



## CDFA Rural Development Finance Webinar Series

**Thank you**

for joining the  
conversation today.  
Send us your questions  
and comments!

# Welcome

The Broadcast will begin at 2:00 PM (Eastern)



## CDFA Rural Development Finance Webinar Series

### Moderator

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**Ariel Miller**

Manager, Research & Technical Assistance  
Council of Development Finance Agencies

See all of CDFA's resources online at [www.cdfa.net/resources](http://www.cdfa.net/resources)



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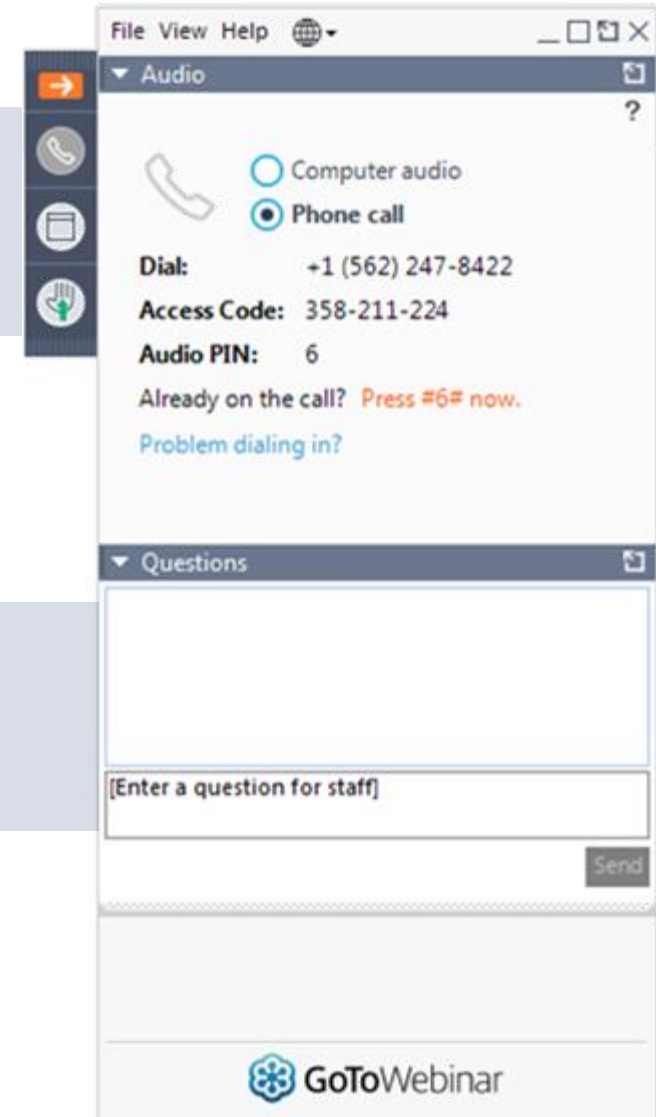
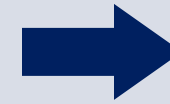
Updated: 2020

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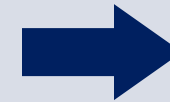


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Using your telephone will give you better audio quality.



Submit your questions to the panelists here.



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## CDFA Rural Development Finance Webinar Series

# CDFA Community Facilities Technical Assistance Program

With funding from the U.S. Department of Agriculture Rural Development, CDFA developed the Community Facilities Technical Assistance Program to support rural communities that have recently experienced a natural disaster.

### Key program deliverables:

- **Rural Finance Toolkit** – a development finance best practices guide designed for rural communities
- **Community Technical Assistance** – six rural communities will receive targeted technical assistance to use the USDA Community Facilities Program
- **Rural Finance Resource Center** – a searchable, online tool with hundreds of resources
- **Rural Finance Newsletter** – a monthly newsletter featuring the latest headlines, developments, and case studies related to rural development

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# CDFA Rural Development Finance Webinar Series

## CDFA Rural Development Finance Resources

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Advancing Development Finance Knowledge, Networks & Innovation



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### Rural Development Finance Resource Center

Rural communities often require specialized financing tools and programs to support their unique development needs. Many federal, regional, and state agencies exist to support rural development finance, especially for projects related to agribusiness, broadband development, energy assistance, and value-added business assistance.

