



# Staffing and Day to Day Management Approaches

**Thank you**

for joining the  
conversation today.

Send us your  
questions and  
comments!

## Welcome

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



# Staffing and Day to Day Management Approaches

## Moderator

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**Harry Allen, Moderator**

Director, Research & Technical Assistance  
Council of Development Finance Agencies

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



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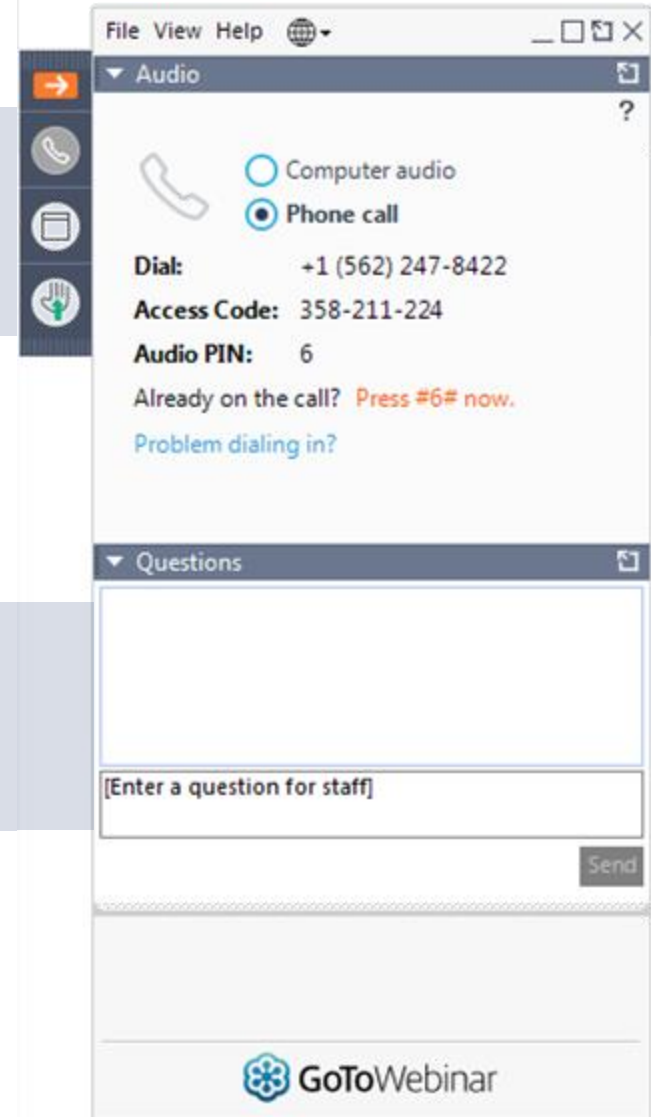
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# Staffing and Day to Day Management Approaches

Using your telephone will give you better audio quality.



Submit your questions to the panelists here.



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## Panelists



### **Jennifer Hibbard**

Loan Program Director  
North Central Pennsylvania Regional  
Planning and Development Commission



### **Michelle Beecher**

Lending Associate  
Rural Nevada Development  
Corporation

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### **Robyn Jacobson**

Contracts Administrator  
East Central Iowa Council of  
Governments

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# Staffing and Day to Day Management Approaches

## Question and Answer

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### 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 support and improve 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.

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



# Staffing and Day to Day Management Approaches

## Upcoming CDFA EDA RLF Best Practices Trainings

### **CDFA EDA Revolving Loan Fund Training – Denver Region**

Denver, CO

April 9-10, 2019

### **CDFA EDA Revolving Loan Fund Training – Chicago Region**

Chicago, IL

September 10-11, 2019

### **CDFA EDA Revolving Loan Fund Training – Atlanta Region**

Tampa, FL

November 5-6, 2019

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

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# Staffing and Day to Day Management Approaches

## Upcoming CDFA EDA RLF Best Practices Webinars

### **Utilizing the Toolbox Approach**

March 5, 2019 | 2:00 PM Eastern

### **Best Practices in Revolving Loan Fund Marketing**

May 21, 2019 | 2:00 PM Eastern

### **Building Partnerships to Maximize Your RLF Impact**

August 6, 2019 | 2:00 PM Eastern

### **Revisiting Your Revolving Loan Fund Plan**

September 24, 2019 | 2:00 PM Eastern

### **Fund Recapitalization and Expansion**

October 22, 2019 | 2:00 PM Eastern

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

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# 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



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## 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](#)

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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.*



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**Harry Allen**

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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.