

PROVIDING EQUITY OF ACCESS

The Minority- and
Women-Owned Business
(MWOB) Team



EXIM
EXPORT-IMPORT BANK
OF THE UNITED STATES



EXIM SUPPORTS INCLUSIVENESS

EXIM offers a variety of financing programs to increase competitiveness and improve liquidity for all American exporters, no matter the size. However, did you know that more than 10 million businesses across the country are minority- or women-owned? These companies often face additional challenges yet are historically underserved.

Equity is a priority for EXIM; we proudly provide additional support for these critical businesses.

The Minority-and Woman-Owned Business Division, or MWOB, seeks to expand inclusiveness by engaging those in the underserved business community that are interested in exporting their goods and services. Our dedicated team:

- ✓ Ensures an equitable distribution of services
- ✓ Trains exporters regarding the availability of EXIM support
- ✓ Increases community awareness of export resources
- ✓ Offers educational activities, including seminars, trade shows, webinars, roundtables, and more
- ✓ Nurtures clients to meet eligibility requirements for government assistance programs and financing



WORK WITH MWOB

Working with MWOB is like having your own personal export finance expert on your payroll.

Whether you are an experienced exporter or have yet to begin, our goal is to help you navigate the next step on your journey. Our process includes:

- 1. Initial Consultation**
An MWOB specialist meets with you to discuss your business concerns and possible solutions
- 2. Business Analysis**
Your specialist reviews the information, identifies your needs or challenges, and brainstorms what will most benefit your business
- 3. Connection to Resources**
Your specialist provides an action plan or roadmap with relevant solutions, referrals, and resources

Companies that have been in business for at least 1 year, produce at least 50% of their goods or services in the United States, and that can show a positive net worth are likely to be qualify for EXIM's services. In these cases, we will help you identify which of our financing solutions best addresses your needs, then walk you through the application process.

If your company doesn't meet these qualifications or you're not ready to work with EXIM, we will help connect you to the right resource for you. MWOB has established many long-standing partnerships with federal and non-federal organizations that have a minority trade focus; using these connections, we can help you to find the best match for your business.



TIP: MWOB also partners with banks and lenders that are minority-owned, as well as those with a minority- or women-focus. If this is you, we invite you to get in touch!

Communities Served

All members of the underserved business community can work with MWOB specialists, including businesses owned by:

- ✓ People of color
- ✓ Women
- ✓ Veterans
- ✓ Native American tribal groups
- ✓ Members of the LGBTQ+ community
- ✓ People with disabilities

In addition, businesses located in rural areas and startup businesses can qualify for MWOB support. As many of our clients are small or medium-sized enterprises, we can also help companies address these unique concerns.



WHAT'S NEXT?

EXIM is here to support you on your exporting journey. We offer a wide range of financing tools for your company's unique needs, as well as free consultations, educational material, exporter resources, and more. You can:



Talk with MWOB

Our specialists are ready and waiting in your area to give you a free consultation:

exim.gov/mwob



Protect Against Risk

Learn how EXIM's financing solutions help you avoid the danger of buyer nonpayment:

grow.exim.gov/eci-guide



Hear MWOB Exporter Success Stories

Listen to other business owners discuss how they achieved success:

exim.gov/results



Learn More About Equity Resources

Hear President and Chair Reta Jo Lewis discuss our programs:

grow.exim.gov/women



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