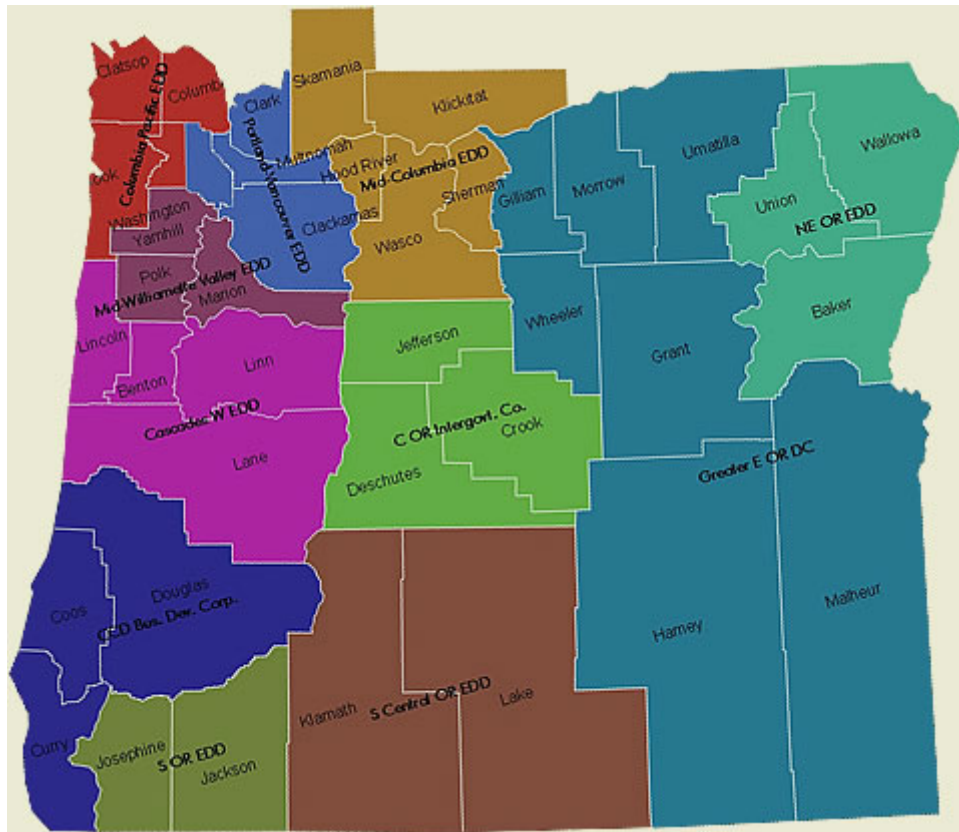


Oregon Economic Development Districts



Revolving Loan Fund “Look Book”

Welcome to the 2011 Oregon District “Look Book!”

Oregon's Economic Development Districts work to provide effective, efficient delivery of economic development services benefiting healthy and sustainable communities and businesses. We operate regionally: forging strategies, solutions, and partnerships that achieve clear, quantifiable and tangible results, most of which would not have been feasible for a single local jurisdiction to implement. Like our counterparts nationwide, Oregon's Economic Development Districts manage and deliver an abundance of federal and state programs, including revolving loan fund programs.

There are twelve Economic Development Districts covering the entire state of Oregon. These districts have formed a statewide association to provide advocacy on issues affecting the network and peer learning opportunities. Of the many areas in which the Districts support their regions is in the operation of Revolving Loan Funds. Some perform this function with their own program staff and others engage partner entities.

Enclosed is basic program information about programs operated in Oregon throughout this network including:

- Central Oregon Intergovernmental Council (COIC)
- Columbia Pacific EDD (ColPac)
- Coos Curry Douglas Business Development (CCD)
- Greater Eastern Oregon Economic Development Corporation (GEODC)
- Lane Council of Governments (LCOG)
- Mid-Columbia Economic Development District (MCEDD)
- Mid-Willamette Valley Council of Governments
- Northeast Oregon Economic Development District (NEOEDD)
- Oregon Cascades West Council of Governments
- South Central Oregon Economic Development District (SCOEDD)
- Southern Oregon Economic Development, Inc (SORED)

The following is intended as a guide to programs to help understand areas in which there may be similarities across programs and to identify the areas in which certain organizations may have strengths and capacity.

