



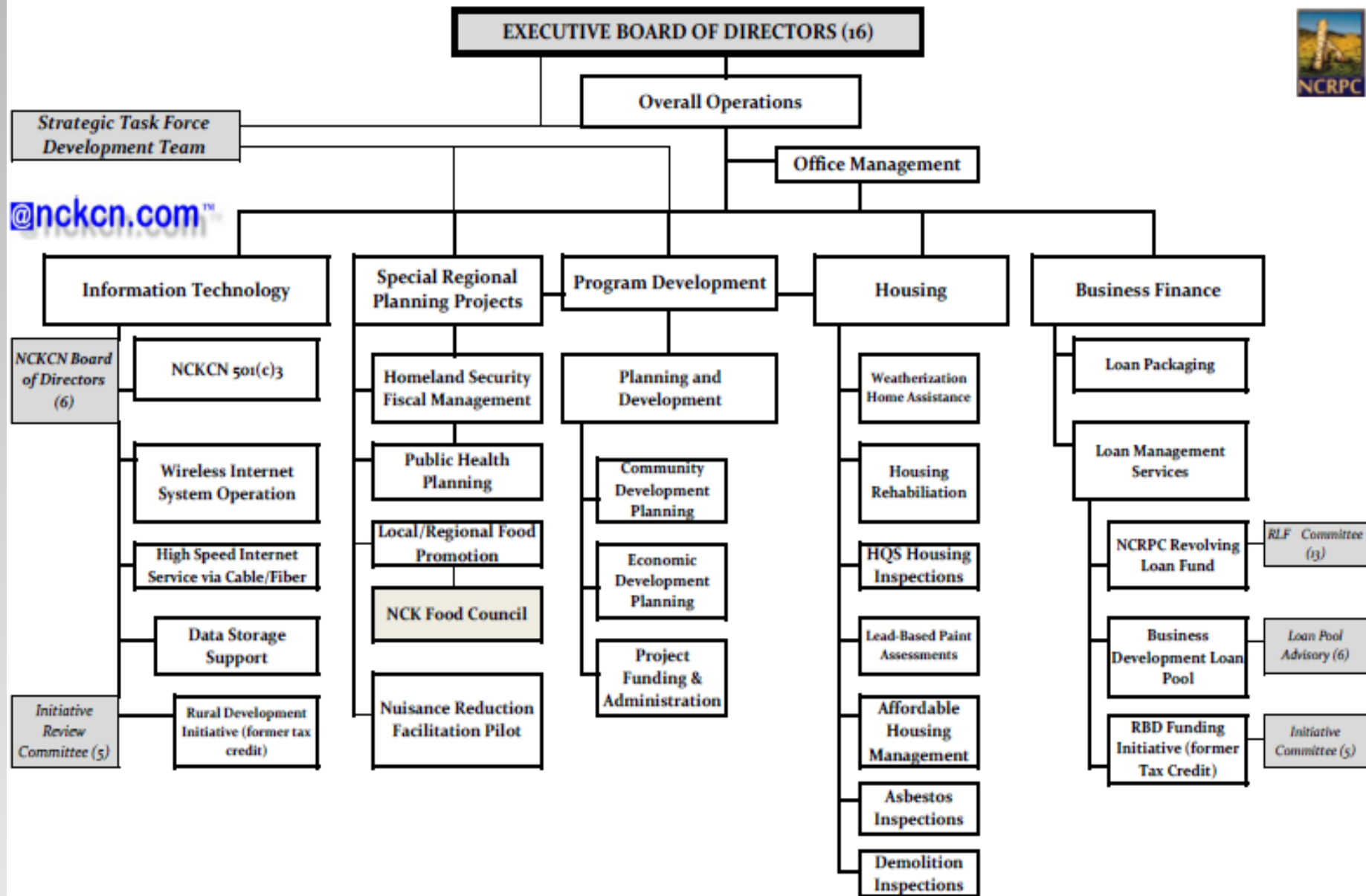
North Central Regional Planning Commission

