

# MVEDC 101



- ▶ **M**VEDC Facilitates Economic Development
- ▶ **V**isible and Active in the Community
- ▶ **E**mpowers Entrepreneurs
- ▶ **D**edicated to Job Creation
- ▶ **C**ollaborates with other Organizations

MISSION



## TIP-Long Term Strategy/Short Term Tactical Objectives

- ▶ *The Mahoning Valley Economic Development Corporation will continue to promote economic development and employment opportunities through business creation, expansion, and retention.*
- ▶ *MVEDC will establish a diversified portfolio of loan programs; strengthen relationships with financial, educational, business, government, and development organizations, and establish a venture capital program to attract investors for new business opportunities.*
- ▶ *MVEDC shall aspire to become a premier regional economic development organization and will focus on providing services and opportunities for all residents of the Mahoning Valley.*

# VISION





Mahoning Valley Economic Development Corporation  
**Comprehensive Operational Plan**

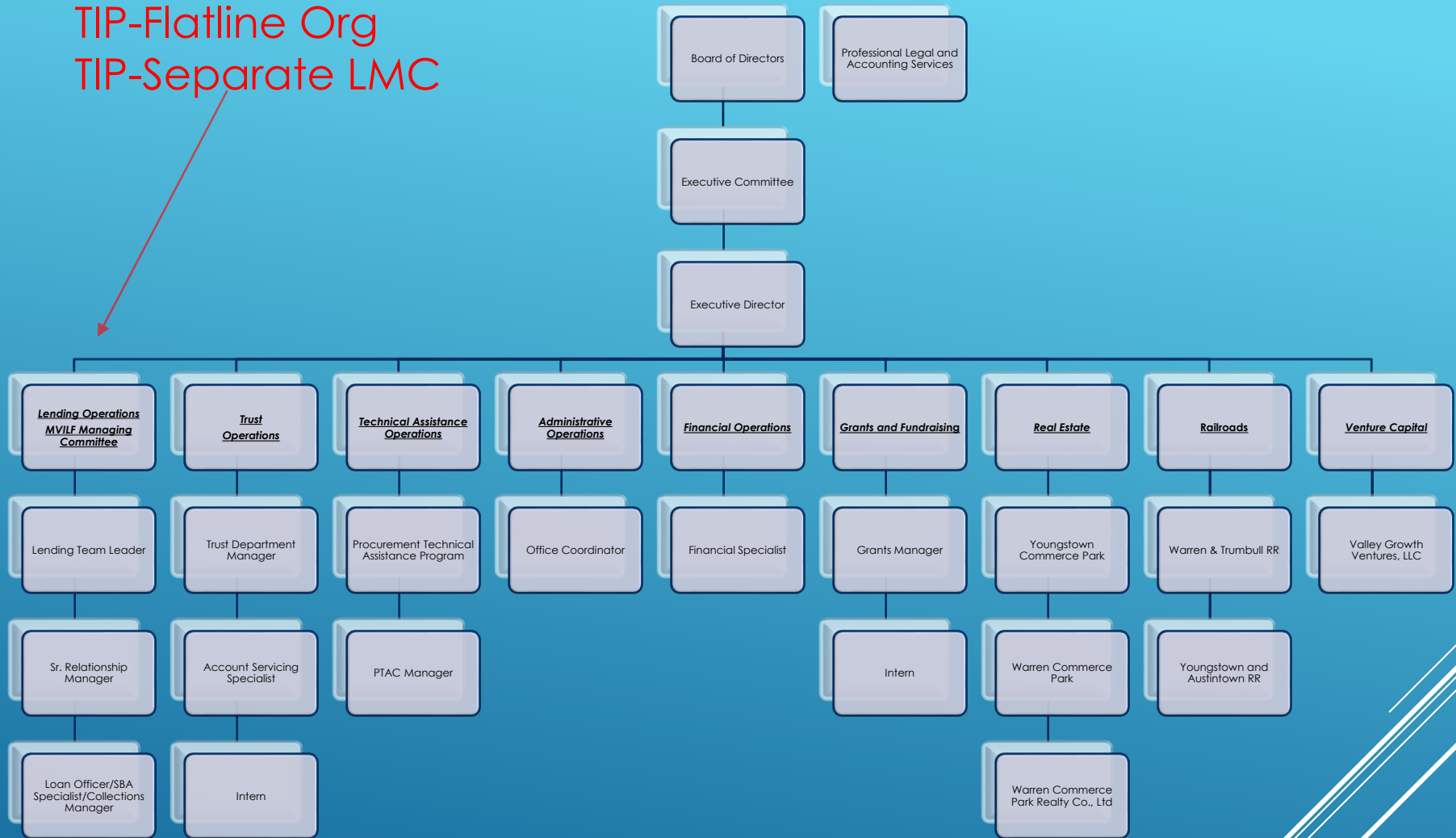
MVEDC  
**Comprehensive Operational Plan**

