

STATEMENT OF EXPERIENCE

October 1, 2011

INTRODUCTION:

The Rural Nevada Development Corporation (RNDC) is a 501 (c) 3 non-profit development corporation formed in January 1992 to serve the rural counties and the twenty-seven Indian Tribes of Nevada. It is head quartered in Ely, Nevada, and is currently staffed by Chief Executive Officer, Ferrel D. Hansen; Accounting Manager, B.J. Abel; Lending Administrator, Mary Kerner; Housing Administrator, Tara Foster; Project Manager, Tyler Fuller; Housing Assistant, Stacy Rice; Executive Assistant to the Lending Department, Thyla Albertson; Executive Assistant to the Accounting Department, Tammy Goodwin; SBDC Counselor, Tamera Brown. RNDC also has partnered with other entities to place Small Business Development Center offices in other rural areas of Nevada. Al Parker services Southern Nye and Rural Clark Counties with his assistant Michelle Banuelos. RNDC also has a Western Region office located in Carson City that is staffed by Audrey Allan, Western Region Representative.

FORMATION:

RNDC was formed in response to an identified need for specialized development (housing and small business) services, which a non-profit development corporation could efficiently and effectively provide.

PURPOSE:

RNDC is designed to be a Business Finance and Community Housing Development Organization. Its initial goals are to provide business loans, business assistance, and housing rehabilitation services, as each of these has been identified as a critical need in rural Nevada. RNDC is the only non-profit development corporation serving all of rural Nevada. It has a sixteen member Board of Directors representing rural development authorities, banks, local government, Indian Tribes, and the private sector.

BUSINESS LENDING:

RNDC is carrying out its mission by establishing significant loan capital, which can be lent to rural small businesses in need of expansion, start-up, or gap financing.

RNDC has been awarded \$5,050,000.00 by the USDA – Rural Economic & Community Development Services from its Intermediary Relending Program (IRP), \$200,000.00 in USDA – Rural Business Enterprise Grant (RBEG), \$500,000 in USDA – Rural Micro Entrepreneurial Assistance Program (RMAP), \$500,000 from the Economic Development Authority, \$1,000,000 from the Small Business Administration (SBA), and \$3,400,000 from private banks in revolving loan funds. The Board of Directors targeted the use of these funds to expansion financing for existing, rural businesses; however, start-up business funding may also be considered. Rates and terms will be comparable to, or slightly better than, market rates. The lending funds will significantly address the capital gap for rural businesses and should leverage and encourage bank participation in rural business loans. To date, from all sources, RNDC has approved and disbursed over 10.4 million dollars in loans to Rural Nevada Businesses.

HOUSING

RNDC has successfully marshaled the resources of the USDA Housing Preservation Grant (HPG), the Commission on Economic Development's Community Development Block Grant (CDBG), the State's Weatherization Program (WAP), Western Nevada Home Consortium HOME funds, and Nevada Housing Division's Low Income Housing Trust Funds (LIHTF) and HOME funds to rehabilitate and weatherize homes in all the rural counties of the state totaling over \$13.5 Million.

RNDC also administered the HUD Section 8 program for White Pine County until June of 1994.

RNDC is administering a First-Time Home Buyer Down Payment Assistance program in rural Nevada. Down Payment Assistance to date has totaled over \$3.5 Million.

RNDC has administered the State of Nevada's first USDA 502 Mutual Self-Help Housing Program. This program is designed for the homeowner to provide "Sweat Equity" to build their homes. Ten (10) homes through this project were completed in 1997.

In 2009 RNDC received \$1.2 million in Neighborhood Stabilization Program funds to assist homebuyers purchase foreclosed properties in targeted areas, which include Pahrump and Douglas County.

ACQUISITION/REHABILITATION

RNDC is a Community Housing Development Organization (CHDO), which allows us to more efficiently address affordable housing needs, within rural Nevada. Acquisition and rehabilitation is the purchase of affordable homes that are eventually resold to very low-income persons in conjunction with our First Time Home Buyers Program. To date homes have been acquired in Spring Creek and West Wendover.

