

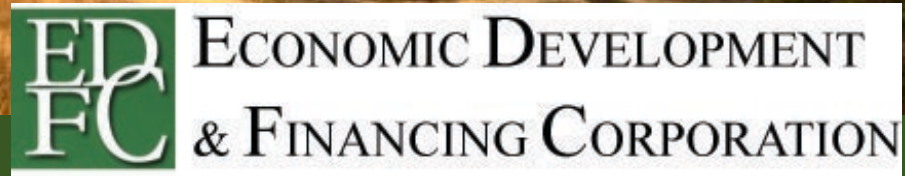


Mendocino County Board of Supervisors

FY 2021-2022

Presented By: Robert Gernert, Executive Director EDFC





Mission Connecting money and ideas with entrepreneurs and creating sustainable prosperity in Mendocino, Lake & Sonoma Counties

Vision We envision a vibrant local economy providing abundant opportunity and rewarding quality of life to the communities we serve and future generations.

EDFC's Foundations

- EDFC was started in 1994 as vehicle for economic development and funding across multiple jurisdictions throughout Mendocino County and the incorporated cities.
- Provide economic development coordination and support for:
 - County of Mendocino
 - City of Fort Bragg
 - City of Point Arena
 - City of Ukiah
 - City of Willits
- Provide alternative financing opportunities for entrepreneurs and small businesses in Mendocino and Lake Counties
- EDFC is an incorporated non-profit organization.



Businesses EDFC has supported FY 21-22:

Mendocino County

- Elk Garage Towing
- Thompsons PortaSeptic
- DFM Car Stereo
- Acosta E LLC Trucking
- Threshold Services LLC
- Center Street Market
- Chickfly LLC
- So Humbled Inc.

Sonoma County

- Artisan Woodworks Inc
- Psychic Pie LLC
- Uniquely Chic Home & Floral
- S.H. Nour Trucking
- Sternberger Chiropractic
- Strategy Real Estate LLC

