

Supporting Small Businesses:

FY2022 PERFORMANCE

U.S. small businesses play a critically important role in creating and supporting American jobs. EXIM provides export finance solutions to small businesses, including dedicated support for communities that have been traditionally underserved, such as minority-owned and woman-owned companies. To do this, EXIM offers two primary products: Working Capital Loan Guarantees and Export Credit Insurance.

In FY22, Office of Small Business Performance:



88%

of all EXIM transactions benefited small businesses



\$1.5B

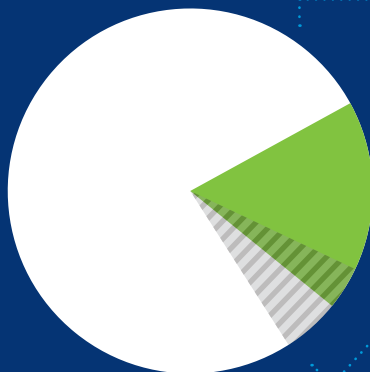
in total authorizations



46%

of small business transactions were greater than \$500k

FY22, Small Business Authorizations Breakdown:



Export Credit Insurance:
\$1.06B in authorizations



Working Capital Guarantee:
\$392.5M in authorizations



Minority- & Women-Owned Businesses
account for \$347.4M authorizations
(across both programs)

Success Story:

Haasen Tara Feed

Salt Lake City, UT

Working Capital Loan Guarantee
Woman & Minority-Owned

“ EXIM is tremendously helpful. I encourage other small businesses to talk to an EXIM expert to utilize the Letter of Credit Loan structure to help them with their financial needs. ”

- Zach Xu, Founder of Haasen Tara Feed

Highlights:



Has sold **\$113.4 million** worth of exports



Has been exporting to the **Middle East and Asia** for more than 7 years



Employs **37 employees**, with 100% of their salaries coming from exporting

Success Story:

Aventure Aviation

Peachtree City, GA

Export Credit Insurance
Minority-Owned

“ The ability to get insurance allows us to sell to a particular customer up to the limits provided by EXIM coverage and vice versa, if EXIM does not guarantee insurance coverage, we are not going to sell to that customer. ”

- Zaheer Faruqi, CEO of Aventure Aviation

Highlights:



Worked with an EXIM top broker to obtain an **Export Credit Insurance Policy** that helped mitigate export risk



Export sales accounts for **more than 65% of all sales**



Now sells to the previously untapped markets of **Asia, North America, and Europe**