PART 2000 - GENERAL

Subpart MMM - Memorandum of Understanding Between the Department of Agriculture Rural Development Mission Area and the Export-Import Bank of the United States

§ 2000.3201 General.

The Export-Import (Ex-Im) Bank is chartered under the Export-Import Bank Act of 1945, and is the government agency responsible for assisting the export financing of U.S. goods and services through a variety of loan, guarantee, and insurance programs. Ex-Im Bank administers its programs through its main office in Washington, D.C., and six regional offices. The U.S. Department of Agriculture, Rural Development has entered into a Memorandum of Understanding (MOU) to coordinate their programs to assist rural businesses in underserved rural areas, with emphasis on communities with the greatest financial need. Each Agency will apply its expertise and experience according to its legislative mandate.

§§ 2000.3202 - 2000.3211 [Reserved]

§ 2000.3212 Responsibilities.

This MOU will automatically terminate at the end of the third fiscal year after execution unless extended by agreement of both parties for an additional 2 fiscal years. Either party may terminate its participation in this program upon 30 days written notice to the other party.

§§ 2000.3213 - 2000.3225 [Reserved]

§ 2000.3226 Implementation.

The MOU is attached as Exhibit A.

§§ 2000.3227 - 2000.3250 [Reserved]

Attachment: Exhibit A.

000

DISTRIBUTION: WSDC Administration

General

# MEMORANDUM OF UNDERSTANDING BETWEEN THE EXPORT-IMPORT BANK OF THE UNITED STATES AND THE U.S. DEPARTMENT OF AGRICULTURE

THE U.S. DEPARTMENT OF AGRICULTURE RURAL BUSINESS-COOPERATIVE SERVICE

# I. PURPOSE:

The Export-Import Bank of the United States ("Ex-Im Bank") and the U.S. Department of Agriculture ("USDA"), acting through the Rural Business-Cooperative Service ("RBS"), an agency of the Rural Development mission area, (together the "Agencies" or the "Parties") intend to coordinate their programs to assist rural businesses in underserved rural areas, with emphasis on communities with the greatest financial need. Each Agency will apply its expertise and experience according to its legislative mandate.

The Agencies will cooperate to:

- 1. Improve conditions in which businesses in underserved rural areas can access export financing. Emphasis will be placed on communities with the greatest financial need, such as Empowerment Zones ("EZs"), Enterprise Communities ("ECs"), and Champion Communities ("CCs"). The Secretary of Agriculture has designated eight (8) rural EZs and fifty (50) ECs as authorized under Title XIII of the Omnibus Budget Reconciliation Act of 1993. CCs are communities that were not selected for EZ or EC status. Other communities to be targeted for assistance include communities with long-term population decline, communities that have remained persistently poor over the past 60 years, communities experiencing trauma as a result of natural disaster, communities experiencing fundamental structural changes, and communities with high unemployment rates;
- 2. Coordinate the delivery of business development programs in underserved rural areas, with emphasis on the aforementioned communities with the greatest financial need;
- 3. Develop working partnerships with other federal, state, county, and local agencies; private organizations; commercial and financial institutions; and 1862/1890s Historically Black Land Grant Colleges and Universities ("HBCUs") to facilitate and support the development of strong businesses in underserved rural areas, with emphasis on the aforementioned communities with the greatest financial need; and

RD Instruction 2000-MMM Exhibit A Page 2

4. Foster and support sustainable business development, employment, and quality of life for residents in underserved rural areas, with emphasis on the aforementioned communities with the greatest financial need.