Lake County

- North Coast Winegrape Brokers

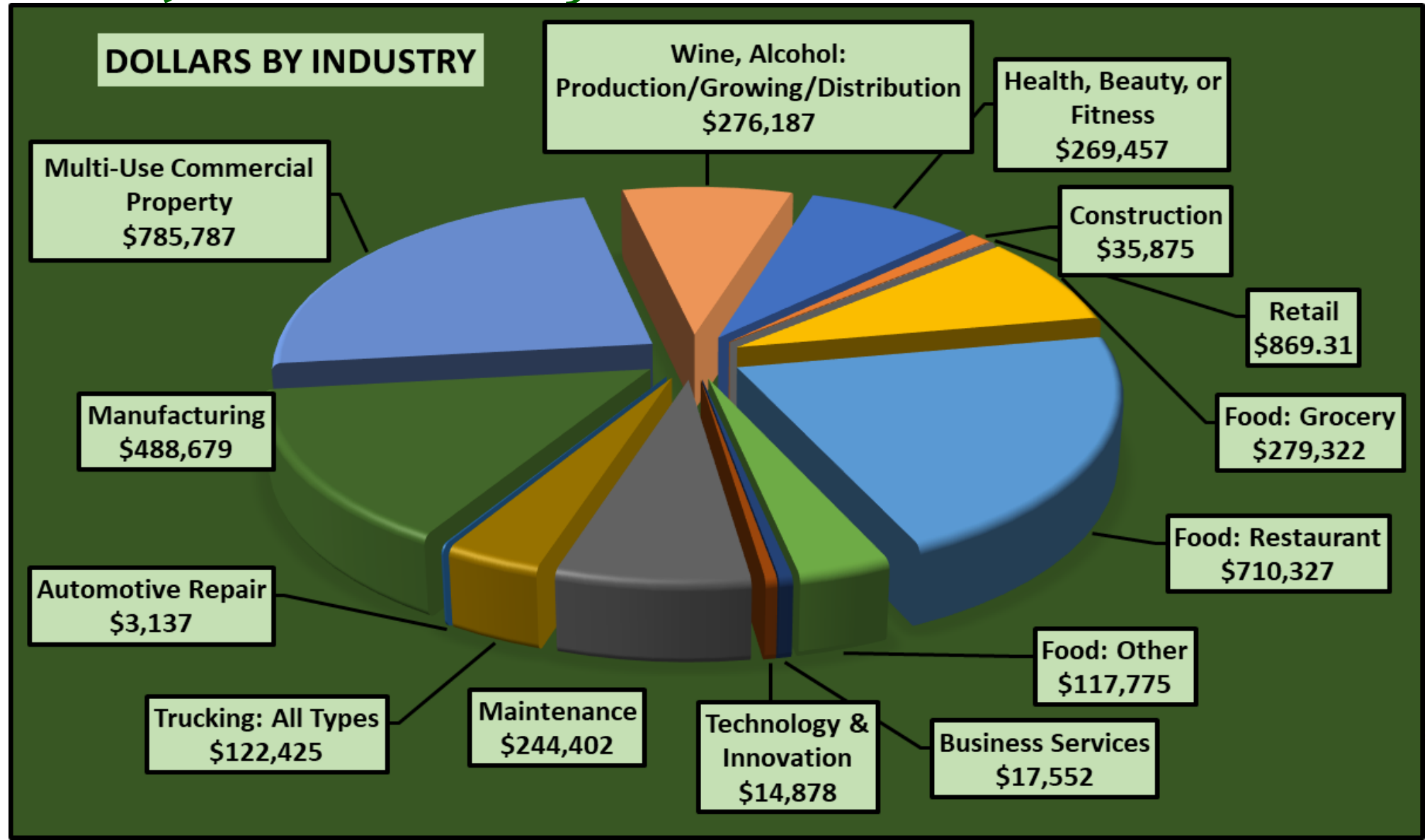
EDFC Results & Highlights FY 21/22

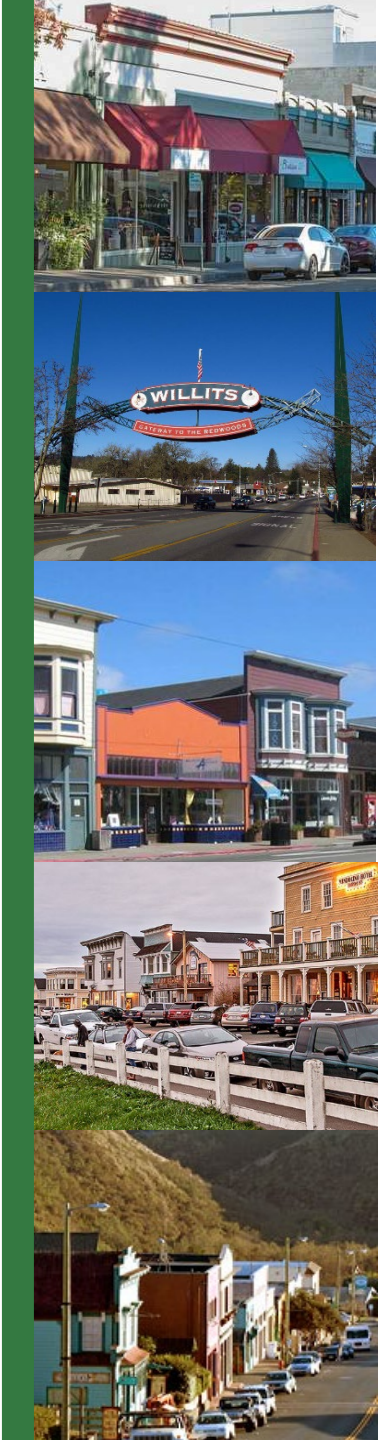
- Total Inquiries: 78
- Applications: 32
- Approved Loans: 15
- **Total Lending FY 20/21: \$1,937,489 (+29% vs. Previous)**
- Closed Loans: \$1,640,132
- Approved not disbursed: \$297,357
- Jobs Retained: 26.5 FTE
- Jobs Created: 19.5 FTE

Low Portfolio Default Rate

0.7%

EDFC Loans Funds Circulating \$ 4,086,900 (As of June 1, 2022)





