

Office of Small Business



Small Business Updates
James G. Burrows:
Senior Vice President, Office of Small Business



How does EXIM define “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

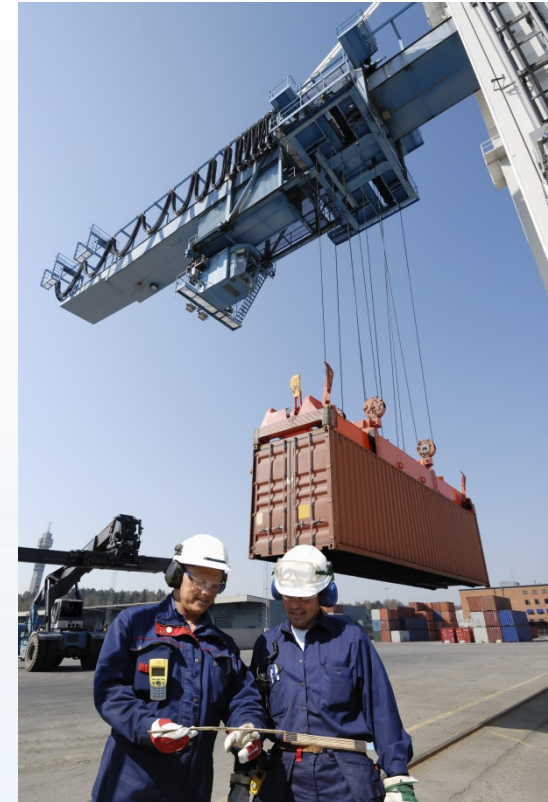
- Identify gaps in the private industry
- Improve small business products
- Continuously monitor performance

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



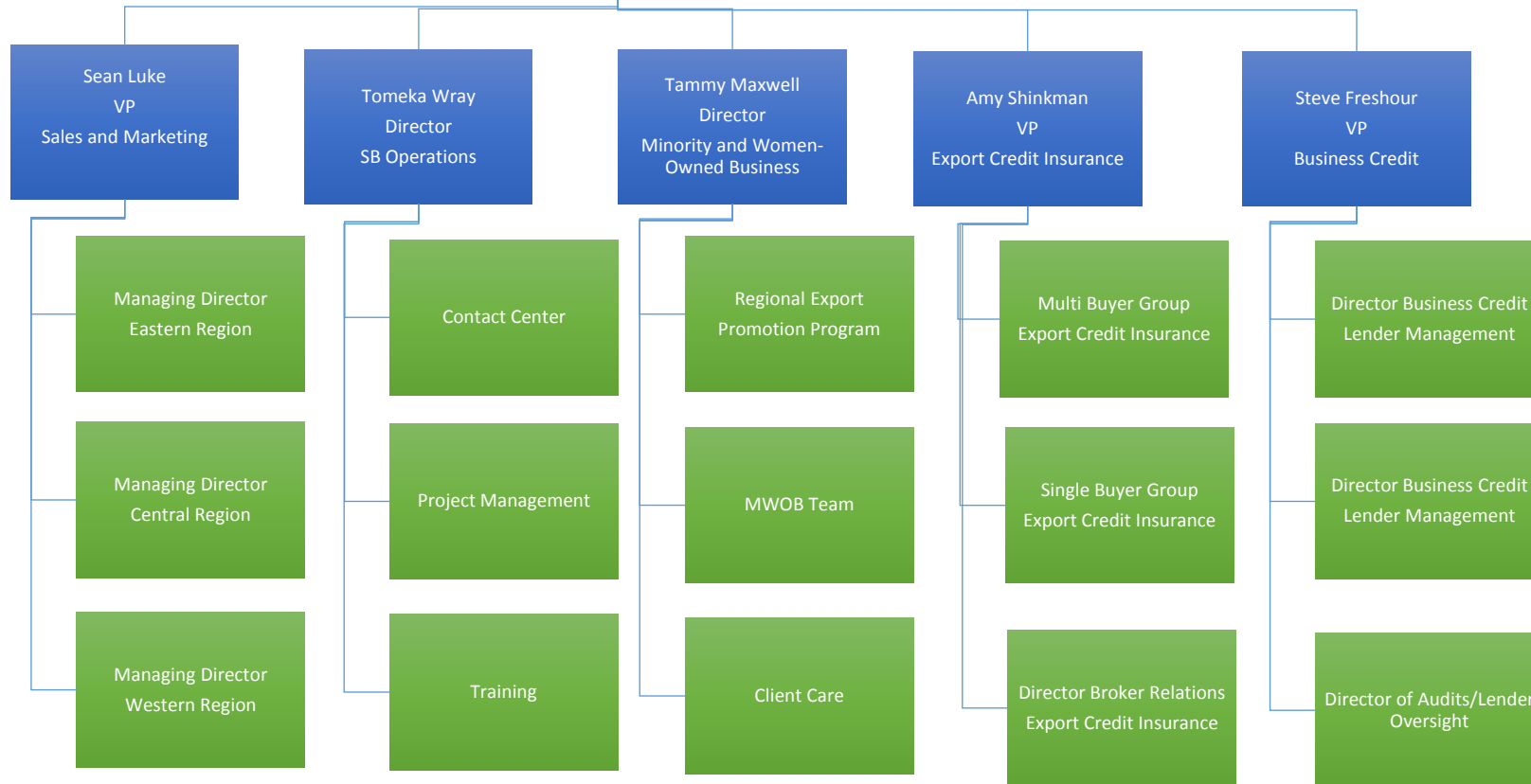
Office of Small Business Organization Chart



