



United States
Department of
Agriculture

Rural Development



Scott Sutherland

Wyoming Business Program Director

Wyoming Economic Development Association

Rural Development

BUSINESS & INDUSTRY

- **Loan Guarantees**
- **Under \$100,000 use SBA**
- **Driven by lender, but only 25 percent of banks use B&I due to volume**
- **Can make or break larger deals – up to \$25MM**
- **Same amount of underwriting**
- **Lodging, manufacturing, health care, retail, any for profit**
- **Lower origination fee in Teton, Park, Fremont, Laramie, Weston and Crook Counties**

Rural Business Development Grant

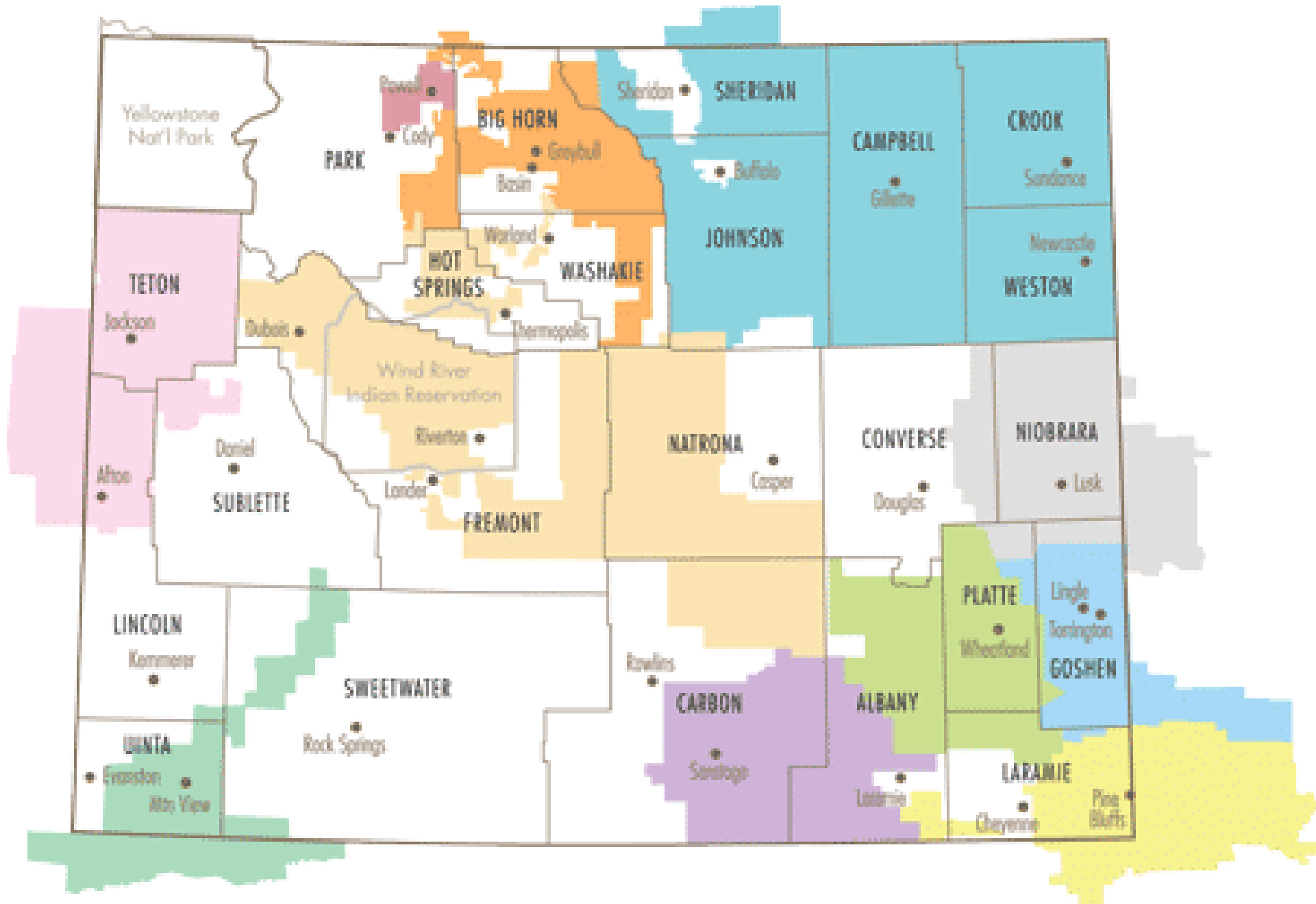
- **Most popular and most versatile**
- **Job training, websites, equipment, etc.**
- **Only \$100,000 per year**
- **Made a pre-application process**
- **Pre-applications due April 15th**

Rural Business Development Grant

- Silicon Couloir – Jackson – Entrepreneur mentoring program – paid for mentors to be trained
- Johnson County EDJPB – Helped to pay for new coding training company feasibility study
- GCEDC – Website design and branding
- Equipment for a brewer
- Forward Cody – Legacy Meats for inventory control system

REVOLVING LOAN FUNDS

- **RBEG – Grant**
- **IRP – Loan**
- **Micro Entrepreneur – Loan/Grant**
- **REDLG – Loan/Grant**
- **Current IRP's are Wind River Development Fund and WIDC –
Should have local EDC's as well**
- **REDLG through utility company**



REDLG EXAMPLES

- High West Energy – Pass through loan to Pine Bluffs Distilling, 0% 10 year
- Lower Valley – Energy Efficiency loan program for for-profit and non-profit
- Wyrulec – Medical facilities then commercial bridge loans

SECTION 9007 RENEWABLE ENERGY AND ENERGY EFFICIENCY IMPROVEMENT (REAP)

25% Grant OR

75% Loan OR

75% total cost

Energy Efficiency Improvements Projects include any energy savings measures to businesses or agricultural operations including but not limited to replacement of inefficient equipment, retrofitting, insulation or any recommended improvement identified in the energy assessment or energy audit.