- Total Fund Size: more than \$50 million
- Average Loan Size: Approximately \$90,000
- Number of Active loans (as of October 2011): approximately 500
- Total Years of Experience: More than 450

Sincerely,

Amanda Hoey

Executive Director, Mid-Columbia Economic Development District

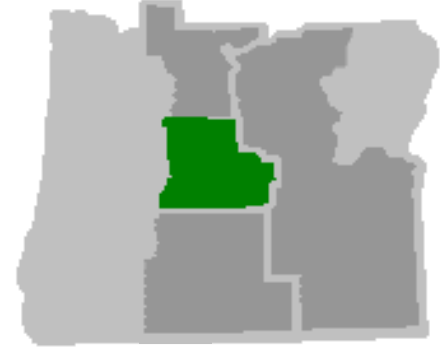
Central Oregon Intergovernmental Council

COIC's mission is to provide education, retraining and economic development services to positively affect regional employment, individual lives, the business community and local government.

Service Area

Central Oregon Intergovernmental Council (COIC) provides revolving loan fund services to:

- **Crook County, Oregon**
- **Deschutes County, Oregon**
- **Jefferson County, Oregon**



COIC is organized as an ORS 190 special district.

Revolving Loan Fund Overview:

COIC offers financing for new or expanding businesses to purchase or build a new facility, to purchase equipment, or for working capital. COIC works with your bank to provide a complete financing package for your new or growing business.

COIC also offers the SBA 504 Loan Program through an affiliate, Oregon Business Development Corporation, an SBA Certified Development Company. The 504 Program provides financing to purchase or build new facilities and equipment, and features a low down payment and a fixed interest rate on the SBA portion.

Contact COIC:

Loan Officer: Jim MacKinnon, jmackinnon@coic.org

Phone: 541-548-9538

Additional Information: <http://www.coic.org>

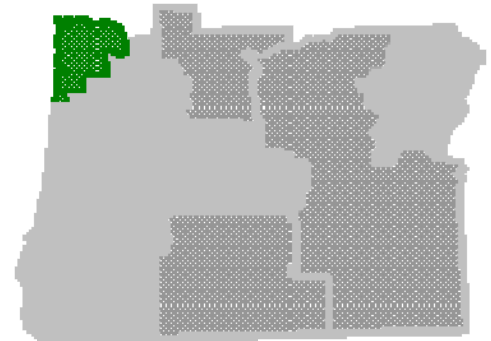
COLUMBIA PACIFIC ECONOMIC DEVELOPMENT DISTRICT

The Col-Pac Mission is to promote and sustain healthy communities in the district through retention, diversification and expansion of the economic base.

Service Area

Columbia Pacific EDD (Col-Pac) provides revolving loan fund services to:

- **Columbia County, Oregon**
- **Clatsop County, Oregon**
- **Tillamook County, Oregon**
- **Western Washington County, Oregon**



Col-Pac is organized as a nonprofit economic development district

Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$3 million dollars with 17 active loans as of October 2011. Average loan size is approximately \$110,000.
- **Fund Sources:** Capital for Col-Pac's revolving loan fund programs has been provided by USDA IRP, USDA RBEG, and Regional Investment Strategies.
- **Loan Software:** Portfol
- **Loan Staff:** Col-Pac employs an Administrative Manager and Loan Officer who work directly with the loan funds. Collectively, they have more than 65 years experience.

Contact Col-Pac:

Loan Officer: Rich Cook, colpacloans@nworegon.org

Phone: (503) 397-3099

Mailing Address: PO Box 534, Columbia City, OR 97018

Additional Information: <http://www.nworegon.org>



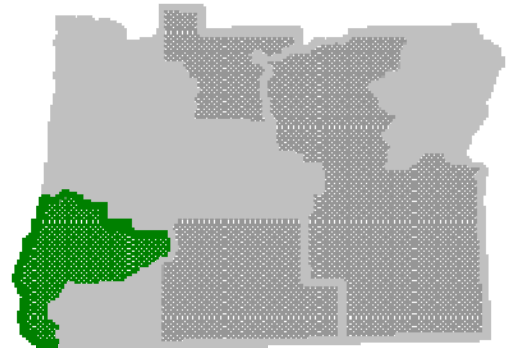
Coos Curry Douglas Business Development Corporation

CCD Business Development Corporation is a private, nonprofit Oregon corporation designated by the U.S. Economic Development Administration as the Economic Development District for Coos, Curry and Douglas Counties in southwestern Oregon.

