



Maximizing Revolving Loan Fund Impact

Welcome

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

Thank you

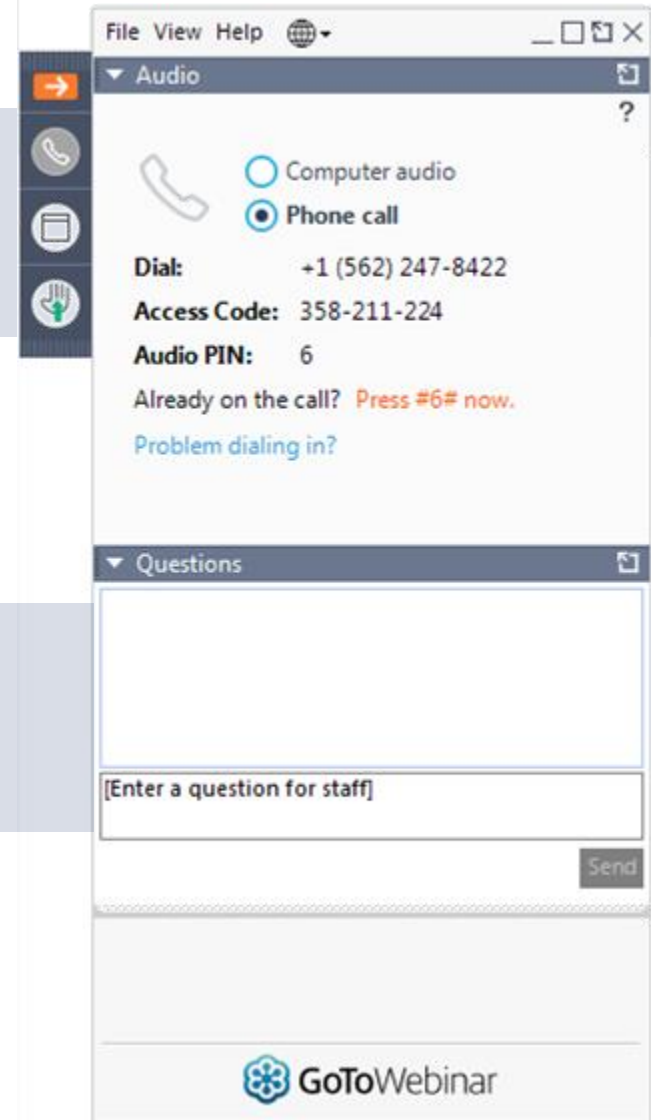
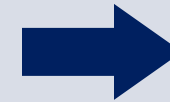
for joining the
conversation today.

Send us your
questions and
comments!

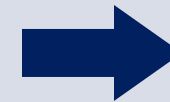


Maximizing Revolving Loan Fund Impact

Using your telephone will give you better audio quality.



Submit your questions to the panelists here.



Thank you

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



Maximizing Revolving Loan Fund Impact

Panelists



Harry Allen, Moderator
Coordinator, Research & Advisory
Services
Council of Development Finance
Agencies



Ryan Richardson
Loan Program Manager
Superior California Economic
Development



Randy Pellisero
Senior Lending Officer/Director –
West Region
Catawba Regional Council of
Governments



Lonnie Saboor
Manager of Small Business Programs
Invest Atlanta

Thank you

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

See all of CDFFA's RLF resources online at www.cdfa.net



Maximizing Revolving Loan Fund Impact

Panelists



Harry Allen, Moderator
Coordinator, Research & Advisory
Services
Council of Development Finance
Agencies



Ryan Richardson
Loan Program Manager
Superior California Economic
Development



Randy Pellisero
Senior Lending Officer/Director –
West Region
Catawba Regional Council of
Governments



Lonnie Saboor
Manager of Small Business Programs
Invest Atlanta

Thank you

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

See all of CDFFA's RLF resources online at www.cdfa.net

ECONOMIC DEVELOPMENT LENDING

SUPERIOR CALIFORNIA ECONOMIC DEVELOPMENT

WE HELP ENTREPRENEURS ...



CREATE JOBS IN OUR COMMUNITY



WHAT TYPE OF LOANS DO WE MAKE?

	Revolving Loan Funds	SBA 504
Purpose	Job Creation / Job Retention	Job Creation / Job Retention Community Development & Public Policy Goals
Use of Proceeds	Gap Financing, Working Capital, Land & Building Acquisition, Machinery & Equipment Purchase	Purchase & Refinance Commercial Real Estate & Long-term Fixed Equipment
Interest Rates & Term	7%-10% Fixed, term varies	Fixed for 20 years (changes monthly)
Prepayment Penalty	No	Yes
Collateral	Deeds of Trust, UCC & Personal Guarantees	2 nd DT, UCC & Personal Guarantees

WHAT TYPE OF LOANS DO WE MAKE?

