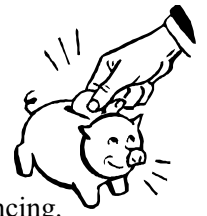


# FINANCING YOUR ENTERPRISE

You may require additional capital to start your recreation enterprise. The following resources are meant as supplements to traditional lender credit or equity financing.



## Business Finance Programs at the Oregon Economic and Community Development Department

### 1. Oregon Business Development Fund

The Oregon Business Development Fund (OBDF) is a revolving loan fund, which provides long term, fixed rate financing for land, buildings, equipment, machinery, and term working capital.

Manufacturing, processing, and regionally significant tourism projects are eligible.

#### Program Guidelines:

- Maximum loan is 40% of eligible project costs.
- Private lender is required for a portion of the project.
- Refinancing of existing debt is generally ineligible.
- Loans may not exceed \$500,000 per project.
- Preference to loans that create jobs (\$30,000/job).
- Funds are set aside for loans of \$50,000 or less, emerging small enterprises in economically distressed areas, and rural areas of the state.
- Cannot fund construction of office buildings, retail businesses, shopping centers or food service facilities.

**Maximum loan term** is 20 years. Firms must agree to enter a First Source hiring agreement with a local provider of job training.

Interest rate: 1% above prevailing U.S. Treasury issue of similar maturity. In distressed areas, low rates can be as low as 4% below prime.

**Collateral & Security:** May be subordinated to other project financing. Must be fully secured. Usually require 10% owner equity for existing businesses, 30% for start-ups.

**Application:** OECDD has an eligibility review procedure to help determine status. Full applications are considered for approval by the Finance Committee, which meets twice a month. For loans of \$50,000 or less, the Director of OECDD can approve.

#### **Contact:**

See Regional Department contacts

### 2. Capital Access Program (CAP)

The CAP is designed to increase the availability of loans to Oregon small businesses from local banks. The program provides loan portfolio insurance so lenders may make loans that carry higher than conventional risks. The project must still be within the soundness and safety requirements of federal and state banking regulations.

The program functions by establishing a loan loss reserve fund earmarked for each participating lender to cover loans made under the program. The borrower pays a fee of 3 to 7% of the loan amount. OECDD pays an amount equal to the combined total of the two fees. The fund grows as the lender continues to make loans under the program, and it can be drawn on by the lender to cover a loss that might result from a defaulting CAP loan. If an applicant is located in an economically distressed area, as determined by OECDD, the department may transfer two times the amount of the borrower's contribution to the loan loss reserve fund. A listing of distressed areas and participating banks can be obtained by contacting Business Finance at OECDD.

A CAP loan is a private transaction between borrower and lender. OECDD is not party to the transaction, loan negotiations, or agreement.

- Loan may be term or line of credit or both.
- CAP may be used to cover a portion or full amount of loan or line of credit.
- Borrower may be any type of profit or nonprofit business.
- Can be used on loans for most any purpose except construction or purchase of residential housing, real estate purchase not used for business operations, or to refinance existing loans.

Economic benefits from the resulting loan must occur primarily in Oregon.

#### **Contact:**

See Regional Department contacts

### 3. Oregon Entrepreneurial Development Loan Fund (EDLF)

The EDLF provides initial loans of up to \$25,000 to entrepreneurial businesses under the following criteria:

- The applicant must enroll in a counseling program in a Small Business Development Center (SBDC) or other certified organization.
- The applicant must prepare a business plan and have it reviewed by an SBDC or other certified entity.
- An expenditure plan and application must be prepared.

Applicants must meet two of the three following conditions:

- The business has not been in operation more than 24 months
- The business has revenues of less than \$100,000
- The business is owned by a severely disabled person

Loans must have a reasonable prospect of repayment and borrowers must provide collateral.

A minimum of 20% equity in the form of cash, property, or business equity is required.

**Maximum loan term** is 5 years.

Refinancing of existing debt is ineligible.

