

Small Business Success Story:

# HEDGES

## Family Estate



Benton City, WA



Exports to Sweden, Canada, & China



Uses Export Credit Insurance



## Challenge

Tom Hedges and his wife, Anne-Marie Hedges, founded their award winning winery 35 years ago. 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 fellow graduate from the Thunderbird School of International Trade, 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 33 years since.

## Results

*With EXIM's Support, Hedges Family Estate:*

- ✓ Expanded globally into 25 countries
- ✓ Has insured \$2.7 million in exports
- ✓ Attributes 20% of their total revenue to exporting

### Make Your Own Success Story:

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