	Revolving Loan Funds	SBA 504
Project Size	Up to \$250,000	SBA portion up to \$5 million
Average Loan Size	\$80,500	\$632,350
Structure	Borrower Min 10% Gap or Sole Source	50%/40%/10% Always with a 1 st DT Lender
Territory	<u>Shasta, Siskiyou, Trinity, Modoc</u> , Butte, Del Norte, Mendocino, Tehama & Humboldt Counties	California Statewide – Redding, Chico, Bay Area & Southern California
Target Market	Existing businesses, start-up businesses, expanding businesses	Existing businesses that have been leasing and have been in business for 5+ years – Projection based deals okay

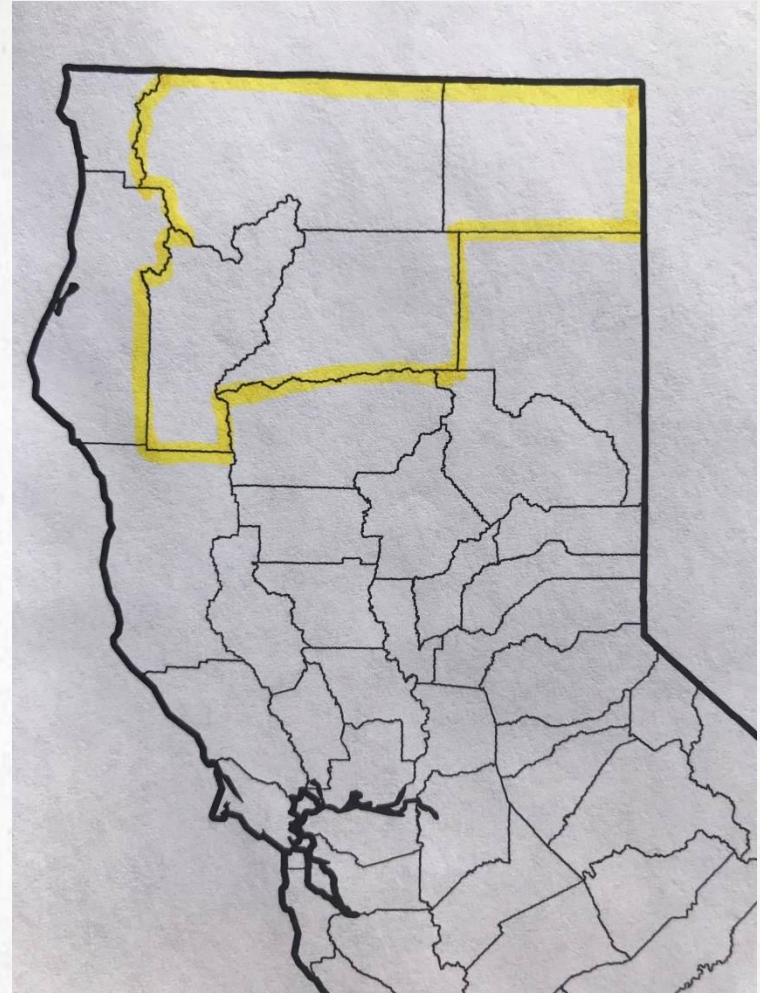
RLF FUNDING SOURCES

- Capitalized Loan Funds
 - Economic Development Administration (EDA)
 - U.S. Forest Service – Old Growth Diversification (OGD)
 - U.S. Department of Agriculture – Rural Development (RDA)
- Borrowed Loan Funds
 - U.S. Department of Agriculture – Intermediary Relending Program (IRP)
 - Rabobank
- SEED Fund
 - Scott Valley Bank, Wells Fargo, Tri Counties, Bank of Commerce Redding, Banner Bank