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



Jim Burrows
 SVP
 Office of Small Business



EXIM's Office of Small Business: Divisions and Responsibilities

Divisions	Responsibilities
Export Credit Insurance	Underwriting for short term* insurance policies
Business Credit	Administers the Working Capital Guarantee Program
Minority and Women-Owned Business (MWOB)	Educates and informs small businesses owned by minorities and women about exporting
Client Care	Ensures companies fully utilize their policies
Field Offices	Assist small businesses with EXIM product selection
Operations	Internal support

* Short Term transactions normally have a term of 12 months or less

EXIM Products for Small Businesses



Pre-Export
Financing

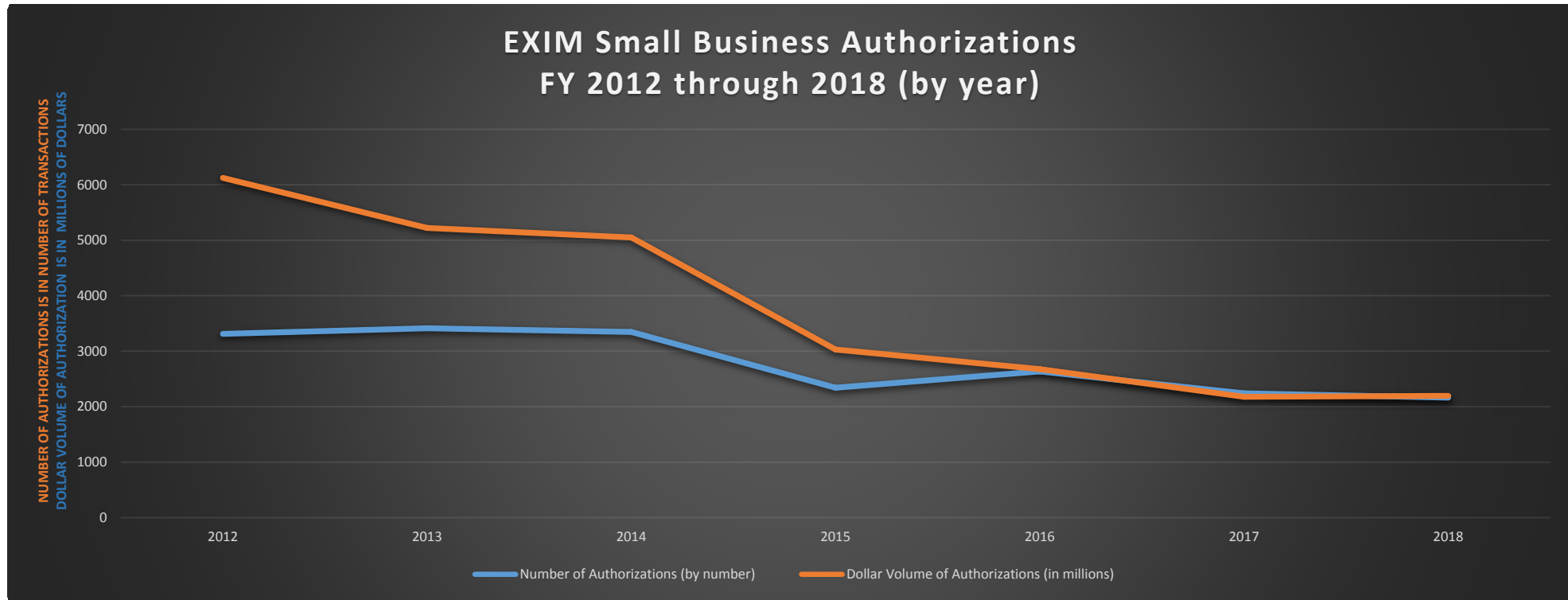
Post-Export
Financing



Working Capital Guarantees