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# GOVERNING DOCUMENTS

TIP-Flatline Org  
TIP-Separate LMC



# MVEDC ORGANIZATION CHART



# *“A Three-Leg Stool”*

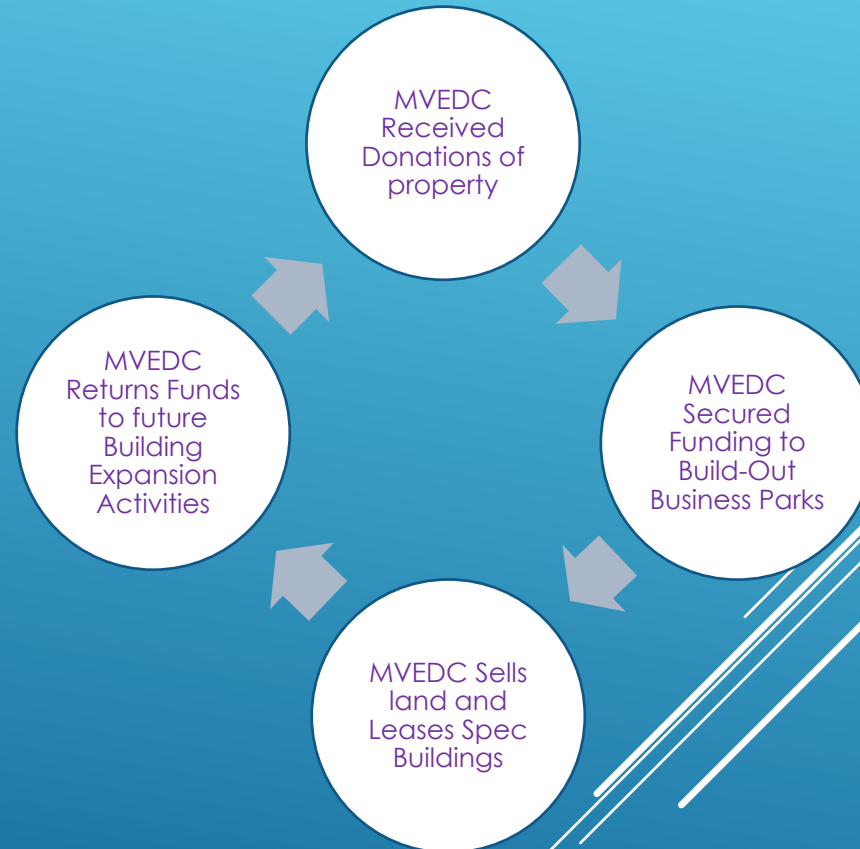
- ▶ Commercial Lending
- ▶ Real Estate
- ▶ Railroads

MVEDC BUSINESS MODEL



# MVEDC Business Model

(Real Estate Operations)



MVEDC affiliates are all 501-c-3 except for a RE Partnership .

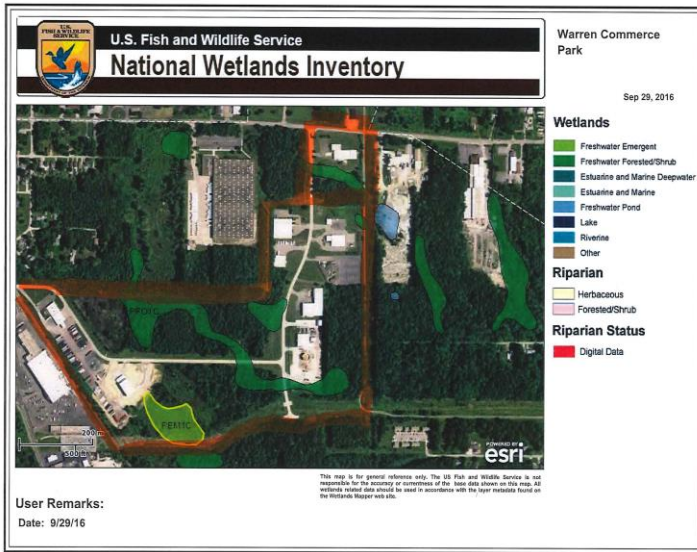
24 Companies Currently Operating  
1,290,000 Space Under Roof  
Two spec Buildings Currently Occupied  
Over 900 Employed





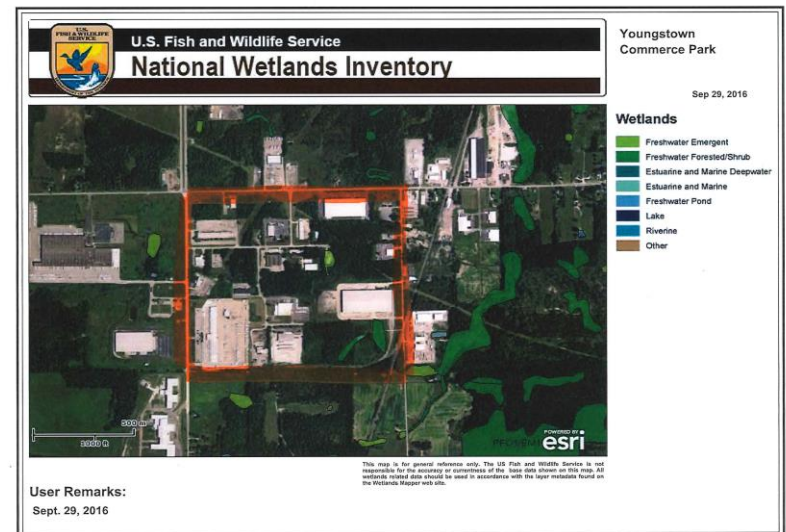
TWO BUSINESS PARKS  
WITH OVER 400 ACRES OF  
DEVELOPED LAND

