



NACo Annual Conference

International Economic Development Task Force Meeting

July 12, 2014

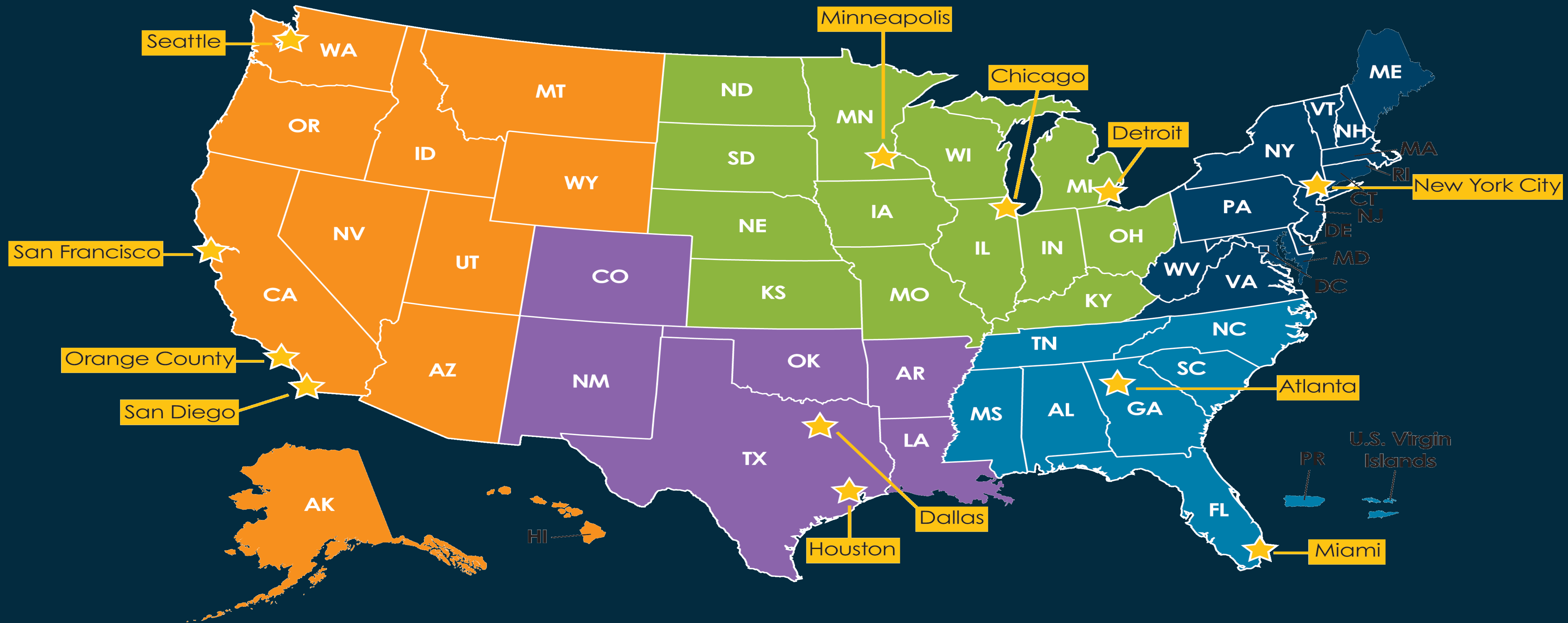
Who We Are - What We Do

Ex-Im Bank is an independent agency of the U.S. Government

- Established in 1934
- Headquartered in Washington, DC
- Twelve Regional offices

Mission: To create and sustain jobs by increasing U.S. export sales





No Cost to Taxpayers



\$1.1 Billion returned to U.S. Treasury in 2013

Ex-Im Bank Supports Small Business!

FY2013

- Authorized over \$5B to support U.S. small businesses.
- Over 3400 small business transactions
- 89% of Ex-Im transactions were for U.S. small businesses

Taking the Fear Out of Exporting

- Should I enter that new market?
- When and will I get paid?
- How will I get cash to make the product?
- I made the big sale, but will my buyer be able to obtain financing?