Interest rate: 2% over prime and will be fixed for the term of the loan.

Application procedure: Contact the SBDC center closest to you for an application package.

**Contact:**

See Regional Department contacts

### 4. Oregon Credit Enhancement Fund

The Credit Enhancement Fund provides guarantees to banks to increase capital available to small Oregon firms. The program establishes a reserve fund to be used to guarantee up to \$75 million of financial institution loans.

**Program Guidelines:**

- Eligible businesses cannot employ more than 200 full-time employees.
- Manufacturers, processors, natural resource industries, distribution industries, new technology firms, and some service firms qualify. All types of businesses in distressed areas of the state qualify.
- Term and working capital loans qualify.

Two fixed asset loan products are provided:

**Conventional Insurance** — insures up to 90% of commercial loan to a maximum of \$500,000.

**First Loss Insurance** —provides 100% insurance of any loss to a lender up to 25% of the loan amount or \$300,000, whichever is less.

Two working capital products are available:

Evergreen Entrants Program—provides insurance for initial working capital loans to a maximum of \$250,000 or 75% of the loan amount.

Evergreen Plus Program—insures up to 90% of the new incremental loan to a maximum of \$300,000.

**Program eligibility** is restricted to companies that trade in markets for which national or international competition exists or any type of company in distressed areas.

**Application procedure:** Application is made through a bank that has enrolled in the program. A list of enrolled banks is available from OEDD. A onetime, up-front insurance premium is required, based on the term of the loan (1 to 15 years).

**Contact:**

See Regional Department contacts

## 5. Industry Development Assistance Statewide Industry Development

The Oregon Economic and Community Development Department works to build the capacity of industries to increase the global competitiveness by promoting industry-driven strategies and partnerships among industries, government and education. The goal is to help industries build a competitive advantage, and to create a positive economic climate for all business sectors.

Department staff can provide assistance for high priority, statewide-impact, industry-driven initiatives and opportunities.

Examples include:

- Industry strategic planning
- Product and materials research
- International trade initiatives
- Telecommunication tools
- Marketing initiatives
- Working closely with the Department of Agriculture to promote the industry

### Industry Definition:

*Agriculture* – Activities closely related to the commercial production, value-added processing and marketing of plants and animals. Also includes kindred products, such as candy and beverages.

### **Contact:**

See Regional Department contacts

## 6. Regional/Rural Investment Program

The Regional/Rural Investment Program is a locally managed economic and community development planning and funding program. Regions are comprised of a minimum of two contiguous counties that work together on short and long term regional plans. Funds are used for strategic planning and financing projects developed through regional boards or partnerships. Regional boards are appointed by county commissioners.

### **Contact:**

Team Manager for Region for the Department

### **Oregon Economic and Community Development Regional Department Contacts:**

#### **Northwest Team:**

Washington, Multnomah, Clatsop, Columbia, Tillamook,  
Hood River, Clackamas  
Team Manager: (503) 229-5220  
Business Finance Officer: (503) 986-0160

#### **Valley/Mid-Coast Team:**

Lincoln, Benton, Linn, Lane, Marion, Polk, Yamhill  
Team Manager: (503) 986-0142  
Business Finance Officer: (503) 986-0160

#### **Eastern Oregon Team**

Morrow, Umatilla, Union, Wallowa, Baker, Grant, Harney,  
Malheur  
Team Manager: (503) 986-0200  
Business Finance Officer: (503) 986-0165

#### **Southwest Team:**

Jackson, Josephine, Coos, Curry, Douglas  
Team Manager: (503) 986-0122  
Business Finance Officer: (503) 986-0160

#### **Central Corridor Team:**

Jefferson, Deschutes, Crook, Wasco, Sherman, Gilliam,  
Wheeler, Klamath, Lake  
Team Manager: (503) 986-0077  
Business Finance Officer: (503) 986-0160



## Oregon Small Business Development Centers

[www.bizcenter.org](http://www.bizcenter.org)