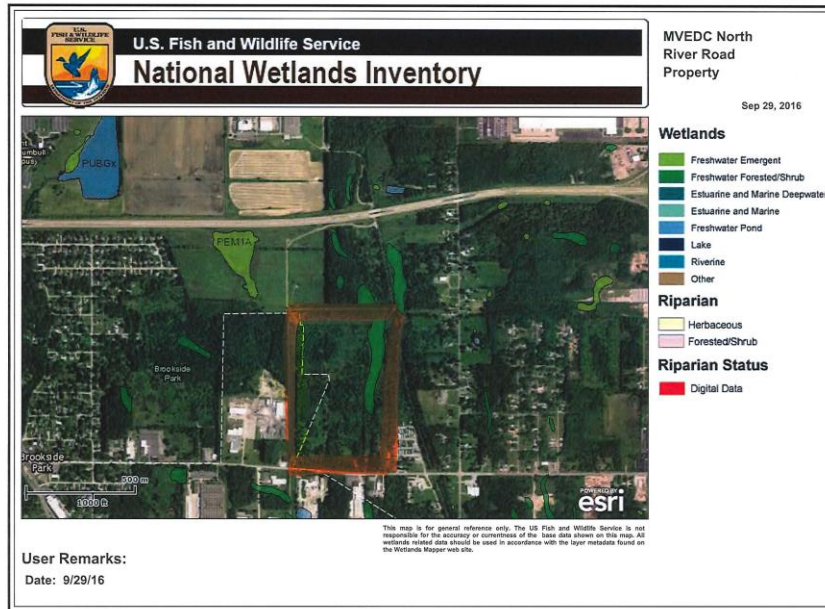




# WARREN COMMERCE PARK— 127 ACRES

# YOUNGSTOWN COMMERCE PARK—258 ACRES

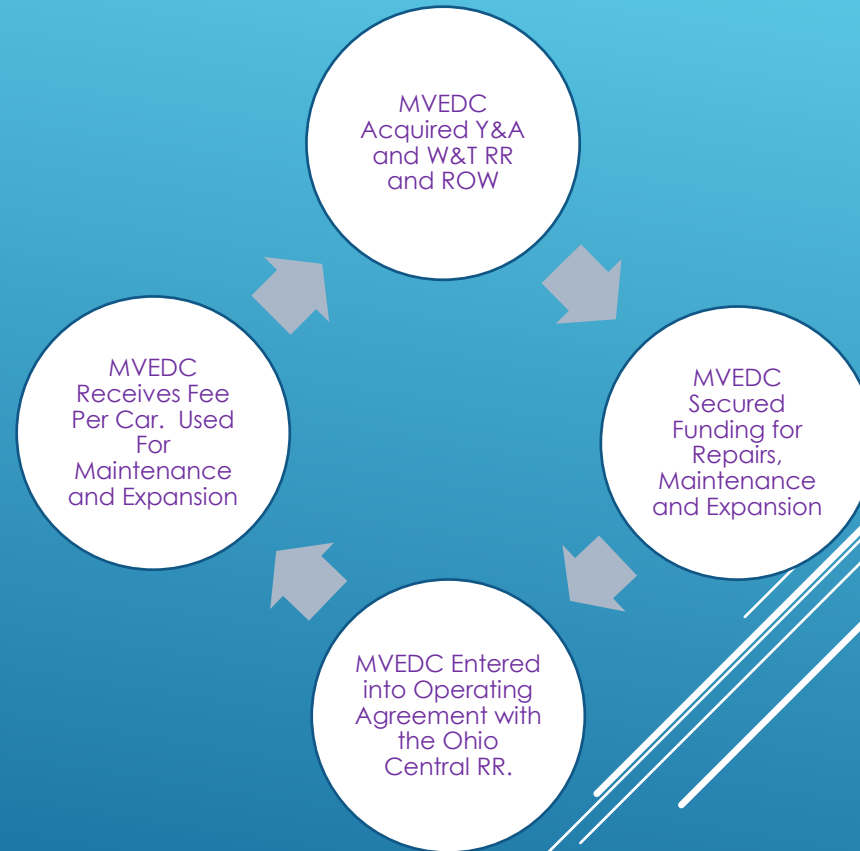




45 ACRE UNDEVELOPED PARCEL

# MVEDC Business Model

(Railroad Operations)