Revolving Loan Fund (RLF) Program

NCRPC AT A GLANCE

- NCRPC Mission to Advance Rural Kansas with Comprehensive Planning & Development Services
- Organized by 8 Counties in 1972; Began Providing Services in 1973
- Having a Federal Revolving Loan Fund is 1 of the Many Services NCRPC Offers
- Annual Budget of \$5 Million with 21 Employees
- 16 Executive Board Members and a Host of Sub-Committees
- Serves with 10 Major Functions

NORTH CENTRAL REGIONAL PLANNING COMMISSION STRUCTURE, 2019



NCRPC RLF AT A GLANCE

- All 12 NCRPC Economic Development District Counties
- EDA Blessed Adding Clay, Marshall and Saline Counties to the Revolving Loan Fund in 2013
- \$17,600 Local match required from each county
- NCRPC Board Chairman confirms one appointment per county to the RLF Loan Committee

RLF Purpose

- Enhance both job creation and job preservation in the region by taking an active financial role in business and industrial development. Preference will be given to projects that either include or address one or more of the following:
 - ◆ Creating new job opportunities for high-skill, high-wage employment.
 - ◆ Primary industry will be given priority, but not to the exclusion of service and retail businesses.
 - ◆ Expansion of the local property tax base by increasing the value of existing facilities through improvement/expansion or by construction of new facilities.

RLF CREATED 1991

- Local Match \$158,400
- EDA Grant Award \$472,600
- Total Starting Funds \$631,000

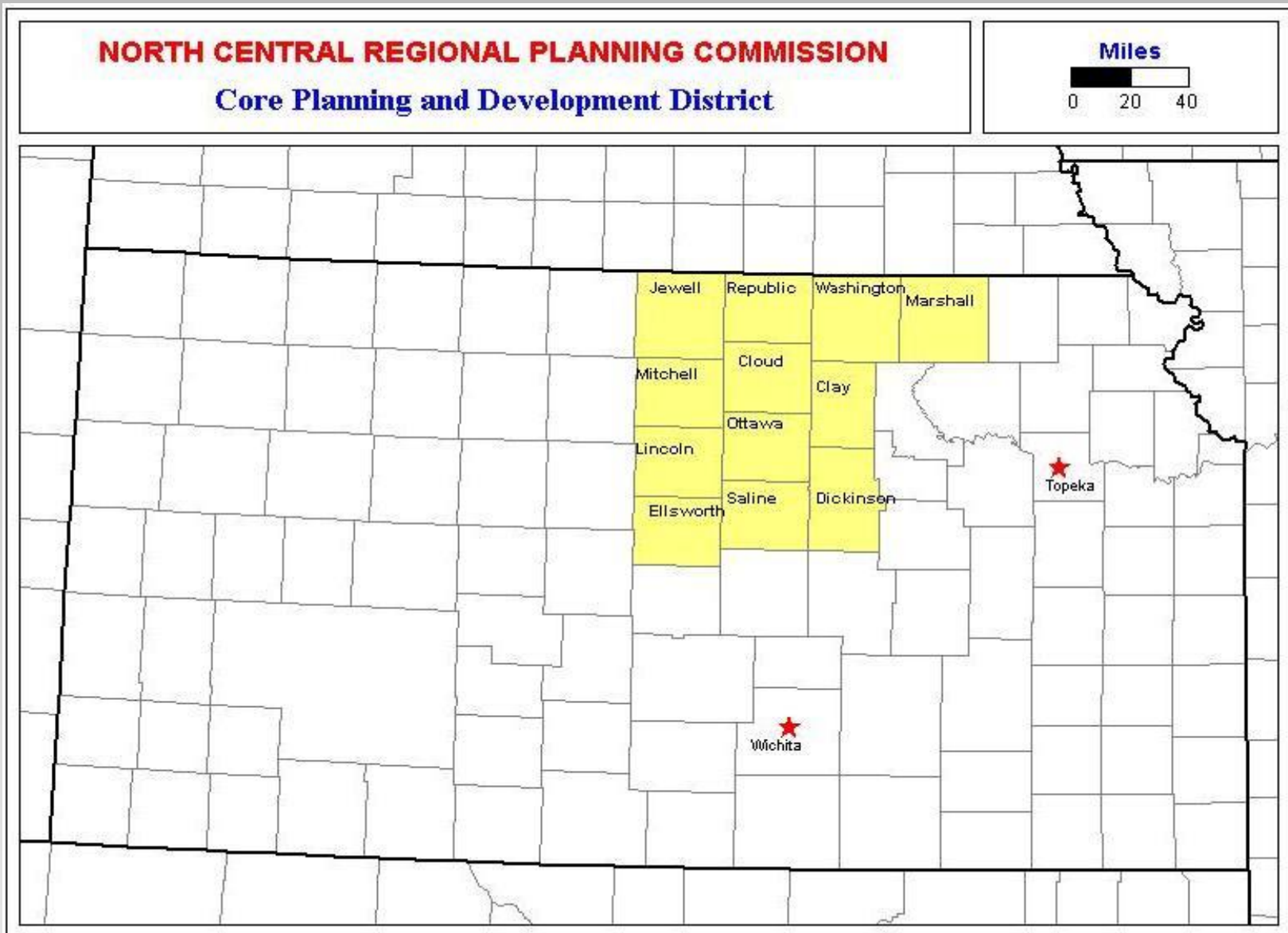
- 12/31/18 Capital Base Approx. \$1,275,000
- 12/31/18 Available For New Loans \$200,000
- 215 Jobs Created; 195 Jobs Retained