### **BLUE MOUNTAIN CC**

37 SE Dorion  
Pendleton, OR 97801  
(541) 276-6233 (fax 276-6819)  
Art Hill (ahill@bluecc.edu)  
Jill Pursel (jpursel@bluecc.edu)  
John Armstrong, SBM Instructor  
(jarmstrong @bluecc.edu)

### **BAKER COUNTY SBDC**

3275 Baker St.  
Baker City, OR 97814  
(541) 523-9127 (fax 523-9128)  
Bob Savage (rsavage@bluecc.edu)

### **CENTRAL OREGON CC**

2600 NW College Way  
Bend, OR 97701  
(541) 383-7290 (fax 318-3751)  
Beth Wickham (bwickham@cooc.edu)  
Katharine Condon (kcondon@cooc.edu)

### **CHEMEKETA CC**

365 Ferry St. SE  
Salem, OR 97301  
(503) 399-5088 (fax 581-6017)  
Jimmie Wilkins (jimmiew@chemeketa.edu)  
Tatyana Vityukova  
(vitt@chemeketa.edu)

### **CLACKAMAS CC**

7736 SE Harmony Rd.  
Milwaukie, OR 97222  
(503) 656-4447 (fax 650-7358)  
Tim Shea (tshea@clackamas.edu)  
Susan Endecott (susane@clackamas.edu)

### **CLATSOP CC**

1761 N. Holladay Dr.  
Seaside, OR 97138  
(503) 738-3347 (fax 738-7843)  
Greg Panichello (panic@bizcenter.org)  
Judy Unruh (junruh@clatsop.cc.or.us)

### **COLUMBIA GORGE CC**

400 E. Scenic Dr., #257  
The Dalles, OR 97058  
(541) 298-3118 (fax 298-3119)  
Bob Cole (bcole@cgcc.cc.or.us)  
Suzanne Burd (sburd@cgcc.cc.or.us)

### **EASTERN OREGON UNIVERSITY**

One University Blvd., Zabel Hall, #218  
La Grande, OR 97850  
(541) 962-3391 (fax 962-3701)  
Greg Smith (gregory.smith@eou.edu)  
Susan Bloomfield (sbloomfi@eou.edu)

### **LANE CC**

1445 Willamette St., Suite 1  
Eugene, OR 97401  
(541) 463-5255 (fax 687-0627)  
Forest burden (jourdenft@lanecc.edu)  
Rita Grimes (grimesr@lanecc.edu)

### **LINN-BENTON CC**

6500 SW Pacific Blvd.  
Albany, OR 97321  
(541) 917-4923 (fax 917-4831)  
Dennis Sargent (sargent@gw.lbcc.cc.or.us)  
Joanne Secrest (joanne.secrest @linnbenton.edu)

### **MT. HOOD CC**

323 NE Roberts St.  
Gresham, OR 97030  
(503) 491-7658 (fax 666-1140)  
Don King (donking@teleport.com)

### **OREGON COAST CC**

4157 NW Highway 101, #123  
Lincoln City, OR 97367  
(541) 994-4166 (fax 996-4958)  
Newport: 265-2283 x122 (265-3820)  
Guy Faust (guyfaust@hotmail.com)

## **Business Centers (continued)**

### **OREGON INSTITUTE OF TECHNOLOGY**

3201 Campus Dr., Boivin Hall — Rm. 119  
Klamath Falls, OR 97601  
(541) 885-1760 (fax 885-1761)  
Jamie Albert (alberti@oit.edu)  
Colleen Butler (butlerc@oit.edu)

### **PORTLAND CC**

2025 Lloyd Center  
Portland, OR 97232  
(503) 978-5080 (fax 288-1366)  
Tom Lowles (tlowles@pcc.edu)  
Yvette Johnson (yjohnson@pcc.edu)

