



# World Trade Center

## Ex-Im Bank Briefing

John A. Emens

Senior Vice President, Small Business

The Export-Import Bank of the United States

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# Overview

- Who we are/What we do
- Recent results – macro
- How we are organized for small business
- Expectations relating to applicants
- Exporter needs and Ex-Im tools for solution
- Goals for Small Business Group
- What's New



# Who We Are

- Ex-Im Bank is an independent agency of the United States
  - Established in 1934
  - Official export credit agency of the U.S.
  - HQ in Washington, DC with 8 regional offices
  - Able to support exports to more than 150 countries



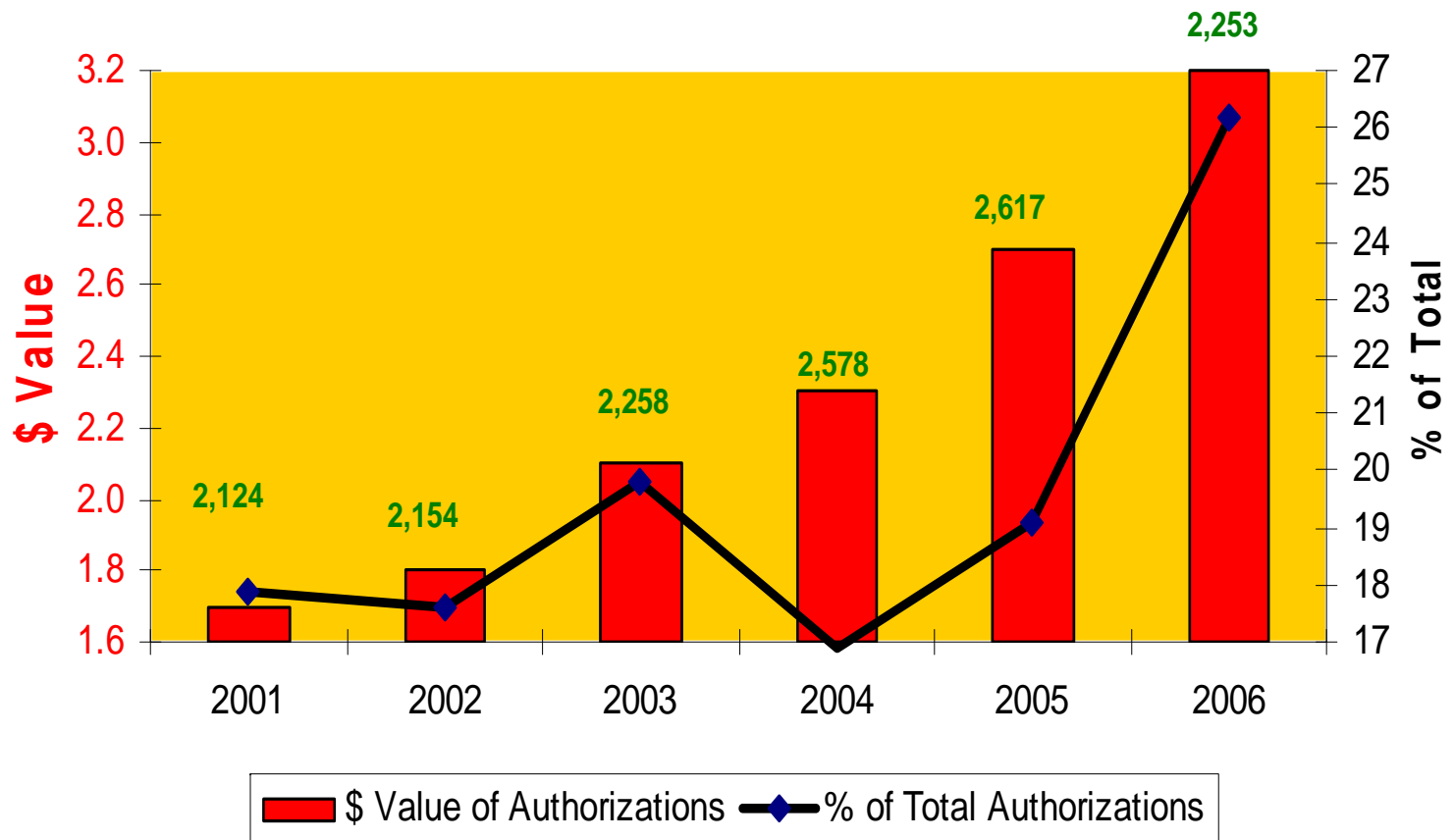
# Recent Results

- Supported \$3.35 billion in SBE exports in fy2007 (nearly 27% of total of \$12.6 billion)
- Small business support up from \$1.7 billion in fy2001 (compounded growth rate of >11.75%)
- Known minority and women-owned SB transactions totaled \$524.6 million



# WTC – 2/22/08

## Ex-Im Bank Small Business Authorizations





# Organization For Small Business

- Focus on small business under Chairman Lambright
- Creation of Small Business Group 1/2006
- SVP, Small Business reports directly to Chairman
- Two components
  - Regional sales offices (8)
  - Outreach and education



# Regional Sales Offices

- Northeast and Mid-Atlantic (New York City)
  - Southeast (Miami)
  - Midwest (Chicago)
  - Southwest (Houston)
    - Satellite office in Dallas (mid-2008)
  - West (Newport Beach)
    - Satellite offices in San Francisco and San Diego
- Total professional sales staff = 20



