

EXIM

2024 ANNUAL CONFERENCE

JUNE 6th - 7th

Washington Hilton Hotel, D.C.

*Honoring Legacy,
Charting Tomorrow*



#EXIM24

EXIM 90TH

Celebrates



The seal of the Export-Import Bank of the United States is circular, featuring an eagle with wings spread, perched atop a classical building facade. The text "EXPORT-IMPORT BANK OF THE UNITED STATES" is inscribed around the perimeter. A red ribbon banner at the bottom reads "ANNIVERSARY 1934-2024".

Founded in 1934, the Export-Import Bank was organized by Franklin D. Roosevelt under the name Export-Import Bank of Washington. The stated goal was “to aid in financing and to facilitate exports and imports and the exchange of commodities between the United States and other Nations or the agencies or nationals thereof.” The Bank’s first transaction was a \$3.8 million loan to Cuba in 1935 for the purchase of U.S. silver ingots.

The Export-Import Bank became an independent agency in 1945. The Bank’s name was changed to “Export-Import Bank of the United States” in 1968. Over the years, the Export-Import Bank helped finance several historic projects including the Pan-American Highway, the Burma Road, and post-WWII reconstruction. As EXIM celebrates our 90th anniversary this year, we remain committed to meeting our mission of supporting American jobs by facilitating the export of U.S. goods and services.



For more interesting facts
scan the QR Code below.





Welcome to the Export-Import Bank of the United States' 2024 Annual Conference!

The Board of Directors and the entire EXIM team are elated to host this year's two-day event on June 6-7, 2024. This year's theme, **Honoring Legacy, Charting Tomorrow**, shines a spotlight on EXIM's 90th Anniversary and highlights the Bank's important legacy and future supporting U.S. manufacturing, small business, supply chains, and continued work to support American jobs. We are thrilled to be marking this historic milestone as we come together with an incredible lineup of speakers and panelists to highlight all that EXIM and exporters around the country are doing.

This year, our conference features officials from the Biden-Harris Administration, industry and private sector executives, government leaders, banking sector representatives, and other key stakeholders. We are excited to host engaging discussions on the latest global trends in trade and finance focusing on important topics like critical minerals, clean and renewable energy, transformational technology, doing business in Africa, small business financing opportunities, the future of international economic competition, and so much more.

We are also delighted to offer the opportunity to meet one-on-one with EXIM specialists and our U.S. government agency partners at our premier government-to-business networking event. Participants will gain valuable information about trade financing tools, and network with domestic and international business leaders, federal and state government representatives, global banking deal makers, and other key stakeholders.

Thank you all for joining us. I look forward to an engaging and enjoyable two-day event

Sincerely,

A handwritten signature in black ink that reads "Reta Jo Lewis".

Reta Jo Lewis, Esq.

President and Chair of the EXIM Board of Directors





The **Export-Import Bank of the United States (EXIM)**, the official U.S. export credit agency, is an independent federal government agency. EXIM supports American jobs by facilitating the export of U.S. goods and services.

When businesses in the United States, or their customers, are unable to secure export financing from the private sector, EXIM fills the gap by equipping them with the tools to compete successfully in the global market.

EXIM assists in two ways. First, EXIM provides financial tools such as export credit insurance, access to working capital for U.S. businesses, and lender loan guarantees for international buyers. Second, EXIM levels the playing field for U.S. businesses that face foreign competitors backed by their governments, by matching or countering the financing offered by more than 110 other export credit agencies.

EXIM FINANCIAL SUPPORT



EXPORT CREDIT INSURANCE — allows U.S. businesses to extend credit to buyers, protect against nonpayment, and improve cash flow.

- Minimizes political and commercial risks of buyer nonpayment of up to 95 percent
- Allows businesses to extend open account credit terms to customers of up to 360 days
- Increases borrowing capacity by assigning foreign receivables to lenders



WORKING CAPITAL GUARANTEE — supports small and medium-sized U.S. businesses by making funds available to fulfill international sales orders.

- Turns business inventory and foreign accounts receivable into eligible collateral for the lender
- Covers standby letters of credit used as performance or bid bonds



TERM FINANCING — supports international buyers in purchasing U.S. capital goods and related services.

- Increases competitiveness by encouraging lenders to provide loans backed by EXIM's 100 percent guarantee which eliminates the risk of foreign buyer nonpayment
- Extends repayment terms at competitive rates
- Covers repayment terms of up to 18 years (depending on the project)





Every day, the EY Government & Public Sector team solves the most complex challenges so the government can build a stronger country – for the people. We work with federal, state and local government agencies and educational institutions to create better outcomes for the public they serve. We deliver results and changes through high-performing teams, exceptional client service, and commitment to our people and communities.