CDFA's Rural Development Finance Resource Center provides information about how the development finance toolbox can be structured to support rural communities and help them with strategies to invest in infrastructure, redevelopment, and job creation. Resources showcase successful programs that are working throughout rural America in communities with varying levels of capacity and size.

Additional support is available to rural communities through the **CDFA Community Facilities Technical Assistance Program**. Funded by the USDA, this program includes resources accessible to every rural community, a Rural Finance Toolkit, and targeted technical assistance support to rural communities.

Want regular updates on Rural Finance? Subscribe to CDFA's **Rural Development Finance Update Newsletter**.


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<https://www.cdfa.net/rc/rural.html>

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### CDFA Community Facilities Technical Assistance Program

The CDFA Community Facilities Technical Assistance Program brings together CDFA's knowledge of development finance programs, along with the strategic support from private sector partners, to create a transferrable toolkit of finance programs and other resources capable of leveraging community facilities infrastructure in rural communities throughout the nation. This program includes resources accessible to every rural community, including a Rural Finance Resource Center, Rural Finance Newsletter, and Rural Finance Toolkit, along with targeted technical assistance support to six rural communities.

CDFA has worked with the **USDA** to develop an innovative technical assistance approach to support rural communities that have recently experienced a natural disaster. The goal of this program is to help rural communities utilize the USDA's Community Facilities Program along with identifying other potential development finance tools to aid in the rebuild and recovery after a natural disaster.

Key program elements include:

- **Rural Development Finance Resource Center**  
The Rural Development Finance Resource Center is a searchable online tool available on the CDFA website to learn about rural development finance programs at the federal, state, and local levels, as well as resources and best practices from communities.  
⇒ [View Rural Development Finance Resource Center](#)
- **Rural Finance Newsletter**  
The Rural Finance Newsletter is a periodic newsletter covering the latest headlines, developments, best practices and case studies related to development finance initiatives in rural communities.  
⇒ [View Rural Finance Newsletter](#)
- **Rural Finance Toolkit**  
The Rural Finance Toolkit is a printable guide that provides rural communities with an easy-to-use, best practices resource on development finance tools.
- **Community Technical Assistance**  
Six rural communities will be selected to receive targeted technical assistance to us the USDA's Community Facilities Program. Eligible communities must have a population of no more than 20,000 and have recently experienced a natural disaster.

- [USDA Community Facilities Program](#)
- [Community Technical Assistance](#)

<https://www.cdfa.net/p/cfta.html>



# CDFA Rural Development Finance Webinar Series

## Panelists



**Jennifer Cummings**  
Director of Business Programs  
Finance Authority of Maine



**Johanna Nelson**  
Strategic Program Development  
New Mexico Economic Development Department



**Adam Rose**  
Director of Strategic Partnerships and Growth  
Travois New Markets, LLC

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## CDFA Rural Development Finance Webinar Series

### Panelist



## Jennifer Cummings

Director of Business Programs  
Finance Authority of Maine

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- Maine Forest Economy
- Utilizes wood fiber to create insulation for residential and commercial real estate
- Purchased a shuttered mill site and renovated
- Increase job opportunities
- Value added natural resource

- \$85 Million Dollar Bond
- \$20 Million NMTC Investment
  - \$15 million Equity (to serve as leveraged loan in NMTC structure)
  - \$5.8 million net NMTC capital to project
- \$2.3 million participation loan from CDFI's

- Communication and managing expectations on timing across capital stack
- Risk tolerance amongst the group
- Balancing risk tolerance and benefit to State of Maine
- Maintaining flexibility



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### Panelist

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**Johanna Nelson**

Strategic Program Development  
New Mexico Economic Development Department



# CDFA: Assembling Capital for Rural Development

6-1-2021

Johanna Nelson, Strategic Programs Manager

[Johanna.nelson@state.nm.us](mailto:Johanna.nelson@state.nm.us)

# New Mexico Snapshot



- Diverse cultures, majority-minority state (Hispanic), ~10% population is Native American
- 22.6% of the population is rural amidst 121,356 sq. ac.
- Low-income, high poverty
- Major industries: oil and gas, tourism, fed GOV
- 3 national labs, top talent in the world
- Mexico border
- Governor's 9 targeted industries: *Sustainable & Green Energy, Aerospace & Defense, Sustainable & Value Added Agriculture, Intelligent Mfg., Film & TV, Biosciences, Global Trade, Cybersecurity and Outdoor Recreation*

