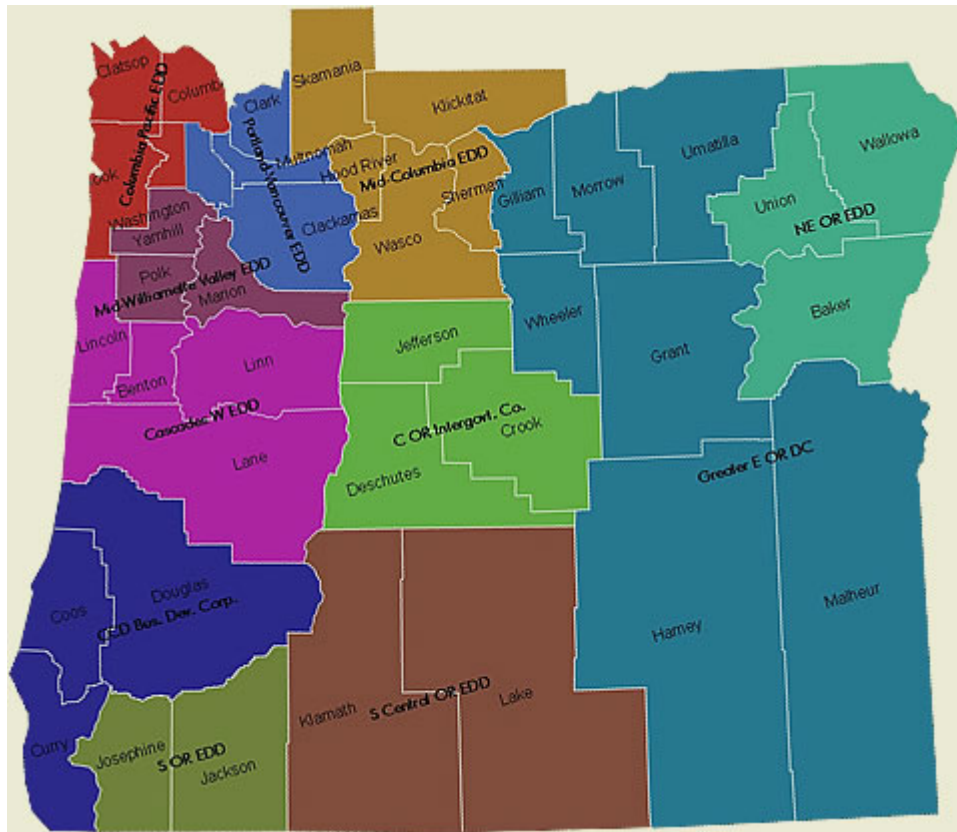


# Oregon Economic Development Districts



## Revolving Loan Fund 2015 Overview

## Welcome to the 2015 Oregon District Loan Fund Overview

**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:

- Affiliated Tribes of the Northwest Indians (ATNI) Financial Services
- Central Oregon Intergovernmental Council (COIC)
- Columbia Pacific EDD (ColPac)
- CCD Business Development Corporation (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 (OCWCOG)
- South Central Oregon Economic Development District (SCOEDD)
- Southern Oregon Economic Development, Inc (SOREDI)

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
- Total Years of Experience: More than 350

Sincerely,

*Amanda Hoey*

Executive Director, Mid-Columbia Economic Development District

# Affiliated Tribes of NW Indians Financial Services

Organization mission is to act on the Member Tribes' behalf with respect to income producing enterprises collectively owned by the Tribes, providing business and economic education and development as a separate and distinct entity from the Tribal Governments

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## Service Area

ATNI Financial Services provides revolving loan fund services to:

- **Tribes, Tribal Enterprises, and Tribal Member owned business throughout Oregon.**

ATNI Financial Services is organized as a non-profit corporation per IRS section 501.c.(3).

## Revolving Loan Fund Overview:

- **Loan Program Characteristics:** Total fund size is approximately \$1 million dollars with 15 active loans as of January 2015. Average loan size is approximately \$60,000.
- **Fund Sources:** US Economic Development Administration, US Dept. of Agriculture Intermediary Relending Program, the US Treasury Community Development Finance Institute Program, and Tribal Charitable Fund Grants
- **Loan Software:** Downhome
- **Loan Staff:** ATNI Financial Services employs a Director and contracts with a partner for back office services. The Director has more than 30 years experience.