### **ROGUE CC**

214 SW Fourth St.  
Grants Pass, OR 97526  
(541) 956-7494 (fax 471-3589)  
Ted Risser, Interim Director  
(trisser@roguecc.edu)  
Donna Love (dlove@roguecc.edu)

### **SMALL BUSINESS INTERNATIONAL TRADE OFFICE**

121 SW Salmon St., #205  
Portland, OR 97204  
(503) 274-7482 (fax 228-6350)  
Tom Lowles (tlowles@pcc.edu)  
Yvette Johnson (yjohnson@pcc.edu)

### **SOUTHWESTERN OREGON CC**

2455 Maple Leaf Lane  
North Bend, OR 97459  
(541) 756-6866 (fax 756-5735)  
Jon Richards (jonbdc@uci.net)  
Lori Capps (loribdc@uci.net)

### **SOUTHERN OREGON UNIVERSITY**

332 West Sixth St.  
Medford, OR 97501  
(541) 772-3478 (fax 734-4813)  
Liz Shelby (shelby@sou.edu)  
MaryLee Hurd (hurd@sou.edu)

### **TILLAMOOK BAY CC**

401 B Main St.  
Tillamook, OR 97141  
(503) 842-2551 (fax 842-2555)  
Barb Bush (bbush@tbcc.cc.or.us)  
Rhonda Ellerbroek (rhondae@tbcc.cc.or.us)

### **TREASURE VALLEY CC**

650 College Blvd.  
Ontario, OR 97914  
(541) 881-8822 x356 (fax 881-2743)  
Andrea Testi (atesti@tvcc.cc)  
Joanne Steele (jsteele@tvcc.cc)

### **UMPQUA CC**

744 SE Rose  
Roseburg, OR 97470  
(541) 672-2535 (fax 672-3679)  
Terry Swagerty (swagert@rosenet.net)  
Kelley Griffith (griffik@rosenet.net)

### **STATE NETWORK OFFICE**

99 W. 10th Ave., #390  
Eugene, OR 97401  
(541) 463-5250 (fax 345-6006)  
Sandy Cutler (cutlers@lanecc.edu)  
Christine Krygier (krygierc@lanecc.edu)  
Sharon Edwards (edwardss@lanecc.edu)  
Jenny Leavitt (leavittj@lanecc.edu)

Updated Sept. 30, 2002

Visit [www.bizcenter.org](http://www.bizcenter.org) for the most current information.

UNITED STATES DEPARTMENT OF AGRICULTURE  
RURAL BUSINESS-COOPERATIVE SERVICE (RBS)  
OREGON  
Fact Sheet

## Business and Industry (B&I) Loan Guarantees

The RBS program provides a loan guarantee to a bank, savings and loan, or other approved lender to finance private businesses located in rural areas of 50,000 population or less. Business loan guarantee purposes include, among others items, construction, acquisition, working capital, equipment purchase, start up costs and expansion costs. Applicants for these loans may be any legal entity, including individuals, public and private organizations and federally recognized Indian tribal groups.

### Program Goal

To encourage the commercial financing of rural business, thereby:

- Creating and saving rural jobs.
- Improving the economic and environmental climate of rural communities.
- *The B&I Program is lender-driven. RBS guarantees the loan rather than lending directly. A commercial lender requests the B&I guarantee and, if approved, it makes (and services) the loan.*

### Type of Assistance

Federal guarantees (typically of 80 percent or less) for lenders on their rural business loans:

80 percent (maximum) guarantee on loans of up to \$5 million.

70 percent (maximum) guarantee on loans of \$5- 10 million.

60 percent (maximum) guarantee on loans of \$1 0-25 million.

- *Limited/Special Circumstances - 90 percent (maximum) guarantee on loans of up to \$2 million.*

### Lender Benefits

The guaranteed portion of the loan is protected against loss by a Federal guarantee.

The guaranteed portion of the loan can be sold on the secondary market.

The guaranteed portion of the loan does not count against lending limits.

