



EDFS Webinars to Cover New Market Tax Credits, Angel Investors and Marketing RLFs

What do tax credits and angels networks have in common?

They all can benefit the performance of your loan fund.

To learn more about the ways that new market tax credits, angel investors and service networks can help loan fund managers build their loan portfolios and provide more capital to small businesses in their regions, participate in a series of three webinars coordinated by the Economic Development Finance Service (EDFS) (www.nado.org/edfs), a program of the National Association of Development Organizations (NADO) Research Foundation, and provided by the Community Reinvestment Fund, USA (www.crfusa.com) and EntreWorks (www.entreworks.net).

New Market Tax Credits and Your RLF

Tuesday, December 16, 2008
2pm (Eastern Time Zone)

Community Reinvestment Fund, USA (CRF) has received over \$512 million in New Markets Tax Credit Allocations. With those allocations CRF has already made 296 loans, totaling \$221.9 million, to small businesses in 163 communities across the US, including 41 non-metropolitan (i.e. rural) communities. Claudette Konola, who reviews businesses for eligibility under the NMTC program for CRF will present a webinar for EDFs members that covers the basics of NMTC, the decision of whether to apply for your own allocation or partner with another CDE, and what kinds of businesses qualify for the program.

Integrating into Service Networks to Enhance your RLF's Effectiveness

Thursday, January 15, 2009
3pm (Eastern Time Zone)

Erik Pages, President of EntreWorks Consulting, an economic development consulting and policy development firm focused on helping communities and organizations achieve their entrepreneurial potential, will lead this discussion about strategies and approaches to marketing your RLFs to a wider audience to assure loans are made efficiently. EntreWorks works with a diverse base of clients including state and local governments, Chambers of Commerce, business leaders, educational institutions, and non-profits.

Connecting with Angel Investors to Boost your Loan Portfolios

Thursday, February 19, 2009
2pm (Eastern Time Zone)

Erik Pages will also lead this discussion about ways to tap into angel investors in your region. He will help you learn how to find out about them (Who are they? Where are they? How can you tap into their resources?) and how they can help entrepreneurs in your regions start or expand their businesses.

These timely webinars will provide insights into acquiring new sources of loan capital for your clients, and for making strong loans throughout your regions. No matter your source of capital – EDA, SBA, EPA, USDA, ARC, other public or private funds – you will benefit from the wisdom and expertise of the webinar facilitators.

There is no charge to participate in these webinars; but you must register. Each one will last 60 – 75 minutes. Once you have registered, we will send your confirmation and access information. Please contact Mike Bellamente, NADO Program Manager, at 202.624.7809 or mbellamente@nado.org if you have any questions.

The webinars are co-sponsored by the National Rural Economic Developers Association (NREDA), Bank of America and the Small Business Administration (under Grant Agreement Number SBAHQ-08-I-0051; SBA's funding should not be construed as an endorsement of any products, opinions or services. All SBA-funded projects are extended to the public on a nondiscriminatory basis).

Please visit www.nado.org/edfs for more details about the Economic Development Finance Service.

To register for the webinars, contact Mike Bellamente at mbellamente@nado.org or 202.624.7809.