In addition to the normal process followed under this program, RNDC assists City and County governments in acquiring homes through HUD's \$1 home program that has successfully provided quality housing for low-income persons. To date RNDC has assisted in the purchase of homes in Battle Mountain and Ely.

MULTI-FAMILY

RNDC has formed partnerships with several for-profit housing developers for the purpose of providing Multi-Family affordable housing projects throughout rural Nevada. Completed has been three elderly project located in Elko (24 units), Pahrump (64 units), and Battle Mountain (16 units). Five Multi-family projects located in West Wendover (42 units), Winnemucca (42 units), Pahrump (60 units), Elko (60 units), Minden (21 units), and Douglas County (28 units). RNDC has also acquired 100% ownership in an affordable housing project located in Tonopah (56units), and 100% ownership of an existing project in Ely (68units).

Currently under construction is one senior project in Wells (8 units).

FUNDS AWARDED**2011**

CHDO	36,000
HOME Rehab/DPA	300,000
CED	25,764
Nye County	20,000
NHD Weatherization	243,482
CDBG Rehab	90,000
SBA	1,000,000

2011 Total **1,7152,245**

2009

CHDO	36,000
HOME Rehab/DPA	500,000
CED	25,764
EDEN	20,000
NSBDC	45,000
NHD Weatherization	1,100,898
CDBG Rehab	131,334
Bonneville Power	48,875
CDBG/SBDC	45,000
WNHC	50,000
Charles Schwab Lending	500,000
Mt Wheeler Power	15,000
Lincoln County WAP	10,000

2009 Total **2,527,871**

2010

CHDO	36,000
HOME Rehab/DPA	300,000
CED	25,764
EDEN	20,000
NSBDC	20,000
NHD Weatherization	1,917,941
CDBG Rehab	131,000
Bonnevill Power	50,000
WNHC	100,000
CDBG/SBDC	45,000
NHD/LIHTF/HOME MF	970,000
Lincoln County	2,500
USDA - IRP	700,000
USDA - RMAP -RLF	500,000
USDA - RMAP - T&TA	103,000
Wells Fargo Lending	400,000
Bank of America	25,000
FHLB - AHEAD	50,000
Lincoln County WAP	10,000
NMI	46,000

2010 Total **5,452,205**

2008

CHDO	36,000
HOME Rehab/DPA	300,000
CED	27,450
EDEN	20,000
NSBDC	40,000
NHD Weatherization	424,312
CDBG Rehab	128,000
Charles Schwab	20,000
Bonneville Power	110,000
LIHTF Rehab/DPA	300,000
NRDC	7,483
CDBG SBDC	45,000
LIHTF Weatherization	90,000
Charles Schwab Lending	250,000
Mt Wheeler Power	15,000
NHD/LIHTF MF Const.	820,000
Eureka County	750
Lincoln County	2,500
NHD/NSP Funds	1,200,000
USDA 515 MF Rehab	1,030,566
NHD/MF Rehab	30,250

2008 Total **4,627,311**

2007

CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
EDEN	20,000
NSBDC	42,300
NHD Weatherization	331,603
CDBG Rehab	140,000
Citibank	5,000
Mt Wheeler	12,000
Bonneville Power	107,065
LIHTF Rehab/DPA	150,000
LIHTF Weatherization	300,000
CDBG SBDC	40,000
NRDC	38,000
Citibank SBDC	10,000
Charles Schwab	500,000
AT&T	10,250

2007 Total 2,072,218

2006

CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
Lincoln County	2,000
NHD Weatherization	324,371
NSBDC	45,000
CDBG – SBDC	40,000
LIHTF	139,316
Mt Wheeler	12,000
Sierra Pacific	27,000
Charles Schwab	250,000
Citibank	5,500
EDEN	20,000
NRDC	30,000
WNHC	200,000
Charles Schwab Intern	5,500
CDBG Rehab	120,000
Bonneville Power	31,625
WREC	20,000
NRDC	28,500