B&I guarantees help lenders satisfy Community Reinvestment Act (CRA) requirements.

### Size of Loans

No minimum, but typically beginning at SBA maximum (\$750,000).

Maximum loan is \$25 million

### Interest Rate, Term, Payment Structure, and Fees

Rate: Lender's customary commercial interest rate - negotiated by lender & business.

Fixed or variable (but not more often than quarterly) tied to a published base rate.

Term: Working Capital - 7 years maximum.

Equipment - 15 years maximum.

Real Estate - 30 years maximum.

Structure: Balloons are not permitted. Reduced payments may be scheduled in the first 3 years.

Fees: Lender's reasonable and customary fees - negotiated by lender & business.

### Authorized Loan Purposes

Business asset acquisition, construction, repair, modernization, and development.

Real estate, buildings, equipment, inventory, supplies, & working capital (NO lines of credit).

Loan fees & costs, packaging fees, professional services, and feasibility study costs.

Debt refinancing in certain cases.

### **Loan Limitations**

Construction projects - Construction loan funds should not be advanced until RBS has approved the project.

Commercial lease projects - Need not be owner-occupied, but must have enough committed tenants to evidence positive cash flow.

Ineligible businesses include:

Production agriculture (except when linked to agricultural processing & marketing businesses).

(Note: Nursery, forestry, and aquaculture operations are eligible.)

Gaming facilities - Golf Courses - Lending, investment, and insurance companies.

Projects involving more than \$1 million *and* the relocation of 50 or more jobs.

### **Lender Eligibility**

Any Federal or State chartered bank; Farm Credit System; Bank of Cooperatives; bank-holding company's mortgage company; credit union; or insurance company.

Lender must be subject to government credit examinations and in good standing.

Lender's officers/directors/owners have no substantial financial interest in the borrower.

### **Borrower Eligibility**

Most types of enterprises qualify - manufacturing, wholesale, retail, service.

Project must be in a rural area - outside the immediate influence of a 50,000 + population city.

Proprietorships, partnerships, corporations, nonprofits, tribes, or political subdivisions.

Majority ownership by US citizens or permanent residents.

Less than 20 percent ownership by government or military employees.

Good Credit history.

Must have tangible balance sheet equity at loan closing/project completion of:

10-20 percent or more (for existing businesses).

20-25 percent or more (for new and energy-related businesses). Inability to get credit elsewhere is NOT a requirement.

### **Security Requirements**

The proposed operation must have realistic repayment ability.

There must be adequate collateral to protect the Lender and RBS. Lender should discount collateral consistent with sound loan to value ratios. Typical discount factors are:

Real-estate - using 80 percent or less of the appraised value.

Chattels - using 80 percent or less of the appraised value.

Accounts receivable (<90 days) - using 60 percent or less of value.

Inventory - using 60 percent or less of the value.

Insurance:

Hazard insurance on collateral (*lesser* of loan amount *or* depreciated replacement value). Life insurance (decreasing term OK) on principals/key employees - amount negotiated.

Personal/corporate guarantees:

Typically from all proprietors, partners (except limited partners), or major (20 percent or more interest) shareholders.

### **Special Requirements**

A feasibility study by a recognized, independent consultant may be required.

Annual audited financial statements are generally required for loans in excess of \$3 million and when other special circumstances warrant an audit.

A 2% fee on the guaranteed portion of the loan is paid to RBS at the time the guarantee is issued.

**Application Process**

- Lender & business submit a joint preapplication to RBS, indicating a willingness to make the loan provided a B&I guarantee is approved.
  - RBS meets with all parties at the project site, and then makes a preliminary determination of project eligibility, normally within 15 days.
  - Lender & business complete their application.
  - From RBS receipt of complete application, approval takes less than 60 days.
- Loans up to \$5 million are approved locally larger ones are reviewed in Washington, DC.
- RBS issues a conditional commitment, approving a guarantee subject to conditions.
  - After meeting RBS's conditions, the lender may close the loan and request the guarantee.
  - RBS issues the guarantee after verifying all conditions are met and collecting guarantee fee.

