



BFCG and the Community

Benton-Franklin Council of Governments (BFCG)

Sally Mohr, Community & Economic Development Manager



Thank You!



We appreciate the opportunity to discuss our services with you today. Thank you!



What is the BFCG?



- Community and Economic Development
 - Administers various loan programs to promote sustainable economic activities
 - Work with local community partners on regional economic/community development strategies
- Transportation
 - Is a key member of the short and long term regional infrastructure/ transportation planning of the region.



Economic Growth through Community Development



Community development is where community members (civic leaders, activists, involved citizens and professionals) come together to improve various aspects of communities, typically aiming to build stronger and more resilient local communities.

Economic growth is the increase in the market value of the goods and services produced by an economy over time.



Same Goal, Different Paths



Sustainable, Healthy and Thriving Community



- West Richland Chamber
- Benton REA
- City of West Richland
- Friends of Badger Mountain
- Benton County
- Benton PUD

- Fuse SPC
- WSU Tri-Cities
- City of Richland
- Port of Benton
- PNNL
- Girl Develop It
- Richland School District
- Farmers Markets
- Kadlec

- TRIDEC
- Tri-cities Regional Chamber
- Visit Tri-Cities
- Three Rivers Community Foundation
- OIC of Washington
- Mid-Columbia Libraries

- Pasco Downtown Development Authority
- Pasco Specialty Kitchen
- Hispanic Pasco Chamber
- Pasco Chamber of Commerce
- Port of Pasco
- City of Pasco
- Farmers Market
- Lourdes Health Network
- Franklin County
- Franklin PUD

- Port of Kennewick
- City of Kennewick
- Trios Health
- Columbia Industries
- Basin Disposal
- Kennewick School District
- Work Source Columbia Basin

We All Play A Part



Sometimes each of us are working so hard on our own path, we forget that we are working towards the same goal.

“The DPDA is an organization focused on the revitalization of Downtown Pasco, Washington. We are innovative, vibrant and we are building a neighborhood focused on community and culture. The DPDA has many programs aimed at helping revitalize the Downtown Pasco area and creating opportunities for economic and community growth.”

“OIC of Washington’s mission is to promote human services, economic development, and affordable housing. We have been providing education and employment support to communities since 1971 .”

WSU was created to develop programs of research, education, and outreach that lead to economic development and prosperity. It is at the heart of who we are as a land-grant institution.”