Note: RLF Rebuilds at Approx. \$10,000/Month

Objectives

- To work with and assist the NCK area lending community
- To ultimately have the RLF available in all 12 NCRPC counties to assist with job creation/retention
- To help viable projects that do not meet bank loan policy to obtain gap financing needed to make the project a reality

Eligible NCRPC RLF Counties



Application Process

- Local lender refers project to NCRPC with letter of request that identifies the financing gap to be filled by the RLF
- Local economic development organization refers project to NCRPC, with local lender and level of participation determined later
- Project contacts NCRPC, with local lender and level of participation determined later

Program Requirements

- One job created/retained for every \$50,000 invested from RLF
- RLF loan amount based on lesser of one-third of project cost or \$50,000 per job.
Maximum loan amount \$100,000/
Minimum \$20,000
- Borrower injection must be 10.0% or more
- 5-year adjustable at Market Center Prime as reported in the Wall Street Journal on the date of loan closing (floor 5%, cap 10%)

Terms

- Monthly payments may be amortized to match primary lender, which may result in balloon balance
- Term of working capital loans shall not exceed 5 years
- Term of real estate loans shall not exceed 10 years

Application Needs

- Bank request for assistance
- Project cost
- Sources of funds
- History of business or business plan for start-ups
- Employee listing (historical/projected)
- Resumes on management
- Personal financial statements on owners
- Existing businesses-current financial statements and past 3 years federal tax returns
- Start-up business-projections (3 years)

Special Considerations

- Environmental questionnaire (form provided)
- Key-man life insurance is required for the amount of the loan.
- Personal guarantees may be required
- Construction projects funded with RLF funds trigger Davis Bacon Wages Rates

Marketing the RLF

- Direct Contacts to Bankers & Eco. Devo. Practitioners & Community Officials
 - ◆ Electronic Messages
 - ◆ Site Visits
 - ◆ Telephone Calls
 - ◆ Program Brochures
- Bi-Monthly Newsletter About Program & Projects
- RLF Committee & Executive Board Member Updates (with confidentiality maintained)
- Social Media