Through the transformation for people, processes, information channels and infrastructure, EY creates strategies that enable the government to achieve its mission and interact in deep, purposeful ways with the public. We combine human-centered design practices with modern technologies, such as the cloud, robotics, and artificial intelligence, so that agencies can improve their operations and deliver measurable results.



Building a better
working world





Deal of the Year



Make More in America (MMIA)
Deal of the Year



Exporters of the Year

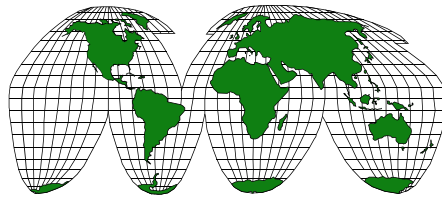




China and Transformational
Exports Program Deal of the Year



Broker of the Year



Penn International Insurance

Lender of the Year



Regional Export Promotion Program
Member of the Year





WHAT IS EQUITY EXPRESS SELECT INSURANCE?

Your small business is new to exporting and has identified an international buyer. Pricing has been negotiated but the buyer wants open account credit terms. How does your company manage the risk of nonpayment? Insuring your foreign receivables through EXIM's Equity Express Select (EQS) is a good place to start.

An Equity Express Select policy covers receivables generated by international sales.

EQS is an insurance policy for underserved businesses, which includes minority, women, veteran, rural, and disability-owned companies. The policy covers the accounts receivable created by selling to an international buyer on open account credit terms. With a policy in place, your company can offer open account credit terms (60 days, 120 days, etc.) to win new customers and increase sales to existing buyers, while reducing the risk of nonpayment. Another benefit of insuring international invoices is that lenders will often accept them as collateral, expanding your borrowing base and improving cash flow.

Increase Sales

Every small business wants to be more competitive. Providing open account credit terms is very appealing to foreign buyers and can be the difference between winning and losing a deal. Offering open account credit terms also eliminates the delivery delays associated with letters of credit or sending cash in advance, and existing customers will often increase the size of their orders when given time to pay.

Mitigate Risk

The challenge for exporters, particularly small businesses, is clear. Selling to international buyers on open account credit terms can be risky. If the buyers don't pay, there is very little recourse for a U.S.-based company and the financial hit can be significant. Equity Express Select (EQS) covers the foreign receivables generated by sales to international customers, mitigating the risk of nonpayment and empowering small business exporters to take on new customers and sell in new markets.

Access Cash

When your business needs cash to fulfill export orders or pay for operations you often look to your local lender. Lenders are more likely to include foreign receivables and inventory in your borrowing base when those receivables are insured, giving you access to additional financing and improving cash flow.

Policy Benefits

Equity Express Select's (EQS) exceptional in-house customer service team is ready to guide you through every step of the process, from explaining policy benefits and reviewing qualifications to streamlining the application and addressing any concerns you may have along the way.

- 95% coverage
- No deductible
- No application or policy issuance fees
- Pay-as-you-ship premiums
- Dedicated in-house servicing team



EXIM Financing to Make More in America

Too many American manufacturers in sectors critical to America's national security – especially small- and medium-sized enterprises – struggle to obtain financing to compete for global sales. The Export-Import Bank of the United States (EXIM) is well positioned to address this issue, while supporting jobs in America. To that end, EXIM has launched the Make More in America Initiative.

The program is designed to help revitalize American manufacturing, improve the resiliency of critical supply chains, and support U.S. jobs. EXIM financing is available for capital investment to establish or expand domestic manufacturing facilities or infrastructure projects that support U.S. exports.

The tool will be open to all sectors, with financing priority available to environmentally beneficial projects, small businesses, and transformational export area transactions, including semiconductors, biotech and biomedical products, renewable energy, and energy storage. This Initiative will help revitalize American manufacturing, improve the resiliency of our supply chains, and level the playing field for American companies competing in overseas markets.

By complementing EXIM's foreign buyer financing programs, EXIM can spur growth and security of critical supply chains while continuing to meet EXIM's core mission of supporting U.S. jobs.

Such financing will help support American companies across the entire export lifecycle.

Project Eligibility

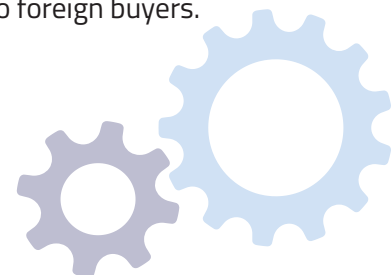
In addition to EXIM's standard due diligence procedures around reasonable assurance of repayment and additionality requirements, EXIM will follow two core criteria in assessing project eligibility:

Export Nexus: Transaction eligibility will be determined by the "export nexus" – the percentage of production or shipments tied to exports.