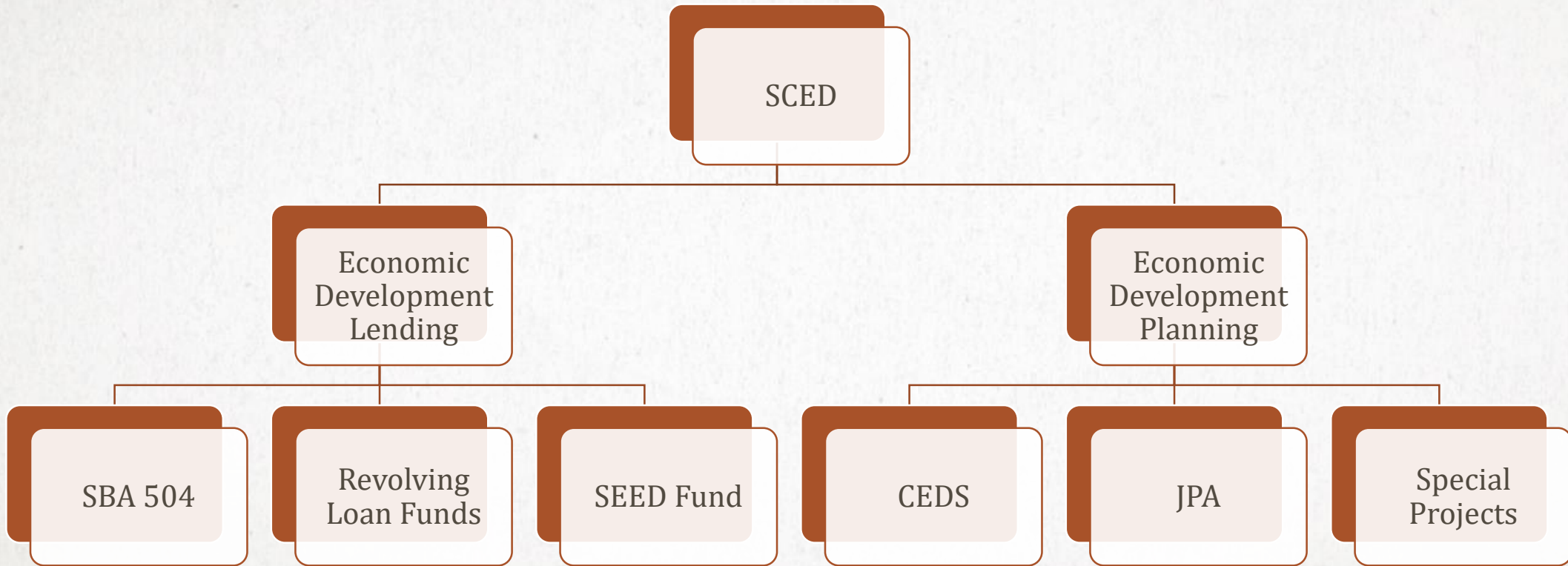


WHERE ARE WE?

