



FRED P. HOCHBERG

Fred P. Hochberg is a seasoned business executive and government leader who has navigated organizations through diverse and complex challenges, leading all to new heights and stronger positions to thrive in a 21st century economy.

Most recently, he was a fall 2017 Pritzker fellow at the University of Chicago Institute of Politics, conducting a seminar on global trade policy. This follows Hochberg having recently concluded his service as the longest serving Chairman in the history of the Export-Import Bank of the United States (EXIM), guiding the institution through unprecedented economic conditions and political opposition. Serving through all eight years of the Obama Administration, EXIM supported more than 1.4 million American jobs, financed exports with a value exceeding \$240 billion, and generated \$3.8 billion in surplus revenue for U.S. taxpayers during Hochberg's tenure. Hochberg brought a customer-centric focus to the Bank, pushing the institution to meet the needs of American businesses, particularly small business exporters, through product innovation and improved customer service.

Prior to his role as Chairman and President of EXIM, Hochberg served as Dean of the Milano School of International Affairs, Management, and Urban Policy at the New School in New York City, where he raised the school's profile, oversaw the development of a core curriculum, and improved the school's finances. During the Clinton Administration, Hochberg was Deputy Administrator, and then Acting Administrator of the Small Business Administration, where he focused on boosting lending to women- and minority-owned small businesses and implementing a new loan processing technology for the agency.

Prior to his government service and time in academia, Hochberg was at the helm of his family's direct marketing business, Lillian Vernon, guiding the company from \$5 million to \$180 million in annual sales during his 18 years in company leadership. Hochberg grew the company's product offering, helped make the brand a household name, and took the company public in 1987. Hochberg is a past Board Commissioner of the Port Authority of New York and New Jersey and the Citizens Budget Commission, and a member of the Board of FINCA International Micro Finance. He is also a former representative to the New York State Financial Control Board.

Finally, Hochberg served as a board member and later as co-chair of the Human Rights Campaign, the United States' largest LGBT rights advocacy organization. He is also the founder of the David Bohnett LGBT Leadership Fellows Scholarship at the John F. Kennedy School of Government at Harvard University.