

Success Story: Paul Hobbs Winery

California Winery Sells Award-Winning Vintages Around the World

Challenge

Inspired by his upbringing on a family farm, pioneering winemaker Paul Hobbs established his namesake California winery in 1991 after working with some of the world's greatest vintners. It embodies his belief that meticulous care in the vineyard and minimal intervention in the cellar yield world-class, site-specific wines. Through sustainable farming, meticulous vineyard management, and minimally invasive winemaking techniques, each wine expresses its vineyard origins with finesse, complexity, and authenticity.

Solution

To support its global sales, Paul Hobbs Winery needed protection against the risk of nonpayment. It has partnered with EXIM since 2008, relying on Export Credit Insurance, which covers up to 95% of an invoice if a buyer doesn't pay. It also allows U.S. companies to extend favorable credit terms to their international buyers. In addition, EXIM's comprehensive online portal and in-depth credit risk analysis streamline the process, ensuring a fast, secure, and efficient export experience.

After Working With EXIM

"With EXIM's support, we can export goods seamlessly and with peace of mind. Simply put, they are a vital resource for any business seeking to grow their global reach and export with confidence."

William Atwood, Controller of Paul Hobbs Winery

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)

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.



Sebastopol, CA



Exports to Paraguay, Hong Kong, and the United Kingdom



Uses Export Credit Insurance

Results



Expanded globally into 14 countries



Extends favorable credit terms that resonate with buyers