**For More Information**

Bud Fischer, Director, Business-Cooperative Services  
 Georgia Reese, Rural Business-Cooperative Specialist  
 Jane Howard, Rural Business-Cooperative Specialist  
 Dan Streng, Rural Business-Cooperative Specialist  
 Tom Simonson, Rural Business-Cooperative Specialist (Eugene)  
 Robert Haase, Cooperative Development Specialist (Redmond)  
 Donald Hollis, Rural Business-Cooperative Specialist (Pendleton)

**Phone**

(503) 414-3366  
 (503) 414-3366  
 (503) 414-3366  
 (503) 414-3366  
 (541) 465-6443, Ext. 119  
 (541) 923-4358, Ext. 124  
 (541) 278-8049, Ext. 129

United States Department of Agriculture  
 Rural Business-Cooperative Service  
 101 S.W. Main, Suite 1410  
 Portland, OR 97204-3222  
[www.rurdev.usda.gov/rbs](http://www.rurdev.usda.gov/rbs)

# RURAL BUSINESS ENTERPRISE GRANT

## Fact Sheet

United States Department of Agriculture  
Rural Business-Cooperative Service

USDA Rural Business-Cooperative Service (RBS) makes grants under the Rural Business Enterprise Grant (RBEG) Program to public bodies, private nonprofit corporations, and Federally recognized Indian Tribal groups to finance and facilitate development of small and emerging private business enterprises located in rural areas outside the boundary of a city or unincorporated areas of 50,000 or more and its immediately adjacent urbanized or urbanizing area. Public bodies include incorporated towns and villages, boroughs, townships, counties, States, authorities, districts, Indian Tribes on Federal and State reservations, and other Federally recognized Indian Tribal groups in rural areas.

The public bodies, private nonprofit corporations and Federally recognized Indian tribes receive the grant to assist private businesses located in rural areas. **GRANT FUNDS DO NOT GO DIRECTLY TO THE BUSINESS. Grants may be made only for projects for which it can be demonstrated that there is a reasonable prospect that the project will result in development of small and emerging private business enterprises.**

The small and emerging private businesses to be assisted must have less than 50 new employees and less than \$1 million in gross annual revenues and must be located in a rural area outside the boundary of a city or unincorporated areas of 50,000 or more and its immediately adjacent urbanized or urbanizing area.

### How May Funds be Used?

Funds are used for financing or development of private small and emerging businesses.

#### Eligible uses are:

- Technical Assistance (providing assistance for marketing studies, feasibility studies, business plans, training, etc.) to small and emerging businesses.
- Purchasing machinery and equipment to lease to a small and emerging business.
- Creating a revolving loan fund (providing partial funding as a loan to a small and emerging business for the purchase of equipment, working capital, or real estate).
- Constructing a building for a business incubator for small and emerging businesses.

### Limitations:

#### Grants cannot be used for:

- Agricultural Production.
- Comprehensive area wide planning.
- Loans by grantees when the rates, terms, and charges for those loans are not reasonable or would be for purposes not eligible under RBEG regulations.
- Development of a proposal that may result in the transfer of jobs or business activity from one area to another. This provision does not prohibit establishment of a new branch or subsidiary.
- Development of a proposal, which may result in an increase of goods, materials, commodities, services, or facilities in an area when there is not sufficient demand.
- Programs operated by cable television systems.
- Funding part of a project, which is dependent on other funding, unless there is a firm commitment of the other funding to ensure completion of the project.

USDA Rural Business-Cooperative Service is an Equal Opportunity Lender, Provider, and Employer. Complaints of discrimination should be sent to:

USDA, Director, Office of Civil Rights, Washington, DC 20250-94 10

All applications are considered without regard to race, color, religion, sex, national origin, age marital status, or physical or mental handicap (provided applicants have the capacity to enter into a legal contract) of the members of the groups applying for assistance. Service must be extended on the same basis.