#### II. AUTHORITY

#### **USDA**

RBS is one of the agencies of the Rural Development mission area reporting directly to the Under Secretary for Rural Development. Available programs to assist business development, including direct and guaranteed loans and grants, are the Business and Industry ("B&I") Direct and Guaranteed Loan Programs, the Rural Business Enterprise Grant ("RBEG") Program, the Rural Business Opportunity Grant ("RBOG") Program, the Rural Economic Development Loan and Grant ("REDLG") Programs, and the Intermediary Relending Program ("IRP"), which are all administered through a network of state and substate offices. The B&I programs and the RBEG program are authorized by section 310B of the Consolidated Farm and Rural Development Act (7 U.S.C. §1932), the RBOG program is authorized by section 741 of the Federal Agriculture Improvement and Reform Act of 1996 (7 U.S.C. §306), the REDLG programs are authorized by section 313 of the Rural Electrification Act of 1936 (7 U.S.C. §1703), and the IRP is authorized by section 1323 of the Food Security Act of 1985 (7 U.S.C. §1932 note). See Attachment I for a listing of USDA Rural Development State Offices.

# EX-IM BANK

The Ex-Im Bank is chartered under the Export-Import Bank Act of 1945, and is the government agency responsible for assisting the export financing of U.S. goods and services through a variety of loan, guarantee, and insurance programs. Ex-Im Bank administers its programs through its main office in Washington, D.C., and six regional offices. Ex-Im Bank provides additional services through its City/State Partners Program and the U.S. Export Assistance Centers at various venues throughout the United States. See Attachment II for a listing of Export-Import Bank Regional Offices.

Ex-Im Bank has undertaken a major effort to reach more small and new business exporters and provide them with better financing facilities and services, to increase the value of these facilities and services to the exporting community, and to increase the dollar amount of Ex-Im Bank's authorizations supporting small and new business exports.

# III. RESPONSIBILITIES

RBS and Ex-Im Bank will coordinate delivery of their respective programs to businesses in underserved rural areas, with emphasis on communities with the greatest need, by joint activities which may include but are not limited to the following:

- 1. The Agencies may provide joint financing of companies under appropriate circumstances;
- 2. Each Agency field office will advise applicants of the potential availability of a portion of a customer's financing from the other Agency, when appropriate;
- 3. Each Agency will provide local financial institutions with its program information and will encourage lenders to inform applicants about the relevant programs of both Agencies;
- 4. The Ex-Im Bank will assist RBS when possible in meeting the goals and objectives of the HBCU Initiative (see Attachment III for listing of HBCU Initiative's goals and objectives);
- 5. Each Agency will be responsible for servicing its own loans, guarantees, and grants and will inform the other Agency of any material change in any loan, guarantee, or grant which, to its knowledge, could have an adverse effect on the other Agency's financial assistance;
- 6. Where necessary, each Agency will conduct liquidation proceedings on a case-by-case basis in coordination with the other Agency to minimize loss to the Government;
- 7. Each Agency field office will exchange information, including brochures and training schedules, and will maintain the other Agency's information to distribute through the local offices;
- 8. Whenever possible, each Agency will provide representatives to explain programs and policies in training meetings sponsored by the other Agency; and

The Ex-Im Bank Manager for Domestic Business Development and the RBS Deputy Administrator for Business Programs, or their designees, will meet at least annually to review the previous year's joint activities and plan future work under this Agreement.

# IV. AMENDMENTS

The parties may amend this Agreement at any time by written agreement.

(06-14-00) PN 320

RD Instruction 2000-MMM Exhibit A Page 4

#### V. TERM

This Agreement will take effect on the date of execution and will remain in effect for three (3) years, at which time the Parties may renew the Agreement for two (2) additional years by written agreement.

#### VI. TERMINATION

Either Agency may terminate this Agreement on 30 days written notice to the other Agency.

# VII. CONTACT PERSONS

For Ex-Im Bank, Gerald D. Solomon, Manager, Domestic Business Development, will be the responsible officer. For Rural Development/RBS, William F. Hagy III, Deputy Administrator, Business Programs, will be the responsible officer.

## Export-Import Bank of the United States

Rural Business-Cooperative Service U.S. Department of Agriculture

/S/ /S/

WILLIAM W. REDWAY

Group Manager, New & Small Business Export-Import Bank of the United States 811 Vermont Avenue, NW.