## Contact:

Loan Officer: Michael Burton

E-mail: [mike@atniedc.com](mailto:mike@atniedc.com)

Phone: (503) 917-0550

Address: 18230 Frost Road, Dallas, OR 97338

**Additional Information:** <http://atntribes.org/revolving-loan-fund>



## CCD 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

CCD Business Development Corporation (CCD) provides services to the following:

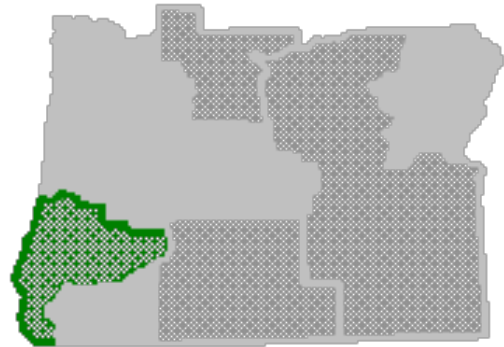
**Coos County, Oregon**

**Curry County, Oregon**

**Douglas County, Oregon**

**Jackson County, Oregon**

**Josephine County, Oregon**



### Revolving Loan Fund Overview:

Loan Program Characteristics: Total fund size is approximately \$7.3 million dollars with 39 active loans as of January 2015. Average loan size is approximately \$145,000.

Loan Software: LMS

Loan Staff: CCD employs an Executive Director, Business Finance Manager, Loan Servicing Specialist/Loan Assistant, Loan Servicing Specialist, Packagers (2), and Marketing person. Collectively, they have more than 100 years experience.

Fund Sources: EDA, USDA IRP, USDA RBEG, Regional Strategies, Coos Curry RLF and OGD

SBA 504 Loan Program: CCD is also a SBA Certified Development Company and offers the SBA 504 Loan Program. This program finances new facilities, purchase of existing facilities, and equipment. The advantage of this type of loan is a low down payment requirement and the interest rate is fixed on the SBA portion.

### Contact CCD:

Business Finance Manager: Theresa Haga, [t.haga@ccdbusiness.com](mailto:t.haga@ccdbusiness.com)

Phone: (541) 756-4101 Ext 302; Fax: (541) 756-1167

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

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

## 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:

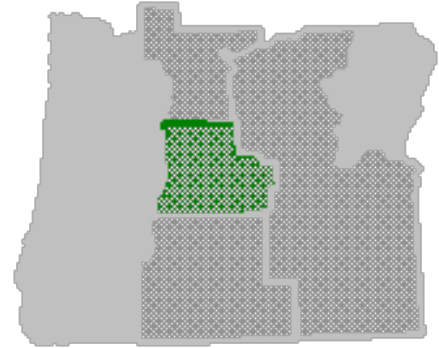
**Crook County, Oregon**

**Deschutes County, Oregon**

**Jefferson County, Oregon**

**Klamath, Lake and Harney counties (EDA RLF)**

**Additional areas are served under the USDA IRP program**



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 (OBDC), 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. Through the OBDC, a state-wide RLF program - the SBA ILP program (Intermediary Lending Pilot) is also available.

### Contact COIC:

Loan Officer: Jim MacKinnon, [jmackinnon@coic.org](mailto: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.

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## Service Area

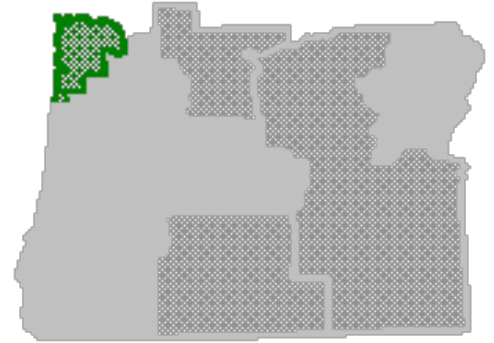
Columbia Pacific EDD (Col-Pac) provides revolving loan fund services to:

**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 13 active loans as of January 2015. 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 Oregon's Regional Investment Program.

**Loan Software:** Portfol

**Loan Staff:** Col-Pac employs an Administrative Manager and contracts with a Loan Officer who work directly with the loan funds. Collectively, they have more than 65 years experience.

## Contact Col-Pac:

Karen Kent, [colpac@nworegon.org](mailto:colpac@nworegon.org)

Phone: (503) 397-3099

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

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

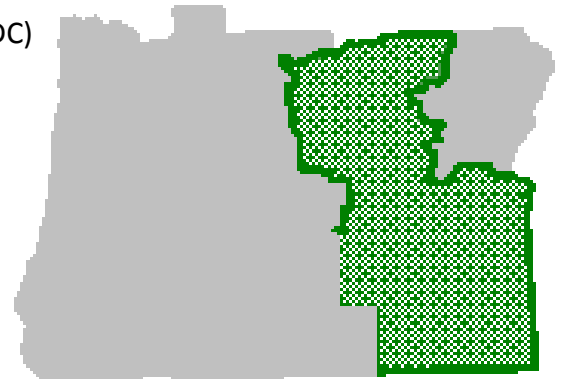
## Greater Eastern Oregon Development Corporation

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) region 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)3.