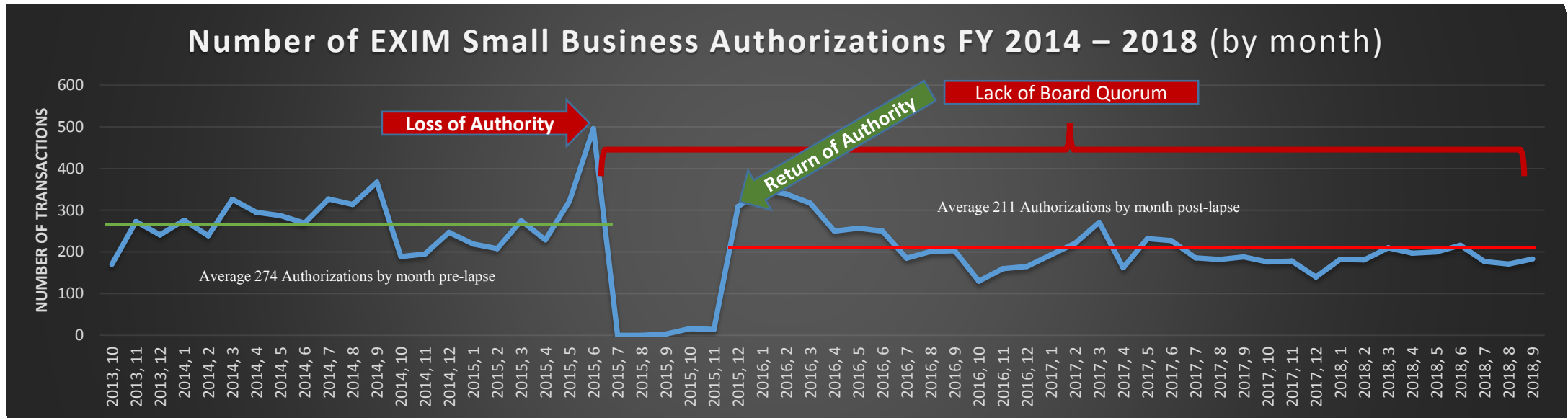
**Insurance
Guarantees**

EXIM's Office of Small Business: By the Numbers



	2012	2013	2014	2015	2016	2017	2018
Authorizations (number of transactions)	3313	3413	3347	2342	2635	2240	2163
Dollar Volume (in millions)	\$6,122.9	\$5,223.0	\$5,050.2	\$3,030.6	\$2,677.4	\$2,177.9	\$2,195.0

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

Improving Small Business Outreach



- 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



WESTERN REGION

Orange County (main)

2302 Martin Court, Suite 315
Irvine, CA 92612
Tel: 949.660.1341

San Diego

9449 Balboa Avenue, Suite 111
San Diego, CA 92123
Tel: 858.467.7035

San Francisco

75 Hawthorne Street, Suite 2500
San Francisco, CA 94105
Tel: 415.705.2285

Seattle

2001 6th Avenue, Suite 2210
Westin Building Exchange
Seattle, WA 98121
Tel: 206.307.5289

