

EDFC's Contract Deliverables: July 1, 2018 – June 30, 2019*

In the 2018-2019 Fiscal Year, EDFC accomplished the following contract deliverables and auxiliary activities to support economic development in Mendocino County, the City of Ukiah, the City of Fort Bragg, the City of Willits, and the City of Point Arena:

Loan Program

EDFC continues to offer loans from under \$5,000 up to \$250,000. In the last year, EDFC made some major changes to the loan program to improve its efficiency and its sustainability. EDFC developed loan program servicing policies, underwriting policies, and portfolio performance measures and goals, as well as tiers for loan sizes that are reflected in the criteria for the loan.

- EDFC approved five loans totaling \$257,208 in Albion, Fort Bragg, and Anderson Valley.
- EDFC has been working with DPO investors and the Mendocino Wool and Fiber Project in Ukiah.
- Provided technical assistance through our Rural Microentrepreneur Assistance Program via West Company and EDFC staff.
- Submitted application to the California iBank Business Loan Guarantee Program to increase EDFC's loan programs' resiliency

Economic Development

- Mendocino County Economic Summit: Over 130 representatives from organizations and local governments from across Mendocino County participated in the economic summit. This was a first step in trying to understand the economic needs of the county. Some of the key outcomes were the need for housing, workforce, and collaboration. Attached is the report for the event.
- Acts as the Mendocino Liaison for the Sonoma-Mendocino Economic Development District (SMEDD):
 - Participated in and presented at the SMEDD semi-annual meeting
 - Organized (later cancelled) Quarterly SMEDD Meeting
 - Met via phone and communicated with Sonoma County economic development staff
 - Discussed potential collaborative projects with SMEDD including Revolving Loan Fund Loan Programs
 - Recruited/recruiting board members from Mendocino County to be on the SMEDD board
 - Collaborated on Scope of Work for future SMEDD grant
- Quarterly economic reports on the state of Mendocino County's economy
- Participation in the Healthy Mendocino Poverty Action Teams for inland Mendocino and the Mendocino Coast
- Participated in North Coast Opportunities' (NCO) study on a commercial kitchen/economic development center

- Coordinated with the Alex Rorabaugh Center (ARC) Family Resource Center, Ukiah Vecinos en Acción, and West Business Development Center to develop Community Market program in Ukiah
- Took on fiscal sponsorship of the Mendocino Latinx Alliance
- Participation in the Workforce Alliance of the North Bay (WANB)
 - Executive Director was appointed to the WANB committees for Mendocino County and Policy & Oversight, and participated in the quarterly meetings for these committees
 - Facilitated communications between WANB staff and County
 - Regular coordination with WANB staff
- Provided direct outreach to the Greater Ukiah Chamber of Commerce, Mendocino Coast Chamber of Commerce, Willits Chamber of Commerce, Employers Council of Mendocino, Ukiah Rotary Club, South Ukiah Rotary Club, Kiwanis of Ukiah, Savings Bank of Mendocino County, Westamerica Bank, Redwood Credit Union, Wells Fargo, Tri-Counties Bank, Inland Water and Power Commission, Mendocino Coast Latino Coalition, Mendocino County Farm Bureau, Mendocino Wine Grower's Inc., Mendocino Coast Association of Realtors, Mendocino Community College Business Classes, Redwood Valley Municipal Advisory Council,
- Participated in the following events:
 - 12@12 with the Mendocino Coast Chamber
 - Office hours at KGUA in Gualala
 - Fort Bragg Latino Business Owners Forum (with West BDC)
 - The Small Business Administration Small Business Road Show (with West BDC)
 - Ukiah Vecinos en Acción September meeting
 - Mendocino Winegrowers' Economic Summit
 - Agriculture and Business Coalition Outlook 2019
- Monthly radio spots on Peggy's Place on KGUA radio serving Point Arena and Gualala
- Participated in the California Economic Summit in Santa Rosa November 15-16, 2018
- Participated in the California Economic Development Annual Conference, gave co-presentation on Local Entrepreneurial Ecosystems Project with CAMEO and West BDC. March 27, 2019
- Participated in the City of Ukiah CDBG Loan Committee
- EDFC continues to provide a collaborative format for the 5 jurisdictions to discuss economic development projects and look for opportunities to partner.
- Opportunity Sites (Opportunity Zones) Webinar on June 5, 2019
- "Basics of Business Borrowing" workshop development and preliminary workshop planned in Covelo on June 26, 2019.