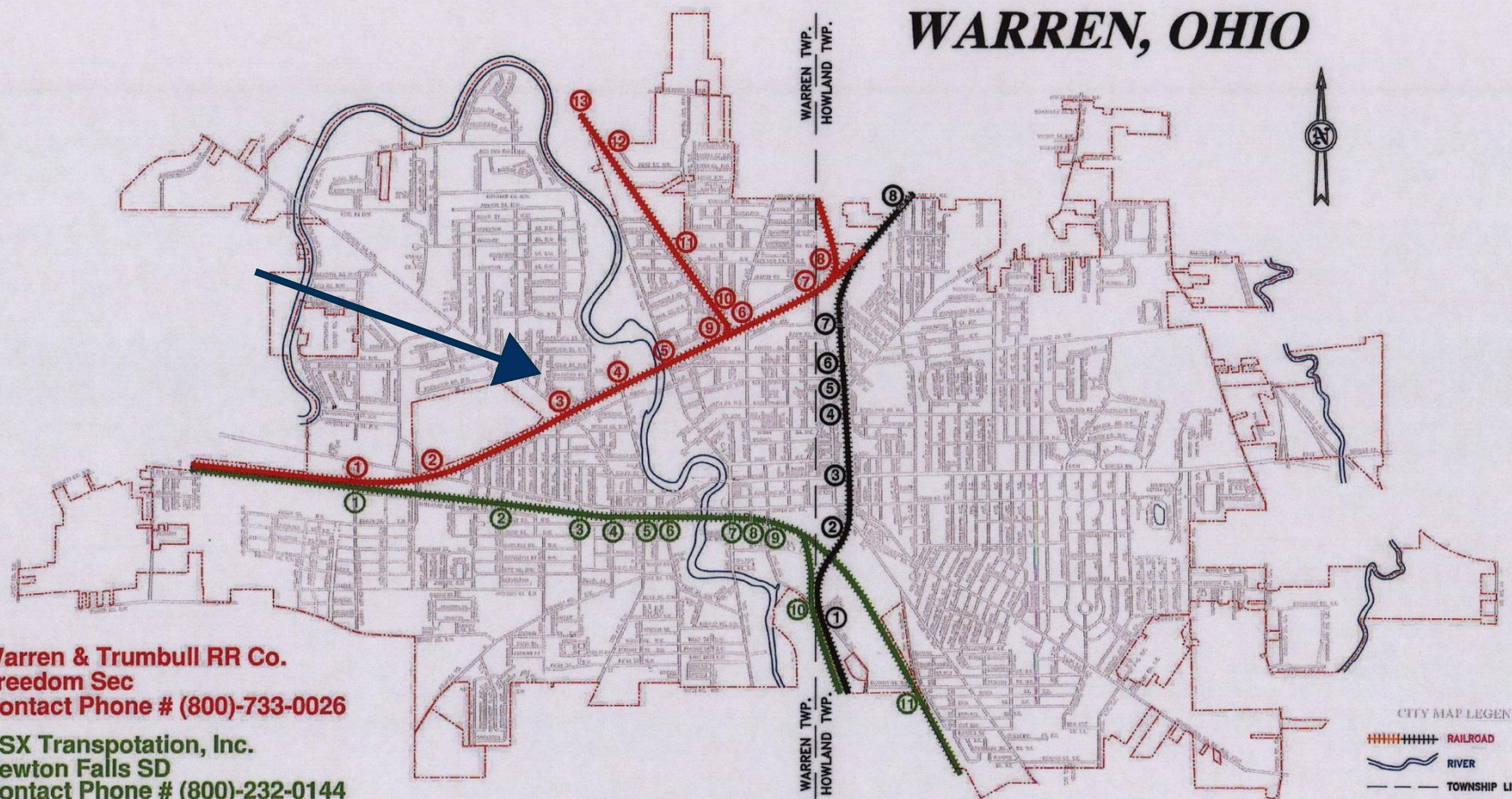


MVEDC RR affiliates are all 501-c-3's

- Two Operating RR's- W&TRR and Y&ARR
- RR Activity –733 Cars Hauled
- Seven businesses served
- Multiple License Agreement Revenues



# WARREN, OHIO



**Warren & Trumbull RR Co.**  
**Freedom Sec**  
**Contact Phone # (800)-733-0026**

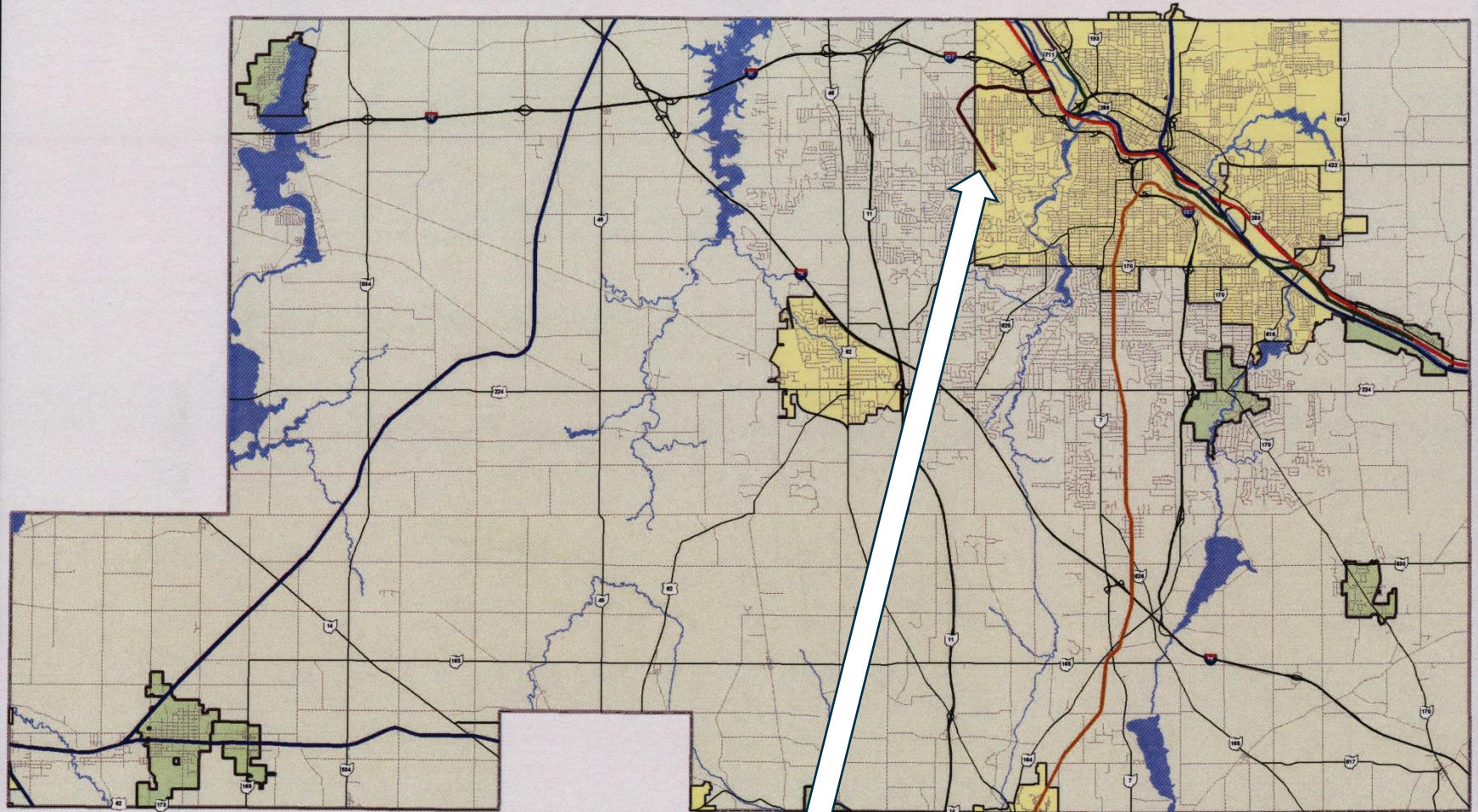
**CSX Transportation, Inc.**  
**Newton Falls SD**  
**Contact Phone # (800)-232-0144**