- Rural Northern California
- Population of 245,100

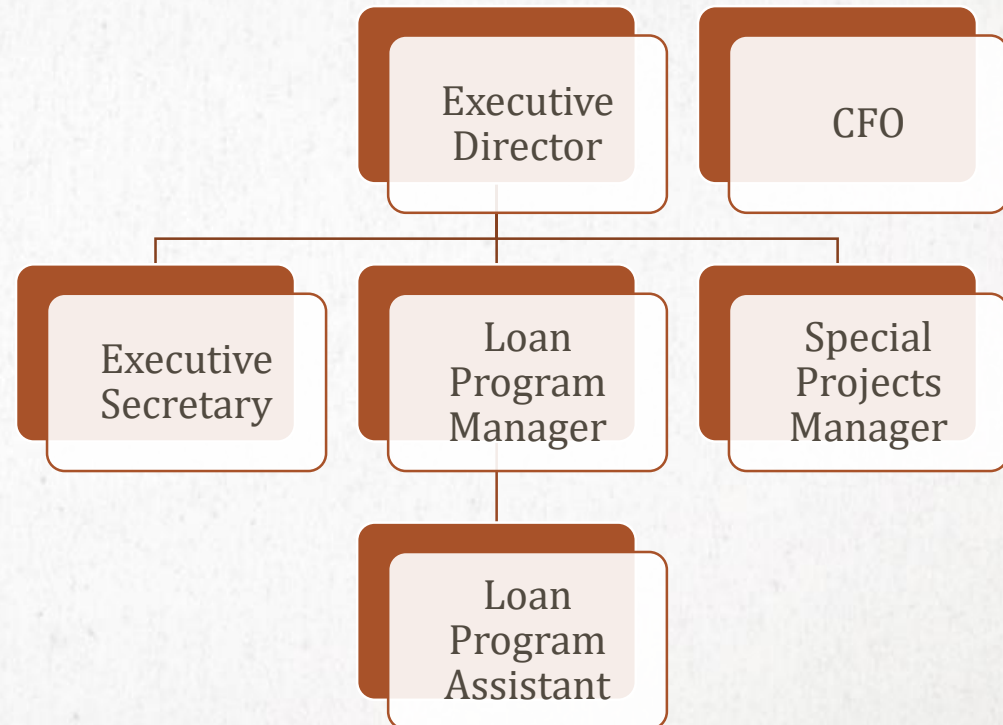


SCED OVERVIEW



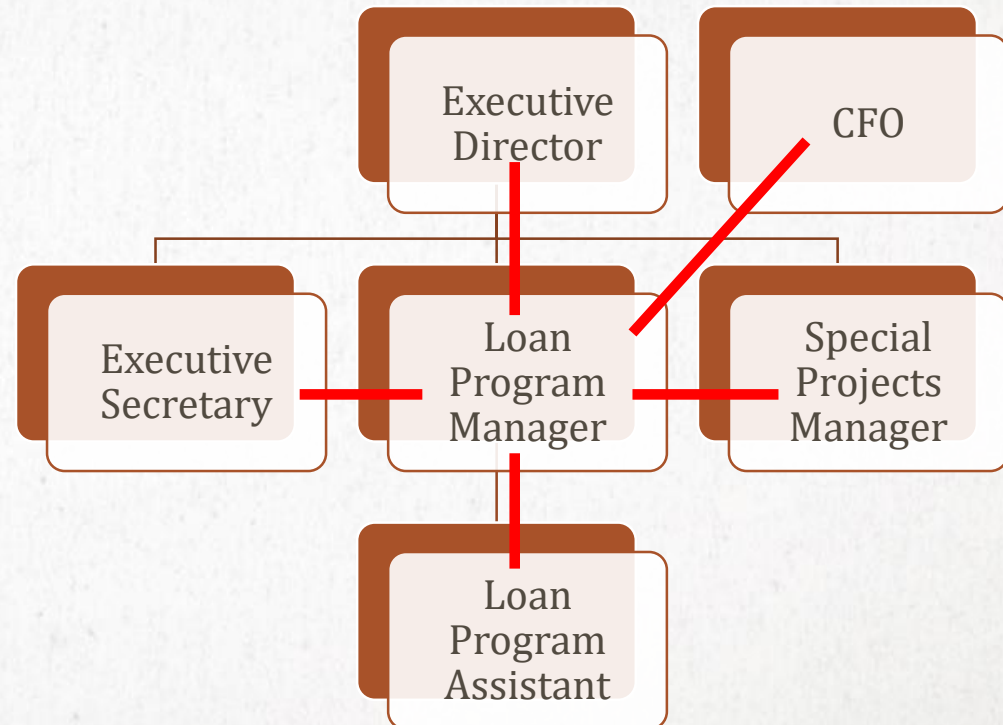
SCED STAFF

- Executive Director
- CFO – Part-time
- Special Projects Manager – Part-time
- Loan Program Manager
- Loan Program Assistant
- Executive Secretary



SCED STAFF – LOAN TEAMWORK

- Teamwork
- At our size Loan Program Manager can't do it all
- Took time to develop
- Makes the job more enjoyable



MARKETING – WHAT I’VE TRIED

- Lender Partner Referrals
- SCORE/SBDC
- Chamber of Commerce
- Website
- Social Media
- Community Presentations
- Newsletter



MARKETING – WHAT WORKS BEST FOR US

- Lender Partner Referrals
- ~~SCORE/SBDC~~
- ~~Chamber of Commerce~~
- ~~Website~~
- ~~Social Media~~
- ~~Community Presentations~~
- ~~Newsletter~~



HOW TO GET LENDER PARTNER REFERRALS

- Provide value to the lender
- Articulate your ideal project
- Sell solutions not specific RLF funds
- Marketing is a key to RLF success
- Proven track record of success of helps



**Action Sports Rentals:
A Success Story**

Project Details

- Action Sports Rentals
- Redding, California
- (530) 440-2216
- www.actionsportsrentals.org
- Business Start-Up
- Funded through SCED's SEED Fund

It sounds simple: find a need and fill it.

Demand, meet supply, and boom: you're in business. Somehow it's never that simple, as Chris Knight learned when he was trying to get Action Sports Rentals off the ground.

It didn't make sense to him that a city like Redding – which relies heavily on outdoor recreation to keep its locals and tourists happy – wouldn't have a single way to rent jet skis, ATVs, and other sports equipment.

The nearest rental outlet was hours away in Sacramento, so Chris saw the opportunity and began to put it all together. He was going to start with just jet skis, but soon realized quads, kayaks, and snowmobiles should round out the inventory.

"I was going to try to float the bill on my own, but once I added the extra units, that didn't work," Chris recalls.



ECONOMIC DEVELOPMENT UNDERWRITING

- Professionalism and training
 - Economic Development Finance Professional (EDFP) - RLF
 - National Association of Development Companies (NADCO) - SBA 504
 - CDFA – EDA webinars & in person training
- Loan work plans aren't overly specific
- Learn by doing



ECONOMIC DEVELOPMENT UNDERWRITING

- Application checklist
- Standardized loan memo
- Rural area – face-to-face meetings speak volumes
- Avoid emotional attachments
- Get the money out – we want to make loans
- Loan committee needs to be on the same page – not regular bank deals

Application Checklist

This checklist is provided to assist you in gathering the information necessary to evaluate your loan request. In order to complete our analysis of your loan request we will need to review certain information, as itemized below. For each box checked below, please provide the requested information.

Business Information

- Business financial statements (balance sheet and P&L) for 12/31/16 & 12/31/17
- Month-by-month projections for the next two years
- Interim financial statement – (balance sheet and P&L) year to date
- Business debt schedule (form attached)
- Federal tax returns for the past three years
- If 2016 Federal tax returns are on extension, please submit a copy of the extension
- Aging of Accounts Payable and Accounts Receivable
- SBA 504 application signature page – SBA Form 1244 (form attached)
- Federal tax returns for the last three years of related businesses that are 50% or more owned by the borrowers and/or guarantors
- Certificate of Secretary – if the borrower or business is a corporation
- Certificate of Limited Liability Company – if the borrower or business is a LLC

Personal Information (for each individual with 20% or greater ownership, officer and director regardless of ownership)

- Personal federal tax returns for the last three years with ALL K-1 statements
- If 2016 federal tax returns are on extension, please submit a copy of the extension
- Résumé (form attached or use your own)
- Credit check authorization (form attached)
- Copy of driver's license or government issued ID
- Personal financial statement – SBA Form 413 (form attached) – signed by both spouses if assets and/or liabilities are held jointly (even if the spouse is not signing on the loan)
- Statement of personal history – SBA Form 912 (form attached) – Tips for completion:
 - * Complete sections 1-9 and sign, by hand.
 - * Add your complete middle name in section 1.
 - * Initials, by hand, are needed in sections 5, 7-9.

