

Jerry R. Avila

Regional Manager, SBA Export Express Loan Guarantee Program

[U.S. Small Business Administration \(SBA\)](#)

Jerry Avila has over 30 years of international banking experience in both the public and private sectors. As a career international trade specialist, he has managed Barclays Bank's Trade Finance Marketing and International Operations group responsible for Northern California in San Francisco until Barclays sold its California group in 1988. Subsequently he managed U.S. Bank's trade finance activities in various states and its California EDGE Corporation which he helped establish in Northern California. He first managed US Bank's Trade Services in Oregon then subsequently in California and Nevada until its sale. Following US Bank, he was appointed by then Governor Gray Davis as the Director of the California Export Finance Office (CEFO) and was subsequently given the added responsibility as the Acting Director of the Office of Small Business. Up until the recall of Gray Davis and the closure of the Technology, Trade & Commerce Agency he was responsible for a number of State guarantee programs which included CEFO, the Loan Guarantee Program which in itself had over \$110 million in guarantees supporting over \$210 million in loans to small businesses statewide plus the RUST, SSED and Child Care Programs. He is currently with the U.S. Small Business Administration's Office of International Trade's Export Solutions Group serving as the Northern California Regional Manager promoting SBA's International Programs by working directly with lenders and California businesses.