

How a Washington Winery Uncorked Global Growth with EXIM's Help

Challenge

Tom Hedges and his wife, Anne-Marie Hedges, founded their award winning winery in 1986. Both had international experience and were aware of the market opportunities, so they decided to export their estate grown, certified biodynamic and organic wine immediately when their business was first established.

Nonetheless, Tom and Anne-Marie were forced to utilize credit cards and personal capital to fund the company. In order for their business to grow and move forward, they needed to acquire additional financing.

Solution

Tom discussed his business concerns with a colleague who offered him a solution with one caveat— he needed to have an insurance policy from EXIM. Hedges Family Estate quickly acquired a policy, and has used Export Credit Insurance for 35 years since.

After Working With EXIM

"If you want to be in the business forever, and most great wineries are, you've got to be worldwide. ... It just opens up so many opportunities. If there's a downturn in the U.S., perhaps some overseas markets are doing just fine. So, it's a balance,"

Tom Hedges, Owner of Hedges Family Estate

Make Your Own Success Story:

For more information about EXIM programs and connecting with a minority & women-owned business (MWOB) specialist visit us at [EXIM.gov/mwob](https://www.exim.gov/mwob)

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Benton City, WA



Exports to Sweden, Canada, China



Uses Export Credit Insurance

Results



Expanded globally into 25 countries



Has insured \$4.6 million in exports



Attributes 20% of total revenue to exporting

