General Session II
Other Economic Development Activities Unlocked
9:30 am – 10:45 am
Thank you to our Alliance Partners

Bank of America
Merrill Lynch

Credit Suisse

Wells Fargo
SPEAKERS

Jamie Davenport, Chief, Community Advantage Division, Office of Economic Opportunity
  U.S. Small Business Administration

Charlie Cleary, Director
  Self-Help Ventures Fund

Debbie Partin, Director, REI Business Lending
  Rural Enterprises of Oklahoma, Inc.

Mary Mansfield, Executive Vice President
  Bay Colony Development Corp.
Underserved Lending Performance Report: FY2015
OEO Programs: FY15 Highlights

Of 203 OEO Lenders, 143 Lenders made at least 5 loans

<table>
<thead>
<tr>
<th>Program</th>
<th>Approved Loans</th>
<th>Approved Dollars</th>
<th>Average Loan Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Microloan Program</td>
<td>3667</td>
<td>$51,643,300</td>
<td>$14,083</td>
</tr>
<tr>
<td>Intermediary Lending Pilot (ILP) Program</td>
<td>97</td>
<td>$7,796,834</td>
<td>$80,379</td>
</tr>
<tr>
<td>Community Advantage (CA) Pilot Program</td>
<td>828</td>
<td>$103,516,100</td>
<td>$125,019</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>4551</strong></td>
<td><strong>$162,336,196</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Microloan Program**
- 140 Microlenders made at least 1 microloan in 2015
- Microlenders closed loans at a rate of $1.51 for every $1.00 of SBA funds approved in FY15
- 7 new Microlenders approved in 2015

**Community Advantage**
- 61 (out of 100) CA Lenders made at least 1 loan in 2015, a 35% increase in participation from FY14
- Loan Volume in FY15 increased by 83% over FY14

**ILP**
- $34 million has been deployed to Intermediaries by end of FY15 and $38 million in loans were made to small businesses since inception (FY11)
- Program no longer has authority to add new program participants or loan additional capital*

*Under Congressional Review

Office of Economic Opportunity
“Building Success in Underserved Markets”
# Top 25 OEO Lenders by Number of Loans, FY2015