# Financial Programs

## Business Projects:

- [Job Training Incentive Program](#)
- [Local Economic Development Act](#)
- [Collateral Assistance Program](#)
- [Business Finance Finder](#)
- [Rural Efficient Business Program](#)
- [Film Division](#)
- [Office of Science and Technology](#)
- [Office of International Trade](#)
- [NM Border Authority](#)
- [Spaceport America](#)

## Public Projects:

- [FUNDIT](#)

## Public, Private Project Support:

- [Outdoor Rec](#)
- [New Mexico Main Street](#)
- [Opportunity Zones](#)

## Tax Credits:

- Angel Investment Tax Credit
- High Wage Jobs Tax Credit
- Rural Jobs Tax Credit

## [COVID-19 Response](#)



# Rural Challenges

## Education

- Create Awareness

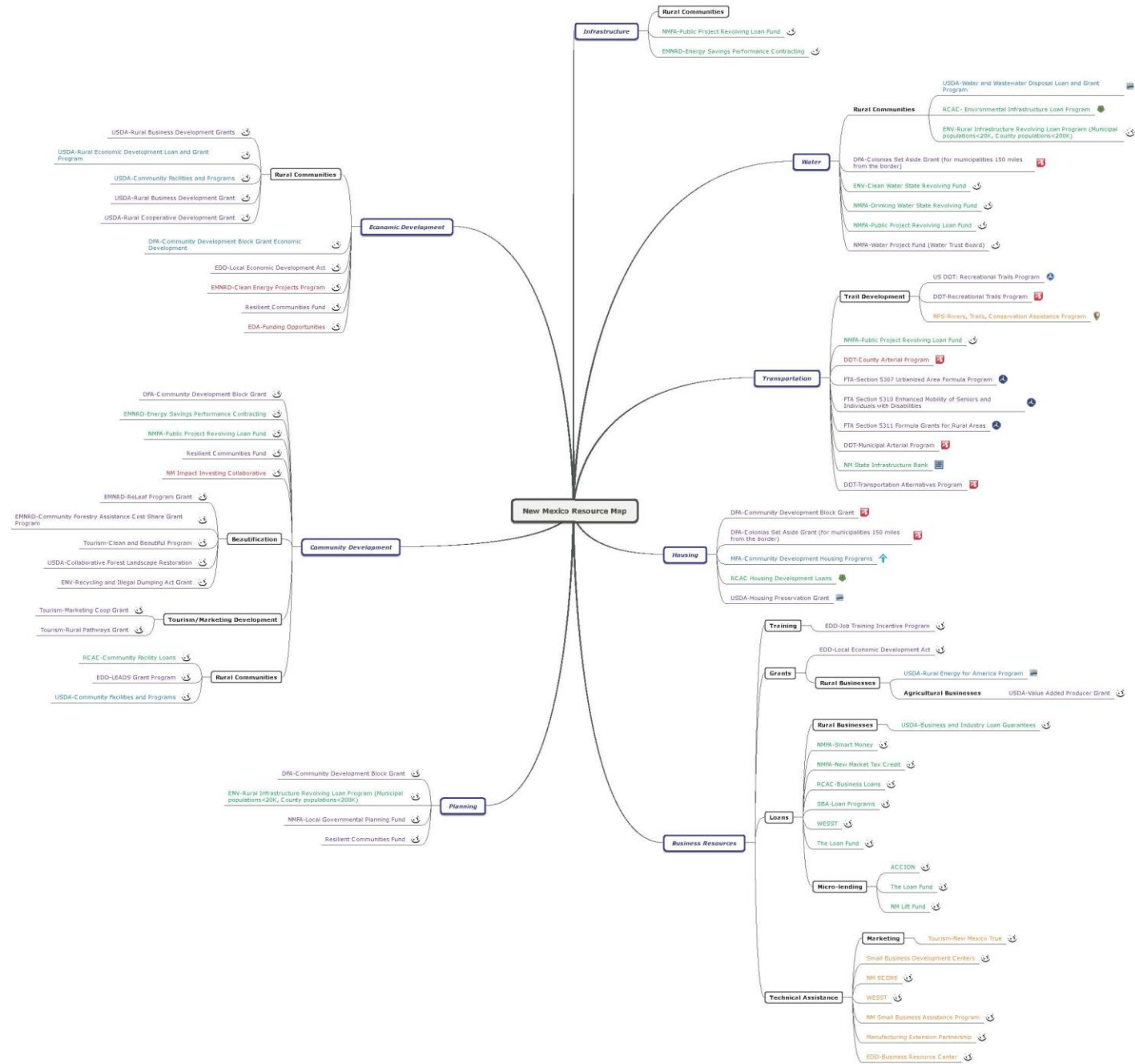
## Communication, Collaboration

- Leverage funding sources
- Leverage information-project pipeline

## Technical Assistance

- Direct connection to resources





# FUNDIT

- Over 15 different State and Federal finance agencies + COG directors, impact investing group
- Collaboration on funding economic development, community development and infrastructure projects
- Relationship builder and excellent communication platform

## Finance Resource Map for Infrastructure projects:

- <https://gonm.biz/business-development/edd-programs-for-business/finance-development/nm-resource-map/>

## 2021 improvements:

- Public forum
- Project pipeline
- Direct connections to funders, easy to navigate toolbox



# FUNDIT EX: *Village of Questa Business Park*

30AC

Pop ~1,700

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Chevron Mining Company: 30 AC, \$500,000

- Questa Economic Development Fund

EDA: \$1.2M Public Works

NM Finance Authority: Public Project Revolving Fund

NM Capital Outlay \$300,000

Taos Bakes: EDD: \$437,402 (LEDA), \$300,000+ Private Investment



# Information Outreach

- Weekly Wrap-up: <https://gonm.biz/newsletter>
- Webinar Series:  
[https://www.youtube.com/channel/UCEVKIfuuLNI4R0VH6GsxZRQ?view\\_as=subscriber](https://www.youtube.com/channel/UCEVKIfuuLNI4R0VH6GsxZRQ?view_as=subscriber)
- Live-streamed information sessions via Facebook and YouTube