**Warren & Trumbull RR Co.**  
**Niles Sec**  
**Contact Phone # (800)-733-0026**

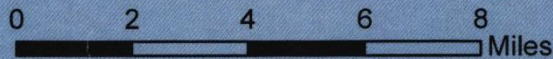
**Use AARDOT on chart  
to refer to RR crossing**

# Mahoning County Railroads

Map 1



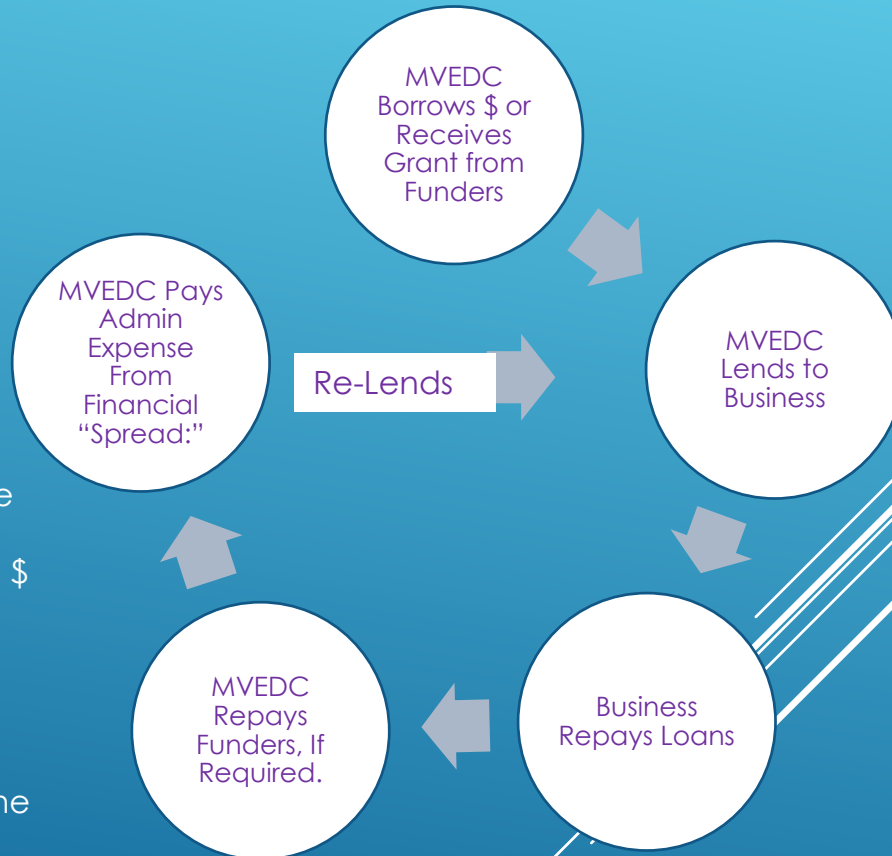
- CSX Transportation, Inc.
- Norfolk Southern Corporation
- Youngstown Belt
- Mahoning Valley Railroad
- Youngstown & Austintown Railroad Company
- Youngstown and Southeastern Railroad



Source: CSX Transportation, Inc  
Genesee & Wyoming Railroad Company  
Norfolk Southern Corporation  
Ohio Rail Development Commission

# MVEDC Business Model

(Lending Operations)



“Spread” is based on the difference between the average interest rate on \$ borrowed and average interest rate on \$ lent.

Or

In the case of a grant, the actual administrative expense of operating the RLF.



# WHAT IS MVEDC?



# TIP-Brand Recognition

In the  
Last 24  
Months

## WE HELPED 98 LOCAL BUSINESSES GROW WITH \$7.8 MILLION IN LOANS



### GROW BIZ FUND

State and federal loan programs are available to help you start or grow your business. We can help you secure these low-interest loans.



### INDUSTRIAL PARKS

Great locations, attractive pricing and access to financing for property and building transactions that create employment opportunities.



### SELL TO THE GOVERNMENT

Market your goods and services to the military and other federal, state and local government agencies. Our free program will show you how.



### MINORITY BUSINESSES

Help with loans in partnership with the Minority Business Assistance Center.

Here are some banks we partner with to provide the best loan choices for businesses:



Mahoning Valley Economic  
Development Corporation

330.759.3668 | [www.MVEDC.com](http://www.MVEDC.com)

THE GROWTH  
PEOPLE



USE THE  
**QUICK LOAN  
QUALIFIER**

at [www.GrowBizFund.com](http://www.GrowBizFund.com)  
to INSTANTLY determine the  
best options for loan sources,  
payments and rates.



# TIP-Communicate frequently with Partners & Stakeholders



## Small Business Borrowers' Bill of Rights Attestation Form for Lenders and Credit Marketplaces

### Summary of Attestation

My organization actively supports and adheres to the *Small Business Borrowers' Bill of Rights* and abides by all of the practices described in the attached Attestation Worksheet. Check all that apply

- The Right to Transparent Pricing and Terms
- The Right to Non-Abusive Products
- The Right to Responsible Underwriting
- The Right to Inclusive Credit Access
- The Right to Fair Collections Practices

Note: You must be able to truthfully check all five boxes to be eligible to be posted on the Small Business Borrowers' Bill of Rights Website.

### Terms of this Attestation

- a. I have read and understand the *Small Business Borrowers' Bill of Rights*, including the associated Frequently Asked Questions.
- b. I have completed the attached Attestation Worksheet, indicating in writing that my organization abides by all of the enumerated practices.
- c. By completing this Attestation Form and attesting that my organization abides by all of the enumerated practices in the attached Attestation Worksheet, I consent to this Attestation Form and my organization's logo being posted on the Small Business Borrowers' Bill of Rights Website.
- d. I understand that this Attestation Form and my organization's logo may be removed from the Small Business Borrowers' Bill of Rights Website if my organization does not complete and submit an updated Attestation Form within one calendar year from the date of my signature below, and each successive year thereafter.
- e. I agree, on behalf of my organization, that my organization assents to and will be bound by the Terms of Use for the Small Business Borrowers' Bill of Rights Website.
- f. Anyone with questions for my organization regarding this Attestation Form completed by my organization can contact the following individual (include name, title, email address, and phone number):  
Michael R. Conway, Executive Director, [mike@mvedc.com](mailto:mike@mvedc.com), 330-759-3668, ext 120
- g. I attest that the information above is accurate and represents the standard practices for all financing products and services offered through my organization to small businesses. Furthermore, I hereby certify that I am authorized to sign this Attestation Form on behalf of my organization.