### Revolving Loan Fund Overview:

**Loan Program Characteristics:** Total fund size is approximately \$6.5 million dollars with 74 active loans as of November 30, 2014. Average loan size is approximately \$98,156.

**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 15 years of experience in economic development finance.

### Contact GEODC:

Loan Officer: Rex Baker, [rex.baker@geodc.net](mailto:rex.baker@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](mailto: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 \$7 million dollars. Average loan size is approximately \$68,000.

**Fund Sources:** Capital for MCEDD's revolving loan fund programs has been provided by the Economic Development Administration, US Department of Agriculture IRP and RBEG, and a Washington Community Development Block Grant. In addition, MCEDD offers financing through the Oregon Investment Board fund which includes federal funds through the US Forest Service for the Columbia River Gorge National Scenic Area.

**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, Project Manager and Executive Director who work directly with the loan funds. Collectively, they have more than 20 years experience.

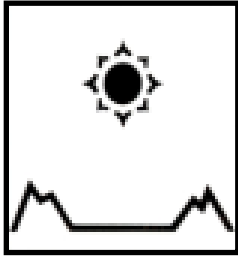
### **Contact MCEDD:**

Loan Fund Manager: Eric Nerdin, [eric@mcedd.org](mailto:eric@mcedd.org)

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

Address: 515 East 2<sup>nd</sup> 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.

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### Service Area

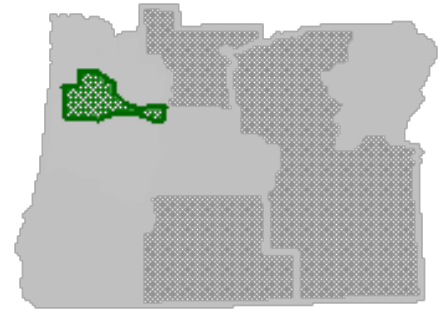
Mid-Willamette Valley Council of Governments provides revolving loan fund services to:

**Marion County, Oregon**

**Polk County, Oregon**

**Yamhill County, Oregon**

**Clackamas 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, \$5.25 million dollars in the Valley Development Initiatives fund, and \$1 million dollars in the SBA ILP fund. There were 49 active loans as of January 2014. Average loan size is approximately \$150,000.

**Fund Sources:** Capital for revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, USDA RBEG, Oregon CDBG, Local/County program, Small Business Administration and Regional Investment Strategies.

**Loan Packaging:** Staff provides loan packaging for the SBA 504 program and Business Oregon OBDP.

**Loan Software:** LMS Loan Management Software

**Loan Staff:** MWVCOG employs a Loan Program Manager, a Senior Loan Officer and a Loan Servicing and Documentation Specialist. Collectively, they have 64-years experience.

### Contact Mid-Willamette:

Loan Program Manager: John Safstrom, [jsafstrom@mwvcog.org](mailto:jsafstrom@mwvcog.org)

Phone: (503) 540-1612 or 503-540-1613

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

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



Northeast Oregon Economic Development District

GROWING BUSINESS :: STRENGTHENING COMMUNITIES

## 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.

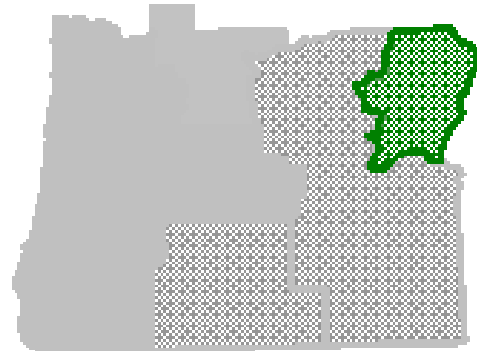
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### Service Area

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 \$3.7 million dollars with 58 active loans as of January 2015. Average loan size is approximately \$70,000

**Fund Sources:** Capital for NEOEDD's revolving loan fund programs has been provided by the Economic Development Administration and US Department of Agriculture.