- County Economic Summaries





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### Panelist



### **Adam Rose**

Director of Strategic Partnerships and Growth  
Travois New Markets, LLC

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Integrated, trauma-informed  
adult substance abuse  
treatment center and  
recovery (transitional) homes

How did it come  
together??



Colville Keller Treatment Center



- **Native Organization:** Marimn Health
- **Date Closed with Investor:** 2019
- **Date Completed:**
- **Development Type:** Community Center
- **Project Status:** Under Construction
- **Total Investor Equity:** \$6,400,000
- **Total Project Cost:** \$20,000,000

# Coeur d'Alene Tribe and Marimn Health





32,000-square-foot  
Youth Center

How did it come  
together??



Coeur d'Alene Tribe and Marimn Health





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# Questions?



## CDFA Rural Development Finance Webinar Series

### Upcoming Events



# CDFA Rural Development Webinar Series



REGISTER TODAY >>

Mar 23 | Jun 1 | Aug 31 2:00 - 3:00 PM Eastern

## Thank you

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### CDFA Rural Development Webinar Series: Best Practices for Rural Development Finance Agencies

Tuesday, August 31, 2021 @ 2:00 PM Eastern

Register online at [www.cdfa.net](http://www.cdfa.net)



## CDFA Rural Development Finance Webinar Series

### Upcoming Events



**AUGUST 2-12, 2021**

**CDFA VIRTUAL SUMMER SCHOOL**

**REGISTER NOW**

PRESENTED BY THE  
**CDFA TRAINING INSTITUTE**



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### **CDFA Federal Financing Webinar Series: Federal Financing for Energy and Water Systems**

Tuesday, June 8, 2021

2:00 PM - 3:30 PM Eastern

### **CDFA // BNY Mellon Development Finance Webcast Series: Rural Broadband & Telehealth Financing**

Tuesday, June 15, 2021

2:00 PM - 3:00 PM Eastern

### **Intro Revolving Loan Fund WebCourse**

June 23-24, 2021

Daily: 12:00 - 5:00 PM Eastern

Register online at [www.cdfa.net](http://www.cdfa.net)



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