- For small businesses (including minority and women-owned business), transformational export areas, and climate-related transactions, the required nexus is 15 percent.
- For projects in other sectors, 25 percent of output exported or expected to be exported will be required.
- The new tool will also be open to export suppliers as well if EXIM criteria are met regarding the export nexus standards.

Jobs: The amount of EXIM financing made available for individual projects will be scaled based on the number of U.S. jobs supported, both during construction and over the life of EXIM's financing.

- Each job-year (e.g., one job over five years is five job-years) allows for up to \$189,242 in financing.
- This standard will replace the U.S. content required in traditional EXIM transactions to foreign buyers.



Commitment to Transparency and Stewardship of Taxpayer Resources

To ensure the Make More in America Initiative remains complementary to private sector and other government financing, upholds high standards of transparency, and fulfills the agency's stewardship of taxpayer dollars, EXIM is taking several important steps. These include:

- Approval from EXIM's Board of Directors for all domestic finance transactions.
- Congressional notification for domestic finance transactions above \$50 million.
- Annual reporting on aggregate export and jobs performance, with contractual recourse measures should projects fail to meet export nexus and/or jobs standards.
- Use of U.S. flagged shipping for any EXIM-supported imports for a project.
- 80% partial guarantee, rather than 100% provided for export finance opportunities.
- Regular initiative reviews.





Meet one-on-one with EXIM staff and our interagency partners to gain valuable information about financing tools and explore opportunities for global export development.

China and Transformational Exports Program

EXIM's China and Transformational Exports Program (CTEP) was created by a Congressional mandate for EXIM to help U.S. exporters facing competition from the People's Republic of China (PRC) and advance America's comparative leadership in 10 transformational Export areas.

Client Care & Unique Entity Identifier Assistance (UEI)

All firms seeking federal financial assistance (FFA) from the U.S. Government are required to obtain an active SAM.gov registration and Unique Entity Identifier (UEI) number. All applicants for FFA from EXIM are impacted by this requirement, including new applicants and insurance policy renewals, while DUNS numbers remain a mandatory part of EXIM's application process because of the financial and credit information it provides. EXIM's UEI-Assistance Team looks forward to connecting with you during the annual conference to see how we can support your UEI needs and international business opportunities.

Export Credit Insurance

The Export Credit Insurance Division (ECI) offers U.S. Exporters and Lenders various short-term, multi-buyer and/or single-buyer export credit insurance coverage options to protect against the commercial and political risks of extending credit to international customers.

Global Business Development

GBD's mission is to serve as global brand ambassadors of EXIM's products and services with a focus on diversifying the medium-and-long term portfolio.

Industrial Finance Division

The Industrial Finance Division evaluates medium-term applications for EXIM support for exports of capital goods and services.

Office of the Inspector General

The Office of the Inspector General (OIG) is an independent oversight office created within the Export-Import Bank of the United States (EXIM) by the Export-Import Bank Reauthorization Act of 2002 and the Inspector General Act of 1978, as amended (5 U.S.C. §§ 401-424). EXIM OIG's mission is to conduct independent oversight of EXIM to promote economy, efficiency, and effectiveness, and detect and deter fraud, waste, and abuse. EXIM OIG promotes the integrity, transparency, and efficiency of EXIM programs and operations by conducting objective and impartial audits, evaluations, inspections, investigations, and special reviews/projects.





Make More in America

The Make More in America Initiative focuses on creating new financing opportunities that spur manufacturing in the United States, support American jobs and boost America's ability to compete with countries like China.

Minority and Women Owned Business (MWOB)

EXIM has a dedicated group of specialists who work with Minority- and Women-Owned Businesses (MWOBs) to help them access EXIM financing. The MWOB group seeks to engage minority- and women-owned businesses that are interested in exporting their goods and services, educate them regarding the availability of EXIM financing, and increase the total amount of financing to support exports from these businesses.

Office of the Chief Technology Officer

The Office of the Chief Technology Officer (OCFO) is responsible for delivering cutting-edge, mission-critical business technology solutions and digital experiences to empower both EXIM customers and staff in achieving EXIM's strategic and business objectives. In addition, the team provides production support for all business applications to ensure a seamless customer experience.

Small Business

The Office of Small Business is responsible for supporting the export of U.S. goods and services provided by businesses that focus on short-term financing.

Structured and Project Finance Division

The Structured and Project Finance Division's core mission is to support U.S. jobs by originating, underwriting and structuring limited recourse project, long-term corporate and highly structured lending to creditworthy foreign borrowers, either through direct loans or loan guarantees.