Historic Projects

Food Mart - Belleville



Historic Projects

Solomon Valley Building Center



Historic Projects

WT Repair - Beloit



Historic Projects

Tallgrass Veterinary - Concordia



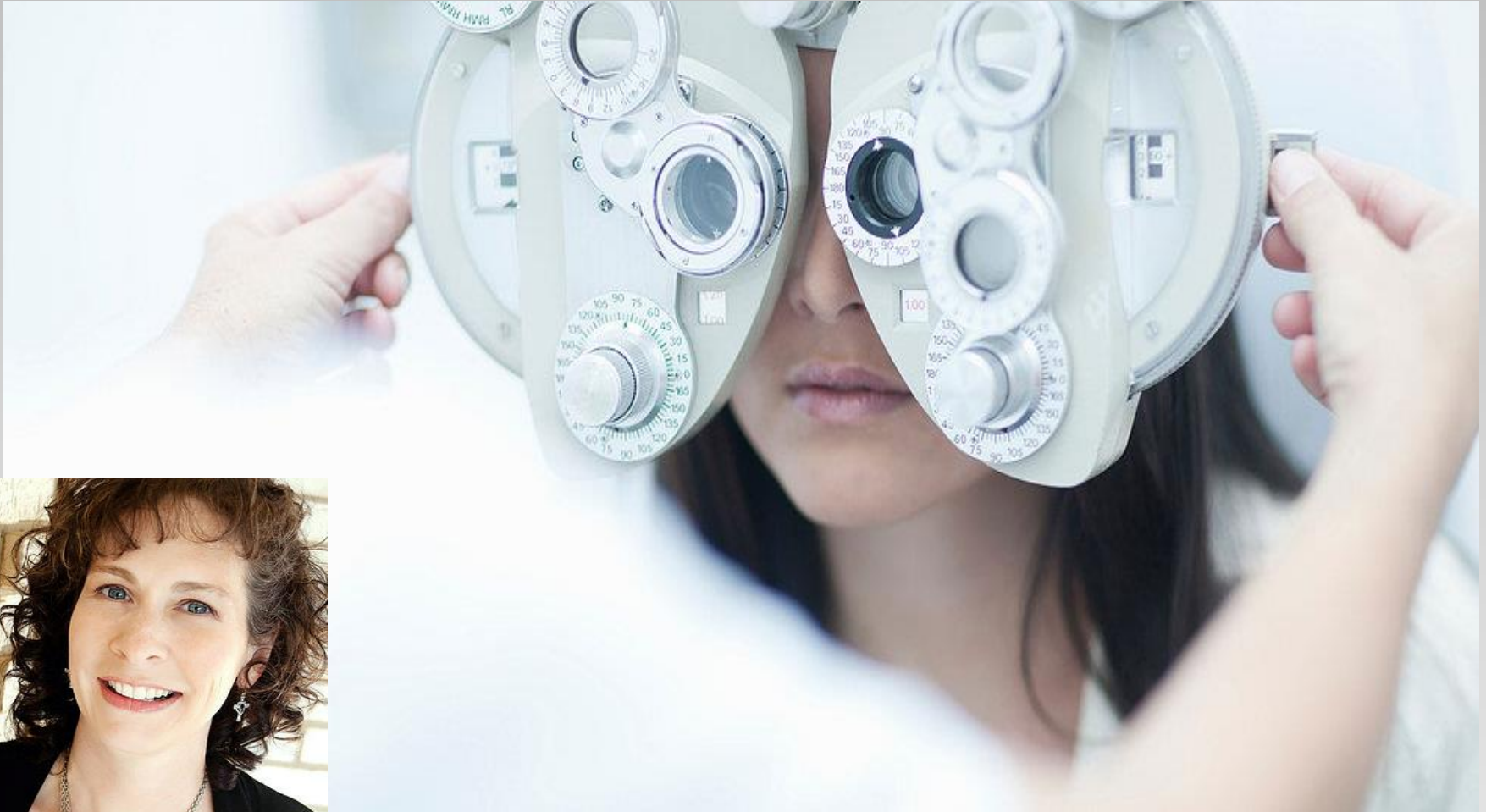
Historic Projects

Washington County News



Historic Projects

Retting PA Eye Care



QUESTIONS???

- North Central Regional Planning Commission
- www.ncrpc.org
- North Central Kansas Community Network Co.
- www.nckcn.com



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