

**Transcription of CNBC's "Worldwide Express" Interview of
Of Fred P. Hochberg, Chairman and President
Export-Import Bank of the United States
April 22, 2010**

It's the 40th Anniversary of Earth Day today with various festivities planned all around the globe. It is also a perfect backdrop for the U.S. government to highlight one of the pillars of President Obama's State of the Union Address, creating and sustaining clean energy and green jobs. So to talk more about that, joining us live is Fred Hochberg, chairman and president of the Export-Import Bank of the United States. Joining us bright, bright and early on the West Coast of the United States. Now the Obama Administration wants to double exports in the next five years. That was laid out in the State of the Union. How do we do that?

FRED HOCHBERG: Well, we do that through exporting a lot of American goods and services around the world. The world is rebuilding at a rate we have not seen in decades or perhaps ever before, maybe since WWII, building roads, ports, airports, power generation. So it's growing at a rapid rate, and American companies make the products that can fuel and feed that need.

REPORTER: Well, it seems as banks are deleveraging the small business is the guy that really suffers most. So that's where the Export-Import Bank really comes in. That's where your role is key. How do we become more of an export-driven economy where we are looking at about 10 percent compared to about almost 50 percent in Germany?

FRED HOCHBERG: You are correct. We are about 10.5 percent, and Germany is just under 50 percent. We actually, if you look at the first two months of this year, January and February, our exports were growing on a compounded rate of 15 percent a month. That is for the first two months of this year. If we keep that up for the next 58 months, we will have doubled exports in five years. So it is possible, and we are actually currently, the very beginning, it's only two months, on that track right now.

REPORTER: And you were also the acting head of the Small Business Administration. How does this help jobs? Can you connect the dots for me? Exports to jobs?

FRED HOCHBERG: I'll give you a perfect example. I'm going to be visiting a company tomorrow, well actually today—it's already 2:30 in the morning in California—called Clipper Wind Technology. This is a company that is headquartered here in California in Carpinteria. They make wind turbines in Cedar Rapids, Iowa. And then they are going to ship them to Mexico to power a renewable energy plant that will power three Wal-Mart Stores. That order for that renewable energy plant in Oaxaca, Mexico adds about 80 jobs to the Clipper payroll. And each time they get orders like that, that's actually creating additional jobs in their company.

REPORTER: Mr. Hochberg, this is Christine here in Asia. How exactly do you help American businesses increase their competitiveness against countries like China?

FRED HOCHBERG: Well, we are talking about Asia. I was recently in Korea, in South Korea, and frankly the solar panels, the solar technology that's preferred in Korea is American technology. So price is important, but as with many things in life price is not the only thing that a business decision is made on. We will never be the lowest cost producer in the world, but we are the highest quality, the most innovative, and deliver value for dollar. And that's really what buyers are looking for, particularly if you're talking about infrastructure, energy, solar energy, wind energy.

REPORTER: Yes. Fred, how much do companies need help with financing? Do they need it to sort of be persuaded, okay, there's a lump large upfront cost here? The benefits you get back over a long period of time. So how much do you need help with the upfront financing?

FRED HOCHBERG: Well, they do need help. One of the things that we petitioned this year and we now are able to do by worldwide agreement is do 18-year financing for renewable energy. It was up from 15 years. We would like to actually get as high as 25 years. But 18 year financing makes a lot more projects possible, like this project I mentioned from Clipper Wind Technology in Oaxaca, Mexico. I think that one is going to go out 15 years. So with those longer terms, and then you have countries like Korea that have particularly higher rates for their purchase agreements for solar power. So Korea, for example, you have companies putting solar panels on the roof of their building and selling that power back to the grid.

REPORTER: Mr. Hochberg, before we let you go, you came on the network in March and said, "Trade barriers are not pronounced yet." We just want to get a pulse check on you. Is that still the case, in your opinion?

FRED HOCHBERG: That is still the case. Trade barriers are not a real impediment at this point. It is a fear that many of us are concerned about in terms of the impact that trade barriers and if that could escalate. But right now I haven't seen that, that the Export-Import Bank in the first six months of our fiscal year, we started October 1st, we are up over, we have more than doubled our financing, over \$13.2 billion in the first six months. So we have been very bullish, bullish on power, bullish on energy, bullish on renewable energy, and many, many projects.

REPORTER: Fred Hochberg, chairman and president of the Export-Import Bank of the United States, a very happy Earth Day to you, and we are so happy that you joined us bright and early on the West Coast of the United States this morning. Thank you.