CENTRAL REGION

Chicago (main)

233 North Michigan Avenue, Suite 260
Chicago, IL 60601
Tel: 312.353.8081

Detroit

211 W. Fort Street, Suite 1310
Detroit, MI 48226
Tel: 313.226.3067

Minneapolis

330 2nd Avenue South, Suite 410
Minneapolis, MN 55401
Tel: 612.348.1213

Houston

1919 Smith Street, Suite 10087
Houston, TX 77002
Tel: 281.721.0470

Dallas (North Texas Branch)

McKinney Chamber of Commerce
400 W. Virginia Street, Suite 100
McKinney, TX 75069
Tel: 214.551.4959

EASTERN REGION

Miami (main)

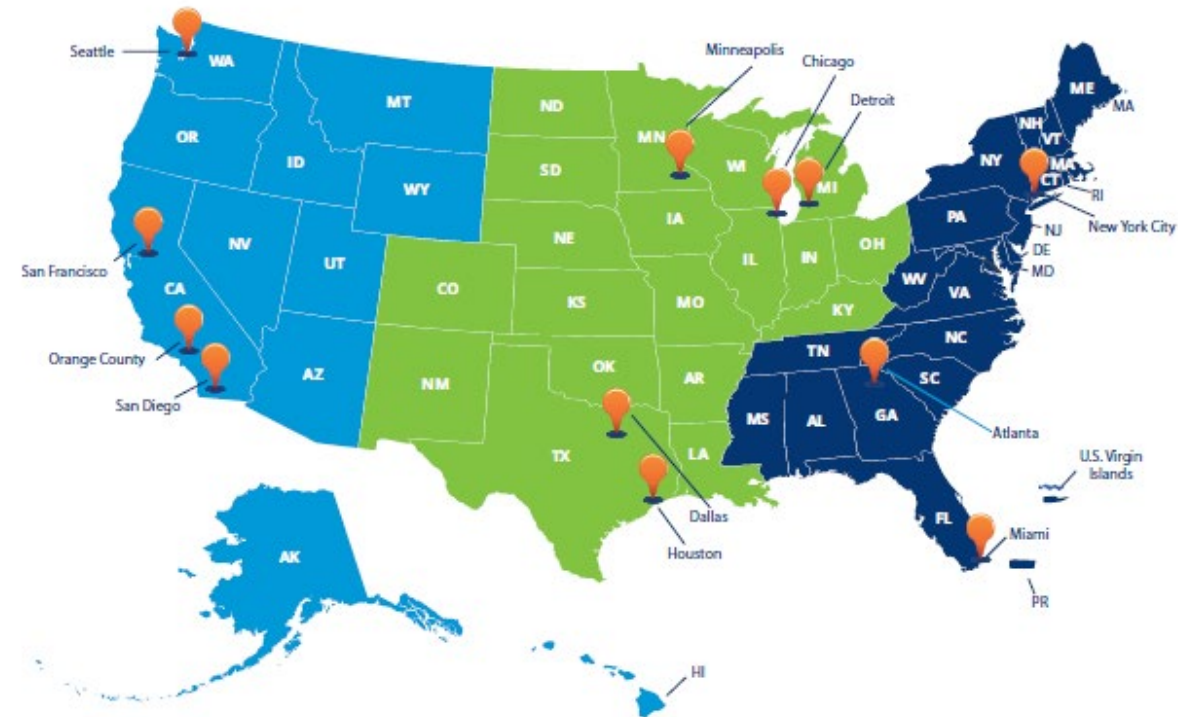
5835 Blue Lagoon Drive, Suite 21
Miami, FL 33126
Tel: 305.526.7436

Atlanta

230 Peachtree St NW, Suite 1721
Atlanta, GA 30303
Tel: 404.730.2697

New York

Ted Weiss Federal Building
290 Broadway, Suite 1312
New York, NY 10007
Tel: 212.809.2650



For more information, please visit:

<https://www.exim.gov/contact/regional-export-finance-centers>