

AfrICANDO 2023 – U.S. AFRICA TRADE & INVESTMENT CONFERENCE/EXPO



Florida Export Finance Corporation

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Vice President



FLORIDA EXPORT FINANCE CORPORATION

Florida Export Finance Corporation

A not-for-profit corporation created and funded by the State of Florida by the Florida Export Finance Corporation Act of 1993- FL. Statutes 288.770-288.779.

Legislative mandate to increase job opportunities and income for residents of Florida by providing financial, technical and consulting assistance to small and medium sized Florida Companies in support of their export sales

- ❖ FEFC financial assistance is available only for exporters and transactions which meet the following requirements:
- ❖ The exporter/borrower must be registered to do business in Florida and be able to produce a current corporation, partnership or proprietorship registration
- ❖ The exporter/borrower must have less than 250 employees. Full and part time employees are included in this requirement
- ❖ The exporter/borrower must have less than \$6,000,000 of net worth
- ❖ The equity owner of the exporter/borrower must sign the FEFC application, all loan documents, and personally guarantee the loan
- ❖ The exporter/borrower must have a specific and verified order from a foreign buyer and the loan must be made to support the order
- ❖ The goods or services must be shipped from Florida. (Can be made any where)
- ❖ The maximum FEFC guarantee amount is 90% of the loan or \$500,000, which ever is the lowest (Special needs exception)
- ❖ The maximum term for guarantee is one year



FEFC & EXIM Bank


Regional Export Promotion Program Participant

The FEFC is a Participant of the Regional Exports Promotion Program (REPP) and offers Florida exporters access to export assistance programs offered by the EXIM Bank and the SBA. Services include packaging for EXIM Bank and SBA export working capital Guarantees, and other loan, insurance and guarantee programs offered by these Federal Government agencies.



Medium- Term Financing





Medium-Term Financing

- For the End-User of the equipment and Dealer Rental Fleets.
- For capital equipment and machinery.
- Quarterly payments of principal and interest.
- First payment is 6 months after export date or date of installation.
- 6 months to use the credit.
- 85% financed of the invoice amount.



What Can Be Financed Under the Medium-Term Program

- Equipment and machinery from diverse manufacturers and industries.
- Accessories to said equipment.
- Local Costs: CIF value, taxes and duties, the dealer can finance the servicing of the equipment for the end customer for up to a year.



Requirement Under the Medium-Term Program

- The equipment must be manufactured in the USA, with a preponderance of US components and value added.
- The equipment may be new or refurbished (some limitations maybe applicable on used equipment) and exported from the USA.
- The borrower must have at least 3 years of audited financial statements.
- Borrower must be located in a country that is not barred from working with Exim Bank.
- <https://www.exim.gov/resources/country-limitation-schedule>



Medium-Term Finance Costs

- The Exim Bank Country Risk Premium is integrated into the financing. This cost is established by Exim Bank and is for the lender's coverage over the financed amount. It varies from country-to-country.
- Approval fee: There is an approval fee. It is charged when the credit is approved, or it can be integrated into the financing.





USDA Foreign
Agricultural Export
Credit Guarantee
Program

GSM-102 Export Credit Guarantee Program

GSM-102 is an export finance solution that supports sales of U.S. agricultural products in overseas markets and helps U.S. companies export with confidence of payment.



U.S. Companies use GSM-102 to:

- Protect against non-payment by foreign bank
- Enhance borrowing capacity to overcome cash flow constraints by assigning credit guarantees to eligible U.S. financial institutions
- Develop and maintain business relationships in new markets or expand existing ones
- Allow their customers to access reliable, sustainable and quality supply of U.S. goods.



Program Features

Letter of credit driven

- 98% guarantee on principle payment by non-U.S. financial institution to U.S. financial institution.
- Credit terms up to 18 months.
- Developing and emerging market focused.
- Open to companies of all sizes, including small –and medium-sized businesses.
- No minimum transaction size.
- Eligible products include high-value, consumer oriented, intermediate and bulk goods.