**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 23 years participating in the loan process and has received NDC certification

### Contact NEOEDD:

Executive Director: Lisa Dawson, [lisadawson@neoedd.org](mailto: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

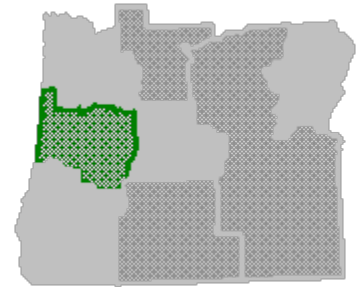
The goal of the lending program is to foster economic development by providing access to capital for small business owners, for either start-up or expansion needs. This gives businesses the opportunity and capacity to play an important role in determining their futures. Ultimately it means the creation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

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### Service Area

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

**Linn County, Oregon**  
**Lincoln County, Oregon**



OCWCOG is organized as a special district, ORS 190.

### Revolving Loan Fund Overview:

**Loan Program Characteristics:** Total fund size is approximately \$4 million dollars with 47 active local loans as of December 2014. Average loan size is approximately \$84,000.

**Fund Sources:** Capital for OCWCOG's revolving loan fund programs has been provided by the Economic Development Administration, USDA IRP, and USDA RBEG. In addition, OCWCOG offers financing through local programs including BIF and Lincoln County.

**Loan Packaging:** OCWCOG provides loan packaging services for SBA 504 program.

**Loan Software:** LMS- Loan Management System

**Loan Staff:** OCWCOG employs a Program Director, Loan Officer, Loan Servicing Assistant and Administrative Assistant who work with loan fund programs.

### Contact OCWCOG:

Contact: Sandra Easdale, Loan Officer, [seasdale@ocwcog.org](mailto:seasdale@ocwcog.org)

Phone: 541-924-8460

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

**Additional Information:** [www.cascadeswest.org](http://www.cascadeswest.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 supports the creation of wealth through a more diversified jobs base; an economy that draws on its agricultural, geothermal, and solar resources and is a leader in the development of alternative, sustainably-produced energy and the technologies that uses it.

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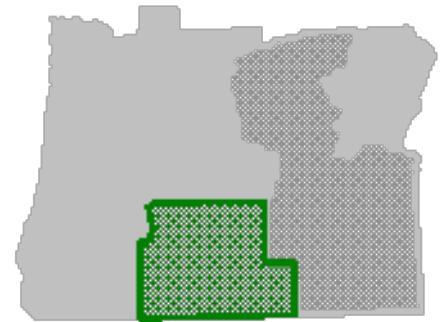
### Service Area

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 \$2.1 million dollars with 32 active loans as of December 2014. 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](mailto:betty@scoedd.org)

Phone: (541) 884-5593

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

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



**soredi**  
to help business prosper

## **Southern Oregon Economic Development**

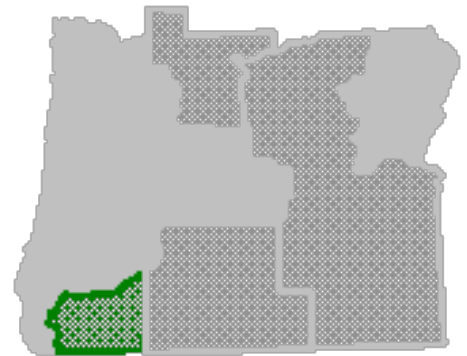
SORED I offers business assistance, expansion, and relocation services. It is the mission of SORED I to be the leader in developing and nurturing economic partnerships among private, community, and public entities to: collectively build employment opportunities; diversify the economy; and promote the creation of jobs with wages and benefits higher than the regional average, compatible with community values.

### **Service Area**

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

**Jackson County, Oregon**

**Josephine County, Oregon**



SORED I 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 SORED I'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:** SORED I employs a Loan Fund Manager who works directly with the loan funds. He has more than 30 years experience.