EDFC Economic Impacts Study

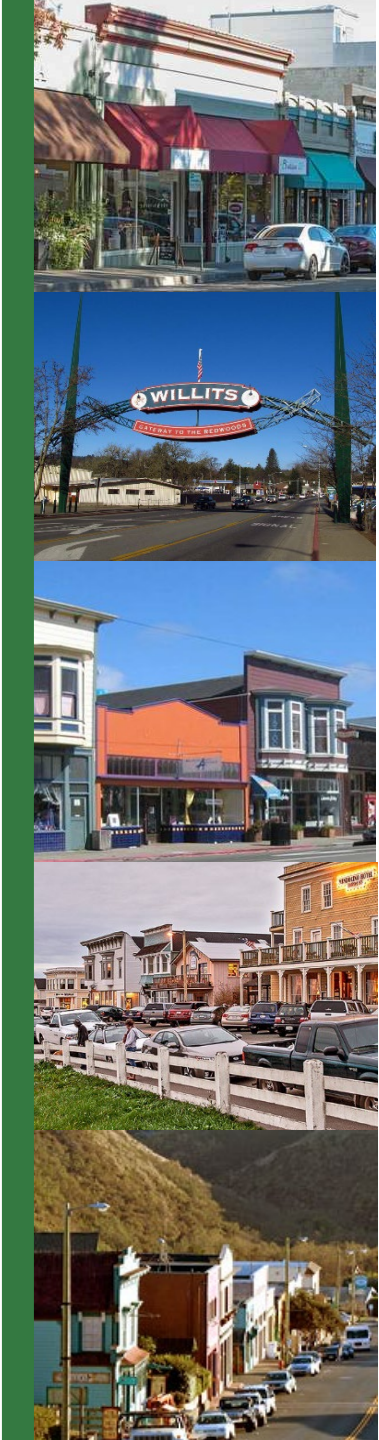
- Commissioned by the County of Mendocino in 2020 to estimate EDFC's economic impacts from its lending.
 - ROI for County Investments via business revenues, jobs and tax revenues.
 - Robert Eyler, Sonoma State University
 - Chair of the Economics Department (2004-2011)
 - Director of the Executive MBA program (2009-2013)
 - Dean of the School of Extended and International Education (2016)
 - Ph.D. from UC Davis
- Results at a Glance:
 - “EDFC has all the pieces in place to continue following best practices.”
 - “EDFC is well-capitalized, as its net asset ratio has increased since 2018. A growing net asset ratio is typically a key indicator of organizational strength in lending, similar to a new worth ratio in banking.”
 - **“When EDFC lends money in Mendocino County, it has larger economic impacts than those in the borrowing business.”**

Economic Impacts Data

Summary of Estimated Economic Impacts, Including State and Local Tax Revenues Generated

Fiscal-Year End	Initial				Lending	Jobs	Jobs
	Lending	Indirect	Induced	Total	Multiplier	Created	Retained
2015	\$393,000	\$99,300	\$123,500	\$615,900	1.57		19
2016	\$749,100	\$214,200	\$123,900	\$1,087,200	1.45	29	18
2017	\$168,700	\$69,700	\$77,500	\$315,900	1.87	11	12
2018 and 2019	\$515,400	\$88,200	\$109,100	\$712,700	1.38	21	11
2020	\$660,800	\$250,700	\$225,800	\$1,137,300	1.72	15	55

Multiplier: For every dollar lent, the multiplier is total spending created in Mendocino County



Collaboration Local & Regional

- **Economic Development:**

- **Sonoma Mendocino Economic Development District (S.M.E.D.D.)**- EDFC continued administrative functions with the organization, assisted and facilitated Comprehensive Economics Development Strategy (CEDS) update as a Mendocino County representative.
- **Community Development Block Grant** – (Covid Response CV 1 & 2) EDFC is the sub-recipient of the loan/ grant awards for the cities of Point Arena and Willits. These programs are still active and in various stages of completion but in full provide an additional \$600K to business within these cities most deeply affect by the pandemic.
- **Microbusiness Covid Relief Grant Program** – In partnership with CALOSBA, and the County of Mendocino, EDFC is applied successfully for grant funding to administer \$2,500 grants to Microbusiness within the County. Round 1 of Funding closed June 2 with a total of 92 businesses applying for available funds.
- **Startup Mendo:** In partnership with West Business Development Center, EDFC Director Robert Gernert, has served as one of three cohort leaders in the Startup Mendo Program since January of 2022.

- **Loan Funds:**

- **CDFI Rapid Response Program:** \$ 1.3 Million Grant for loan funds of which \$917,109 has been loaned in FY 21-22.
- **Sonoma County Revolving Loan Fund:** Launched \$1 million EDA revolving loan fund for Sonoma County business loans of which \$621,312 has been loaned in FY 21-22.



ECONOMIC DEVELOPMENT
& FINANCING CORPORATION

Thank You