<table>
<thead>
<tr>
<th>Lender</th>
<th>OEO Programs</th>
<th># Loans Approved/Closed</th>
<th>$ Loan Approvals/Closed</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Justine Petersen Housing &amp; Reinvestment Corporation</td>
<td>CA, Micro</td>
<td>368</td>
<td>$1,613,554</td>
</tr>
<tr>
<td>2. Business Center for New Americans</td>
<td>Micro</td>
<td>266</td>
<td>$1,035,000</td>
</tr>
<tr>
<td>3. Economic and Community Development Institute</td>
<td>Micro</td>
<td>218</td>
<td>$1,571,391</td>
</tr>
<tr>
<td>4. Finanta</td>
<td>Micro</td>
<td>185</td>
<td>$1,624,400</td>
</tr>
<tr>
<td>5. LiftFund, Inc.</td>
<td>CA, Micro</td>
<td>139</td>
<td>$6,676,688</td>
</tr>
<tr>
<td>6. Oregon Assoc. of Minority Entrepreneurs Credit Corp.</td>
<td>Micro</td>
<td>131</td>
<td>$1,075,530</td>
</tr>
<tr>
<td>7. CDC Small Business Finance Corp.</td>
<td>CA, Micro</td>
<td>122</td>
<td>$11,729,075</td>
</tr>
<tr>
<td>8. Valley Economic Development Corporation</td>
<td>CA, Micro</td>
<td>122</td>
<td>$9,733,416</td>
</tr>
<tr>
<td>9. Accion East dba ACCION USA, Inc.</td>
<td>Micro</td>
<td>105</td>
<td>$1,173,452</td>
</tr>
<tr>
<td>10. Rural Enterprise Assistance Proj-Ctr for Rural Affairs</td>
<td>Micro</td>
<td>97</td>
<td>$679,575</td>
</tr>
<tr>
<td>11. Flagship Enterprise Center, Inc.</td>
<td>Micro</td>
<td>90</td>
<td>$2,950,002</td>
</tr>
<tr>
<td>12. Wisconsin Women's Business Initiative Corporation</td>
<td>CA, Micro</td>
<td>88</td>
<td>$5,076,597</td>
</tr>
<tr>
<td>13. Renaissance Economic Development Corporation</td>
<td>Micro</td>
<td>76</td>
<td>$1,662,695</td>
</tr>
<tr>
<td>14. Cooperative Business Assistance Corporation</td>
<td>CA, Micro</td>
<td>73</td>
<td>$1,744,298</td>
</tr>
<tr>
<td>15. PeopleFund</td>
<td>CA, Micro</td>
<td>68</td>
<td>$4,304,953</td>
</tr>
<tr>
<td>16. Community Ventures Corporation</td>
<td>Micro</td>
<td>67</td>
<td>$420,820</td>
</tr>
<tr>
<td>17. Northeast Entrepreneur Fund, Inc.</td>
<td>Micro</td>
<td>64</td>
<td>$672,068</td>
</tr>
<tr>
<td>18. OBDC Small Business Finance</td>
<td>CA, Micro</td>
<td>63</td>
<td>$7,378,600</td>
</tr>
<tr>
<td>19. Trenton Regional Business Assistance Corp.</td>
<td>CA, Micro</td>
<td>61</td>
<td>$5,190,567</td>
</tr>
<tr>
<td>20. ECDC Enterprise Development Group</td>
<td>Micro</td>
<td>60</td>
<td>$1,313,422</td>
</tr>
<tr>
<td>21. Union County Economic Development Corporation</td>
<td>CA, Micro</td>
<td>58</td>
<td>$1,604,294</td>
</tr>
<tr>
<td>22. Empire State Certified Develop</td>
<td>CA</td>
<td>54</td>
<td>$7,635,900</td>
</tr>
<tr>
<td>23. North Carolina Minority Support Center</td>
<td>CA</td>
<td>54</td>
<td>$6,031,400</td>
</tr>
<tr>
<td>24. BOC Capital Corporation</td>
<td>Micro</td>
<td>51</td>
<td>$407,051</td>
</tr>
<tr>
<td>25. Mountain Bizcapital, Inc.</td>
<td>CA</td>
<td>48</td>
<td>$964,750</td>
</tr>
</tbody>
</table>

*CDCs highlighted in Yellow*
Community Advantage Program

WHO ARE APPROVED CA LENDERS?

- 41 SBA CDCs
- 53 SBA Microlenders
- 68 CDFIs
- 3 CA Lenders with “Nationwide” lending authority
- 38 Lenders authorized to sell on the Secondary Market
- 50 CA Lenders are tentatively eligible for delegated lending status, of these 10 have been granted full delegated status

FEBRUARY 2011 – September 30, 2015

- 100 CA Lenders approved nationwide
  - 53 SBA Microlenders
  - 41 SBA CDCs
  - 68 Treasury-certified CDFIs
  - 3 CA Lenders with “Nationwide” lending authority
  - 38 Lenders authorized to sell on the Secondary Market
  - 50 CA Lenders are tentatively eligible for delegated lending status, of these 10 have been granted full delegated status

- 1,757 CA Loans approved for $225 million
  - 83% of loans in urban areas
  - 17% of loans in rural areas
  - Average loan size = $128,385 (and falling!!!)
  - Top Use of Proceeds = Inventory/ Working Capital (41%)
Community Advantage Program: FY2015

HIGHLIGHTS

- **14 new** lenders approved in FY15
- **83%** increase in the number of CA loans made in 2014 vs 2013

