



Fred P. Hochberg, Chairman and President Export-Import Bank of the United States

Fred P. Hochberg is Chairman and President of the Export-Import Bank of the United States (Ex-Im Bank) and one of the highest ranking business leaders in the Obama Administration.

Under his leadership in FY 2013, Ex-Im Bank supported \$37.4 billion worth of U.S exports and 205,000 export related American jobs. Overall financing was \$27.3 billion with an all-time high of 3,842 authorizations. Also in FY 2013, Ex-Im Bank financed 3,413 transactions for small-business exporters, the highest number ever for small businesses, representing nearly 90 percent of transactions and 19 percent of total authorizations.



During Hochberg's tenure, the Bank has increased its focus on customers, both foreign buyers and U.S. exporters. It is seeking new markets for U.S. goods and services in emerging economies with growing infrastructure needs, including Mexico, Brazil, Colombia, Turkey, India, Indonesia, Vietnam, Nigeria and South Africa. Hochberg has also worked to expand the global footprint of key domestic industries in which U.S. exporters have a comparative advantage. These include renewable energy, construction and farm machinery, medical technology, agriculture, and avionics. In addition, he has streamlined processes, cut transaction times and introduced innovative new financial products.

As head of Ex-Im Bank, Chairman Hochberg plays an essential role in President Obama's National Export Initiative.

From 2004 to 2008, Hochberg was dean of Milano, The New School for Management and Urban Policy in New York, N.Y. From 1998 through 2001, he served as deputy, then acting administrator of the Small Business Administration (SBA), where he quadrupled lending to minority- and women-owned small businesses.

Prior to his service at SBA, Hochberg was the long-time President and Chief Operating Officer of the Lillian Vernon Corporation, where he led the transformation of a small, family mail order company into an international, publicly traded direct marketing corporation.

Hochberg is a past board member of the Port Authority of New York and New Jersey, the Citizens Budget Commission, and FINCA International Micro Finance. He was also an appointed representative to the New York State Financial Control Board.

A native of the greater New York metropolitan area, Hochberg received his undergraduate degree from New York University and his MBA from Columbia University. Hochberg's partner is writer Tom Healy.

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