Transportation and Make More in America

The Transportation Division is responsible for analyzing applications for EXIM support for exports of large civil aircraft, business aircraft, agricultural aircraft (i.e., crop dusters), helicopters, spare engines, and other products and services related to aircraft, as well as locomotives, rail cars and other rail-related equipment.

Working Capital Guarantee Program and Supply Chain Financing Program

We offer guarantees to lenders, covering 90% principal and interest on asset-based credit lines and supply chain financing facilities made available to U.S. exporters.





Bureau of Industry and Security (BIS)



BIS administers and enforces export controls on certain less sensitive military items and on certain dual-use items, which are items with chiefly commercial uses, but which could be used as arms or weapons or by terrorists or others who engage in illegal activities or human rights abuses. BIS accomplishes its mission by maintaining and strengthening effective export control mechanisms and treaty compliance systems and export control regimes. The Office of Exporter Services within BIS is the first line of contact for exporters and other trade professionals seeking information and assistance regarding export license requirements for commercial and certain military items.

International Trade Administration (ITA) / U.S. Commercial Service



ITA/U.S. Commercial Service is the export promotion arm of the U.S. Department of Commerce, with ITA serving as the U.S. government's lead export promotion agency. ITA strengthens the competitiveness of U.S. industry, promotes trade and investment, and ensures fair trade through the rigorous enforcement of trade laws and agreements. The Global Markets unit combines ITA's country and regional experts, a network of offices in more than 100 U.S. locations and 80 markets worldwide, and specific trade promotion programs. These programs provide U.S. firms with country-specific export promotion services and market access advocacy, while promoting the U.S. as an investment destination.

Manufacturing Extension Partnership (MEP) / National Institute of Standards and Technology



The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from product development, innovation strategies to process improvements, to green manufacturing. MEP field staff has technical experts serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth.

Minority Business Development Agency (MBDA)



The MBDA at the U.S. Department of Commerce is the only federal agency dedicated to promoting the growth and global competitiveness of minority-owned firms. Through a network of more than 40 minority business centers and many strategic partners, MBDA works with minority entrepreneurs who wish to grow their businesses in size, scale, and capacity. These firms are then better positioned to create jobs, impact local economies, and expand into new markets.

The Census Bureau



The Census Bureau's mission is to serve as the nation's leading provider of quality data about its people and economy. Our goal is to provide the best mix of timeliness, relevancy, quality and cost for the data we collect and services we provide.

Power Africa



Power Africa is a U.S. Government-led partnership that harnesses the collective resources of over 200 public and private sector partners to double access to electricity in sub-Saharan Africa. Power Africa's goal is to add at least 30,000 megawatts (MW) of cleaner and more reliable electricity generation capacity and 60 million connections by 2030. Since 2013, Power Africa has delivered new or improved electricity to more than 190 million people across sub-Saharan Africa and connected more than 39.6 million homes and businesses to on- and off-grid energy solutions.



U.S. Bureau of Labor Statistics (BLS)

The International Price Program (IPP) of the U.S. Bureau of Labor Statistics produces Import and Export Price Indexes. The indexes measure the average change in prices over time for most import/export goods and selected services.



U.S. Department of Agriculture (USDA) - Export Credit Guarantee Programs

USDA's Foreign Agricultural Service administers trade finance programs for U.S. agricultural exporters. GSM-102 provides credit guarantees to encourage financing of commercial exports of U.S. agricultural products. The Facility Guarantee Program provides credit guarantees to facilitate the financing of manufactured goods and U.S. services to improve or establish agriculture-related facilities in emerging markets. Every fiscal year, USDA announces \$5.5 billion in available guarantees.



U.S. International Development Finance Corporation (DFC)

DFC is America's development finance institution, partnering with the private sector to finance solutions to the most critical challenges facing the developing world today. We invest across sectors including energy, healthcare, critical infrastructure, and technology. DFC also provides financing for small businesses and women entrepreneurs to create jobs in emerging markets.



U.S. Department
of Transportation
**Maritime
Administration**

U.S. Maritime Administration (MARAD)

MARAD supports the technical aspects of America's maritime transportation infrastructure -- like ships and shipping, port and vessel operations, national security, environment, and safety. We promote the use of waterborne transportation and ensure that its infrastructure integrates seamlessly with other methods of transportation. MARAD also maintains a fleet of cargo ships in reserve to provide surge sealift during war and national emergencies.



U.S. Small Business Administration (SBA)

Having trouble securing capital to meet your small business exporting needs? Use SBA international trade programs to cover short or long-term costs necessary to sell goods or services abroad. Loan proceeds can be used for working capital to finance foreign sales or for fixed assets, helping you better compete globally. Apply for lines of credit prior to finalizing an export sale or contract and adequate financing will be in place by the time you win your contract. SBA offers programs that provide lenders with up to a 90% guaranty on export loans.