### SBA Region Performance

<table>
<thead>
<tr>
<th>SBA Region Performance</th>
<th># Approved</th>
<th>$ Approved</th>
</tr>
</thead>
<tbody>
<tr>
<td>1(CT, MA, ME, NH, RI, VT)</td>
<td>28</td>
<td>4,282,400</td>
</tr>
<tr>
<td>2(NJ, NY, PR)</td>
<td>94</td>
<td>12,860,900</td>
</tr>
<tr>
<td>3(DC, DE, MD, PA, VA, WV)</td>
<td>31</td>
<td>4,498,500</td>
</tr>
<tr>
<td>4(AL, FL, GA, KY, MS, NC, SC, TN)</td>
<td>96</td>
<td>11,504,900</td>
</tr>
<tr>
<td>5(IL, IN, MI, MN, OH, WI)</td>
<td>175</td>
<td>21,719,500</td>
</tr>
<tr>
<td>6(AR, LA, NM, OK, TX)</td>
<td>110</td>
<td>10,970,000</td>
</tr>
<tr>
<td>8(CO, MT, ND, SD, UT, WY)</td>
<td>28</td>
<td>4,841,200</td>
</tr>
<tr>
<td>9(AZ, CA, GU, HI, NV)</td>
<td>251</td>
<td>30,322,500</td>
</tr>
<tr>
<td>10(AK, ID, OR, WA)</td>
<td>16</td>
<td>2,536,200</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>829</strong></td>
<td><strong>103,536,100</strong></td>
</tr>
</tbody>
</table>

### CA Loan Approval Activity

<table>
<thead>
<tr>
<th></th>
<th>FY2011</th>
<th>FY2012</th>
<th>FY2013</th>
<th>FY2014</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$ Approved</strong></td>
<td>$2,142,800</td>
<td>$25,240,90</td>
<td>$38,199,80</td>
<td>$56,473,50</td>
<td>$103,516,10</td>
</tr>
<tr>
<td><strong># Approved</strong></td>
<td>15</td>
<td>188</td>
<td>273</td>
<td>453</td>
<td>828</td>
</tr>
</tbody>
</table>

### Top NAICS Codes

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th># Approved</th>
<th>$ Approved</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>168</td>
<td>$23,531,000</td>
<td>23%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>100</td>
<td>$13,741,200</td>
<td>13%</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>124</td>
<td>$15,409,200</td>
<td>15%</td>
</tr>
<tr>
<td>Prof, Scientific, &amp; Tech Svcs</td>
<td>78</td>
<td>$8,157,700</td>
<td>8%</td>
</tr>
<tr>
<td>Other Services</td>
<td>62</td>
<td>$6,880,600</td>
<td>7%</td>
</tr>
</tbody>
</table>
## Community Advantage Program: FY2015

<table>
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<tr>
<th>Top 10 CA Lenders by # Loans</th>
<th># Approved</th>
<th>$ Approved</th>
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<tr>
<td>CDC Small Business Finance Corp.</td>
<td>93</td>
<td>$10,765,400</td>
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<td>Valley Economic Development Corporation</td>
<td>65</td>
<td>$8,870,000</td>
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<td>OBDC Small Business Finance</td>
<td>57</td>
<td>$7,108,600</td>
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<tr>
<td>LiftFund, Inc.</td>
<td>56</td>
<td>$6,004,200</td>
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<td>Empire State Certified Develop</td>
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<td>PeopleFund</td>
<td>49</td>
<td>$4,004,800</td>
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<td>Wisconsin Women's Business Initiative Corporation</td>
<td>46</td>
<td>$4,075,800</td>
</tr>
<tr>
<td>Growth Capital Corp.</td>
<td>41</td>
<td>$5,767,200</td>
</tr>
<tr>
<td>Trenton Regional Business Assistance Corp.</td>
<td>33</td>
<td>$4,347,000</td>
</tr>
</tbody>
</table>

**Office of Economic Opportunity**

“Building Success in Underserved Markets”

**CDCs highlighted in Yellow**
Since inception, Intermediaries loaned $721.9 million, to 59,304 small businesses; creating or retaining more than 211,749 jobs.