Mahoning Valley Economic Development Corporation

Organization Name



Chief Executive Signature

Michael R. Conway

Chief Executive Name

8/1/16

Date

# TIP-Diversify Portfolio & Strengthen Backoffice Ops



## MVEDC PROGRAMS SUMMARY

PROGRAM TOTALS	LOANS	CURRENT	LOANS DELINQUENT	TOTAL DELINQUENT LOANS	TOTAL BALANCES DUE	MONTHLY PAYMENTS	
SBA 504	56	24,079,385.70	0	0.00	56	24,079,385.70	210,757.31
Community Advantage	5	70,452.42	0	0.00	5	70,452.42	1,034.22
State 166	23	2,985,581.13	0	0.00	23	2,985,581.13	43,752.39
MVILF	85	4,579,484.13	2	86,446.61	87	4,665,930.74	73,745.45
USDA IRP	15	446,976.50	2	20,902.55	17	467,879.05	11,856.37
USDA RBEG	23	719,744.65	0	0.00	23	719,744.65	13,767.11
SBA ILP	43	804,681.11	4	47,669.79	47	852,350.90	21,268.65
RLF State	4	77,834.06	0	0.00	4	77,834.06	2,285.15
Daycare	4	45,685.63	0	0.00	4	45,685.63	2,134.60
Girard	1	19,267.24	0	0.00	1	19,267.24	706.70
Niles	0	0.00	1	44,085.80	1	44,085.80	1,804.31
Struthers	0	0.00	0	0.00	0	0.00	0.00
<hr/>		<hr/>		<hr/>		<hr/>	
	259	33,829,092.57	9	199,104.75	268	34,028,197.32	383,112.26

Delinquency Rate 0.585%

We strive to maintain a low delinquency Rate.

# TIP-Your report card is your best PR



Economic Development Administration  
Revolving Loan Fund Semi-Annual Financial Report  
ED-209 Version 4.6

## Grantee Data

Grantee Name: Mahoning Valley Economic Development Corporation	Contact Person: Teresa Miller
Address Line 1: 4319 Belmont Ave.	Contact Phone: 330-759-3668 ext 116
Address Line 2:	Contact Email: tmiller@mvedc.com
City: Youngstown	EIN: 34-1264163
State: ohio	DUNS: 007916634
Zip Code: 44505	EDA Award Number(s):
Reporting Period: 10/01/2016 - 03/31/2017	063901737; 063901737-97; 063901737-02
Web Site URL: www.mvedc.com	Reporting Unit: 679780H

## Part I: Portfolio Status

	No.	RLF \$ Loaned	RLF Principal Outstanding	Loan Losses
1. Current Loans:	79	\$ 6,104,136.00	\$ 4,247,852.62	
2. Delinquent Loans:	0	\$ 0.00	\$ 0.00	
3. In Default Loans:	0	\$ 0.00	\$ 0.00	
4. Total Active Loans:	79	\$ 6,104,136.00	\$ 4,247,852.62	
5. Fully Repaid Loans:	397	\$ 26,848,328.23	\$ 0.00	
6. Written Off Loans:	60	\$ 4,192,075.00		\$ 2,715,325.52
7. Total Loans:	536	\$ 37,144,539.23	\$ 4,247,852.62	\$ 2,715,325.52

## Part II: Portfolio Summary

### A. Summary of Loan Activities

	Total Loans	Active Loans
1. Number of RLF Loans:	536	79
2. RLF \$ Loaned:	\$ 37,144,539.23	\$ 6,104,136.00
3. Private Non-RLF \$ Leveraged by RLF:	\$ 149,912,786.00	\$ 16,124,203.00
4. Other Non-RLF \$ Leveraged by RLF:	\$ 58,830,824.00	\$ 6,036,213.00
5. Total \$ Leveraged:	\$ 208,743,612.00	\$ 26,160,416.00
6. Total Project Financing:	\$ 245,886,151.23	\$ 32,284,552.00
7. Private Sector Jobs Created:	7,655	229
8. Private Sector Jobs Saved:	1,857	44
9. Total Private Sector Jobs:	9,312	273
10. RLF \$ Loaned for Fixed Assets:	\$ 30,257,211.00	\$ 5,205,761.00
11. RLF \$ Loaned for Working Capital:	\$ 6,887,328.23	\$ 898,375.00
12. RLF \$ Loaned for Start-Up:	\$ 7,943,272.00	\$ 1,427,625.00
13. RLF \$ Loaned for Expansion:	\$ 23,782,157.23	\$ 3,246,176.00
14. RLF \$ Loaned for Retention:	\$ 5,419,110.00	\$ 1,430,335.00
15. RLF \$ Loaned for Industrial:	\$ 5,674,194.23	\$ 482,200.00
16. RLF \$ Loaned for Commercial:	\$ 6,859,584.00	\$ 972,250.00
17. RLF \$ Loaned for Service:	\$ 24,610,761.00	\$ 4,668,686.00

EDA  
Loan  
Fund

538 Borrowers have been helped with loans totaling over \$37MM. The fund has leveraged over \$208MM in investment.

Over 9,000 jobs have been created or retained.

