



BACKING THE BUSINESS OF RURAL AMERICA

Chuck Clendenin, Program Director
BUSINESS & COOPERATIVE PROGRAMS

Business, Energy & Cooperative Programs

- Rural Business Enterprise Grants
- Value Added Producer Grants
- Rural Business Opportunity Grants
- Cooperative Programs
- Rural Energy Assistance Program
- Guaranteed Business & Industry Loan Guarantee Program
- Intermediary Relending Program

Putting Money in the Hands of Rural Business Owners



Population Requirements

- B&I, RBEG, RBOG, Energy
<50,000 population
- Value Added Producer Grant
No Requirement
- Intermediary Relending Program
<25,000 population

Rural Business Enterprise Grant

- **Purpose:** Finance and facilitate development of small and emerging businesses located in rural areas
- **Eligible Applicants:** Public bodies, nonprofit corporations, and federally recognized Indian tribal groups

Rural Business Enterprise Grant

- **Eligible activities include:**
 - Technical assistance for private business enterprises
 - To establish a relending program
 - Training programs
 - Infrastructural Projects

Rural Business Enterprise Grant

- Desert Alliance for Community Empowerment
 - Grant for Tenant Improvements, \$200,000
 - Serves communities of Blythe, Mesa Verde and Ripley
 - 22 new jobs created



Blythe Ranch Market

Rural Business Enterprise Grant

- New Season Community Development Corporation, \$229,970
- Downtown Esparto
- Tenant improvements for lease to Hardware store
- Create 12 new jobs

February 1, 2007



Lindbergh Building, Downtown Esparto

Rural Business Enterprise Grant

- Siskiyou Training and Employment Program, Inc., \$47,000 ARRA funds
- Develop a computer and video based training curriculum
- Train 100 people for new hire positions



Siskiyou Training and Employment Program

Value-Added Producer Grants

- **Purpose:** Feasibility studies and marketing plans, and working capital expenses for processing and marketing value-added ag products.

Value-Added Producer Grants

- **Eligible Applicants:** Independent producers, farmer or rancher cooperatives, other agricultural producer groups, and majority-controlled producer-based business ventures.

Value-Added Producer Grants

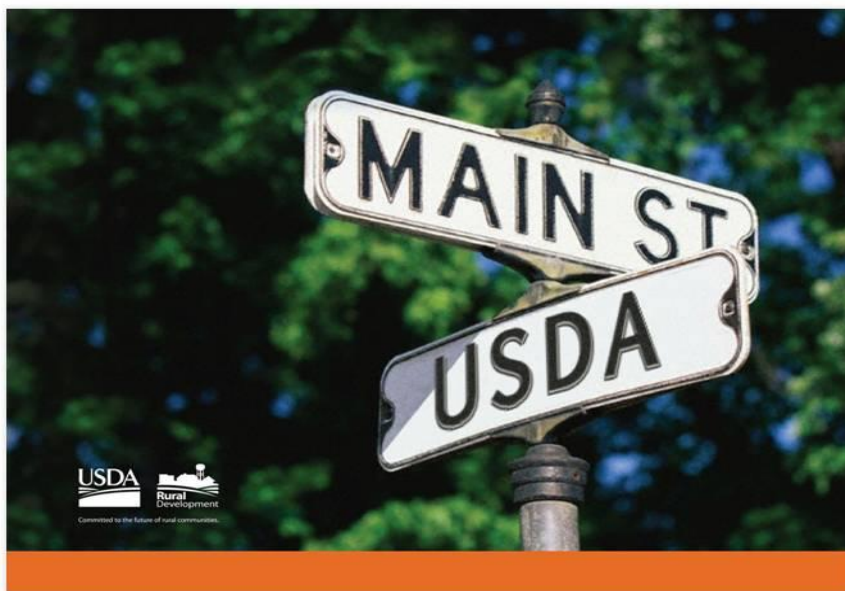
Snow's Citrus Court

Successfully marketed, advertised and promoted processed citrus products such as syrups, marinades, stir fry sauce, vinaigrettes and infused oil.

Value-Added Producer Grants

Snow's Citrus Court





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Business & Industry Guaranteed Loan Program

Program Goals

- **Enhance Lender Profits**
- **Increase Commercial Credit in Rural Areas**
- **Rural Employment**
- **Helping Business**
- **Stimulating the Economy**
- **“Sustainable Economic Development”**

Borrower Eligibility

- Essentially any legal entity (profit or nonprofit), Indian Tribe, public body, or individual with a business
- Rural area - outside urbanized area of a city with a population of 50,000 - some exceptions
- US ownership - $\geq 51\%$

Eligible Uses of Funds

Essentially any business purpose

- R/E purchase or improvement
- Purchase equipment, inventory
- Aquaculture, hydroponics, commercial nurseries
- Other ag production when part of an integrated processing facility
- Refinancing

Rates and Terms

- Rates and terms negotiated between lender and borrower
- Maximum terms
 - R/E - 30 years
 - M&E - 15 years
 - Working capital - 7 years

Diamond Organics

Diamond Organics



Watsonville Coast Produce



Wineries



BROWN
ESTATE VINEYARDS



Committed to the future of rural communities.

Hotels



Convenience Stores



Lets Make A Difference!!!!



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