Service Area

Coos Curry Douglas Business Development (CCD) provides services to the following:

- Coos County, Oregon
- Curry County, Oregon
- Douglas County, Oregon
- Jackson County, Oregon
- Josephine County, Oregon



Revolving Loan Fund Overview:

- Loan Program Characteristics: Total fund size is approximately \$2.7 million dollars with 26 active loans as of October 2011. Average loan size is approximately \$140,000.
- Loan Software: GMS
- Loan Staff: CCD employs a Executive Director, Business Finance Manager, Loan Servicing Specialist/Loan Assistant, Loan Servicing Tech, Packagers (2), and Marketing Person. Collectively, they have more than 100 years experience.

Contact CCD:

Business Finance Manager: Theresa Haga, thaga@ccdbusiness.com

Phone: (541) 756-4101

Mailing Address: PO Box 444, North Bend, OR 97459

Additional Information: <http://www.ccdbusiness.org>

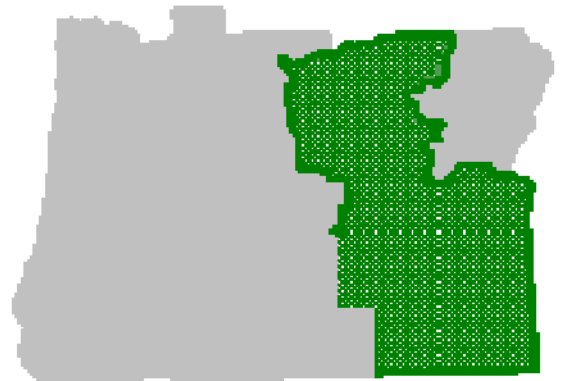
Greater Eastern Oregon Development Corporation

The Greater Eastern Oregon Development Corporation (GEODC) is a regional economic development membership organization charged with supporting job creation by helping to create, retain and expand businesses in the region. This is accomplished, in part, by assisting local government to develop human and physical infrastructure to support community, economic and business development.

Service Area

Greater Eastern Oregon Development Corporation (GEODC) is composed of:

- Gilliam County, Oregon
- Grant County, Oregon
- Harney County, Oregon
- Malheur County, Oregon
- Morrow County, Oregon
- Umatilla County, Oregon
- Wheeler County, Oregon



GEODC is organized as a Certified Development Corporation through SBA; Private non-profit 501(c)4.

Revolving Loan Fund Overview:

- Loan Program Characteristics: Total fund size is approximately \$6.5 million dollars with 65 active loans as of October 2011. Average loan size is approximately \$101,000.
- Fund Sources: Capital for GEODC's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, Regional Investment Strategies, Local/County programs and SBA 504.
- Loan Software: GMS
- Loan Staff: GEODC employs a Loan Officer and Loan Processor who work directly with the loan funds. Collectively, they have more than 20 years experience.

Contact GEODC:

Executive Director: Melisa Jo Drugge, melisa.drugge@geodc.net

Phone: (541) 276-6745

Mailing Address: P.O. Box 1041, Pendleton, OR 97801

Additional Information: <http://www.geodc.net>



Lane Council of Governments

The Lane Council of Governments Business Loan Program helps small businesses to utilize various government loan resources including local, state and federal programs such as the US Small Business Administration.

Service Area

Lane Council of Governments (LCOG) provides services to Lane County, Oregon.

LCOG is organized as a special district, ORS 190.



Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$6 million dollars with 40 active loans as of October 2011. Average loan size is approximately \$100,000.
- **Fund Sources:** Capital for LCOG's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, and USDA RBEG.
- **Loan Software:** LMS
- **Loan Packaging:** LCOG provides loan packaging services for SBA 504 and SBA 7A programs.
- **Loan Staff:** LCOG employs two loan fund staff. Collectively, they have more than 30 years experience.

Contact Lane COG:

Loan Fund Manager: Steve Dignam, sdignam@lcog.org

Phone: 541-682-7450

Mailing Address: 859 Willamette Street, Suite 500, Eugene, OR 97401

Additional Information: <http://www.lcog.org/loans.cfm>



Mid-Columbia Economic Development District

MCEDD's mission: "To promote the creation of family wage jobs, the diversification of the economic base, and the growth, development and retention of business and industry within the five-county district."