Microloan Activity: Loan Dollars vs Volume

Microloan Final Rule – Loans to Associates on parole or probation now eligible.
## Microloan Program: FY2015

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<td>Flagship Enterprise Center, Inc.</td>
<td>83</td>
<td>$1,693,002</td>
</tr>
<tr>
<td>LiftFund, Inc.</td>
<td>83</td>
<td>$672,488</td>
</tr>
<tr>
<td>Renaissance Economic Development Corporation</td>
<td>76</td>
<td>$1,662,695</td>
</tr>
</tbody>
</table>

*CDC highlighted in Yellow*
**ILP Program: Overall Summary**

- 36 Participating ILP Intermediaries
- Each Intermediary received a $1 million SBA Loan to make loans of $200,000 or less to eligible small businesses
  - $34 million has been disbursed to ILP Intermediaries
  - $37 million has been deployed to small businesses, thus far
- Program no longer has authority to add new program participants or loan additional capital*

<table>
<thead>
<tr>
<th>Year</th>
<th># ILP Loans</th>
<th>$ ILP Loans</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2011</td>
<td>1</td>
<td>$200,000</td>
</tr>
<tr>
<td>FY2012</td>
<td>94</td>
<td>$7,134,984</td>
</tr>
<tr>
<td>FY2013</td>
<td>139</td>
<td>$13,077,716</td>
</tr>
<tr>
<td>FY2014</td>
<td>102</td>
<td>$8,792,654</td>
</tr>
<tr>
<td>FY2015</td>
<td>97</td>
<td>$7,796,834</td>
</tr>
<tr>
<td>TOTALS</td>
<td>336</td>
<td>$37,002,188</td>
</tr>
</tbody>
</table>

*Under Congressional Review

**Relending requirement will ensure funds are continually revolved over the 20 year term of the SBA Loans**
PRIME

Eligible applicants: Non-profit microenterprise development organizations & Intermediaries with record of delivering services to disadvantaged entrepreneurs

Track 1 – max grant $150,000

Training & TA to disadvantaged entrepreneurs

FY15: Awarded $5 million

Track 2 – max grant $250,000

Training & TA to microenterprise development organizations (Capacity Building grant)

FY16: TBD; Will post at www.Grants.gov
LINC (Leveraging Information & Networks to access Capital)

The borrower enters basic business information into SBA’s online LINC tool...

...That information is passed through to SBA lenders

Connecting Borrowers with SBA Approved Lenders

1. About You
2. About Your Company
3. Loan Information

Please check your email that is associated with your SBA.gov account for a security code and enter it here. This will allow us to verify account ownership.

1043763

Legal Business Name:

Business operating zip code:

Small Business Owner

Small Business Owner

Small Business Owner

LINC

20 Questions

Bank 1

Bank 2

CDC

CDFI

Micro-lender

Office of Economic Opportunity
“Building Success in Underserved Markets”
Looking Ahead: FY 2016

• Participant Guide 4.0
• Training series – Ex-prison population
• SBA One
• LINC v 2.0 and beyond
• Monthly OEO Webinar Call – 4th Wednesday of each month
  • communityadvantage@sba.gov

Make a Difference in Your Community!!!
Join the
SBA Opportunity Network™
Other Economic Development Activities

Self-Help Ventures Fund
What we do

• Provide responsible and affordable financial services.
• Promote ownership and development to help communities thrive
• Lend to businesses and nonprofits
• Advocate for responsible lending and against abusive financial practices.
How we do it

• Community Development Financial Institution founded in 1980.
• Provided over $5.6 billion in financing to help more than 64,000 borrowers buy homes, start & build businesses, and strengthen community resources across the country.
Economic Development Activities