U.S. Trade Development Agency (USTDA)

USTDA helps create U.S. jobs through the export of goods and services for priority infrastructure projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth. USTDA achieves its mission by funding feasibility studies, technical assistance and pilot projects that integrate U.S. private sector innovation into infrastructure projects at critical early stages. The Agency also connects overseas projects with U.S. partners through its reverse trade missions, industry conferences, and expert workshops.





Virginia SBDC



The Virginia SBDC is an organization of 25 local Small Business Development Center offices across Virginia providing professional business advising, training, and business resources to help grow and strengthen Virginia businesses. Thousands of business owners and managers receive one-on-one advising every year, and twice as many business owners attend a training program offered by a local SBDC. SBDC professionals assist with business planning, marketing, financial analysis, access to capital, business start-up, and other specialized services as requested. The Virginia SBDC Network is the most extensive business development program in the Commonwealth. The Network is a partnership between the U.S. Small Business Administration, George Mason University, and premier local host organizations throughout Virginia. These vital partners include universities, community colleges, chambers of commerce, municipalities, economic development organizations, and private companies. The Virginia SBDC International Business Development Program works with Virginia based firms to enhance their global success. Their Certified Global Business Professionals provide confidential counseling, training, and customized research to help companies mitigate risks, prioritize markets, identify financing, and grow export sales.

Convergent is a **global systems integrator** focused on **delivering results** for our **customers** through unparalleled **service**.



Why partner with Convergent?

- ✓ **Culture of service**
Values and Beliefs drive a positive culture in which colleagues are empowered to make decisions close to the customer.
- ✓ **Commitment to excellence**
We expect to be our customers' best service provider, no matter what business we are in.
- ✓ **Innovation**
Services and solutions designed to deliver measurable business results for mission-critical vertical markets.
- ✓ **Certified colleagues**
Our greatest strength is our people, and we invest over \$20 million per year on training and certifications.
- ✓ **Global platform**
Hundreds of locations and thousands of colleagues across the globe with a sole focus on systems integration.
- ✓ **Partnerships**
Convergent's strategic alignment with the world's leading technology partners enables tailored, future-proof solutions for our customers.

Reta Jo Lewis President and Chair of the Board of Directors | EXIM



On February 9, 2022, the U.S. Senate confirmed Reta Jo Lewis as EXIM's President and Chair of the Board of Directors. Chair Lewis was sworn in by Vice President of the United States Kamala Harris on February 16, 2022. Ms. Lewis is a senior executive with over 25 years of leadership experience in international affairs, legal, public policy, business and regulatory affairs, and subnational diplomacy.

Ms. Lewis was most recently a Senior Fellow and Director of Congressional Affairs at the German Marshall Fund of the United States. At GMF, Ms. Lewis led and oversaw initiatives, programs, and bipartisan exchanges for members of the U.S. Congress and their European counterparts, focusing on leadership development and subnational diplomacy efforts. Prior to her time at GMF, she served as the first-ever Special Representative for Global Intergovernmental Affairs under Secretary Hillary Clinton at the U.S. Department of State during the Obama-Biden Administration. As Special Representative, Lewis was the chief diplomat in charge of the international efforts to build and support strategic relationships between the federal government, state and local leaders, and their foreign counterparts. In 2013, she was awarded the Secretary's Distinguished Service Award.

Ms. Lewis was the first Black woman to serve as Vice President and Counselor to the President at the U.S. Chamber of Commerce. She led the Chamber's initiatives focused on fostering strategic alliances between small businesses, especially women- and minority-owned businesses, entrepreneurs, and executives. She is a Life Member of the Council on Foreign Relations and former Member of the Board of the Leadership Council for Women in National Security. Ms. Lewis received a J.D. from Emory University School of Law, an M.S.A.J. from American University, and a B.A. from the University of Georgia. She is a native of Statesboro, Georgia.



Judith D. Pryor

First Vice President and Vice Chair of the Board of Directors | EXIM



Judith DelZoppo Pryor was appointed by President Joseph R. Biden to serve as First Vice President and Vice Chair of the Board of Directors at the Export-Import Bank (EXIM) for a term expiring on January 20, 2025.

Ms. Pryor has spent the majority of her career working with multinational businesses, from Asia to Europe to Africa, primarily in emerging markets, and brings to EXIM more than 35 years of business leadership experience spanning development finance, public policy, business development, marketing, communications, and sales. From Asia to the Middle East, Africa, and Western Europe, and from international start-ups to Fortune 500 companies, her work has focused on the broadcast, satellite communications, and international finance sectors.