4 Economic Development Components of Having a Sustainable Community

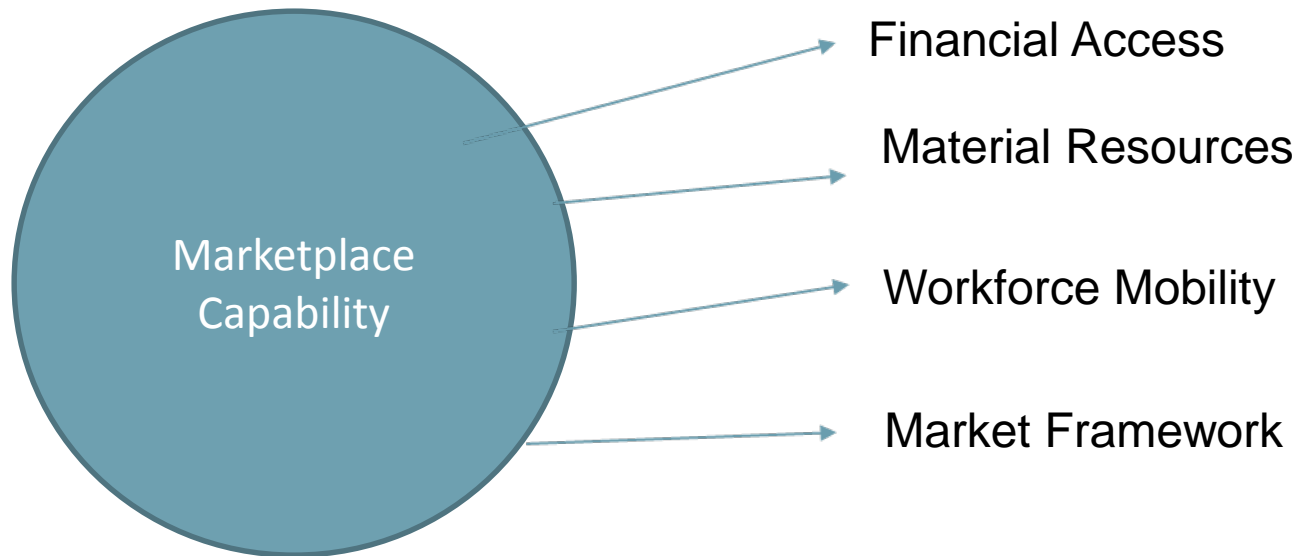




Where Does the BFCG Fit In?



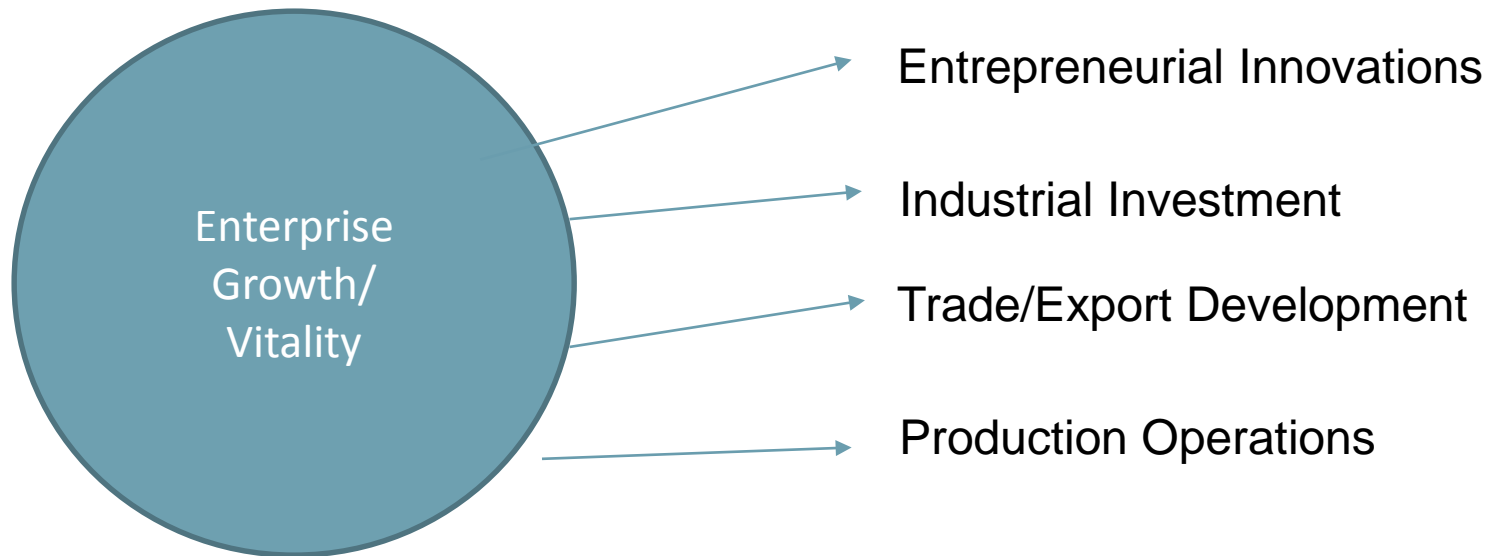
The BFCG **provides loan funds** as a *gap financing tool* that allow the creation of primary jobs and help to diversify the local economic base in Benton and Franklin Counties and surrounding areas.