Program Benefits

Non-U.S. Financial Institutions

- Access to U.S. dollar financing with correspondent U.S. financial institutions.
- Ability to borrow U.S. dollars at potentially lower interest rate.
- Ability to provide financing to importing customers.

Importers

- Ability to purchase high quality U.S. agricultural products.
- Opportunity for strengthened ties with banks and U.S. exporters.
- Enhanced ability to leverage favorable credit terms.

Program Benefits

(continue)

U.S. Exporter

- Expand export sales.
- Assurance of payment.
- Ability to target riskier markets.
- Provide avenue for importer to gain favorable credit terms.

U.S. Financial Institutions

- USDA takes majority risk.
- Can expand credit lines to correspondent non-U.S. banks with minimal added risk.
- Ability to lend at potentially reduced rates.

U.S. Trade and Development Agency

The U.S. Trade and Development Agency (USTDA) helps companies create U.S. jobs through the export of U.S. goods and services for priority infrastructure in emerging economies. USTDA links U.S. businesses to export opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

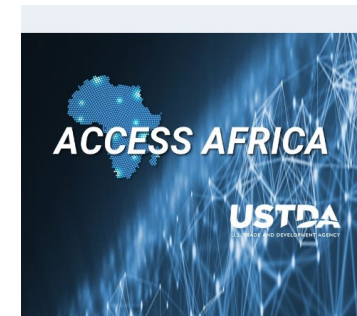
USTDA achieves its mission by funding feasibility studies, technical assistance and pilot projects that integrate U.S. private sector innovation into infrastructure projects at the critical early stages when design choices and technology options are determined. The agency also connects overseas projects sponsors with U.S. partners through its reverse trade missions, industry conferences and expert workshops.

www.ustda.gov/about

USTDA – Sub-Saharan Africa

For nearly 30 years, USTDA has connected African project sponsors and U.S. companies, bringing innovative private sectors solutions to development challenges. USTDA advances the U.S. government’s Prosper Africa and Power Africa initiatives, as well as USTDA’s Access Africa initiative.

(www.ustda.gov/regions/sub-Saharan-Africa)



