

**Official Biography of Fred P. Hochberg
Chairman and President
Export-Import Bank of the United States
AS OF: December 19, 2016**

Fred P. Hochberg is Chairman and President of the Export-Import Bank of the United States (EXIM Bank). He is one of the highest-ranking business leaders in the Obama Administration, and the longest-serving chairman in EXIM history.

Throughout nearly eight years of leadership, EXIM Bank has supported more than 1.4 million American jobs and financed exports with a value exceeding \$240 billion, while generating \$3.8 billion in surplus revenue for U.S. taxpayers and reducing internal costs by nearly 30 percent. During Hochberg's tenure, the Bank has increased its focus on customers, particularly America's small business exporters, and in each of the last several years, nearly 90 percent of EXIM Bank authorizations have directly supported small businesses.

Hochberg has also worked to expand the global footprint of key domestic industries in which U.S. exporters have a comparative advantage, such as renewable energy, aerospace technology, construction and farm machinery, transportation, infrastructure, and commodities. In addition, he has streamlined processes, cutting transactions times so that 98% of transactions are processed within 100 days, and introduced innovative new financial products to better equip U.S. companies to win sales in an increasingly competitive global economy.

From 2004 to 2008, Hochberg was dean of the Milano School of International Affairs, Management, and Urban Policy at the New School in New York City. From 1998 through 2001, he served as deputy, and then acting Administrator of the Small Business Administration (SBA), where, among other initiatives, he worked to quadruple lending to minority- and women-owned businesses.

Prior to his service at SBA, Hochberg was the long-time President and Chief Operating Officer of the Lillian Vernon Corporation, where he led the transformation of a small, family-owned mail order company into an international, publicly traded direct marketing corporation.

Hochberg is a past board member of the Port Authority of New York and New Jersey, the Citizens Budget Commission, and FINCA International Micro Finance. He has served as co-Chair of the Human Rights Campaign, and is the founder of the David Bohnett LGBT Leadership Fellows Scholarship at the John F. Kennedy School of Government and Harvard University. He was also an appointed representative to the New York State Financial Control Board.

Hochberg received his undergraduate degree from New York University and his MBA from Columbia University. Hochberg's partner is writer Tom Healy.