OMB Approved Form ED-209  
OMB Control Number 0610-0095  
Expires 12/31/2017



Mahoning Valley Economic  
Development Corporation

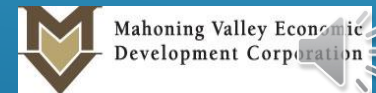
# TIP-Aggressively Revolve



Economic Development Administration Revolving Loan Fund Semi-Annual Financial Report ED-209 Version 4.6			
<b>B. Comparison of RLF Portfolio to RLF Plan</b>			
	RLF Plan	Total Loans	Active Loans
1. Cost Per Job:	\$25,000.00	\$3,988.89	\$22,359.47
2. Non-RLF Private Leverage Ratios:	0.00 : 1	4.04 : 1	2.97 : 1
3. Non-RLF Private and Other Leverage Ratios:	0.00 : 1	5.82 : 1	4.29 : 1
4. % Working Capital Loans:	0.00%	0.00%	0.00%
5. % Loans for Start-Ups:	0.00%	0.00%	0.00%
6. % Loans for Industrial:	0.00%	0.00%	0.00%
<b>Part III: Portfolio Financial Status</b>			
<b>A. RLF Funding Sources</b>			
1. EDA Funding:			\$3,000,000.00
2. Local Match:			\$180,000.00
3. Total Funding:			\$3,180,000.00
<b>B. RLF Income Earned to Date</b>			
1. Interest Earned on Loans:			\$6,814,544.60
2. Interest Earned on Deposit Accounts:			\$757,519.54
3. RLF Income from Application Fees:			\$0.00
4. Other RLF Income:			\$0.00
5. Fees Earned on Closed Loans:			\$40,109.84
6. Total RLF Income:			\$7,621,573.98
7. Portion of RLF Income Used for Administrative Expenses:			\$3,380,685.23
8. RLF Income Added to Capital Base for Lending:			\$4,240,888.75
<b>C. Status of RLF Capital</b>			
1. Total RLF Funding:			\$3,180,000.00
2. RLF Income Added to RLF Capital Base for Lending:			\$4,240,888.75
3. Loan Losses:			\$2,715,325.52
4. Disallowance:			\$0.00
5. Voluntary Contributed Capital:			\$0.00
6. Current RLF Capital Base:			\$4,705,563.23
<b>D. Current Balance Available for New Loans</b>			
1. RLF Principal Outstanding on Loans:			\$4,247,882.62
2. Current Balance Available for Lending:			\$457,680.61
3. RLF \$ Committed but Not Disbursed:			\$575,750.00
4. Current Balance Available, Net of Committed RLF \$:			(\$118,069.39)
5. Current Balance Available, as % of Capital Base:			-2.51%
6. Balance Available, as % of Capital Base, for Previous Reporting Period:			1.28%

EDA  
Loan  
Fund

OMB Approved Form ED-209  
OMB Control Number 0610-0095  
Expires 12/31/2017



At inception the fund totaled \$3.18MM. It has grown to \$4.7MM. Our EDA loan fund is frequently oversubscribed.

