans directly to you.

### Eligibility:

In order to be eligible for a Global Credit Express loan, you must:

- Meet the Small Business Administration's definition of a "small business" – you may refer to <http://www.sba.gov/content/am-i-small-business-concern>
- Have a minimum of three years of revenue producing operations and one year of exporting experience.
- Have an existing relationship with or have been solicited by an Originator participating in the pilot program.

(over)

### Eligibility: (continued)

- Have a favorable reference from the Originator or current bank of account.
- Have no tax liens or judgments.
- Export goods which are made in the U.S. and/or export a service which is performed by U.S.-based personnel.
- Meet a minimum Fair Isaac small business credit score (FICO), and successfully pass a due diligence credit evaluation and principal's background check.

### Fees and Loan Terms:

- An application fee of up to \$500 is payable to the Originator when you apply and a referral fee of up to \$2,000 is payable at closing
- Ex-Im Bank's exposure fee is 2.0% of the maximum loan amount
- Standard legal fee of \$2,500 plus actual closing costs of up to \$500 payable at closing
- The interest rate is fixed at CIRRR (Commercial Interest Reference Rate) + 3.25%
- Loan term of either 6 or 12 months
- Loans may not exceed \$500,000; the actual loan amount is based on eligible export orders, proof of past export transactions and a ratio of net current assets
- Collateral will be either a first or second perfected security interest in the general assets of your company
- A personal guarantee is required of any principal with at least a 20% ownership interest

### Next Step:

Contact a local Ex-Im Bank Export Finance Manager by calling toll free to 800.565.EXIM (3946) and selecting option 2 at the prompt. Visit [www.exim.gov](http://www.exim.gov)