## How are Applications Processed?

Applicants will submit supporting data before a formal application is made. After determining the order of funding priorities, RBS will tentatively determine eligibility and request applicants to assemble and submit a formal application.

## Where Is Application Made?

Forms are available from, and may be filed, in any Rural Business-Cooperative Service (RBS) office listed below.

### **Rural Business-Cooperative Service**

1229 SE 3rd. St., Suite A.  
Pendleton, OR 97801-4198  
Phone: (541) 278-8049, Ext. 129  
*Contact: Donald Hollis,  
Rural Business-Cooperative Specialist*

### **Rural Business-Cooperative Service**

625 SE Salmon Ave., Suite 5  
Redmond, OR 97756  
Phone: (541) 923-4358, Ext. 124  
*Contact: Robert Haase,  
Cooperative Development Specialist*

### **Rural Business-Cooperative Service**

1600 Valley River Drive, Suite 230  
Eugene, OR 97401-2129  
Phone: (541) 465-6443 Ext. 119  
*Contact: Tom Simonson,  
Rural Business-Cooperative Specialist*

### **Rural Business-Cooperative Service**

101 SW Main St., Suite 1410  
Portland, OR 97204-3222  
Phone: (503) 414-3366  
*Contact: Jane Howard,  
Rural Business-Cooperative Specialist*

## Other Conditions

Applicants for grants to help develop private business enterprises must file written notice of intent consistent with Intergovernmental Review requirements. Federally recognized Indian Tribes are exempt from this requirement.

Applicants for grants to establish a revolving loan program must include detail on the applicant's experience operating a revolving loan program, proposed projects, applicant's financial ability to administer a revolving fund, the need for a revolving fund, and other funds proposed to leverage funds made available under this program.

All community projects funded by RBS are subject to an environmental assessment in accordance with the National Environmental Policy Act.

USDA Rural Business-Cooperative Service is an Equal Opportunity Lender, Provider, and Employer. Complaints of discrimination should be sent to: USDA, Director, Office of Civil Rights, Washington, DC 20250-94 10

RURAL BUSINESS-COOPERATIVE SERVICE  
*INTERMEDIARY RELENDING PROGRAM (IRP)*  
**Program Information & List of Intermediaries**

**PROGRAM INFORMATION**

This fact sheet includes a list of organizations which have received funds from RBS to establish a revolving loan fund to finance business facilities and community development projects in rural areas of 25,000 population or less. The revolving loan funds can provide financial assistance for community development projects, establishment of new businesses or expansion of existing businesses and saving and/or creation of new jobs in the rural area. Application is made to the Intermediary organization.

<b>Population</b>	Loans to be made only in cities having a population of less than 25,000
<b>Eligible Entity</b>	Intermediaries may make loans to private individuals, public or private organizations, or any other legal entity (ultimate recipient).
<b>Loan Purpose</b>	Must be for an establishment of a new business, the expansion of existing businesses, creation of employment opportunities, saving of existing jobs or community development projects.
<b>Amount</b>	Loans made by an Intermediary to an ultimate recipient may finance <b>no more than 75% of the total cost of the project</b> . The total amount of RBS/Intermediary loan funds requested by the ultimate recipient plus the total outstanding balance of any existing loans from IRP funds <b>will not exceed \$150,000</b> . <i>Up to 25% of the Intermediary portfolio of loans may be in loans exceeding \$150,000 up to a maximum of \$250, 000.</i>
<b>Terms</b>	Security requirements, interest rates and loan terms established by Intermediaries to ultimate recipients shall be negotiated by those parties.
<b>Other Credit</b>	Ultimate recipients must certify and document that they are unable to finance the proposed project from their own resources or through commercial credit or other Federal, State, or local programs at reasonable rates and terms.

\* Describes general program requirements. Individual Intermediaries may have established program requirements that are more specific.

