

4

WAYS JOINING **EDFS** WILL **Strengthen** Your Loan Fund



NADO
NATIONAL ASSOCIATION OF DEVELOPMENT ORGANIZATIONS
RESEARCH FOUNDATION



The only national organization supporting EDA and USDA business development loan funds

Strengthen Your Loan Fund

NEW FOR 2004

EDFS/DFTC Certification Program in Small Business Loan Fund Management



Distinguish yourself and your loan fund by enrolling in the



EDFS/DFTC Certification Program in Small Business

Loan Fund Management. Developed by EDFS and our partner, DFTC, the program's curriculum provides a firm foundation in the skills you need to manage a fund effectively. The Certified Loan Fund Professional credential demonstrates your professionalism and commitment to best practices that achieve results. EDFS members and nonmembers may enroll; EDFS members receive a discounted rate.

Join EDFS today...

to strengthen the performance and impact of your loan fund.

EDFS members are public and private organizations that manage loan funds capitalized by USDA and EDA. They also manage these programs:

ARC RLF • CDBG RLF • CDFI •
EZ/EC RLF • SBA 504 •
SBA Microloan



FUNDING

agencies, banks, and other partners increasingly want to work with loan funds that are well managed, perform at or above industry norms, and create jobs that support economic development.

Here are four ways joining EDFS will give you the edge needed to manage and grow your loan fund effectively.

1

EDFS Keeps You Informed About Funding Sources, Best Practices, Policy, and Trends

- ▶ The *EDFS Reporter* keeps you current on management techniques, funding opportunities, legislation, and regulations via email.
- ▶ *EDFS Alert!* informs you via email about Federal Register announcements, new capital sources, and time-sensitive information.
- ▶ Receive examples of organizations' operating procedures, forms, and other documents.
- ▶ In-depth reports feature member loan fund trends, member activities, and industry benchmarks to guide your performance.
- ▶ Publications and special reports are free to members.

Strengthen Your Loan Fund

2

EDFS Gets Answers to Your Loan Fund Questions

- ▶ The members-only **EDFS List Serve** links you with practitioners from over 40 states. Use it to get solutions to your loan fund problems and share your expertise with new and experienced professionals.
- ▶ Experienced EDFS staff quickly research information requests.
- ▶ Network with other loan fund practitioners, funding agencies, and policymakers at EDFS and NADO conferences.

3

EDFS Provides Member Discounts on Training That Will Strengthen Your Skills and Your Loan Fund

- ▶ EDFS members enjoy discounts on highly rated and practical professional development training, which EDFS has developed with Development Finance Training and Consulting, Inc. (DFTC).
- ▶ The **EDFS Annual Loan Fund Training Institute** is an excellent opportunity to strengthen your skills through both courses and the EDFS annual training conference. DFTC and other experts cover topics of interest to new and experienced loan fund professionals.
- ▶ Distinguish yourself and your organization by enrolling in the **NEW EDFS/DFTC Certification Program in Small Business Loan Fund Management**.





4

EDFS Gives You the Opportunity to Shape Policies That Affect Your Loan Fund

- ▶ Through EDFS’ association with NADO, you can help shape federal loan fund policy by submitting comments, presenting testimony, attending federally-sponsored meetings, and drafting legislation.
- ▶ EDFS publications promote members’ activities to policymakers and funders.



EDFS is the only national group supporting organizations that manage EDA and USDA loan funds, in addition to other federal development finance programs. Established in 1994, EDFS is a program of the National Association of Development Organizations (NADO) Research Foundation and is supported by membership dues and grants from various funding sources, including the Ford Foundation and Bank of America.

OUR MEMBERS SUCCEEDED!

“EDFS membership has allowed me to communicate candidly with other loan officers and national program directors about various loan fund issues. The email list serve, conferences, and contacts help me get ideas and solutions that result in a far better loan program.”

KAREN CORRIGAN

Loan Officer, Southeast Idaho Council of Governments, Pocatello, ID

“EDFS’ email service keeps me informed about program policy updates and funding opportunities. Of all the newsletters and communication tools I receive, it’s the most informative and timely.”

NORMA REED PRUITT

Business Lending Director, Purchase Area Development District, Mayfield, KY

Join EDFS Today!

Please provide the following information:

Name: _____

Title: _____

Organization: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Check one:

- I am a NADO member – \$300
- I am not a NADO member – \$450

*Please make check payable to the
NADO Research Foundation.*

Send this form with your check to:

Economic Development Finance Service

NADO Research Foundation
400 North Capitol St., NW, Suite 390
Washington, DC 20001

For more information:

- Send me a brochure about the
EDFS Annual Loan Fund Training
Institute
- Send me information about
NADO membership

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