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
- Working Capital Guarantee
- Global Credit Express (GCE)

Post-Export Financing
- Insurance Guarantees
- Direct Loans
# How Can Export Import Bank Products Assist You?

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**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)
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?

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