**LIST OF INTERMEDIARIES**

**Port of Bandon Economic Development Fund Corporation**  
P.O. Box 1950  
Bandon, OR 97411  
(541) 347-9105  
Contact: Melody Gillard-Juarez, Projects Coordinator  
Counties Served: *Coos*

**CCD Business Development Corporation**  
744 S.E. Rose Street  
Roseburg, OR 97470  
(541) 672-6728  
Contact: Wayne Luzier, Executive Director  
Counties Served: *Coos, Curry, Douglas*

**Greater Eastern Oregon Development**  
P.O. Box 1041  
Pendleton, OR 97801  
(541) 276-6745  
Contact: Rex Baker, Senior Loan Officer  
Counties Served: *Gilliam, Grant, Harney Malheur, Umatilla, Wheeler*

**Lane Council of Governments**  
99 E. Broadway, Suite 400  
Eugene, OR 97401  
(541) 682-7450  
Contact: Steve Dignam, Loan Manager  
Counties Served: *Lane*

**Central Oregon Intergovernmental Council**

2363 S.W. Glacier Place

Redmond, OR 97756

(541) 548-8163

Contact: James MacKinnon, Senior Loan Officer

Counties Served: *Hood River, Sherman, Wasco*

Counties Served: *Crook, Deschutes, Harney,*

*Hood River, Jefferson, Klamath, Lake*

**Columbia Pacific Economic Development District of Oregon, Inc.**

P.O. Box 598

St. Helens, OR 97051

(503) 397-2888

Contact: Dave Joyce, Loan Officer

Counties Served: *Columbia, Tillamook, Washington*

**Curry Economic Development Corporation**

P.O. Box 848

Brookings, OR 97415

(541) 469-2218

Contact: Russ Crabtree, Registered Agent

Counties Served: *Curry*

**South Central Oregon Economic Development District**

P.O. Box 1777

Klamath Falls, OR 97601

(541) 882-9600

Contact: Tonya Dowse, Program Director

Counties Served: *Klamath, Lake*

**Southern Oregon Regional Econ. Dev., Inc.**

332 W. Sixth Street

Medford, OR 97501-2711

(541) 773-8946

Contact: Bob Bueoy, Business Dev. Specialist

Counties Served: *Jackson, Josephine*

**Valley Development Initiatives**

c/o Mid-Willamette Valley Council of Governments

105 High Street, S.E.

Salem, OR 97301

(503) 588-6177

Contact: John Safstrom, Business Finance Specialist

Counties Served: *Clackamas, Marion, Polk, Yamhill*

**Mid-Columbia Economic Development District**

400 E. Scenic Drive, Suite 2.420

The Dalles, OR 97058

(541) 296-6182, ext 3208 (local SBDC office)

Contact: Steve Schafroth, Executive Assistant

**Morrow Development Corporation**

P.O. Box 219

Heppner, OR 97836-0219

(541) 676-8719

Contact: Greg Smith, Officer

Counties Served: *Morrow*

**Northeast Oregon Business Development**

101 N.E. First Street, Suite 100

Enterprise, OR 97828

(541) 426-3598

Contact: Lisa Lang, Executive Director

Counties Served: *Baker, Union, Wallowa*

**Oregon Cascades West Council of West Council of Governments**

1400 Queen Avenue, S.E., Suite 205B

Albany, OR 97321

(541) 967-8551

Contact: Mary Merriman-Smith, Economic

Program Manager

Counties Served: *Benton, Linn, Lincoln*

**OUT OF STATE  
INTERMEDIARIES SERVING  
OREGON COUNTIES**

**Ida-Ore Planning and Development**

10624 W. Executive Drive

Boise, ID 83713

(208) 322-7033

Contact: Bob Richards

Counties Served: *Harney, Malheur*

**Shorebank Enterprise Group**

P.O. Box 826

Ilwaco, WA 98624

(360) 642-4265

Contact: John Berdes

Counties Served: *Clatsop*