Washington, D.C. 20571

Worldwide Telephone: U.S. Toll Free Telephone: (800) 565-3946 Fax Number: (202) 690-3808

Internet Address:

DAYTON J. WATKINS

Administrator

Rural Business-Cooperative Service 1400 Independence Avenue, SW.

Washington, D.C. 20250

(202) 565-3946 Telephone: (202) 690-4730

(202) 565-3380 Internet Address:

www.exim.gov www.rurdev.usda.gov

03/02/2000 09/21/1999

Date Date

RD Instruction 2000-MMM Exhibit A Attachment I Page 1 (Revision 1)

# USDA Rural Development State Offices

# State Offices:

Alabama State Office

Suite 601, Sterling Centre 4121 Carmichael Road Montgomery, AL 36106-3683 Telephone: (334) 279-3400 (334) 279-3484 Fax:

Arizona State Office

Phoenix Corporate Center 3003 North Central Avenue, Suite 900 Room 3416

Phoenix, AZ 85012-2906 Telephone: (602) 280-8700 Fax: (602) 280-8770

California State Office

430 G Street, Agency 4169 Davis, CA 95616-4169

Telephone: (530) 792-5800 Fax: (530) 792-5837

Delaware/Maryland State Office

4607 South DuPont Highway

P.O. Box 400

Camden, DE 19934-9998 Telephone: (302) 697-4300 Fax: (302) 697-4390

Georgia State Office

Stephens Federal Building 355 E. Hancock Avenue Athens, GA 30601-2768

Telephone: (706) 546-2162 Fax: (706) 546-2152 Alaska State Office

800 West Evergreen

Suite 201

Palmer, AK 99645-6539 Telephone: (907) 745-2176 Fax: (907) 745-5398

Arkansas State Office

700 W. Capitol Avenue

Little Rock, AR 72201-3225 Telephone: (501) 301-3200 Fax: (501) 301-3278

Colorado State Office

655 Parfet Street, Room E100

Lakewood, CO 80215

Telephone: (303) 236-2801 Fax: (303) 236-2854

Florida/VI State Office

4440 N.W. 25th Place

P.O. Box 147010

Gainesville, FL 32614-7010 Telephone: (352) 338-3400 Fax: (352) 338-3405

Hawaii State Office

Federal Building, Room 311 154 Waianuenue Avenue

Hilo, HI 96720

Telephone: (808) 933-3000 (808) 933-6901 Fax:

RD Instruction 2000-MMM Exhibit A Attachment I Page 2 (Revision 1)