Broadband

- Completed the Mendocino County Digital Infrastructure Plan in December, 2019
 - Mendocino County was approved at the February 26th Board of Supervisors meeting.
 - Fort Bragg City Council adopted the plan on April 22nd.
- Met with County Planning Staff to discuss project development and understand planning and zoning requirements for projects. Continuing conversations about ways to work together to support broadband implementation.

- Met with WISPS (Fixed wireless internet service providers) and other service providers to discuss opportunities for deployment and collaboration, including a meeting of 4 WISPs in Boonville in May.
- Met with Community Foundation regarding their broadband fund and use for deployment
- Exploration of potential projects including Road 409 and the Round Valley Indian Health Center
- Submitted a project for CDBG funding for a feasibility study to deploy high speed internet to low income rural populations in Mendocino County
- Met with Cities' staff and Councils to discuss support needed for broadband policies and deployment planning
- Prepared County work plan and contributed to consortium-wide goals for CPUC-CASF grant application that was submitted in May by the North Bay North Coast Broadband Consortium
- Attended CPUC workshop for updates on broadband implementation funding; networked with provider for potential future service
- Met with US Congressman Huffman's field representative to coordinate support of local unserved communities
- Met with Assemblymember Jim Wood's and State Senator Mike McGuire's staff to discuss broadband issues in the county.
- Spoke with CA State Parks to get an understanding of their infrastructure and the capacity to leverage their resources
- Coordination between the North Bay North Coast Broadband Consortium and Mendocino County including legislative advocacy by Mendocino County for important broadband bills

Organizational Development

- Participated in trainings for: USDA Rural Microentrepreneur Assistance Program and Intermediary Revolving Loan Program, USDA Rural Development 502 Direct Housing Loan Program, CalCAP Loan Loss Reserve Program webinar, and CDBG Disaster Resilience webinar, Microlending Essentials, Loan Portfolio Management Webinars through Aspen Institute
- Ongoing Revolving Loan Fund Webinars from Council of Development Financial Agencies
- California Association for Microenterprise Opportunity's Emerging CDFI Cohort training program
- Attended the CALED Conference in Anaheim and made a presentation with the California Association for Microenterprise Opportunity and West BDC, about developing entrepreneurial ecosystems.

Grants

EDFC received the following grants in the FY 2018-FY 2019 Fiscal Year

- \$400,000 grant from the Community Development Financial Institution Fund (CDFI) for lending and administration of the loan funds.
- \$10,000 grant from PG&E to coordinate an Economic Summit
- \$100,000 total (\$50,000/year for two years) from the Economic Development Administration (EDA) to conduct Economic Recovery and Resiliency Planning and Implementation.
- \$800,000 from the EDA to create a new loan fund totaling \$1,000,000.

- \$10,000 from the Community Foundation Jim and Babbie Mayfield Fund to improve Access to Capital in Remote & Rural Mendocino County.
- \$2,500 from Savings Bank of Mendocino County for access to capital in remote and rural Mendocino County and Lake County.
- \$2,500 from AT&T for general support
- \$1,000 in-kind Technical Assistance from California Association for Microenterprise Opportunity to improve loan program operations.

Total funds awarded in FY 18-19: \$1,326,000

EDFC has applied for the following funds which are pending:

- USDA Rural Development Rural Business Development Grant to implement ZoomProspector (\$20,000)
- Mendocino County CDBG Planning and Technical Assistance Grant – High Speed Internet for Low Income Communities (\$75,000)
- Partner on the Sonoma Mendocino Economic Development District Partnership Planning Program (\$30,000 per year for three years to EDFC)
- Partner on the North Bay North Coast Broadband Consortium’s Application for California Advanced Services Funds to support Broadband Development in Mendocino County (\$32,500 per year for three years to Mendocino County)
- Facebook Charitable Giving (\$10,000)
- Wells Fargo (\$5,000)
- Community Development Financial Institution Fund Technical Assistance Grant (\$125,000)
- Redwood Credit Union (\$1,000)

Total Pending Applications from FY 18-19: \$423,500

Despite the great success we have had in the last year in applying for funding from other sources, the local support we receive from our local jurisdictions remains critical. Without the local dollars that drive EDFC’s mission, we are not able to match federal grants. However, our goal, as an organization is to leverage every dollar we receive from local sources to multiply them and support a high performing organization. Without the \$48,500 we received from Mendocino County, City of Ukiah, City of Fort Bragg, and City of Willits, we would not have been able to receive the \$1,326,000 in grants from other sources.

**For every local government \$1 received,
EDFC generated \$27 in grants in the FY 18-19 Fiscal Year.
THANK YOU for your continued support!**

* June activities are projected as planned. This report does not include any potential loan activity in June. Numbers may change before the completion of the fiscal year.