

Unknown Male Speaker - Please welcome back to the podium Reta Jo Lewis president and chair of the Export Import Bank of the United States and the First Vice President and Vice Chair Honorable Judith Pryor.

Elizabeth Thomas - Good afternoon Madam chair Vice chair Pres Pryor honored guests and EXIM staff welcome to the first part of today's award ceremonies I'm Elizabeth Thomas I'm the vice president of Outreach and education in EXIM's office of small business every year EXIM recognizes a select number of organizations and exporters that have done an exemplary job of contributing to the bank's mission of supporting us jobs through exporting we face difficulties in selecting this year's award recipients which is a testament to the thousands exporters Brokers lenders and Regional export promotion programs that do so much to create and sustain American export jobs EXIM is proud to present these awards today to the outstanding organizations and companies being honored here our first award winner is AirTractor founded in Old Texas in 1972 air tractor manufactures single engine agricultural firefighting and utility aircrafts an EXIM customer since 1995 AirTractor has leveraged EXIM support to expand its exports to more than 35 countries please join me in congratulating AirTractor. Our next Award winner is Auburn Manufacturing representatives from Auburn manufacturing were not able to attend today who could not be with us who I'm sorry Auburn manufacturing is a woman-owned company that was founded in 1979 in mechanics Falls Maine the company is an industry leader that produces high performance textiles for extreme temperature protection an EXIM customer since 2009 Auburn manufacturing is a small us manufacturer that sells its products to over 30 countries around the globe please join me in in recognizing Auburn even though they can't be with us. Our third winner today is B Nutty located in Portage Indiana B nutty is a woman-owned company that was founded as a result of two mom shared desire to provide a healthy snack solutions for their kids seven years into the business the founders are utilizing EXIM Insurance products to mitigate the risk from international buyers B Nutty now exports across the globe with customers in Hong Kong South Korea and the Philippines please join me again in congratulating B Nutty. Our next winner is competitive engineering B based in Tucson Arizona competitive engineering is an engineering and Manufacturing firm competitive engineering specializes in precision machine parts since 1987 a small business competitive engineering has leveraged the support of EXIM's working capital guarantee program for 18 years the company's relationship with EXIM has led to exports accounting for approximately 40% of the company's annual revenues and has added at least 10 jobs to their payroll please join me again in congratulating competitive [Applause] engineering. Our next company is Flow Sciences Inc established in 1987 in Leland North Carolina Flow Sciences is a small business that designs and manufactures containment solutions with Target customers in the pharmaceutical industry ranging from Consultants to Engineers Flow

Sciences is known for its strong safety quality and versatility in EXIM customer since 2006 Flow Sciences has utilized EXIM support for more than 14.5 million dollar in export volume and exports to 15 countries including Canada India and Spain please join me again in congratulating [Applause] Flo our next company the global export marketing company also known as Gemco is a minority-owned company that was founded in 1988 Gemco is a New York-based company that helps American brands reach out to the world with more than three decades of successful relationships with a wide range of customers Gemco has been an EXIM customer since 2008 leveraging several of EXIM's financing capabilities to expand internationally while currently reaching 60 countries in Africa the middle east Europe and Asia please join me in congratulating Gemco. Our next company is Koval Distillery unfortunately representatives from Koval could not be here today but who excuse me The Kaval Distillery was founded in 2008 as the first Distillery to open in Chicago since the mid-1800s Kaval produces organic spirits and lurs including a variety of Gins whiskies brandies and vodkas in 2017 Kaval sought EXIM's export Credit Insurance to expand their sales to International customers while receiving the security it needed to diversify exports now account for 30% of the company sales with nearly a quarter of its staff dedicated to export operations to date Koval Spirits can now be purchased in 55 countries please join me in congratulating Koval Distillery. And our last winner of this afternoon is Montachem International Montachem International is a minority-owned business that has been serving the Plasticsindustry serving the Plastics industry since 1988 headquartered in Fort WaterDale Florida Montachem distributes a complete line of thermoplastic resins and related additives to meet the needs of plastics converters worldwide as user of EXIM export Credit Insurance Montachem has insured more than a 100 foreign customers through EXIM to countries throughout Africa Central and South America the Caribbean and Europe please join me in congratulating Montachem. And now it's my pleasure to introduce to you Jennifer Krauss managing director of brokeraccounts.

Jennifer Krauss - Thank you Elizabeth EXIM is not able to accomplish all that we do alone uh we would like to thank all of the insurance brokers who helped EXIM support thousands of us exporters throughout the whole year just like the ones you saw walk across the stage the recipient of the 2023 broker of the Year award is Impello Global headquartered in Seattle Washington Impello Global was founded in 2017 and specializes in brokering Trade Credit and political Risk insurance policies they also provide advisory services to Capital Equipment exporters private Equity firms and lenders looking to expand their structure trade and finance capabilities please join me in congratulating the 2023 broker of the year now please welcome Steve Freshour vice president of business credit.

Steven Freshour, Vice President of Business Credit, EXIM - Hello everybody the 2023 lender of the Year award goes to Umpqua Bank headquartered in Tacoma Washington Umpqua was founded in 1953 as a community bank and has evolved into one of the largest bank headquartered in Northwest and is a leading Western us financial institution with more than 50 billion in assets and 300 locations across the country Umpqua is an EXIM delegated authority lender and small businesses account for 100% of the bank's EXIM working capital portfolio please join me in congratulating the 2023 lender of the year now please welcome Eric Stevens export finance manager.

Eric Steven - The recipient of the 2023 export promotion partner beer award goes to World's Trade Center Delaware founded in 1987 the World Trade Center Delaware has been the state's Premier international business resource for 36 years established with the goal of helping Delaware's companies benefit from their unique place and strategic location worldwide and expanding the scope of business World Trade Center Delaware has been a proud partner of the regional export promotion program since 2017 please help me congratulate entire Carla Stone and her entire team at World Trade Center Delaware.