Ms. Pryor served on EXIM's Board of Directors from May 2019 to July 2021. Her portfolio included Africa and the Middle East, renewable energy, storage and efficiency, and minority and women-owned business. She also served during the Obama Administration as Vice President, Office of External Affairs, at OPIC, now the U.S. International Development Finance Corporation (DFC). She was responsible for all external engagement including congressional relations, public affairs, communications, and U.S. small business development. She was a member of the Executive Leadership Team and held a seat on the Agency's Investment Committee, providing input on all projects valued at more than \$20 million.

Before entering public service, Ms. Pryor spent nearly a decade with WorldSpace Inc., a multibillion-dollar satellite radio start-up company, servicing developing markets worldwide. Ms. Pryor held similar positions with COMSAT and Orion Network Systems and has worked with respected advertising and public relations firms. She began her career in the Washington offices of Gray & Company, continuing with the firm after its acquisition by Hill & Knowlton Public Affairs Worldwide.

A native of Cleveland, Ohio, Ms. Pryor holds a B.A. in Communications from Bowling Green State University and studied at the Universidad de Madrid. She also served on the BGSU Foundation Board as Chair of the Development Committee.



Owen Herrnstadt Member of the Board of Directors | EXIM



On July 13, 2022, the U.S. Senate confirmed Owen E. Herrnstadt to be a Member of the Board of Directors of the Export-Import Bank of the United States. Mr. Herrnstadt was sworn in on July 15, 2022. Owen Herrnstadt served as the Chief of Staff to the International President and Director of Trade and Globalization, at the International Association of Machinists and Aerospace Workers. As Chief of Staff, he assisted in running one of the largest manufacturing and transportation unions in the world. As Director of Trade and Globalization, he developed policy for international trade, economic investment, international labor standards, and human rights matters.

Mr. Herrnstadt has taught employment and labor law as an adjunct professor at Georgetown University's National Law Center and international employment and labor law at American University's Washington College of Law. He is a member of the Council on Foreign Relations and a former member of the U.S. Export-Import Bank Federal Advisory Committee, U.S. State Department Federal Advisory Committee on International Economics, Co-Chair of the State Department's Stakeholder Advisory Board on OECD Guidelines, Independent Mexico Labor Expert Board and the Industry Trade Advisory Committee 1 (Aerospace). Mr. Herrnstadt has also served as Chair of the Board of Directors of the Baltimore Branch of the Federal Reserve Bank of Richmond. He has made numerous presentations on labor and employment law, international employment and labor law, corporate social responsibility, trade, manufacturing policy, human rights, and industrial relations in the U.S. and abroad.

Mr. Herrnstadt has written numerous articles and has testified before Congress and federal agencies on numerous matters, including labor and employment law, as well as trade and manufacturing policy. He is a Fellow in the College of Labor and Employment Law and served as a Research Associate at the Economic Policy Institute. He has received the Outstanding Practitioner Award and the Practitioner Fellow Award by the Labor and Employment Research Association and the Georgetown University Silver Vicennial Award in recognition of service to the Georgetown community.

Mr. Herrnstadt was born in Ames, Iowa and received his BS, MS (Industrial Relations) and JD degrees from the University of Wisconsin-Madison.



Spencer Bachus Member of the Board of Directors | EXIM



Spencer Bachus graduated from Auburn University in 1969. He began his legal career in 1973 after graduating from the University of Alabama School of Law. In law school, he earned the Somerville Prize for distinguished legal scholarship. He served in the Alabama National Guard from 1969 through 1972 during the Vietnam War. Bachus maintained a private law practice and co-owned a small lumber company until he was elected to the U.S. House of Representatives in 1992.

In the House of Representatives, Bachus won appointment to such important committees as Transportation and Infrastructure, Judiciary, and Financial Services. His accomplishments for his district and state include work on I-22, the Northern Beltline, and other major highway and infrastructure projects, establishment of the National Computer Forensics Institute, creation of the Cahaba River National Wildlife Refuge, and construction of the Alabama National Cemetery to honor veterans and their families.

Selected by his Republican colleagues as their leader on the Financial Services Committee as Ranking Member and Chairman (2006 to 2012), Bachus assumed his responsibilities while the U.S. financial system confronted its greatest challenges since the 1930s. During the depths of the crisis in Fall 2008, he was the first to advocate for capital injections (Capital Purchase Plan) to help stabilize the financial sector. The approach was ultimately adopted by the Treasury Department and returned a profit to the U.S. Treasury of more than \$15 billion dollars.

Term-limited in 2012, Bachus was named Chairman Emeritus of the Committee for the 113th Congress.