# State Offices:

#### Idaho State Office

9173 West Barnes Drive Suite Al

Boise, ID 83709

Telephone: (208) 378-5600 Fax: (208) 378-5643

#### Indiana State Office

5975 Lakeside Blvd. Indianapolis, IN 46278

Telephone: (317) 290-3100 Fax: (317) 290-3095

#### Kansas State Office

1200 SW Executive Drive P.O. Box 4653 Topeka, KS 66604

Telephone: (785) 271-2700 Fax: (785) 271-2708

# Louisiana State Office

3727 Government Street Alexandria, LA 71302

Telephone: (318) 473-7920 Fax: (318) 473-7829

## Massachusetts/CT/RI State Office

451 West Street Amherst, MA 01002

Telephone: (413) 253-4300 Fax: (413) 253-4347

## Minnesota State Office

410 AgriBank Building 375 Jackson Street St. Paul, MN 55101-1853

Telephone: (651) 602-7800 Fax: (651) 602-7824

#### Illinois State Office

Illini Plaza, Suite 103 1817 South Neil Street Champaign, IL 61820

Telephone: (217) 398-5235 Fax: (217) 398-5337

#### Iowa State Office

873 Federal Building 210 Walnut St.

Des Moines, IA 50309

Telephone: (515) 284-4663 Fax: (515) 284-4859

## Kentucky State Office

771 Corporate Drive

Suite 200

Lexington, KY 40503

Telephone: (606) 224-7300 Fax: (606) 224-7340

# Maine State Office

444 Stillwater Avenue, Suite 2 P.O. Box 405

Bangor, ME 04402-0405 Telephone: (207) 990-9106

Fax: (207) 990-9165

## Michigan State Office

3001 Coolidge Road, Suite 200 East Lansing, MI 48823

Telephone: (517) 324-5100 Fax: (517) 324-5225

## Mississippi State Office

Federal Building, Suite 831 100 W. Capitol Street

Jackson, MS 39269

Telephone: (601) 965-4316 Fax: (601) 965-5384

# State Offices:

#### Missouri State Office

601 Business Loop 70 West Parkdale Center, Suite 235 Columbia, MO 65203

Telephone: (573) 876-0976 Fax: (573) 876-0977

#### Nebraska State Office

Federal Building, Room 152 100 Centennial Mall N Lincoln, NE 68508

Telephone: (402) 437-5551 Fax: (402) 437-5408

#### New Jersey State Office

Tarnsfield Plaza, Suite 22 790 Woodlane Road Mt. Holly, NJ 08060

Telephone: (609) 265-3600 Fax: (609) 265-3651

# New York State Office

The Galleries of Syracuse
441 S. Salina Street, Suite 357
Syracuse, NY 13202-2541
Telephone: (315) 477-6400
Fax: (315) 477-6438

# North Dakota State Office

Federal Building, Room 208
220 East Rosser
P.O. Box 1737
Bismarck, ND 58502-1737
Telephone: (701) 250-4781
Fax: (701) 250-4670

#### Oklahoma State Office

100 USDA, Suite 108 Stillwater, OK 74074-2654 Telephone: (405) 742-1000 Fax: (405) 742-1005

#### Montana State Office

Unit 1, Suite B
P.O. Box 850
900 Technology Boulevard
Bozeman, MT 59715

Telephone: (406) 585-2580 Fax: (406) 585-2565

#### Nevada State Office

1390 South Curry Street Carson City, NV 89703-9910 Telephone: (702) 887-1222 Fax: (702) 885-0841

#### New Mexico State Office

6200 Jefferson Street, NE
Room 255
Albuquerque, NM 87109
Telephone: (505) 761-4950
Fax: (505) 761-4976

# North Carolina State Office

4405 Bland Road Suite 260 Raleigh, NC 27609

Telephone: (919) 873-2000 Fax: (919) 873-2075

# Ohio State Office

Federal Building
Room 507
200 North High Street
Columbus, OH 43215-2477
Telephone: (614) 469-5606
Fax: (614) 469-5802

#### Oregon State Office

101 SW Main, Suite 1410
Portland, OR 97204-3222
Telephone: (503) 414-3300
Fax: (503) 414-3386

RD Instruction 2000-MMM Exhibit A Attachment I Page 4

# State Offices:

## Pennsylvania State Office

One Credit Union Place Suite 330 Harrisburg, PA 17110-2996 Telephone: (717) 237-2299

Fax: (717) 237-2191

#### South Carolina State Office

Strom Thurmond Federal Building 1835 Assembly Street, Room 1007

Columbia, SC 29201

Telephone: (803) 765-5163 Fax: (803) 765-5633

#### Tennessee State Office

Suite 300 3322 West End Avenue

Nashville, TN 37203-1084 Telephone: (615) 783-1300 Fax: (615) 783-1301

# Utah State Office

Wallace F. Bennett Federal Building 125 South State Street, Room 4311 P.O. Box 11350