2006 Total 1,666,812

2005

CHDO	50,000
HOME Rehab/DPA	300,000
CED	30,000
EDEN	20,000
Lincoln County	2,000
WREC	20,000
NHD Weatherization	395,250
Sierra Pacific	12,500
NSBDC	40,000
Mt Wheeler Power	8,000
CDBG	13,817
LIHTF	80,000
WNHC	200,000
First National Bank	1,000
US Bank	3,105
CDBG Rehab	75,000
Citibank	5,000
SBDC - SBIR	5,000
Eureka County	2,000
Nevada State Bank	500,000

2005 Total 1,762,672

2004

P.V. Credit Union	1,000
Citibank	5,000
CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
EDEN	32,000
Lincoln County	2,000
WREC	40,000
NHD Weatherization	495,377
Sierra Pacific	12,500
CDBG Rehab	149,000
NSBDC	5,000
NSBDC/RBEG	75,571
Mt Wheeler Power	4,000
RBEG	20,000
CBRC	18,000
Clark County	200,000
E.L. Cord Foundation	8,000
Wells Fargo	1,500
Eureka County	2,000
LIHTF	40,000

2004 Total 1,434,948

2003

First National Bank	1,000
Washington Mutual	5,000
CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
CBRC	18,000
EDEN	42,000
White Pine EDC	2,000
WREC	40,000
NHD Weatherization	494,641
Citibank	17,500
HAC	10,000
WNHC	40,000
Sierra Pacific	25,000
CDBG Rehab	171,000

2003 Total 1,232,141**2002**

CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
CBRC	18,000
Colonial Bank	5,000
Pinnacle & Assoc.	30,000
Lander County	2,000
Econ. Dev. Auth.	500,000
IRP	750,000
NAP IRP	500,000
WREC	40,000
NHD Weatherization	404,568
Nevada Bell	20,000

2002 Total 2,635,568**2001**

CDBG Rehab	160,000
CHDO	36,000
HOME Rehab/DPA	300,000
CED	30,000
CBRC	145,283
RBEG	27,000
HOME Multi-Family	310,000
W.P. County EDC	2,000
Fannie Mae	2,100
US Bank	5,000
Eureka County	2,000

2001 Total 1,012,283**2000**

CDBG Planning	40,000
CDBG Rehab	102,852
CHDO	36,000
HOME Rehab/DPA	300,000
WNHC Rehab	100,000
CED	30,000
CBRC	130,265
IRP	750,000
RBEG	50,000

2000 Total 1,539,117**1999**

CDBG	200,000
CHDO	36,000
HOME Multi-Family	610,000
WNHC Rehab	100,000
CED	30,000
Bank of America	10,000
CBRC	138,852
WNHC Acquis/Rehab	48,000

1999 Total 1,124,852**1998**

CDBG	75,000
CHDO	24,000
DPA	100,000
HOME Rehab	200,000
Acquisition/Rehab	150,000
CED	30,000
CBRC	79,285

1998 Total 706,285

1997

HPG	75,000
CDBG	153,800
523 Site Loan	299,897
CHDO	24,000
DPA	100,000
HOME Rehab	100,000
Bank of America	10,000
Wells Mort Writedown	50,000
CBRC	143,130
NAHASDA McDermitt	220,000
Mutual Self-Help	76,000
NAP Ft. McDermitt	1,180,200
CED	30,000
IRP	850,000

1997 Total 3,317,027**1996**

HPG	75,000
CDBG	100,000
523 TA	126,000
CHDO	24,000
LIHTF	30,000
DPA	75,000
Fannie Mae	10,000
DPA Self Help	90,000
CED	30,000
HOME Rehab	298,000
RBEG	200,000

1996 Total 1,058,000**1995**

CED	30,000
RBEG	15,000
HPG	226,100
HOME Rehab	130,000
DPA	110,000
LIHTF	120,000
CHDO	24,000
Magma	10,000
Bank of America	10,000
RCAC	2,500
CDBG	347,000
Pre Development	10,000

1995 Total 1,034,600**1994**

CDBG	100,000
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1994 Total 100,000**1993**

HPG	200,000
CDBG	100,000
IRP	1,000,000

1993 Total 1,300,000**1992**

HPG	112,000
CDBG	100,000

1992 Total 212,000