Our Financing Makes the Difference

- Minimize risk
- Level the playing field
- Supplement commercial financing



We Support a Variety of Industries

- Manufacturing
- Construction Equipment
- Medical Equipment
- Mining
- Power-generation
- Aircraft and Avionics
- Services
- Renewable Energy
- Agribusiness
- Wholesale/Retail
- Oil & Gas

Ex-Im Bank Financing Covers the Spectrum

**Pre-Export
Financing**

**Post-Export
Financing**



**Working Capital Guarantee
Global Credit Express (GCE)**

**Insurance
Guarantees
Direct Loans**

How Can Export Import Bank Products Assist You?

NEED

SOLUTION

| | |
|---|---|
| Funds to Fulfill Orders Funds for Export Development | Working Capital Guarantee Global Credit Express |
| Extension of Credit Buyer non-payment protection | Receivables Insurance |
| Buyer Financing | Medium- and Long-Term Insurance & Loan Guarantee |

GCE Success Story

- Exporter: Post Medical Inc. — Alpharetta, GA (Fulton County)
- Destination: Australia, Canada, New Zealand, France, and Italy
- Ex-Im Bank Product: Global Credit Express
- Export Sales: \$50,000

“Post Medical is very excited to partner with the Export-Import Bank to continue our growing export business internationally. This partnership is crucial to support our growing team of people and will enable us to pursue additional overseas markets for our sharps-disposal products in the Middle East and Latin America. ” - **Matthew Walker, President and Chief Operating Officer**



Express Insurance Success Story

- Exporter: Greek Island Spice, Inc. - Ft. Lauderdale, FL (Broward County)
- Destination: China
- Ex-Im Bank Product: Express Multi-Buyer Insurance Policy
- Export Sales: \$150,000
- Jobs Supported: 12

“We are excited and ready to expand our export sales to Asia. Ex-Im Bank's products allowed us to extend attractive terms to our buyers. I like the ability of going into the deal with a bona fide buyer ”



- JoAnne Theodore, President

Public Policy (Charter) Restrictions

No Military or Defense-related products or obligors
(exceptions apply)

U.S. Content (ST: 50+%; MT: 85% U.S.)

Restricted Countries (CLS)

Economic Impact

Shipping

Additionality

Call Ex-Im, If You...

...have a **foreign buyer that wants credit terms...**

....export routinely but **your growth in foreign sales is limited because of risks of non-payment?**

...are **losing export opportunities** because you will only accept a L/C or cash pre-pay?

... are encountering **cash flow problems due to increased foreign sales?**

...have a **buyer that needs several years** to pay for capital equipment?

Consult with an Ex-Im Bank Regional Director

Call 800.565.3946 and press 2 at the prompt.

<http://www.exim.gov/about/contact/regional-export-finance-centers.cfm>

www.exim.gov/smallbusiness



Ex-Im Bank Partners

Additional resources and assistance in applying for Ex-Im Bank products are available from:

- Insurance Brokers (see list on www.exim.gov)
- City / State Partners (see list on www.exim.gov)
- Delegated Lenders (see list on www.exim.gov)
- US Export Assistance Centers (USDOC and SBA)

Ex-Im Bank City/State Partners Program

Brings state, county, and local non-profit economic development entities together with Ex-Im Bank in a partnership designed to expand export opportunities

What does Ex-Im Bank provide?

- Training & support at no cost
- Highly qualified trade finance specialists to speak at your events
- Assistance with joint marketing and outreach campaigns
- A network of lenders, insurance brokers, and other U.S. Government export resources
- One-on-one trade finance counseling

What must City/State Partners do?

- Stay current on Ex-Im Bank products and services.
- Conduct export finance seminars and represent Ex-Im Bank at USEAC-sponsored events.
- Connect exporters with Ex-Im Bank trade finance specialists.
- Report on your export outreach activities semi-annually.

How can you become a partner?

- Provide copy of your annual report or similar document for our review.



THANK YOU!

Questions?

Michael K. Jackson, MBA, CGBP

Director, City/State Partners & Small Business Training

Phone: 202 565-3479

Email: michael.jackson@exim.gov