Other Information

- Copy of purchase and sale agreement
-
-
-
-
-

SBA 504 Application – January 2018

LOAN SERVICING

- LaserPro
- Checklists upon checklists
- Developed best practices
- Loan servicing software
- Active collections



THINGS I WORRY ABOUT

- Consolidation of community banks
- Finding additional loan funds
- Rural economies
- The next downturn



SCED'S SECRET SAUCE

- Professional, experienced staff
- Marketing
- SCED pays staff market rates
- Lender referrals
- Charge enough to cover loan costs
- CFO – Allows me focus on what makes us money
- Loan committee cares
- We know where we fit in the market
- Invested in loan software
- We make loans
- Provide value to our lending partners
- I love what I do

WE HELP ENTREPRENEURS ...



CREATE JOBS IN OUR COMMUNITY





Maximizing Revolving Loan Fund Impact

Panelists



Harry Allen, Moderator
Coordinator, Research & Advisory
Services
Council of Development Finance
Agencies



Ryan Richardson
Loan Program Manager
Superior California Economic
Development



Randy Pellisero
Senior Lending Officer/Director –
West Region
Catawba Regional Council of
Governments



Lonnie Saboor
Manager of Small Business Programs
Invest Atlanta

Thank you

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

See all of CDFFA's RLF resources online at www.cdfa.net

Catawba Regional Council of Governments



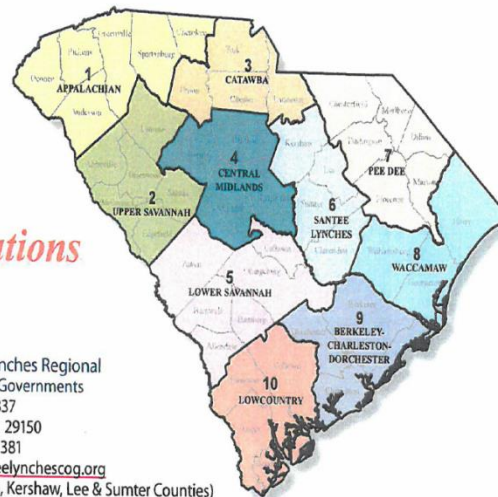
Serving Chester, Lancaster, Union, & York Counties

Maximizing Revolving Loan Fund Impact February 20, 2018

SC COG's – the Landscape

South Carolina Councils of Governments

1. Appalachian Council of Governments
P. O. Box 6668
Greenville, SC 29606
(864) 242-9733
www.scacog.org
(Anderson, Cherokee, Greenville, Oconee
Pickens & Spartanburg Counties)
2. Upper Savannah Council of Governments
P. O. Box 1366
Greenwood, SC 29648
(864) 941-8051
www.uppersavannah.com
(Abbeville, Edgefield, Greenwood, Laurens,
McCormick & Saluda Counties)
3. Catawba Regional Council of Governments
P. O. Box 450
Rock Hill, SC 29731
(803) 327-9041
www.catawbacog.org
(Chester, Lancaster, Union & York Counties)
4. Central Midlands Council of Governments
236 Stoneridge Drive
Columbia, SC 29210
(803) 376-5390
www.centralmidlands.org
(Fairfield, Lexington, Newberry &
Richland Counties)
5. Lower Savannah Council of Governments
P. O. Box 850
Aiken, SC 29802
(803) 649-7981
www.lscog.org
(Aiken, Allendale, Bamberg, Barnwell,
Calhoun & Orangeburg Counties)



Locations

6. Santee-Lynches Regional
Council of Governments
P. O. Box 1837
Sumter, SC 29150
(803) 775-7381
www.santeelynchescog.org
(Clarendon, Kershaw, Lee & Sumter Counties)
7. Pee Dee Regional Council of Governments
P. O. Box 5719
Florence, SC 29502
(843) 669-3138
www.peedeecog.org
(Chesterfield, Darlington, Dillon, Florence,
Marion & Marlboro Counties)
9. Berkeley-Charleston-Dorchester
Council of Governments
1362 McMillan Drive, Suite 100
North Charleston, SC 29405
(843) 529-0400
www.bcdco.com
(Berkeley, Charleston & Dorchester Counties)
8. Waccamaw Regional Council of Governments
1230 Highmarket Street
Georgetown, SC 29440
(843) 546-8502
www.wrcog.org
(Georgetown, Horry & Williamsburg Counties)
10. Lowcountry Council of Governments
P. O. Box 98
Yemassee, SC 29945
(843) 726-5536
www.lowcountrycog.org
(Beaufort, Colleton, Hampton & Jasper Counties)

The
COG?

Our Mission and How We Work

**Local
Government
Efficiency and
Effectiveness**

- Planning/Zoning Staffing
- Geographic Information Systems
- Rural Transportation Planning/Public Transit Programs
- Regional Initiatives



- Block Grant Management
- Neighborhood Redevelopment, Housing Rehabilitation, and Demolition
- Brownfield Assessment and Remediation



- Workforce Investment
- Business Lending
- Energy Initiatives
- Economic Development Grants

**Collaboration
and
communication
for regional
prosperity**

Economic Development Loan Programs = Complimentary Business Lending Programs

- SBA 504
- SBA 7A/Community Advantage
- EDA – Revolving Loan Fund
- USDA – Intermediary Relending Program
- Brownfield RLF

- WHAT'S IN IT FOR ...THE BANK?
--- primary contact
- WHAT'S IN IT FOR THE CUSTOMER?
- HOW CAN THE CDC ASSIST?



