

Announcer:Ladies and gentlemen, please welcome Vice Chair and First Vice President Wanda Felton, as she announces the winners of the Deal of the Year and Chairman's Award.

Wanda:Please also welcome Chairman Hochberg. I'm just going to give the awards for Deal of the Year and other things for this year. Soon after that, we are going to have Secretary Pritzker come up and speak, so I just want to make sure that people don't think that the festivities are over when we're done with the awards. Please stay seated, or remain in your seats for Secretary Pritzker.

We can't end the conference. I'm apologizing. I have to read this. We couldn't end the conference without recognizing amazing EXIM customers and a few state organizations that work hard every day to insure their businesses are able to expand exports. Usually we're able to recognize more great EXIM customers, force multipliers, banks, and other organizations, but our last authorization impacted our ability to tally all those votes this year.

I can say that today's winners serve as great examples of how important exporting is to our nation's economy and how EXIM plays such an important role in helping American businesses and workers expand those exports. The first award we would like to present is the Deal of the Year. The winner is Agro Bridges. The recipients are Mark Joosten, COO, and Paul Sullivan, Vice President of International Business Development. Agro Bridge is a leading manufacturer and supplier of modular steel bridge systems. Founded in 1951, Agro built bridges for rapid rehabilitation projects following World War II. Today the company has sold bridges in over 80 countries, and more than 1,500 Agro bridges have been installed in developing countries since 2007. Agro fills most of its orders in the developing world where there is a need for improved infrastructure. In 2014, for example, authorities from Cameroon approached Agro to, as part of the nation's effort to modernize its rural infrastructure network, with an EXIM bank, guaranteed a \$50 million loan extended by Société Générale to Cameroon's Ministry of Public Works. Agro shipped 55 American-made bridge sets to Cameroon, and in doing so, supported an estimated 200 US jobs in Parsippany, New Jersey; Milton, Pennsylvania; and New Castle, Delaware. The modular steel bridges, which were prefabricated in the US, will contribute to the development of regional trade through the repair and modernization of Cameroon's rural infrastructure networks. European and Chinese companies, backed by their respective export accrediting agencies, also competed for the project. Thanks to the financing offered by EXIM Bank, however, Agro managed to win the contract.

Next up are the Chairman's Awards. This award is reserved for organizations that go above and beyond in their support of exports and in helping EXIM complete our mission of supporting American jobs. Past recipients include the US Chamber of Commerce and the Brookings Institution. This year, we were overwhelmed with possibilities, so we decided not to limit ourselves and chose three. Allow me to present these winners in alphabetical order.

The first winner is the Association of Washington Business, AWB. Amy Anderson, Director for Government Affairs will receive the award. Founded in 1904, AWB is the oldest and largest business association in Washington state, representing nearly 8,000 small, medium and large employers. The association serves as the state's chamber of commerce and manufacturing association, and is therefore the leader and unifying voice for economic

prosperity through Washington state. Washington state is one of the most trade-dependent states in the nation. Since fiscal year 2007, EXIM Bank has authorized approximately \$66 billion to support \$144 billion in Washington exports. As such, AWB understands the importance of EXIM for employers of all size, but particularly for small and medium size business seeking to enter new markets. Large exporters, too, rely upon thousands of small businesses and their supply chain. AWB works to educate its member businesses and local economies on the role that EXIM can play in expanding exports by producing a series of educational videos that appeared in social media, multiple out beds published in newspapers throughout Washington state. AWB has worked to expand awareness of EXIM Bank to local business.

The second award goes to the Texas Association of Business, TAB. Accepting the award is Sarah Tays, Board Chairwoman. Founded in 1922 by two San Antonio businessmen and merging with the Texas Chamber of Commerce in 1995, the TAB relies upon its more than 4,000 members to boost the economy and stimulate job growth in Texas. TAB has worked tirelessly across the state to insure that businesses throughout Texas are aware of the critical role that EXIM can play to expand Texas exports and increase Texas export related jobs. Texas ranks as the nation's leading exporter, accounting for nearly 18% of national exports. EXIM has authorized approximately \$29 billion to support an estimated \$33 billion in Texas exports since 2007.

Last but not least is the Texas Association of Manufacturers, TAM. Here to receive the award is Tony Bennett, President and CEO. Texans are keenly aware that expanding exports means growing good paying manufacturing jobs in the state. According to data provided by TAM, Texas exported \$251 billion in manufactured goods in 2015. Texas manufacturers accounted for more than 14 1/2% of the total output in the state and employ more than 864,000 Texans. The association that represents Texas manufacturers, TAM, has worked to educate its members on the importance of the bank for national exporters. More than 500 small and large companies from across the state are members of the TAM. TAM works to educate and empower Texas industry leaders, consumers, and the media with timely perspectives on issues and concerns that impact their industries and their members' capacity to create jobs, and invest in Texas to keep the state prosperous.

Once again, I would like to congratulate all of our award recipients. Thank you again.