

Export Essentials for Successful Global Business Growth

National Disability Institute

**LaTaunya Darden, Business Development
Specialist, Minority and Women-Owned
Business Outreach Division**

What is EXIM?

EXIM is a U.S. federal government agency



Established in 1934



Headquartered in Washington, D.C.



12 Regional Offices nationwide

Our Mission: Facilitate U.S. jobs by supporting the growth of U.S. exports

- › Fills gaps and complements private-sector financing
- › Levels the playing field for U.S. companies competing for global sales

MWOB Division



At EXIM, Equity, Diversity & Inclusion are major priorities; **we proudly provide support to all members of the underserved business community.**

MWOB Division

Meet the MWOB Team

Our **Minority- and Woman-Owned Business, or MWOB, Outreach Division** seeks to expand inclusiveness through:

- › Ensuring an equitable distribution of services
- › Training exporters on the availability of EXIM support
- › Increasing community awareness of other resources
- › Offering educational activities including seminars, trade shows, webinars, roundtables, and more
- › Nurturing clients to meet eligibility requirements for government assistance programs and financing



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Minority & Women-Owned Business Outreach

99

outreach and education
events engaging minority
and women-owned
businesses in FY2023

Audiences Served Include

- > Minorities
- > Women
- > Veterans
- > Owners with Disabilities
- > Native American Indians
- > Rural Businesses
- > LGBTQI+ Community
- > Underserved Business Community

\$349.3

million in support of
minority and
women-owned
businesses in FY2023



Why Do Only 1% of Companies Export?

Fear of the unknown...**RISK!**

Why Should You Export?

- › Only 5% of the world's buying power is inside of the United States
- › Companies that export are more profitable*
- › Minority-owned businesses are uniquely qualified and connected to overseas markets

*U.S. Commercial Service Basic Guide to Exporting



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OUR PRODUCTS

Cover the Spectrum

Pre-Export Financing

Post-Export Financing



Working Capital
Loan Guarantee



Insurance
Guarantees
Direct Loans

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Working Capital Loan Guarantee

BENEFITS

- › Pay for materials, equipment, supplies, labor, and other inputs to fulfill export orders.
- › Provides 90% guarantee of repayment to the lender
- › More attractive advance rates than conventional financing.



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HOW DOES WORKING CAPITAL LOAN GUARANTEE WORK?



Step 1:

You export and want to grow export sales, but need to finance export accounts receivable and inventory destined for export.

Step 2:

You apply for a working capital loan, but your lender won't approve it because your collateral is export-related.

Step 3:

Lenders with **delegated authority** process your working capital loan under established EXIM criteria.

Step 4:

Your lender loans you the money. You use the funds to fulfill your export sale.

Export Credit Insurance

BENEFITS

- › **Risk Protection**
Protects against buyer nonpayment due to commercial risks and political risks.
- › **Sales Tool**
Allows exporter to offer competitive credit terms to foreign buyers, generally up to 180 days, some products may qualify for 360-day terms.
- › **Financing Aid**
Obtain additional financing. Insured foreign receivables may be added to your borrowing base by assignment of policy proceeds (claim payments) to a lender.



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HOW DOES EXPORT CREDIT INSURANCE WORK?



Step 1:

You identify an international buyer and obtain an Export Credit Insurance policy.



Step 2:

You offer credit terms to your foreign buyer.



Step 3:

The buyer accepts the deal's terms.



Step 4:

You ship your product and invoice the buyer.



Step 5:

You report shipments and pay premiums on the amount shipped.



Step 6:

The buyer pays. If they fail to do so, EXIM pays.




What is Covered?

Commercial Risks:

- ✔ Insolvency
- ✔ Bankruptcy
- ✔ Protracted Default

Political Risks:

- ✔ War, revolution, insurrection
- ✔ Currency transfer risk
- ✔ Cancellation of import or export license



⊘ Disputes with the buyer are **not** covered

WE SUPPORT

A Variety of Industries



Manufacturing



Construction Equipment



Medical Equipment



Mining



Power-generation



Aircraft & Avionics



Services



Renewable Energy



Agribusiness



Wholesale/Retail



Oil & Gas

TOOLS FOR EXPORTERS

Country Limitation Schedule

- ✔ EXIM Bank conducts business in most countries throughout the world.
- ✔ Restrictions may apply based on political or economic conditions and are highlighted on the Country Limitation Schedule.
- ✔ Open in over 180 countries



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A Few Restrictions

- › No military or defense-related products or obligors *(exceptions apply)*
- › Must ship from a U.S. port
- › U.S. content policy

ARE YOU **Ready to Export?**

- ✔ Get counseling and training
- ✔ Find buyers for products or services
- ✔ Get funding

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ADDITIONAL U.S FEDERAL Government Resources



Department of Commerce

The U.S. Department of Commerce is available to help by matching American exporters with foreign buyers

- › **Gold Key Matching Service**
This service arranges meetings with interested partners in international markets. The Gold Key team first identifies foreign buyers, assesses them, and provides profiles of the best matches
- › **Single Company Promotion**
The DoC can organize a variety of promotional events to increase awareness of your company's products and services in a specific international market



Small Business Administration

Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream

- › **Loans**
The SBA also works with lenders to guarantee loans in support of international trade
- › **Grant Programs**
The SBA also has a grant program called the State Trade Expansion Program (STEP) that provides funding to state and territory governments. These STEP funds are available to help small businesses with export development

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Additional Resources & Assistance

[Insurance Brokers: Broker Locator](#)

[Regional Export Promotion Program \(REPP\) Members: REPP Locator](#)

[Delegated Lenders: Working Capital](#)

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Questions?

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