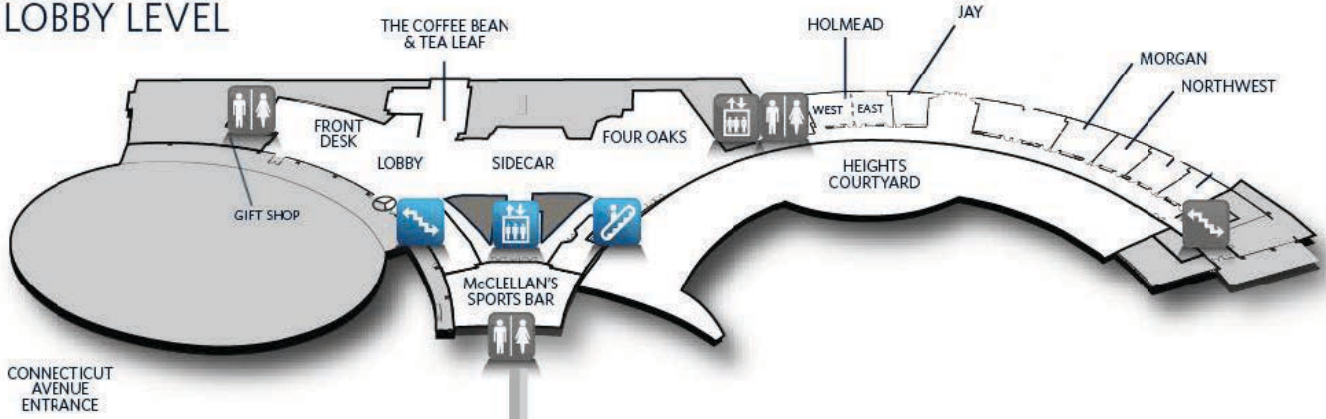
Among many of Bachus' legislative accomplishments are the Fair and Accurate Credit Transactions (FACT) Act, deposit insurance reform, and Check 21. Bachus is also regarded with honor for originating the provisions that authorized Medicare coverage to seniors for prostate cancer screening, which started in the year 2000, and provisions that became part of the Jumpstart Our Business Startups (JOBS) Act. One of his proudest legacies is debt relief, which has been credited with reducing hunger and poverty in the world's poorest countries.

In addition to his legislative accomplishments, Bachus is the recipient of numerous prestigious financial, legal, humanitarian, and leadership honors.