### **Contact SORED I:**

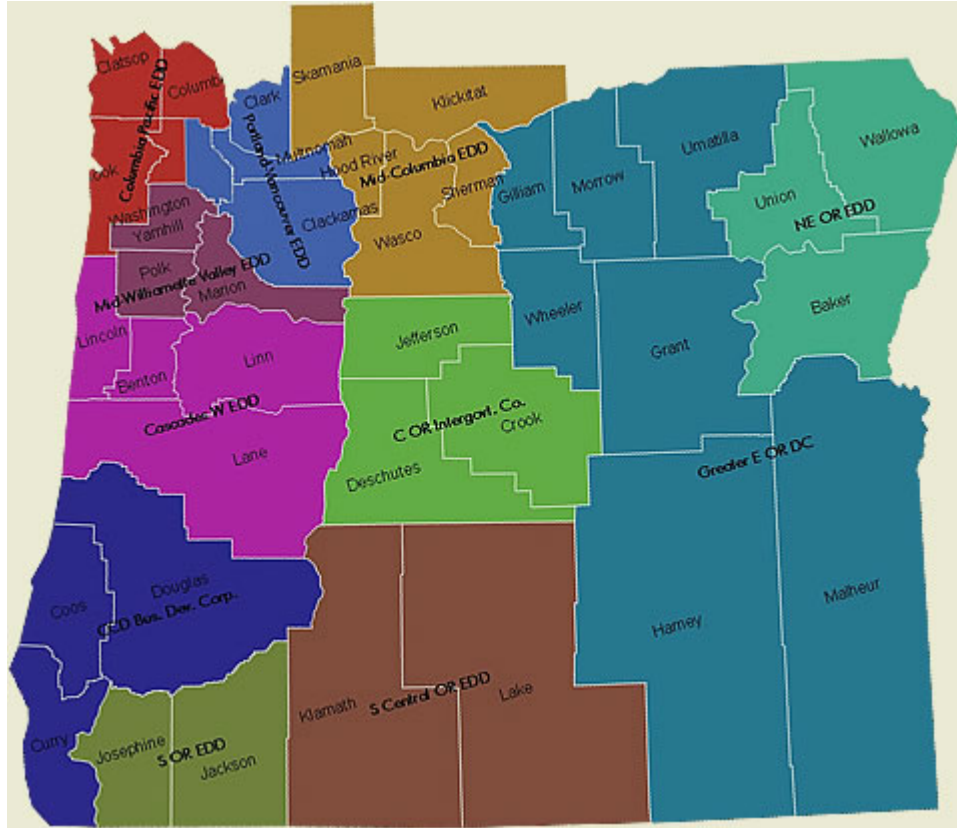
Loan Fund Manager, Alex Pawlowski, alex@soredi.org

Phone: (541) 773-8946

Mailing Address: 100 East Main Street, Suite A, Medford, OR 97501

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

# Oregon Districts Revolving Loan Fund Contact List



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## Affiliated Tribes of Northwest Indians Financial Services

Contact: Michael Burton

(503) 917-0550

[mike@atniedc.com](mailto:mike@atniedc.com)

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## CCD Business Development Corporation

Contact: Theresa Haga, Business Finance Manager

541.756.4101 Ext 302

541.756.1167 (fax)

[t.haga@ccdbusiness.com](mailto:t.haga@ccdbusiness.com)

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## Central Oregon Intergovernmental Council

Contact: Jim MacKinnon, CDC Manager

541.548-9538

541.548.9549 (fax)

[jmackinnon@coic.org](mailto:jmackinnon@coic.org)

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## Columbia-Pacific Economic Development District

Contact: Karen Kent

503.397.3099

503.397.6924 (fax)

[colpacloans@nworegon.org](mailto:colpacloans@nworegon.org)

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**Greater Eastern Oregon Development Corporation**

Contact: Rex Baker, Loan Officer

541.276.6745

541.276.6071 (fax)

[rex.baker@geodc.net](mailto:rex.baker@geodc.net)

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**Lane Council of Governments**

Contact: Steve Dignam, Program Manager

541.682.7450

541.682.4099 (fax)

[sdignam@lcog.org](mailto:sdignam@lcog.org)

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**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](mailto:eric@mcedd.org); [amanda@mcedd.org](mailto:amanda@mcedd.org)

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**Mid-Willamette Valley Council of Governments**

Contact: John Safstrom, Loan Program Manager

503.540.1612

503.588.6094 (fax)

[jsafstrom@mwvcog.org](mailto:jsafstrom@mwvcog.org)

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**Northeast Oregon Economic Development District**

Contact: Lisa Dawson, Executive Director

541.426.3598

541.425.9058 (fax)

[lisadawson@neoedd.org](mailto:lisadawson@neoedd.org)

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**Oregon Cascades West Council of Governments**

Contact: Sandra Easdale, Loan Officer

541.924.8460

541.967.4651 (fax)

[seasdale@ocwcog.org](mailto:seasdale@ocwcog.org)

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**South Central Oregon Economic Development District**

Contact: Betty Riley, Executive Director

541.884.5593

541.884.6738 (fax)

[betty@scoedd.org](mailto:betty@scoedd.org)

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**South Oregon Regional Economic Development, Inc**

Contact: Alex Pawlowski

541.773.8946

541.779.0953 (fax)

[alex@soredi.org](mailto:alex@soredi.org)