Service Area

Mid-Columbia Economic Development District (MCEDD) is composed of five counties bordering the Columbia River:

- **Hood River County, Oregon**
- **Wasco County, Oregon**
- **Sherman County, Oregon**
- **Skamania County, Washington**
- **Klickitat County, Washington**



MCEDD is organized as a government non-profit in Oregon as an ORS-190 and in Washington as an RCW 39.34.010.

Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$5.5 million dollars with 83 active loans as of October 2011. Average loan size is approximately \$65,000.
- **Fund Sources:** Capital for MCEDD's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, and a Washington Community Development Block Grant. In addition, MCEDD offers financing through the Oregon Investment Board fund which includes federal Columbia River Gorge National Scenic Area dollars.
- **Loan Software:** Portfol
- **Loan Packaging:** Staff works with businesses to identify and apply for local, state and federal loans. MCEDD also provides packaging of loans using local Urban Renewal funds and Oregon and Washington state funds.
- **Loan Staff:** MCEDD employs a Loan Fund Manager, Assistant Project Manager and Executive Director who work directly with the loan funds. Collectively, they have more than 20 years experience.

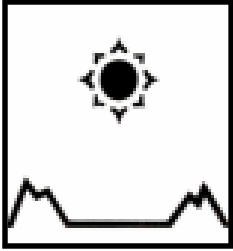
Contact MCEDD:

Loan Fund Manager: Eric Nerdin, eric@mcedd.org

Phone: 541-296-2266; Fax: 541-296-3283

Address: 515 East 2nd Street, The Dalles, OR 97058

Additional Information: <http://www.mcedd.org>



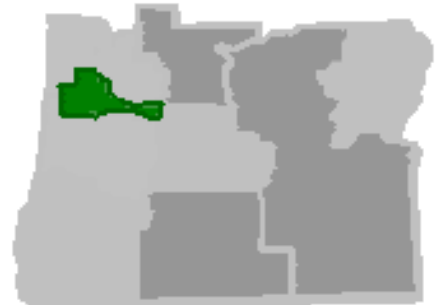
Mid Willamette Valley Council of Governments

The Mid Willamette Valley COG's Mission is to provide assistance to area small businesses with all of the commonly used government finance programs. These federal, state and local resources are designed to be used in partnership with private lenders such as banks to provide the financing needed by companies to expand or start new venture and create more jobs for the area.

Service Area

Mid-Willamette Valley Council of Governments provides revolving loan fund services to:

- **Marion County, Oregon**
- **Polk County, Oregon**
- **Yamhill County, Oregon**



Mid-Willamette Valley Council of Governments is organized as an ORS 190 government entity. MWVCOG established a 501c4 non-profit known as Valley Development Initiatives (VDI) for its business lending and housing rehabilitation loan services.

Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Loan fund size is approximately \$2.5 million dollars in the RLF and \$5.25 million dollars in the Valley Development Initiatives. There were 49 active loans as of October 2011. Average loan size is approximately \$89,000.
- **Fund Sources:** Capital for revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, Oregon Community Development Block Grant, Local/County program, and Regional Investment Strategies.
- **Loan Packaging:** Staff provides loan packaging for the SBA 504 program and Business Oregon OBDF.
- **Loan Software:** LMS Loan Management Software
- **Loan Staff:** Three staff work directly with the loan funds, including a Loan Program Manager, Senior Loan Officer and Loan Servicing and Documentation Specialist. Collectively, they have 64 years experience.

Contact Mid-Willamette:

Loan Program Manager: John Safstrom, jsafstrom@mwvcog.org

Phone: (503) 588-6177

Mailing Address: 105 High Street SE, Salem, OR 97301

Additional Information: <http://www.mwvcog.org>



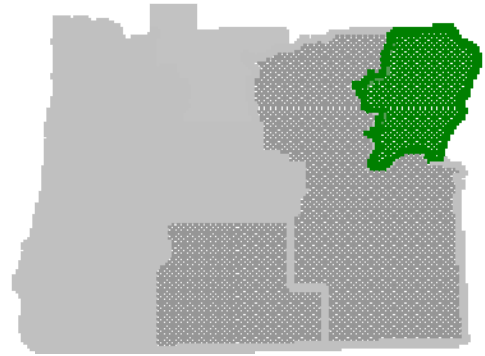
Northeast Oregon Economic Development District

NEOEDD's mission is to provide resources and facilitate quality decision making for the benefit of entrepreneurs, businesses and communities in Northeast Oregon.