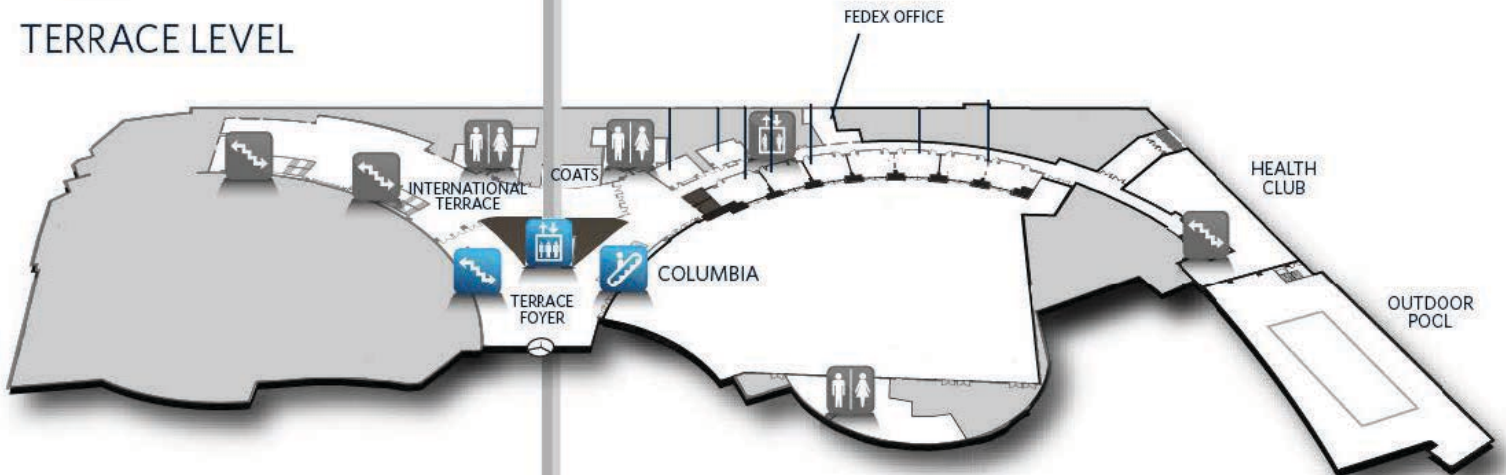
FLOOR PLAN

WASHINGTON HILTON

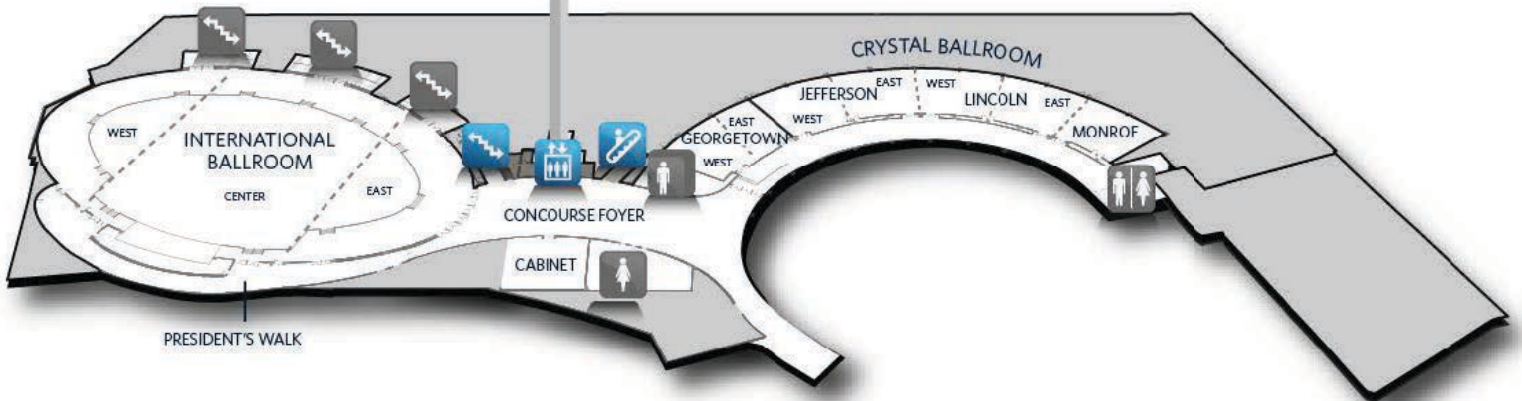
LOBBY LEVEL



TERRACE LEVEL



CONCOURSE LEVEL



2024 Government-to-Business Exhibit Map



- 1. EXIM Global Business Development
- 2. EXIM Minority and Women-Owned Business
- 3. EXIM Office of the Chief Technology Officer
- 4. EXIM Client Care Unit and Unique Entity Identifier Assistance
- 5. EXIM Office of the Inspector General
- 6. EXIM Structured & Project Finance Division
- 7. EXIM China & Transformational Exports Program
- 8. EXIM Working Capital Guarantee
- 9. EXIM Export Credit Insurance
- 10. EXIM Industrial Finance Division
- 11. EXIM Transportation & Make More in America
- 12. Bureau of Industry and Security
- 13. Power Africa
- 14. U.S. Bureau of Labor Statistics
- 15. U.S. Census Bureau
- 16. Manufacturing Extension Partnership/
National Institute of Standards and Technology
- 17. International Trade Administration/
US Commercial Service
- 18. Minority Business Development Agency
- 19. U.S. Maritime Administration
- 20. U.S. Department of Agriculture/
Export Credit Guarantee Programs
- 21. U.S. Trade Development Agency
- 22. Virginia SBDC
- 23. U.S. Small Business Administration
- 24. U.S. International Development Finance Corporation



As EXIM seeks to fulfill its mission of facilitating U.S. exports and supporting U.S. jobs, the agency remains committed to ensuring that equity is a central tenet of that work. More than 10 million businesses across the country are owned by minorities or women, and they often face additional challenges when growing their businesses.

That's why EXIM's Minority and Women Owned Business Division (MWOB) has been proudly serving diverse business communities since it was established in 1999. The MWOB dedicated business development team of specialists works directly with companies that are owned by minorities, women, veterans, people with disabilities, and the LGBTQ+ community as well as rural and startup businesses.

"We know how to think outside the box. Because when you're looking at the underserved community, there are so many challenges they face and have to overcome which require outside of the box solutions."
*Tamara Maxwell, Acting Senior Vice President, Office of Small Business
Vice President, Minority and Women Owned Business Division*

For a quarter-century, the MWOB team has been advocating for underserved and small businesses by hosting educational events, providing resources, and collaborating with partner organizations to connect companies with the support they need to export their goods and services to the global marketplace. As part of those ongoing efforts, EXIM launched an innovative new product this year — the Equity Express Select export credit insurance policy, a financial tool designed specifically for the underserved business community.

EXIM will continue working to support U.S. companies, including those that have been historically underserved, to emphasize that American workers can count on the agency's support as they compete in the international marketplace. As EXIM commemorates its 90th anniversary in 2024, it's fitting that the MWOB Division is also marking its milestone 25th anniversary — underscoring the agency's commitment to helping all American businesses win the future.

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