F.O. BOX 11330

Salt Lake City, UT 84147-0350 Telephone: (801) 524-4320 Fax: (801) 524-4406

# Virginia State Office

Culpeper Building, Suite 238 1606 Santa Rosa Road

Richmond, VA 23229

Telephone: (804) 287-15 Fax: (804) 287-1721

## West Virginia State Office

Federal Building

75 High Street, Room 320 Morgantown, WV 26505-7500 Telephone: (304) 291-4791 Fax: (304) 291-4032

#### Puerto Rico State Office

New San Juan Office Bldg., Rm. 501 159 Carlos E. Chardon Street Hato Rey, PR 00918-5481 Telephone: (787) 766-5095 Fax: (787) 766-5844

#### South Dakota State Office

Federal Building, Room 210 200 Fourth Street, SW

Huron, SD 57350

Telephone: (605) 352-1100 Fax: (605) 352-1146

#### Texas State Office

Federal Building, Suite 102 101 South Main

Temple, TX 76501

Telephone: (254) 742-9700 Fax: (254) 742-9709

# Vermont/NH State Office

City Center, 3rd Floor

89 Main Street

Montpelier, VT 05602

Telephone: (802) 828-6000 Fax: (802) 828-6018

# Washington State Office

1835 Black Lake Boulevard, SW Suite B

Olympia, WA 98512-5715

Telephone: (360) 704-7740 Fax: (360) 704-7742

#### Wisconsin State Office

4949 Kirschling Court Stevens Point, WI 54481

Telephone: (715) 345-7600 Fax: (715) 345-7669

RD Instruction 2000-MMM Exhibit A Attachment I Page 5

# State Offices:

# Wyoming State Office

100 East B Federal Building, Room 1005 P.O. Box 820 Casper, WY 82602

Telephone: (307) 261-6300 Fax: (307) 261-6327

#### Export-Import Bank Regional Offices

## Regional Offices:

New York

U.S. Export Assistance Center 6 World Trade Center Suite 238

New York, NY 10048

Telephone: (212) 466-2950 Fax: (212) 466-2959

Miami

U.S. Export Assistance Center 5600 NW 36th Street, Suite 617 P.O. Box 590570 (use when mailing) Suite 2440

Miami, FL 33159-0570

Telephone: (305) 526-7425 (305) 526-7435

Houston

1880 South Dairy Ashford II Suite 585

Houston, TX 77077

Telephone: (281) 721-0465 (281) 679-0156 Fax:

Washington, DC

Export-Import Bank of the United States

811 Vermont Avenue, NW

Room 907

Washington, D.C. 20571 Telephone: (202) 565-3940 Fax: (202) 565-3932

Chicago

U.S. Export Assistance Center

55 W. Monroe Street

Chicago, IL 60603

Telephone: (312) 353-8081 Fax: (312) 353-8098

Long Beach

U.S. Export Assistance Center

One World Trade Center

Suite 1670

Long Beach, CA 90831

Telephone: (562) 980-4580 Fax: (562) 980-4590

Satellite-Orange County, CA

Telephone: (949) 660-1688 ext 150

Fax: (949) 660-8039

Tricia Snow

Satellite-San Jose, CA

Telephone: (408) 271-7300 ext 104

Fax: (408) 271-7307

Jim Lucchesi

000

Listing of the 1890s Institutions with which the USDA Rural Development mission area, through RBS, continues to work in partnership:

Alcorn State University Delaware State University Florida A&M University Fort Valley State University Hampton University Kentucky State University Langston University Lincoln University North Carolina State University Prairie View University South Carolina State University Southern University and A&M College Tennessee State University Tuskegee University University of Arkansas-Pine Bluff University of Maryland-Eastern Shore

The objectives and goals to be achieved through the 1890/HBCU Initiative are as follows:

- \* Develop income-producing projects for under-developed rural communities.
- \* Provide technical assistance to new and existing businesses.
- \* Assist communities in leveraging other resources via State, local, private and/or federal funding.
- \* Create self-sustaining, long-term economic development in targeted areas of high unemployment through partnerships with the Universities and community-based organizations.
- \* Assist and guide these communities in becoming self-sustainable.