Service Area

Northeast Oregon Economic Development District (NEOEDD) provides revolving loan fund services to:

- **Wallowa County, Oregon**
- **Union County, Oregon**
- **Baker County, Oregon**



NEOEDD is organized as a unit of local government and operates the EDA RLF. The NOBD is a 501(c)4 and operates the IRP program.

Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$3.5 million dollars with 55 active loans as of October 2011. Average loan size is approximately \$67,000.
- **Fund Sources:** Capital for NEOEDD's revolving loan fund programs has been provided by the Economic Development Administration, USDA Rural Business Enterprise Grant and USDA Intermediary Relending Program.
- **Loan Packaging:** NEOEDD provides referral services for a number of other loan programs and can make recommendations on financing structures or strategies.
- **Loan Software:** Downhome Loan Software
- **Loan Staff:** NEOEDD contracts for loan fund management with an outside company. The Executive Director also works directly with the loan program. Lisa Dawson has about 18 years participating in the loan process and has received NDC certification

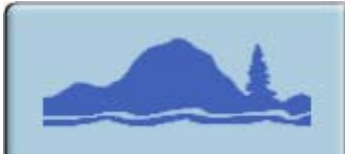
Contact NEOEDD:

Executive Director: Lisa Dawson, lisadawson@neoedd.org

Phone: (541) 426-9058

Mailing Address: 101 NE First Street, Suite 100, Enterprise, OR 97828

Additional Information: <http://www.neoedd.org>



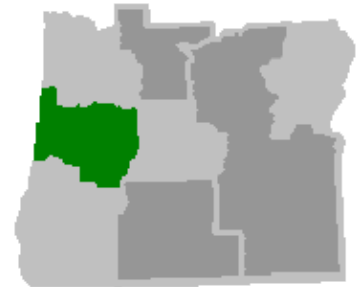
Oregon Cascade West Council of Governments

The goal of the lending program is to foster economic development by providing access to capital for small business owners, for either start-up or expansion needs. This gives businesses the opportunity and capacity to play an important role in determining their futures. Ultimately it means the creation of more jobs for our citizens.

Service Area

Oregon Cascades West Council of Governments (OCWOG) provides revolving loan fund services to the following:

- **Linn County, Oregon**
- **Benton County, Oregon**
- **Lincoln County, Oregon**
- **Lane County, Oregon**



OCWOG is organized as a nonprofit 501(c)4

Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$5 million dollars with 78 active local loans as of October 2011. Average loan size is approximately \$65,000.
- **Fund Sources:** Capital for OCWOG's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, and USDA RBEG. In addition, OCWOG offers financing through local programs including BIF and Lincoln County.
- **Loan Software:** LMS Loan Management System
- **Loan Staff:** OCWOG employs a Loan Program Manager, Loan Officer, Loan Officer Assistant and Administrative Assistant who work directly with the revolving loan fund programs. Collectively, they have more than 70 years experience.

Contact OCWOG:

Contact: Diane Searle/Brenda Baze

Phone: 541-924-4538

Mailing Address: 1400 Queen Ave. SE, Suite 205-C, Albany, OR 97322

Additional Information: <http://www.ocwcog.org>



South Central Oregon Economic Development District

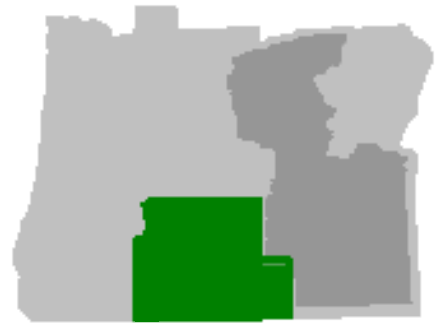
The mission of the South Central Oregon Economic Development District is to build cooperation and collaboration between private, public and community entities that support planned growth that allows for an economy with an expanded industrial base, leadership in alternative, renewable energy development, an educated and well trained workforce, and affordable housing opportunities.

