

>> Announcer: Ladies and gentlemen, it's time for the Small Business Awards. Please welcome Senior Vice President, and Chief of Staff, Jesse Law.

>> Good afternoon. How have you enjoyed the conference?

>> Audience Member: Wonderful. So, you know, my experience at this conference, first of all, it always feels like a homecoming, and truly, I've only been here one year. But, nothing quite like camaraderie of trade finance, in a very technical way. The meetings I've had have been wonderful, and I'm aware of quite a few matches being made. So, I can't tell you how grateful, I know that the team here at EXIM truly is for the attendance. And then also, in exchange, I want to say a great big thank you to the team from EXIM for putting this together. Thank you. And I do truly hope you've taken the opportunity to network and develop new relationships. Every year EXIM recognizes a select number of organizations, exporters, that have done an exemplary job contributing to the bank's mission of supporting US jobs through exports. Once again, the difficult decisions we face in selecting this year's award recipients are a testament to the thousands of exporters, brokers, lenders, and regional export promotion programs that do so much to create and sustain American export backed jobs. EXIM is proud to present awards to the outstanding organizations and companies being honored today. Our first award is for Broker of the Year. And our winner is J. Maxime Roy, Incorporated. Accepting the award is Warren Bares, president of J. Maxime Roy, Incorporated. Joining Warren is Lisa Barehost. Having worked with EXIM for over 20 years, J. Maxime Roy is one of the bank's leading and longest serving active brokers. They have consistently ranked as one of EXIM's top brokers by both authorization and amount and count. In 2017, J. Maxime Roy increased its count of EXIM authorizations and 96% of their EXIM insurance authorizations supported US small businesses. With locations in Louisiana, Texas, and New York, we are proud to work with J. Maxime Roy as they help American businesses grow by enabling them to leverage foreign receivables as collateral for expansion capital. Please again, J. Maxime Roy. Next up is Lender of the Year, Comerica Incorporated. Accepting the award is Gigi Moore, Senior Vice President of Comerica, and she is joined by Lisa Sasaki. A prior recipient of the Lender of the Year Award in 2006, Comerica continues to be one of EXIM's most active lenders of the bank's Working Capital Guarantee Program, providing EXIM guaranteed working capital loans to exporters throughout the country. Over the past five years, Comerica has worked with EXIM to authorize more than 800 million in support of American exporters. With locations across North America, Comerica is an EXIM delegated authority, and fast track lender with a strong expertise in trade finance. Comerica works with EXIM to help hundreds of American businesses obtain the funds needed to succeed in exporting. Again, please, Comerica. Thank you. The third award, founded last year. We are once again recognizing an outstanding Regional Export Promotion Program member of the year. And the winner is the California Centers for International Trade and Development, or, CITD. Accepting the award is Jeffrey Williamson, statewide Director of CITD. He is joined by Robert Corona, from the Riverside Community College District. CITD works with EXIM to invest in California's economic growth and assist exporters advance economic and job growth through industry specific education and training, including assessing, accessing EXIM financing. In addition to providing numerous small business referrals to EXIM, CITD flagship California State Trade Expansion Program leverages a wide network of partners to facilitate export promotion and drive exports for small businesses. I'm gonna ask again. Thank you CITD. Our next award is presented to the New Small Business Exporter of the Year. The winner is Tactical Medical Solutions Incorporated, or TacMed. Ross Johnson, founder and CEO of TacMed will receive the award on behalf of the company. He is joined by Craig Wooten. Founded by Ross, a former US Army Special Forces medic in 2003, TacMed is a veteran owned South Carolina business that exports medical equipment and supplies. By using EXIM's Export Credit Insurance Policy to export higher risk markets, TacMed is able to send its lifesaving products where they are needed most. TacMed has used EXIM's insurance to help average an impressive 400,000 dollars in export sales per year for the last three years. The TacMed team, many of whom are also US military veterans, work tirelessly to support lifesaving rescue and hospital missions from around the world. Please again, give it up for TacMed. And our final award, last but not least, chest bump, I hear. For Small Business Exporter of the Year, is presented to Memphis based small business, Classic American Hardwoods, CAH. Accepting the award is founder and CEO, Bill Courtney. Bill. An exporter of high quality American lumber, CAH was devastated by the 2007 housing market collapse, when their private export credit insurer canceled their policy. At that time, exports comprised nearly 60% of their sales. This loss of insurance led to half

of their 120 staff members being laid off. Through capitalizing on EXIM insurance, they were able to resecure their former, enabling Classic American Hardwoods to regain access to financing. As a result, CAH rehired the 60 workers, and added 15 jobs. 10 years later, CAH exports to customers in 27 countries and has increased revenue by 67% with 100% of this increase resulting from export sales. And, over the same period, the company topped 150 million in EXIM insured sales without a single dollar of credit loss. So again, he gets a second round. I just wanna restate my gratitude for those who I've been able to spend time with, and of course, everyone who made a commitment to come. Congratulations to all of our 2018 award recipients, and please join me in giving a big round of applause.