# Outreach and Education

- Outreach to Minority & Women-Owned Small Business – since 2001

Staffing increased to 3 professionals – 2005

Augmented by regional sales staff

Education – through Ex-Im seminars, symposiums and training events



# Small Business Focus

- Regional offices sole focus
- Creation of Small Business Committee
  - composition
  - activities

Expanded role of SVP, Small Business

- human resources actions
- transaction decisions



# Expectations

- Ex-Im Bank is *not* involved in export promotion
- Applicants need to have a contract with a foreign buyer and to be seeking one or more financial tools to provide assistance to either themselves or their buyer



# Assistance

- Available from Ex-Im Bank staff
- Available from Ex-Im's many "multipliers"
  - Lending institutions (including D/A)
  - Export credit insurance brokers
  - City/State partners
  - Department of Commerce USEACs



# How We Assist Small Business on Short-Term Transactions

- Exporter Needs
  - Pre-Export Financing
  - Short-Term Accounts Receivable Financing (also inventory financing)
- Our Solutions
  - Working Capital Guarantee Program
  - Export Credit Insurance and Working Capital Guarantee Program



# Basic Requirements for Ex-Im Bank Short-Term Support

- Made in and shipped from the U.S.
- Products must have 51% U.S. content
- Non-military sales
- Products supported can be goods or services
- Insurance terms generally not more than 180 days
- Insurance available for up to 360 days for capital goods
  - Most shippers prefer coverage for 60 days due to price and commercial practice



# Working Capital Guarantee Requirements

- 2 year operating history (no start-ups)
- Must have positive tangible net worth
- Must meet financial ratio standards



# FY2007 Short-Term Products Activity

- Working Capital Guarantee Program
  - Nearly \$1.3 billion of which \$990 million supported small business (435 of 483 transactions or 90%)

## Short-Term Insurance

- \$2.1 billion in multibuyer and single buyer exporter policies as well as bank held policies



# How We Assist Small Business on Term Financing

- Buyer Needs
  - Medium Term Financing
- Our Solution
  - Loan Guarantee, Lease Guarantee or Export Credit Insurance



# Basic Requirements for Medium Term Financing

- Ex-Im Bank will provide 100% guarantee or insurance for up to 85% of the exported capital goods
- Goods to be financed for 1-5 years
- Longer terms are available for medical equipment, environmental and renewable energy products and transportation security equipment



# FY2007 Medium Term Products Activity

- \$275 million in M/T authorizations for small business exporters
  - primarily M/T insurance policies
  - for reporting to Congress, we do not include “aggregators” in our small business totals



# Goals and Measurements Small Business Group

- Annual quantitative goals for all Domestic Business Development sales staff
  - Total Value of Authorizations
  - Total Number of Authorizations
  - Total Number of New-To-Ex-Im Authorizations
  - New ‘multipliers’ (lenders, brokers & City/State partners)
  - Outreach activities



# FY2007 DBD Results

- \$898 million of transactions vs goal of \$375 million
- 805 transactions vs goal of 340
- 380 “new-to-Ex-Im” transactions vs goal of 255
- 50 new “multipliers” vs goal of 20  
(34 lenders, 13 brokers & 3 C/S partners)
- \* 221 seminars, conferences, focus groups and trade shows nationwide of which 83 were of minority or women-owned orientation



# Minority & Women-Owned WCGP Activity

(not all small business)

FY2006

• FY2007

- Minority-owned \$182 million
- Women-owned \$106 million
- Total = \$288 million or 25% of total WCGP authorizations
- \$918 million of \$1.170 billion was in support of small business (78.5%)

- Minority-owned & Women-owned \$270 million
- Total = \$270 million or 21% of total WCGP authorizations
- \$990 million of \$1.3 billion was in support of small business (76%)



# Minority and Women-Owned Short Term Insurance Activity (not all small business)

- FY2006
  - \$126 million in total authorizations
  - 179 companies
- FY2007
  - \$255 million in total authorizations
  - 231 companies



# What's New or Soon To Be New

- Electronic applications available for short-term insurance (June, 2006) and medium term products (January, 2007)
- “Pay-as you-ship” premium payments
- Electronic shipment reporting
- Electronic premium payments
- Expanded definition of small business to broaden availability of SB multibuyer policy
- Increased brokers’ commission rates on multibuyer policy to expand their support of SBEs
- Beginning work on a “stand alone” bid/performance/advance payment guarantee product (separate from the WCGP)
- Possible amendment to the Ex-Im/SBA Co-Guarantee agreement (due to possible Congressional increases in SBA loan limits)
- Increase of warranty L/C limit from \$500K to \$1 million (under WCGP)
- D/A for medium term buyer credits (capital goods)



# Resource Lists

- Ex-Im Bank's website is [www.exim.gov](http://www.exim.gov)
  - \* regional office contact info
  - \* lenders lists (by state)
  - \* *active* brokers lists (by state)
  - \* City/State partners lists (by state)
  - \* Country Limitation Schedule (CLS)
  - \* Trade Finance events (Ex-Im & other)
  - \* Small Business Specialists list



# WTC – New Orleans

John A. Emens

Senior Vice President, Small Business

811 Vermont Avenue NW

Washington, DC 20571

202-565-3701

*john.emens@exim.gov*