...For The Customer

1. What bank should I use?
2. How can I minimize \$\$\$ in project?
3. Should I buy my building now?
4. What's a fair interest rate?
5. Terms and Conditions for my loan?
6. How to maximize my cash flow?

How to “Sell the Banker”

Influencers/Key Relationships

- Banks – Community vs. Regional/National
- Other Groups – ???
- Direct to Borrower – Business
- Using Technology – Newsletters, Email Blasts, Successes

Key Relationships

- State Banking Organizations
- Board and Staff
- Economic Development
- CPAs
- Chamber of Commerce
- Small Business Development Centers
- Real Estate Brokers
- Appraisal Services
- Civic Clubs such as Rotary Club



“End of the Day”

1. Professional Staffing
2. Consistency over Time
3. Bank Partnerships
4. Identify Influencers



Herlong Express

490

ADA ACCESSIBLE
RESERVED PARKING



MAXIMUM PENALTY \$250

RESERVED PARKING



MAXIMUM PENALTY \$250

POWERBALL
706 MILLION
MEGA MILLIONS
126 MILLION

Welcome to Shell

5¢
per gallon
plus
taxes
and
fees

OPEN

\$1489
GREAT DEAL!

REFILL COFFEE OR DRINK

PiedmontDental
PARTNERS

PREGNANT?
or think you might be...
We have dental treatments
safe for you & your baby.

PiedmontDental
NOTICE OF PRIVACY PRACTICES





DANGER
NO
SMOKING

REALSTAR

DF
2000

1

KM 800

HydroClean

Business

DOW
25,738.79
-189.77

NASDAQ
4,051.43
-46.53

S&P 500
1,774.20
-18.30

10-YR T-NOTE
2.68%
-.07

CRUDE OIL
\$97.36
-.05

GOLD
\$1,262.20
+11.20

charlotteobserver.com/business

Briefly

Yahoo's Mayer fails to revive growth in CEO role

Yahoo Chief Executive Officer Marissa Mayer has failed to spur growth at the Web portal 18 months after taking the job — and the outlook isn't improving as advertisers continue spending their money elsewhere. First-quarter sales, excluding revenue passed to partner sites, will fall \$1.06 billion to \$1.1 billion in the current quarter, the Sunnyvale, Calif.-based company said Tuesday in a statement. The middle of that range would represent growth of less than 1 percent from \$1.07 billion a year earlier. Mayer, who left Google in July 2012, said in a statement Tuesday, "I'm confident we'll have a strong year."

Fed cuts bond-buying by \$10B

Continued action follows economic gains, although global markets are anxious

By **MARTIN CRUISINGER**
Charlotte File

WASHINGTON — The Federal Reserve is pushing ahead with a plan to shrink its bond-buying program because of a strengthening U.S. economy. It's doing so even though the prospect of reduced Fed stimulus and higher U.S. interest rates has rattled global markets. The Fed said it will cut its monthly bond purchases starting in February

by \$10 billion to \$65 billion. It also reaffirmed its plan to keep short-term rates at record lows to try to reassure investors that it will keep supporting an economy that remains less than fully healthy. The decision by the Fed was announced in a statement Wednesday after Ben Bernanke's final policy meeting. Bernanke will step down Friday after eight years as chairman and will be succeeded by Vice Chair Janet Yellen. Most economists expect that under Yellen, the Fed will announce a series of \$10 billion monthly reductions in bond purchases at each

year, concluding with a final \$15 billion cut in December. Many global investors fear that reduced Fed bond buying will boost U.S. rates and cause investors to move money out of emerging markets and into the United States for higher returns. Currency values in emerging economies have fallen over that concern. In response, central banks in emerging economies, from India to Turkey to South Africa, have been acting to counter any damage from the Fed's pullback and the prospect of higher U.S. rates. They've been raising their own rates. These central

banks hope to control inflation, boost their flagging currencies and keep investors from fleeing. But so far, those currencies have continued to weaken. The Fed's bond purchases have been intended to keep long-term borrowing rates low to spur spending and growth. Its decision Wednesday to continue paring purchases signals the Fed's belief that the economy is showing consistent improvement. In its statement, it upgraded its assessment to say "growth in economic activity picked up in recent months." Stocks fell in the wake of the Fed's announcement.

Bond Buying Affects Interest Rates

Banksy mural fetches \$209K at auction

BEVERLY HILLS, Calif. (AP) — A mural stenciled on the side of a Hollywood gas station five years ago by the British street artist Banksy has fetched more than \$200,000 at a Beverly Hills auction.

The 9-by-8-foot "Flower Girl" artwork sold for \$209,000 on Thursday at an auction that featured nearly 100 works by more than 30 artists, according to the *Los Angeles Times*. The winning bid came from a Los Angeles buyer who

requested anonymity.