Entrepreneurs and Small Businesses Significantly Impact the Economy



**“A better Tri-Cities starts with you.
Let’s be productive together.”- Fuse**





BFCG Administered Loan Programs



- Hanford Area Economic Investment Fund (HAEIF)
- Regional Revolving Loan Fund (RRLF)
- Columbia Regional Economic Development Trust (CREDiT)
- Micro Loan Revolving Fund (ML)
- Childcare Micro Loan (CCML)



Private Loans



Loans range from \$500 to \$500,000*

Funds can be used for:

- working capital;
- research and development;
- purchase of land;
- new building construction;
- acquisition and renovation of existing buildings;
- purchase of machinery and equipment; and,
- costs such as architectural, legal, engineering services and appraisals.

HAEIF Loan Partner



Lodge at Columbia Point, Richland, WA



Other HAEIF Loan Partners



- Lieb Foods
- Walter Clore Center
- Ti-Lite
- Whitstran Brewing
- Second Chance Spirits

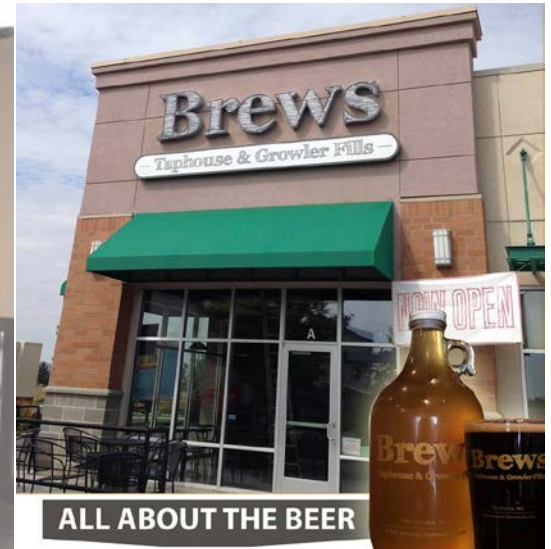


RRLF Loan Partner



“The Benton Franklin Council of Governments covered the gap between conventional financing and our startup costs. The Council of Governments’ team was excellent to work with and made Brews Taphouse & Growler Fills, a craft beer bar on Road 68 in Pasco, come to fruition!”

*- Mark & Rachel Garrett,
Brews Taphouse & Growler Fills*



Brews, Pasco, WA

RRLF Loan Partner



Kids World- Pasco, Richland, and West Richland, WA

RRLF Loan Partner



Iso Pacific Assay Nuclear Systems, Richland, WA

CREDiT Loan Partner



Dickey's BBQ Pit, Kennewick, WA

Micro Loan Revolving Fund Partner



Being a newer small family run business has its challenges. We are the 4th generation in our family to own and operate a butcher shop, however our actual business has only been up and running for a little over a year. Banks generally don't want to lend money to businesses in the first 2 years, they have to see actual sales numbers. Adequate working capital is a must and BFCG allowed us to get our reserves up to allow product diversification and adequate inventory to continue serving the Tri-Cities area with fresh, high quality, local meats! The loan process was smooth and the fees associated with the loan were minimal. Tri-Cities is lucky to have an organization that helps its small businesses stay successful!

*~ Korey & Staci Lancaster,
Owners of Windy River Meats*

Windy River Meats, Pasco, WA

Childcare Micro Loan Partner



Story Land Daycare, Kennewick, WA



Benefits to Businesses



- **Low down payments**
 - Enables the borrower to keep working capital invested in receivables and inventory where it earns a profit and increases the return on equity.
- **Long term financing**
 - Matches maturity of the loan to the useful life of the asset. Debt service is better matched to cash flow.
- **Technical assistance**
 - Provided through the life of the loans and helps increase business success rates.
- **Reasonable interest rates**



Benefits to the Community



- Creates new permanent jobs
- Expands tax base
- Stimulates increased economic activities within the local community
- Offering an alternative option for financing-
“We never want it to stop at the bank or us. If we can’t help you, we will help you find someone who can.”



Benefits to Lenders



- **Reduced Collateral Risk**
 - Provides collateral substitution or increased collateral cushion.
- **Reduced Credit Risk**
 - Provides better matching of debt service to cash flow by allowing working capital to be invested in profit making assets.
- **Opportunities for Business Development**
 - Partnerships when prospecting to clients and able to offer gap financing upfront as an option



BFCG Contacts



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