# TIP-Stay Current

NEW PROCESSES, NEW BRAND & NEW MARKETING,  
NEW SYSTEMS,  
NEW PRODUCTS

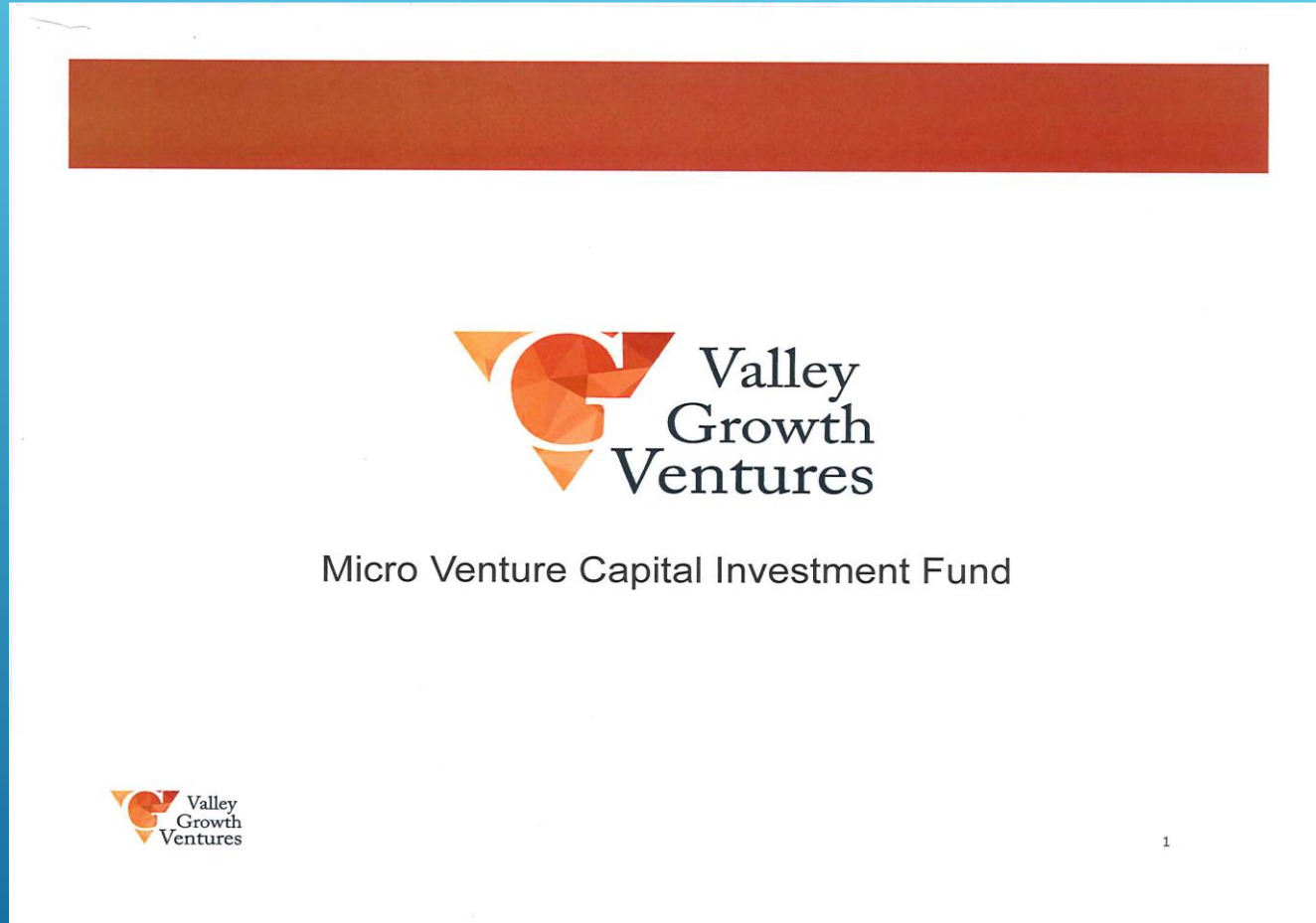


An advertisement for Mahoning Valley Economic Development Corporation. The header includes the company logo and the tagline "THE GROWTH PEOPLE". The main headline reads "WE HELPED 52 LOCAL BUSINESSES GROW WITH \$6 MILLION IN LOANS". A sub-headline says "In the Last 16 Months". Below this, there are four sections: "GROW BIZ FUND" (state and federal loan programs), "SELL TO THE GOVERNMENT" (market your goods and services), "INDUSTRIAL PARKS" (great locations and financing), and "MINORITY BUSINESSES" (help with certification and training). A central image shows a man in a white shirt and tie holding a laptop. To the right of this image is a green box with the text "USE THE QUICK LOAN QUALIFIER" and "at www.GrowBizFund.com to INSTANTLY determine the best options for loan sources payments and rates". At the bottom, there is a list of partner banks: CHASE, COMMERCE, CITIBANK, FARMERS, FIRST NORTHERN, HOME, MORGAN STANLEY, PNC, TD BANK, and WELLS FARGO. The footer includes the company name, tagline, and contact information: "330.759.3668 | www.MVEDC.com".



# TIP-Meet Community Needs

## TIP-Play to Your Strengths



# TIP-Offer Complementary Programs

## MVEDC'S PTAC PROGRAM

*The Mahoning Valley Procurement  
Technical Assistance Center (PTAC) is  
located in the offices of:*

*Mahoning Valley Economic  
Development Corporation  
4319 Belmont Avenue  
Youngstown, Ohio 44505-1005  
Youngstown (330) 759-3668 ext.124  
Cell (330) 259-5166  
Fax (330) 759-3686  
Norma@mvedc.com*

*Norma J. Webb, Procurement Specialist*

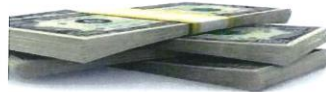


The Mahoning Valley PTAC is a member of the Association of Procurement Technical Assistance Specialists.

The Mahoning Valley PTAC, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.

To learn more about government contracting and sub-contracting opportunities, call Norma Webb at 330-759-3668 ext. 124 or visit our website [www.mvptac.mvedc.com](http://www.mvptac.mvedc.com)

**All services are free of charge!**



**Selling to the  
Government**  
Opportunities for all kinds  
of businesses



**Mahoning Valley  
Procurement Technical  
Assistance Center  
can help increase your business**

[WWW.MVPTAC.MVEDC.COM](http://WWW.MVPTAC.MVEDC.COM)



Mahoning Valley  
Economic Development  
Corporation

**WESTERN RESERVE  
PORT AUTHORITY**

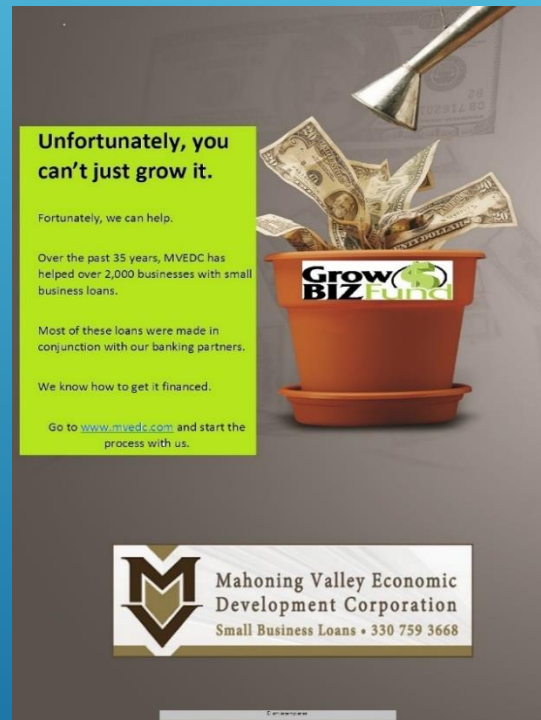
But in the end, it's all about people.

Find good people to fill the key positions,  
and keep them.

A decorative graphic consisting of several parallel white lines of varying lengths, arranged in a diagonal pattern from the bottom right towards the center of the slide.



# THANK YOU FOR YOUR INTEREST IN MVEDC



**Unfortunately, you can't just grow it.**

Fortunately, we can help.

Over the past 35 years, MVEDC has helped over 2,000 businesses with small business loans.

Most of these loans were made in conjunction with our banking partners.

We know how to get it financed.

Go to [www.mvedc.com](http://www.mvedc.com) and start the process with us.

**Grow Biz Fund**

**M** Mahoning Valley Economic Development Corporation  
Small Business Loans • 330 759 3668