



Grow Your Business with Export Opportunities in Africa

<https://www.exim.gov/about/special-initiatives/africa>



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OUR SPEAKERS



Pat Hanes
Director



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Senior Business Analyst



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Export Finance Manager



INTRODUCING OUR SPEAKER



LaTaunya Darden

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The Chicago MBDA

Export Center

help firms obtain the resources they need to become export ready and will focus primarily on exporting opportunities in Africa. It also seeks to develop alliances with local, state, and federal government agencies, major corporations, banks, financial resources and the minority business community to create larger, more strategic minority entrepreneurs.



MINORITY BUSINESS DEVELOPMENT AGENCY
EXPORT CENTER
U.S. DEPARTMENT OF COMMERCE

A grayscale map of the United States is shown, with a white text overlay. The map is slightly blurred and has a dark vignette effect. The text is centered and reads: "Minority-owned firms contribute over **\$1.4 trillion** in annual economic output to the U.S. economy and directly account for **7.2 million** U.S. jobs." The text is in a clean, sans-serif font, with the monetary value and the number of jobs highlighted in a bright yellow color.

Minority-owned firms contribute over **\$1.4 trillion** in annual economic output to the U.S. economy and directly account for **7.2 million** U.S. jobs.

The Chicago MBDA Export Center

Strategic Business
Consulting

Access to Contracts

Access to Markets

Access to Capital

Global
Business
Development

CLIENT ENGAGEMENT AND OUTREACH ACTIVITIES:

VAST NETWORK OF STRATEGIC PARTNERS:

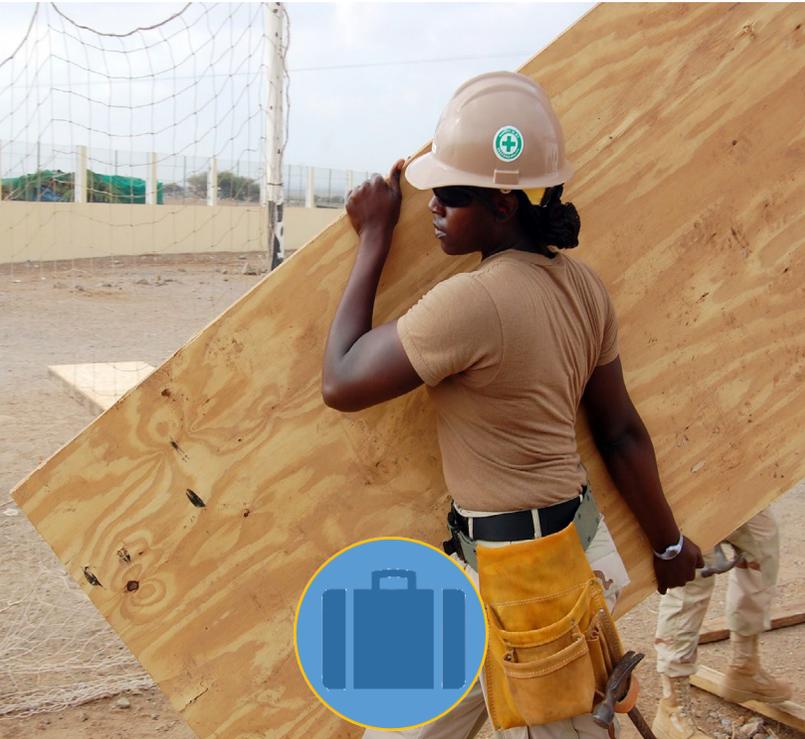


“Our partnership with MBDA has allowed us to be introduced to corporations and MBEs domestically and globally both in the public and private sectors.”

Chicago MBDA Export Center Client



The Chicago MBDA Export Center

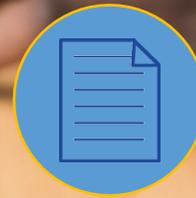


578

509

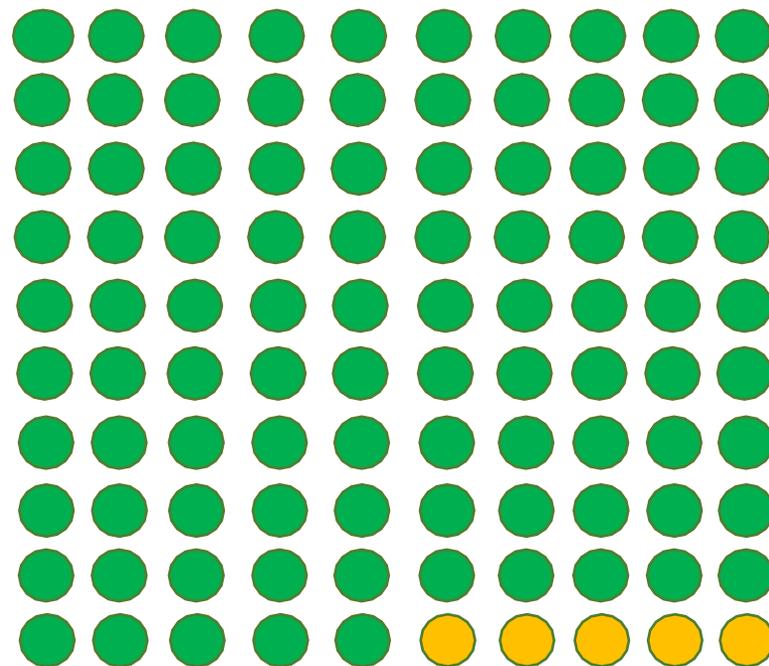


\$68 Million



\$4.7 Billion

95%





Did you know...

The African region alone is projected to have **1.52 billion** consumers by 2025, nearly five times the size of the U.S. population.

U.S. Companies recognize Africa as a **powerful partner in trade.**

Africa has the **fastest growing middle class** in the world

Africa is projected to have **\$5.6 trillions dollars** in consumer and business spending by 2025

Africa's population is expected to double by 2025 to **1.2 billion people**





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INTRODUCING OUR SPEAKER



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HOW DOES EXPORT CREDIT INSURANCE WORK?



Step 1:

You identify an international buyer and obtain an Export Credit Insurance policy.



Step 2:

You offer credit terms to your foreign buyer.



Step 3:

The buyer accepts the deal's terms.



Step 4:

You ship your product and invoice the buyer.



Step 5:

You report shipments and pay premiums on the amount shipped.



Step 6:

The buyer pays. If they fail to do so, EXIM pays.



INTRODUCING OUR SPEAKER



Terry Tatum

Senior Business Analyst



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Closing Remarks

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