

>> Ladies and gentlemen, please welcome back to the stage, Rita Jo Lewis, president and chair of the Export Import Bank of the United States, and she's joined by Judith Pryor, first Vice Chair and Vice President EXIM Board of Directors, and Owen Herrstadt, member EXIM Board of Directors, along with Spencer Bachus, member EXIM Board of Directors.

>> Good afternoon. I'm Cheryl Conlin, the director of Rail Finance and the transportation division at EXIM Bank. For nearly 90 years, EXIM has played a critical role in fostering economic opportunity for US companies and workers to underscore our mission of supporting American jobs through exports. Each year we recognize deals and companies that have exceptional impact. I'm proud to announce the China Transformational Exports program deal of the year goes to Kazakhstan National Railways. In December, the EXIM board of Directors approved a \$594 million loan guarantee to KTZ, the National Railway of Kazakhstan, to support the export of WebTech locomotive and Shun kits. The transaction supported an estimated 1500 jobs in the Western Pennsylvania region and indirectly supported rail related supply chain in several other states. Please join me in congratulating representatives from WebTech.

>> Good afternoon. My name is David Fiori and I'm the Vice President of the Transportation Division at Exem Bank. I am PR very proud to announce that the recipient of Deal of the Year award goes to beta technologies based in Burlington, Vermont, beta Technologies manufactures electric aircraft and charging infrastructure. This historic \$170 million transaction was the first deal authorized under EXIM Banks flagship Make More in America Initiative. This deal financed a net zero final assembly production facility and supported an estimated 400 clean technology jobs in Vermont. Please join me in congratulating our deal of the Year Reward recipient. Thank you.

>> Good afternoon, David Brooks with Make More In America Initiative. I am proud to announce a recipient of the 2024 Make More in America Deal of the Year, and that goes to Packwell Incorporated. Established a 1986 Packwell is a certified Plastics bagging, bagging, and a logistics company based in Houston, Texas. It is one of the largest resin bagging companies in North America with more than 160,000 square meters of warehouse facility. This third transaction approved under the MMIA initiative, Packwell received a \$51 million direct loan to support the construction of a 725,000 square foot facility that will support an estimated 300 area jobs in the great city of Houston, Texas. So please join me in congratulating Packwell Incorporated for the MMIA deal of the year.

>> All right. I'm here with the privilege of recognizing eight small businesses that have been selected as EXIMs 2024 exporters of the year. They come from eight different states, coast to coast, across the country, and they represent a cross section of American ingenuity and innovation. And given the anniversary that we are celebrating here at EXIM this year, it's notable that most of these are longtime EXIM customers and some of them have been with us for more than three decades. I also want to thank everyone in the Office of Small Business who helped in the selection, which is a complicated process, the selection of these winners. That includes the export credit division, business Credit Division, minority and women-owned business division, the operations team, the outreach and education team, and our regional directors who are all across the country. So with that, let's introduce the winners. First, we have Advanced Probing Systems Incorporated. This company is headquartered in Louisville, Colorado, established in 1990. Advanced Probing is a leading global manufacturer of probe needles used for semiconductor wafer testing. This company is one of only a handful in the world of manufacturers of this type, this type and one of only two in the United States. Advanced Probing has been using export credit insurance since 2012 and 75% of its sales are international. Delkor Systems is a small business headquartered in St. Paul, Minnesota, founded in 73. Delkor is a leading manufacturer of advanced robotic packaging machinery, primarily used in the food and beverage industry. The company has relied on export credit insurance since 2009. Delkor exports to Mexico and South America, and currently about 10% of its sales are international, but it is on track to double that next year. Putnam Lumber and Export Company is headquartered in Jacksonville, Florida

and they have facilities in several other states as well. Putnam has been exporting a lumber, plywood, and other construction products worldwide since 1945. The company has used a combination of export credit insurance and working capital loan guarantee since 2010. More than 90% of Putnam sales stem from exports, it ships throughout the Caribbean as well as Central America, Eastern Asia, north Africa, and Europe. Ramsey Popcorn Company Incorporated is a family owned and operated company based in rural Ramsey, Indiana, and they also happen to be celebrating an anniversary this year, their 80th anniversary in business. The family's grandfather planted and harvested the first 10 acres of corn in 1944. The company's products are grown by local farmers and sold in dozens of retail stores nationwide, and approximately 20% of its sales are international. Ramsey has been using export credit insurance since 1990, which means that they've been an EXIM customer, an EXIM client for 34 years. Rastelli Brothers Incorporated is a family owned and operated company based in Swedes, Boro, New Jersey. They were founded as a butcher shop in 1975, and Rastelli has since grown on, grown into a vertically integrated processor, distributor, and exporter of meat and other food products to retail and commercial customers worldwide. The company has used EXIM's Working Capital Loan Guarantee program since 2009. Approximately 30% of Rastelli's sales are international and it exports to 80 countries. Transcon Trading Company Incorporated is a woman owned company based in Columbia, South Carolina, established in 1979. Transcon is an export management company that represents US manufacturers of PET and equine products, as well as human health and beauty products. 100% of the company's business is international and it exports to more than a hundred companies, countries a hundred countries. Transcon has been using export credit insurance since 1992, which means that it has been an EXIM client for 32 years. Two other winners could not attend the conference, but we want to highlight their stories as well. Aqua Fauna BioMarine Incorporated is a minority owned company based in Hawthorne, California. Aqua serves a niche industry and specializes in shrimp production and has been supplying feeds and equipment to aquaculture companies worldwide since 1977. This company has relied on EXIMs export credit insurance since 2009 and exports to more than 20 countries.

>> Thanks.

>> And Green Mountain International is a veteran owned company based in rural Waynesville North Carolina for more than three decades. Green Mountain has supplied materials, equipment, and support for concrete repair and water control projects in more than 40 countries, and that includes projects that they did at the White House and the Kennedy Space Center. The company has used EXIMs export credit insurance since 2019, and about 30% of its sales are international. So thank you and congratulations to all the small business winners.

>> The recipient of the 2024 Lender of the Year Award is PNC Bank, headquartered in Pittsburgh, Pennsylvania. PNC traces its history back to 1845, beginning with founding of the Pittsburgh Trust and Savings Company. Since then, PNC has grown to the sixth largest commercial bank in the US and has been working with EXIM for over 40 years, working in collaboration with the bank's Working Capital Guarantee program. PNC has achieved delegated authority. Level six, EXIMs highest allowing PNC to offer customers additional access to liquidity to facilitate export of US goods. Please join me in congratulating the 2024 Lender of the Year. The recipient of the 2024 Broker of the Year award is Penn International, who could not attend the conference based in San Antonio, Texas. Penn International is a 100% minority woman owned and led. Penn International is a platinum tiered broker, the highest tier obtainable by production numbers, and only applicable to 16 of the 61 EXIM registered brokers in the nation. As a result, the company's commitment to US exporters, Penn International, has brought hundreds of companies to EXIM for the use of export credit insurance and working capital guarantee programs. Now, please welcome Eric Stevens, director of MWOB and Rep.

>> Good afternoon, everyone. Good afternoon. The recipient of the 2024 Regional Export Promotion partner here goes to the Houston MBDA Center. One of the reasons for the success of this center is this owner, Lisa Philip, a former EXIM

customer, so she was well aware of the power in the mission of EXIM. Since joining EXIMs Regional Export Promotion Program in 21, the NBDA Center in Houston has made significant strides in advancing the mission through building capacity in making sure the minority businesses understand the mission and know what we can do to help. Please join me in congratulating Lisa Phillip and her entire team.