

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.

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DISTRIBUTION: WSDC

Administration
General

MEMORANDUM OF UNDERSTANDING
BETWEEN
THE EXPORT-IMPORT BANK OF THE UNITED STATES
AND
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

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.

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**

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/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: (202) 565-3946
U.S. Toll Free Telephone: (800) 565-3946
Fax: (202) 565-3380
Internet Address: www.exim.gov

DAYTON J. WATKINS
Administrator
Rural Business-Cooperative Service
1400 Independence Avenue, SW.
Washington, D.C. 20250
Telephone: (202) 690-4730
Fax Number: (202) 690-3808
Internet Address: www.rurdev.usda.gov

03/02/2000
Date

09/21/1999
Date

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
Fax: (334) 279-3484

Arizona State Office

Phoenix Corporate Center
3003 North Central Avenue, Suite 900
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
Room 3416
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 Waiianuenue Avenue
Hilo, HI 96720
Telephone: (808) 933-3000
Fax: (808) 933-6901

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

State Offices:

Idaho State Office

9173 West Barnes Drive
Suite A1
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

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
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

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

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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

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

Miami

U.S. Export Assistance Center
5600 NW 36th Street, Suite 617
P.O. Box 590570 (use when mailing)
Miami, FL 33159-0570
Telephone: (305) 526-7425
Fax: (305) 526-7435

Chicago

U.S. Export Assistance Center
55 W. Monroe Street
Suite 2440
Chicago, IL 60603
Telephone: (312) 353-8081
Fax: (312) 353-8098

Houston

1880 South Dairy Ashford II
Suite 585
Houston, TX 77077
Telephone: (281) 721-0465
Fax: (281) 679-0156

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

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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.

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