Service Area

South Central Oregon Economic Development District (SCOEDD) provides revolving loan fund services to:

- **Lake County, Oregon**
- **Klamath County, Oregon**

SCOEDD is organized as a special district under ORS 190 as an economic development district



Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$2.2 million dollars with 19 active loans as of October 2011. Average loan size is approximately \$75,000.
- **Fund Sources:** Capital for SCOEDD's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, USDA RMAP, Oregon CDBG and Regional Investment Strategies.
- **Loan Packaging:** SCOEDD provides referral services for a number of other loan programs and provides packaging for State of Oregon and the Klamath County Development Corporation.
- **Loan Software:** Downhome Loan
- **Loan Staff:** SCOEDD's program is currently operated primarily by the Executive Director with a contracted underwriter. SCOEDD's staff has more than 15 years experience in business lending

Contact SCOEDD:

Executive Director, Betty Riley, betty@scoedd.org

Phone: (541) 274-0098

Mailing Address: 317 South 7th Street, P.O. Box 1529, Klamath Falls, Oregon 97601

Additional Information: <http://www.scoedd.org>



Southern Oregon Economic Development

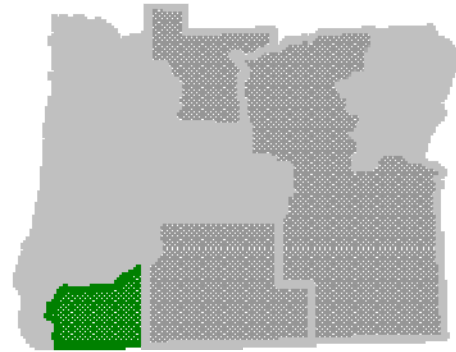
SOREDI offers business assistance, expansion, and relocation services. It is the mission of SOREDI to

be the leader in developing and nurturing economic partnerships among private, community, and public entities to: collectively build employment opportunities; diversify the economy; and promote the creation of jobs with wages and benefits higher than the regional average, compatible with community values.

Service Area

Southern Oregon Economic Development, Inc (SOREDI) provides services to:

- Jackson County, Oregon
- Josephine County, Oregon



SOREDI is organized as a nonprofit.

Revolving Loan Fund Overview:

- Loan Program Characteristics: Total fund size is approximately \$4 million dollars with 55 active loans as of October 2011. Average loan size is approximately \$76,000.
- Fund Sources: Capital for SOREDI's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, Regional Investment Strategies, and Local/County programs.
- Loan Software: Portfol
- Loan Staff: SOREDI employs a Loan Fund Manager who works directly with the loan funds. He has more than 30 years experience.

Contact SOREDI:

Loan Fund Manager, Alex Pawlowski, alex@soredi.org

Phone: (541) 779-2608

Mailing Address: 673 Market Street, Medford, OR 97504

Additional Information: <http://www.soredi.org>

Entity	Fund Sources							
	EDA	USDA IRP	USDA RMAP	USDA RBEG	Local/ County	Regional Invest. Strat.	CDBG	SBA 504
COIC								
ColPac		X		X		X		
CCD								
GEODC	X	X		X	X	X		X
Lane COG	X	X		X				
MCEDD	X	X		X	X		X	
Mid Willamette	X	X		X	X	X	X	
NEOEDD	X	X		X				
OCWOG	X	X		X	X			
SCOEDD	X	X	X	X		X	X	
SORED	X	X		X	X	X		

Lane Council of Governments

Contact: Steve Dignam, Program Manager
541.682.4283
541.682.4099 (fax)
sdignam@lcog.org

Mid-Columbia Economic Development District

Contact: Eric Nerdin, Loan Fund Manager; Amanda Hoey, Executive Director
541.296.2266
541.296.3283 (fax)
eric@mcedd.org; amanda@mcedd.org

Mid-Willamette Valley Council of Governments

Contact: Suzanne Dufner, Director of Community Development
Janiel "JR" Rae-Ryan, Loan Servicing/Documentation Specialist
503.540.1616 (Suzanne); 503.540.1613 (JR)
503.588.6094 (fax)
sdufner@mwvcog.org; jrryan@mwvcog.org

Northeast Oregon Economic Development District

Contact: Lisa Dawson, Executive Director
541.426.3598
541.425.9058 (fax)
lisadawson@neoedd.org

Oregon Cascades West Council of Governments

Contact: Brenda Baze, Portfolio Manager/Loan Officer
541-924-4538
541.967.4651 (fax)
BBaze@ocwcog.org

South Central Oregon Economic Development District

Contact: Betty Riley, Executive Director
541.884.5593
541.884.6738 (fax)
betty@scoedd.org

South Oregon Regional Economic Development, Inc

Contact: Alex Pawlowski
541.773.8946
541.779.0953 (fax)
alex@soredi.org