The seller of the mural was Eytan Rosenberg, a former gas station owner who allowed a group of three street artists to paint something on the business's white brick wall.

Rosenberg sold the gas station last year and painstakingly removed the artwork and installed it in a sturdy aluminum frame. He and his sister want to use the money from the sale to build a car wash.



"Flower Girl," a stencil on a massive brick wall by popular street artist Banksy, is displayed in a warehouse in Los Angeles.

AP Photo



**JING YING INSTITUTE
OF KUNG FU & TAI CHI**
1195 Baltimore Annapolis Blvd, #6
Arnold, MD 21012
410-431-5200
www.jingying.org

School Hours: Mon-Thurs 4:30pm-8:30 pm
Fri 7:00pm-8:30pm • Sat 10:00am-noon

GREAT STOCKING STUFFER & GIFT TO YOURSELF!

**Two FREE Gift Certificates for
2 weeks of Kung Fu or Tai Chi!**

Classes for adults & children. For use by new students only.

No purchase necessary. Must bring original coupon to receive offer.
One coupon per customer per visit. While supplies last.

Exp 12/14/13

ATTENTION AREA BUSINESSES:

deal OF THE DAY!

BRINGS YOU MORE BUSINESS

You provide the free stuff and we'll provide the coupon space FREE! Get an application by: ▼

- 1 Visiting www.capitalgazette.com/site/deal_of_the_day.html
- 2 Contacting JENNIFER JOHNSON
PHONE: 410.956.6335
EMAIL: jenjohnson@verizon.net

12/07/2013 The Capital Annapolis, MD local paper



Maximizing Revolving Loan Fund Impact

Panelists



Harry Allen, Moderator
Coordinator, Research & Advisory
Services
Council of Development Finance
Agencies



Ryan Richardson
Loan Program Manager
Superior California Economic
Development



Randy Pellisero
Senior Lending Officer/Director –
West Region
Catawba Regional Council of
Governments



Lonnie Saboor
Manager of Small Business Programs
Invest Atlanta

Thank you

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

See all of CDFFA's RLF resources online at www.cdfa.net

Tips from Invest Atlanta's Phoenix Fund Loan Program



HISTORY!

- ▶ 1995
- ▶ EDA Funds: \$793,998.
- ▶ City of Atlanta Funds: \$278,224.
- ▶ Total Project Funding: \$25,308,970.
- ▶ New Funding: -0-

PARTNERSHIPS

- ▶ City of Atlanta
- Mayor's Office
- Atlanta City Council

Credit Review Committee (Commercial Banks)

Community Workshops (inside and outside the office)

Create Other Internal Loan Products

- ▶ Business Improvement loan Fund
- ▶ Opportunity Loan Fund
- ▶ Empowerment Zone Loan Fund
- ▶ Atlanta Catalyst Loan Fund
- ▶ Atlanta Street Vendor Loan Fund

Financing Franchises & Creating Franchisors

- ▶ The Franchises
- ▶ The Would be Franchisor

What Success Looks Like At The End Of The Day!!

- ▶ JOBS
- ▶ Successful Enterprises
- ▶ Revenue Increases
- ▶ Revitalized Communities
- ▶ Tax Base Growth
- ▶ Expanded Vision



Maximizing Revolving Loan Fund Impact

Question and Answer

Thank you

for joining the
conversation today.

Send us your
questions and
comments!



Maximizing Revolving Loan Fund Impact

Upcoming CDFA EDA RLF Best Practices Events

CDFA EDA Revolving Loan Fund Training

San Francisco, CA

April 19-20, 2018

CDFA EDA Revolving Loan Fund Training

Philadelphia Region

June, 2018

CDFA EDA Revolving Loan Fund Training

Dallas, TX

November 6-7, 2018

Register online at www.cdfa.net

Thank you

for joining the
conversation today.

Send us your
questions and
comments!



What are Development Finance Agencies?

CDFA is proud to represent development finance agencies (DFAs) across the country. Learn how they finance the development priorities in their communities.

CDFA Upcoming Events

CDFA EDA Revolving Loan Fund Webinar Series: Exploring the Role of Revolving Loan Funds in Economic Development
January 23, 2018
2:00 PM Eastern

Fundamentals of Economic Development Finance WebCourse
January 24-25, 2018
Daily: 12:00 - 5:00 PM Eastern

CDFA // BNY Mellon Webcast Series: Transforming the Motor City: Redevelopment in the Rust Belt
Tuesday, February 13, 2018
1:00 PM Eastern

CDFA EDA Revolving Loan Fund Webinar Series: Maximizing Revolving Loan Fund Impact
February 20, 2018
2:00 PM Eastern

[⇒ View CDFA Events](#)

Right Now at CDFA



Tax Cuts & Jobs Act

Tim Fisher
Manager, Legislative & Federal Affairs

Tax reform will change the tax code for decades to come. It also preserves PABs! Here's an early look by The Bond Buyer outlining the impact of the bill on development finance. CDFA will be releasing more details in the days to come.

