Office of Small Business

Small Business Updates
James G. Burrows:
Senior Vice President, Office of Small Business
Small business eligibility is determined by Section 3(a) of the Small Business Act.

- Small Business Administration (SBA) establishes size standard by industry sectors
- Size standards “may utilize number of employees, dollar volume of business, net worth, net income, a combination thereof, or other appropriate factors” (§ 3(a)(2)(B))
- SBA uses the North American Industry Classification System Code (NAICS) to reflect size standards appropriate for individual industry sectors
  - Example:
    - 500 employees for most manufacturing and mining industries, and
    - $7 million in average annual receipts for most non-manufacturing industries
Small Business Objectives

I. Ensure Products Meet Customer Needs

- Identify gaps in the private industry
- Improve small business products
- Continuously monitor performance

II. Identify New-To-EXIM Exporters

- Identify new data sources of SME exporters
- Increase exporter and multiplier outreach efforts

III. Improve Transactional Processes

- Increase the ease of doing business through technology modernization
- Enrich the overall client experience
Office of Small Business Organization Chart

The Office of Small Business reports to:
Kimberly A. Reed
President and Chairman

Jim Burrows
SVP
Office of Small Business

Tomeka Wray
Director
SB Operations

Tammy Maxwell
Director
Minority and Women-Owned Business

Amy Shinkman
VP
Export Credit Insurance

Steve Freshour
VP
Business Credit

Sean Luke
VP
Sales and Marketing

Managing Director
Eastern Region

Managing Director
Central Region

Managing Director
Western Region

Contact Center

Project Management

Training

Client Care

Regional Export Promotion Program

MWOB Team

Director Broker Relations Export Credit Insurance

Multi Buyer Group Export Credit Insurance

Single Buyer Group Export Credit Insurance

Director Business Credit Lender Management

Director of Audits/Lender Oversight

Multi Buyer Group Export Credit Insurance

Single Buyer Group Export Credit Insurance

Director Business Credit Lender Management
<table>
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<tr>
<th>Divisions</th>
<th>Responsibilities</th>
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<tr>
<td>Export Credit Insurance</td>
<td>Underwriting for short term* insurance policies</td>
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<tr>
<td>Business Credit</td>
<td>Administrers the Working Capital Guarantee Program</td>
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<tr>
<td>Minority and Women-Owned Business (MWOB)</td>
<td>Educates and informs small businesses owned by minorities and women about exporting</td>
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<td>Client Care</td>
<td>Ensures companies fully utilize their policies</td>
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<tr>
<td>Field Offices</td>
<td>Assist small businesses with EXIM product selection</td>
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<td>Operations</td>
<td>Internal support</td>
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* Short Term transactions normally have a term of 12 months or less
EXIM Products for Small Businesses

Pre-Export Financing

Working Capital Guarantees

Post-Export Financing

Insurance Guarantees
EXIM’s Office of Small Business: By the Numbers

Data Source: EXIM Annual Reports: 2012 – 2018
The Impact of losing “Authority to Operate” and “Board Quorum” on Small Business Transactions

EXIM lost the authority to operate and a Board quorum July 2015

- Anticipation of a loss of authority generated a spike in activity
- Bank authorizations dropped to zero as a result of loss of authority
- Authorizations resumed when authority returned in December 2015

EXIM operated without a Board quorum from July 2015 to June 2019

- The number of small business transactions were limited when Board Members were not in place to build awareness of the Agency’s products and uphold confidence in the marketplace

Data Source: EXIM Enterprise Reporting System (ERS)
Expanding outreach to small businesses in urban and rural areas

Increasing participation with state and local governments

Heightening interagency collaboration through data sharing

Enhancing digital media efforts

Improving ease of doing business through technology modernization

Deploying a channel operations program to leverage our multiplier networks
EXIM Field Office Locations

For more information, please visit:
https://www.exim.gov/contact/regional-export-finance-centers