• Small
  – Land Banking/Development
  – Business Incubator

• Medium
  – Business Lending
  – Targeted Development

• Large
  – CRE Lending
  – CRE Redevelopment
Land Banking/Development

Catalyzing Redevelopment and Growth

- Focus on single-family homes (new construction and rehab) in central city neighborhoods
- Developed 200 homes in the past 15 years
- Partner with neighborhood groups and other invested stakeholders
- Collaborative Financing for both Development and Sales (Municipalities, HFA, Institutions)
Creating space for diverse entrepreneurs

- American Underground (AU) has become the center of entrepreneurial activity in downtown Durham
- Goal to become the most diverse start-up incubator in the world by 2016.
- Self-Help completed renovations in 2014, creating 26,000 square feet of office space for AU.
- AU is home to 200 companies, 32 percent of them owned by women or people of color.
Mission Driven Lending to Build Communities

- Self Help lent $125 million in 2014 including loans to promote:
  - Healthy foods production and access.
  - Mental Health/Community Health Care
  - Charter Schools
  - Renewable Energy Production
Partnering to Provide Service

- Self Help assembled parcels for redevelopment of commercial corridor entering Duke University.
- Community engagement, planning and approvals
- Development of 44,000 sq. ft. commercial site, two buildings
- Fully preleased to Duke University Health System and Co-op Grocery retailer
Commercial Real Estate Lending

Creating economic drivers in communities

- 21c Museum Hotel-Interactive art museum/125 room hotel.
- Historic preservation of iconic Durham, NC bank building.
- 230 Construction and 140 permanent jobs
- Self Help loans totaling $22 million, Equity $16 million, Other Funding $15 million
- Self Help LTV 53.5%
Revolution Mill is a historic mill property in Greensboro NC. Self-Help acquired the property in 2012. They invested more than $8 million to stabilize a 650,000-square-foot campus. Anticipated to be a $60-$80 million investment. The completed project, which includes office space and an event center, will soon be joined by artist studios, 142 apartments, and creative space for small businesses and nonprofits.
Other Economic Development Activities
REI Oklahoma

• REI Business Lending
  – CDC
  – USDA IRP
  – SBA Microloan
  – OCS/CED
  – EDA Title IX
  – Direct Lending Pool
  – New Markets Tax Credits ($250 Million Tax Credit Authority to date)
REI Oklahoma

REI Native American Business Centers

Mission: Assist start-up and advanced minority-owned businesses

Funding Sources:
- US Department of Commerce, Minority Business Development Agency (25% match requirement)
- US Small Business Administration, 7j Native American Micro Enterprise Grant (25% match requirement)
- US Small Business Administration, PRIME Grant (50% match requirement)

Target Market: Native American Owned Businesses
REI Oklahoma

REI Native American Business Centers

Services:
- Bid assistance
- Assistance with Procurement Opportunities
- Access to Capital
- Business Counseling – provides one-on-one counseling to Center clients
- Business Trainings – targeted to Native-owned businesses and tribes
- Assistance with 8a Certification

2014 Economic Impact: $233.6 Million in Procurement and Financial Opportunities affecting 242 direct jobs
REI Oklahoma

REI Women’s Business Center

Funding Sources:
- US Small Business Administration, Office of Women’s Business Ownership (1:1 match)
- State Contracts
- Program Income (training fees, sponsorships, etc.)

Target Market: Women entrepreneurs and business owners
REI Oklahoma

REI Women’s Business Center

Services:
- Entrepreneurial workshops and trainings
  - 150 training workshop and networking events offered annually throughout the state
  
  **Topics:** financing, marketing, business planning, ecommerce, social networking, business taxes, website development, and more.

- Business Counseling

- Women Owned Business Certificate Program – to gain prime vendor status with tribal contracts

**2014 Economic Impact:** Assisted 2,352 individuals through training and counseling
What’s Up Next?

PAC EVENT
Mardi Gras World

504 PAC
NADCO

WEDNESDAY
NOV. 11
5:00 - 7:00 PM