[⇒ Learn More](#)

CDFA National Sponsors



[⇒ Become a Sponsor](#)



Development Finance Headlines

- Ohio's Smart Mobility Resource and Assets**
JobsOhio | Jan. 22 | [Economic Development](#)
- Sens. Cornyn, Warner Introduce PAB P3 Bill**
The Bond Buyer | Jan. 22 | [Bond Finance](#) | [Infrastructure Finance](#) | [Legislative](#) | [Public-Private Partnership \(P3\) Financing](#)
- US CoC Urging Congress to Expand PABs**
The Bond Buyer | Jan. 22 | [Bond Finance](#) | [Infrastructure Finance](#) | [Legislative](#)
- Skidmore, MO Approves \$1M Bond Issue for Water/Sewer Project**
The Maryville Forum | Jan. 22 | [Water Finance](#) | [Infrastructure Finance](#) | [Revolving Loan Funds \(RLFs\)](#) | [Bond Finance](#)
- OK Bill would Eliminate Renewable Energy Tax Credit**
Norman Transcript | Jan. 22 | [Legislative](#) | [Tax Credits](#)
- Murphy Orders Review of NJ's Tax Credit Programs**
U.S. News | Jan. 22 | [Tax Credits](#)
- RI Housing Agency Approves LIHTC Financing**
Providence Journal | Jan. 22 | [Tax Credits](#)
- DCHFA Closes \$11M Deal to Fund DC Affordable Community**
Multi-Housing News | Jan. 22 | [Bond Finance](#)
- Two BIDs Move Closer to Being Established in the Bronx**
Bronx Times | Jan. 22 | [Special Assessment Districts](#) | [Tax Increment Finance \(TIF\)](#)
- \$400M Plan Proposed to Save the Salton Sea Involved the Creation of an EFD**
NBC Los Angeles | Jan. 22 | [Brownfield Financing](#) | [Tax Increment Finance \(TIF\)](#) | [Water Finance](#) | [Infrastructure Finance](#) | [Special Assessment Districts](#)

[⇒ View All Headlines](#)

CDFA Partners



[⇒ View Partners](#)



CDFA EDA Revolving Loan Fund Best Practices Program

The EDA Revolving Loan Fund Program is a staple of the federal economic development access to capital delivery system. The program, established in 1975, is designed to provide grants to state and local governments, political subdivisions, and nonprofit organizations to operate a lending program that offers low-interest loans to businesses that cannot get traditional bank financing. Grant recipients are required to manage their RLF according to their RLF administrative plan, a document that describes the lending strategy and administrative procedures for a specific RLF project. The EDA has charged CDFA with developing an education program which will help to improve this crucial program.

CDFA has worked with the EDA to develop an innovative technical assistance approach to better supporting and improving the more than 500 EDA funded Revolving Loan Funds in the United States. The CDFA EDA RLF Best Practices Program will include a diverse set of offerings that will encourage learning, best practice collaborations, evaluations of service efficiencies and improvements, and a comprehensive resource collection and dissemination process.

Key program elements will include:

- EDA Revolving Loan Fund Training**
CDFA will present its comprehensive Intro Revolving Loan Fund Finance Course once in each of EDAs six regions. The course curriculum will be tailored to address the specific needs of EDA RLF grantees with a focus on introductory elements related to program design, marketing, management, decision making, pre- and post-loan closing processing, disclosure and monitoring, underwriting strategies, program expansion, evaluations and program risk strategies.
- EDA Revolving Loan Fund Webinar Series**
Understanding that not all RLF grantees will have the resources or ability to attend in-person training, the CDFA EDA RLF Best Practices Program will offer an exclusive online learning environment through CDFA's established webcast system. This learning module will include twelve, ninety minute, webinars focused on specific RLF program management best practices.
- EDA Revolving Loan Fund Peer-to-Peer Learning Exchange**
CDFA and EDA will match low performing loan funds with high performing loan funds over the duration of the program in order to encourage learning from best practices. CDFA staff will lead conversations and pairings with most exchanges occurring as scheduled web meetings. Peer-to-Peer learning participants are encouraged to attend the regular webinars and then hold a follow-up meeting for a peer exchange on the same topic.

EDA Revolving Loan Fund Training

EDA Revolving Loan Fund Webinar Series

EDA Revolving Loan Fund Peer-to-Peer Learning Exchange

EDA Revolving Loan Fund Resource Center

The CDFA EDA RLF Best Practices Program was prepared by the Council of Development Finance Agencies using Federal funds under award ED17HQJ3030053 from the Economic Development Administration, U.S. Department of Commerce. The statements, findings, conclusions, and recommendations are those of the author(s) and do not necessarily reflect the views of the Economic Development Administration or the U.S. Department of Commerce.



Maximizing Revolving Loan Fund Impact

Thank you

for joining the conversation today.

Send us your questions and comments!



Harry Allen

Coordinator, Research & Advisory Services

614-705-1315

hallen@cdfa.net

This webcast is designed to provide accurate and authoritative information in regard to the subject matter covered. It is available with the understanding that CDFA and the panelists are not engaged in rendering legal, accounting, or other professional services. If legal advice or other expert assistance is required, the services of a competent professional should be sought.