



EXPORT FINANCE ASSISTANCE CENTER *of Washington*

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The **Export Finance Assistance Center of Washington (EFACW)** was created by the Washington State legislature in 1983 to provide *free* export finance counseling assistance to small and medium-sized businesses that are currently exporting or are interested in exporting their goods and services.

SERVICES WE PROVIDE:

Information on Export Finance

- International payment methods
- Assessing buyer credit worthiness
- Risk mitigation techniques and strategies
- U.S. Export-Import Bank guarantee and insurance programs
- Overseas Private Investment Corporation (OPIC) programs

Consulting Services

- Understand payment mechanisms for international trade
- Develop a foreign buyer credit policy
- Structure a transaction to provide assurance of payment
- Take advantage of foreign exchange strategies
- Incorporate competitive payment terms into sales contracts

Seminars and Training

- Export finance seminars for new and experienced exporters
- Resources for financial institutions, especially on U.S. government-guaranteed loan programs

Referral Network

- Federal and state organizations who support trade, including the U.S. Department of Commerce's Commercial Service and the Washington State Departments of Commerce and Agriculture
- Public and private organizations that foster trade, economic growth, and business development
- Bank and non-bank lenders who provide trade finance services and participate in government-guaranteed loan programs
- Insurance companies and brokers who underwrite Export-Import Bank and private credit insurance policies
- Credit reporting agencies that provide reports on foreign companies in more than 200 countries, which help qualify buyers.

EFACW is a City-State Partner of the Export-Import Bank of the United States.