USTDA – Industry Sectors

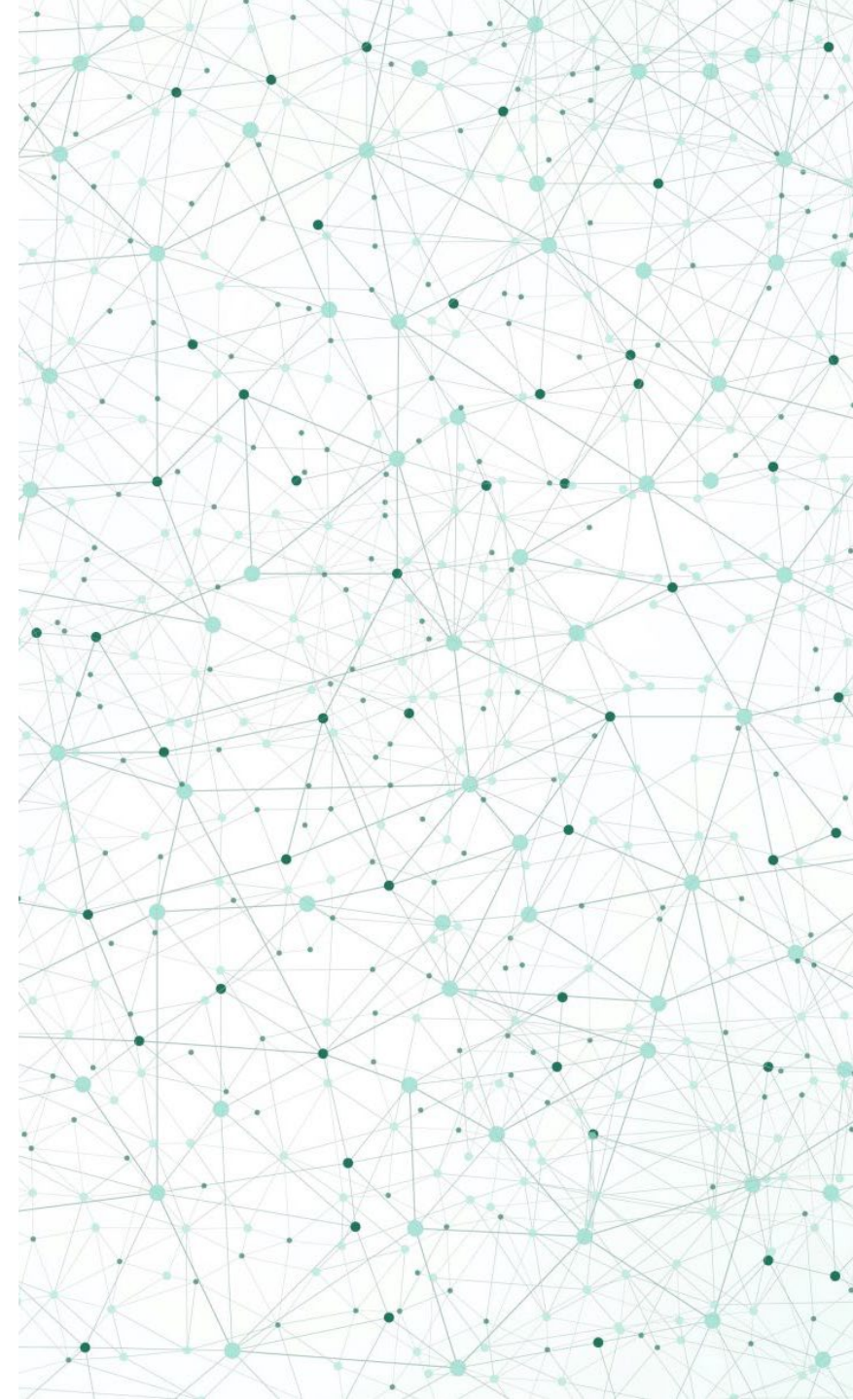
- Climate
- Clean Energy
- Transportation
- Digital Infrastructure
- Healthcare Infrastructure



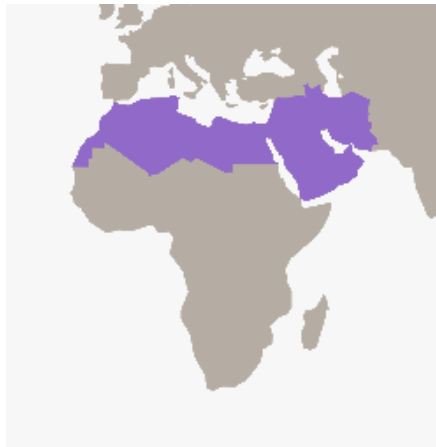
U.S. International Development Finance Corporation - DFC

U.S. International Development Finance Corporation (DFC) is America's development finance institution. DFC partners with the private sector to finance solutions to the most critical challenges facing the developing world today.

www.dfc.gov/who-we-are



DFC - Regions



Middle East and North Africa

The Middle East and North Africa region comprises multiple emerging economies as well as countries that are affected by current or past conflict and will benefit from investment as a stabilizing force.

www.dfc.gov/what-we-do/our-work#regions



Sub-Saharan Africa

Sub-Saharan Africa holds vast potential and requires significant investment to build critical infrastructure, expand access to electricity and technology, and address major challenges including the COVID-19 pandemic.

www.dfc.gov/what-we-do/our-work#regions

DFC — Industry Sectors

- Financing for Small Business and Women Entrepreneurs
- Climate
- Information and Communications Technology
- Healthcare
- Infrastructure
- Agriculture and Food Security

www.dfc.gov/what-we-do/our-work#sectors



FLORIDA EXPORT FINANCE CORPORATION

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