

>> Announcer: Ladies and gentlemen, to present this year's EXIM Bank Small Business Awards please welcome Jeff Goettman and Jennifer Hazelton Senior Vice President, Office and Communication and Marketing.

>> Hi everybody, I hope you enjoyed lunch and I hope you've enjoyed the conference over the last two days. At the conference every year, we recognize the elite group of exporters, lenders, and organizations that have done exemplary work in contributing to the bank's mission of supporting US jobs through exports. Again this year, we face very difficult decisions in selecting the recipients of this year's award. This is a testament of the thousands of exporters, brokers, lenders and regional export promotion programs that do so much to create and sustain Americas' jobs. On behalf of EXIM's entire staff, I am honored to present this year's awards to the outstanding companies and organizations that we recognize today. The first award is for Broker of the Year, and the recipient is the Trade Acceptance Group, headquartered in Edina, Minnesota, accepting the award is principal Bruce Glaub. This is the fourth time TAG has won this award, they've been a broker for more than 23 years, and provide innovative finance solutions in more than 25 states. TAG has consistently ranked as one of EXIM's top brokers, both authorization amount and by count. Last year they brought in the greatest number of new to EXIM customers, while achieving one of the highest retention rates. Congratulations to the entire team at TAG for another outstanding year of helping America's small businesses. Our next award is one that we have just created. It's the new broker of the year, which goes to Emelev, LLC in Park Ridge, Illinois. Emelev was founded by a EXIM employee, Ursula Wegrzynowicz, who has been working with EXIM products in trade finance for more than 20 years. Ursula started her own company, and she's already achieving impressive results. Since becoming a registered broker in a lot in July, Emelev has facilitated numerous EXIM insurance policies and almost all of the policy holders are new to EXIM. Congratulations to Ursula, we look forward to working with her and her team for many years to come. So next up is our Lender of the Year Award, which goes to Huntington National Bank, in Columbus, Ohio. Accepting the award for Huntington, are Vice President Craig Larson and Hugo Hernandez. Huntington is an active lender in EXIM's Working Capital Guarantee Program, as a delegated authority lender, Huntington has approved more than 75 EXIM working capital guarantees, totalling 130 million dollars. And with more than 20 years of experience with EXIM, Huntington has never had to file a claim on any of our guarantees. Congratulations to Craig and Hugo and the whole team at Huntington, for their outstanding service. next, we want to recognize members of EXIM's Regional Export Promotion Program, or REP. We actually had two very very strong candidates this year, and we couldn't pick just one, so we actually have winners from the Alabama International Trade Center and the Mississippi Development Authority. Accepting the award for the Alabama International Trade Center is Glenn Sigler. Located at the University of Alabama, in Tuscaloosa,

shout out to Spencer down there, the Alabama International Trade Center is a great collaborator with EXIM in bringing trade finance to small and medium size businesses. Last year the Trade Center facilitated 1.6 million dollars in EXIM authorizations, in the great state of Alabama. Congratulations to Glen and his team. Accepting the award for the Mississippi Development Authority is Vickie Watters Martin, Senior International Trade Manager The Mississippi Development Authority in Jackson is the states leading economic in community development agency. For the past three years, they have hosted a road show to bring export education and training to local businesses throughout the state. The 2018 road show enabled EXIM to provide consultations to more than 150 small businesses in Mississippi. Congratulations to Vickie and her team, they're doing great work and we love working with them. Okay, our final award is for Exporter of the Year. And it goes to Bob's Red Mill Natural Foods, in Milwaukie, Oregon. This is a company that's probably known to a lot of people, because you see their products in the grocery store. They are a small business producer of a wide range of consumer grain products and other natural foods. Accepting the award is Senior Vice President and Chief Financial Officer, Trey Winthrop. Bob's Red Mill is literally a company that is grown in America. It was started in 1978, by Bob Moore and his wife, Charlie and they have expanded from a five acre farm to a large production and distribution center that ships their products all over the country and around the world. In fact, their products are sold in more than 60 countries. Please congratulate the Moore family and Trey and the entire team over at Bob's Red Mill Natural Foods for their award this year. and so I'm gonna bring everybody back on stage so we can have one big group appreciation. Let's honor all of our 2019 award recipients for their outstanding achievements in collaboration with EXIM, on behalf of America's small businesses. Thanks guys, we really appreciate everything you do. So we're just going to take a minute and pause, so we can get a group photo and then after that, we will bring Jeff Goettman back here to wrap things up. Let's here it again for our award winners