

# MCEDD Revolving Loan Funds

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Development District



# The Mid-Columbia Region

## **Area served:**

Bi-state area incorporating five counties in Oregon and Washington along the Columbia River. Designated National Scenic Area.

## **Population served:**

80,708 persons

(11 persons per square mile)



*County population ranges: 1,765 – 25,213 people. Very rural with lots of agriculture: Wheat, Cherries, Apples, Pears, Timber and Grapes.*

# MCEDD Loan Portfolio Overview

- Number of loan funds: 10
- Funding sources:
  - USDA RBEG
  - USDA IRP
  - EDA
  - Regional Investment Funds
  - CDBG
  - National Scenic Area
  - Local match



Hood River Organics  
MCEDD Loan Client  
Funding Source Agency: EDA

# MCEDD Loan Portfolio

- Portfolio Characteristics
  - Initial Capitalization: \$7,381,991
  - Number of Total Loans: 213
  - Total jobs saved and created: 2,216
  - Total Leverage
    - Private Dollars: \$37.5 million
    - Public Dollars: \$16.1 million

*The current loan portfolio has 84 loans totaling \$5,551,403 as MCEDD continues to help create and save jobs in the Mid-Columbia region.*

# Integration of Multiple Fund Sources

## ● Challenges

- Fully utilizing small amounts of funds in each RLF
- Understanding the different policies and requirements of multiple funding source agencies
- Reporting to multiple funding source agencies

## ● Benefits

- Allows for specific needs to be targeted
- Provides access to more funds



A&O Sports- Loan Client  
Funding Source Agency:  
USDA

# Additional Integration

- **Helpful Improvements Options**

- RLF fund de-federalization after initial disbursement
- RLF consolidation opportunities

- **Other Opportunities**

- State loan program packaging
- Urban Renewal Programs loan support
- CDC SBA 504 loan packaging

# Power of Partnerships

- **Technical Assistance**

- Budgeting into new RLF funding requests
- Use existing TA provider: SBDC
- Offer classes, one-on-one counseling, etc.
- Leverage additional resources
- Increases success of the RLF program
- Provides access to broader knowledge base for small businesses

# Power of Partnerships

- **Growth through Networking & Collaboration**
  - SBDC, financial institutions, chambers of commerce, state & local governments and Port Districts
  - MCEDD media: Newsletter, Facebook and Website
- **Expanding the Network**
  - Angel investor groups
  - Local grass roots economic interest groups
  - Professionals serving small businesses
  - Minority advocacy organizations
  - Economic minded individuals



# Impact of a Rural Loan Fund

- **Help: When and Where help is needed**
  - MCEDD RLF loans are available to small business when they are unable to get funding elsewhere.
- **Vibrant rural areas: As economic base is expanded and diversified**
- **Jobs created & retained**



MCEDD Loan Client  
Maupin Market located  
in Maupin, Oregon.  
Population: 411

Funding Source  
Agencies:  
SBA and USDA

# Impact Case Studies

## ● Case Study One:

### *Dakine Hawaii*

- Relocated to Hood River, Oregon in 1986
- Obtained MCEDD loans totaling \$145,000
- Leveraged \$357,275 in private monies
- Provided 61 jobs
- Paid off loans; graduated to bank lending
- Acquire by Billabong in 2008 for \$100 million with Dakine headquarters and jobs remaining in Hood River, Oregon



Funding Source  
Agency: EDA

# Impact Case Studies continued

## ● Case Study Two:

### *Bear Mountain Forest Products*

- Founded in 1988 with founder/sole employee
- Uses sawdust and shavings from Lumber mills throughout Oregon and Washington to manufacture wood pellets and other wood based products
- Obtained MCEDD loans in 1990 and 2004 totaling \$120,457
- Leveraged \$564,000 in private funds
- Currently provides 70 jobs in Cascade Locks, Oregon; pop. 1,144



Funding Source  
Agency: EDA

# Thank you!

## ● Contact Information

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