SECTION 9007 RENEWABLE ENERGY AND ENERGY EFFICIENCY IMPROVEMENT (REAP)

- **Multiple grocery stores replacing older refrigeration units**
- **Multiple manufacturers replacing/expanding production lines (area of emphasis)**
- **A few renovations of older buildings (must be in current use)**
- **Car dealerships replacing lighting**
- **Any for profit business with energy conservation projects or renewable replacement!**

VALUE ADDED PRODUCER GRANTS (VAPG)

- **Eligible: Individuals, LLC, LLP, Corporations, or Non-Profits that are owned or controlled by Ag Producers**
 - **Must directly engage in production of agricultural products**
 - **At least 50 percent of gross income must be from agriculture production**
 - **US Citizenship 51 percent**
- **Planning Grant \$75,000**
- **Working Capital \$200,000 – not equipment**
- **There is a dollar for dollar match requirement**
- **Must be a change in the physical state of the product**

VALUE ADDED PRODUCER GRANTS (VAPG)

- High Point Bison – Pine Bluffs - \$28,630 to reach new markets with buffalo jerky. Paid for testing, processing and transportation costs.
- Shiloh Valley – Sheridan – expand processing potential and marketing for pork, lamb, eggs, fruits, vegetables and fleece

HEALTHCARE

- **Hospitals**
- **Clinics**
- **Nursing Homes**
- **Telemedicine**

THINGS TO REMEMBER

- **We give several million back each year!**
- **If you need it, we can fund it.**
- **We work with lenders and private funding sources.**
- **We work with State and local funding sources.**
- **We will partner with our funding**
- **We fund projects that are sustainable for the long term.**
- **New budget coming out and fate of programs is unknown.**

- **If it makes sense, if it helps someone, and it's legal, USDA RURAL DEVELOPMENT CAN DO IT.**

ALL PROGRAMS

- **Business & Industry Loan Guarantees**
- **Intermediary Relending Program**
- **Rural Business Development Grants**
- **Rural Business Investment Program**
- **Rural Economic Development Loan & Grant Program**
- **Rural Microentrepreneur Assistance Program**
- **Socially-Disadvantaged Groups Grants**
- **Value Added Producer Grants**
- **Delta Health Care Services Grants**
- **Rural Cooperative Development Grants**
- **Advanced Biofuel Payment Program**
- **Repowering Assistance Program**

ALL PROGRAMS (CONT.)

- **Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program**
- **Rural Energy for America Program (REAP) Energy Audits & Renewable Energy Development Grants**
- **Rural Energy for America Program (REAP) Renewable Energy & Energy Efficiency Loans & Grants**
- **Strategic Economic and Community Development**

Rural Housing Service - Community Facilities

- **Community Facilities Direct Loans & Grants**
- **Community Facilities Loan Guarantees**
- **Economic Impact Initiative Grants**
- **Rural Community Development Initiative Grants**
- **Tribal College Initiative Grants**

ALL PROGRAMS (CONT.)

Rural Housing Service - Multi-Family Housing

- **Farm Labor Direct Loans & Grants**
- **Housing Preservation & Revitalization Demonstration Loans & Grants**
- **Housing Preservation Grants**
- **Multi-Family Housing Direct Loans**
- **Multi-Family Housing Loan Guarantees**
- **Multi-Family Housing Rental Assistance**

Rural Housing Service - Single-Family Housing

- **Mutual Self-Help Housing Technical Assistance Grants**
- **Single Family Housing Direct Home Loans**
- **Single Family Housing Home Loan Guarantees**
- **Single Family Housing Repair Loans & Grants**

ALL PROGRAMS (CONT.)

Rural Utilities Service - Electric Programs

- **Denali Commission High Energy Cost Grants**
- **Distributed Generation Energy Project Financing**
- **Electric Infrastructure Loan & Loan Guarantee Program (FFB)**
- **Energy Efficiency & Conservation Loans**
- **High Energy Cost Grants**
- **State Bulk Fuel Revolving Loan Fund**

Rural Utilities Service - Telecommunications Programs

- **Community Connect Grants**
- **Distance Learning & Telemedicine Grants**
- **Farm Bill Broadband Loans & Loan Guarantees**
- **Telecommunications Infrastructure Loans & Guarantees**

ALL PROGRAMS (CONT.)

Rural Utilities Service - Water & Environmental Programs

- **Circuit Rider Program**
- **Emergency Community Water Assistance Grants**
- **Grants for Rural and Native Alaskan Villages**
- **Household Water Well System Grants**
- **Individual Water & Wastewater Grants**
- **SEARCH - Special Evaluation Assistance for Rural Communities and Households**
- **Solid Waste Management Grants**
- **Water & Waste Disposal Grants to Alleviate Health Risks on Tribal Lands and Colonias**
- **Water & Waste Disposal Loans & Grants**
- **Water & Waste Disposal Loan Guarantees**
- **Water & Waste Disposal Predevelopment Planning Grants**
- **Water & Waste Disposal Revolving Loan Funds**
- **Water & Waste Disposal Technical Assistance & Training Grants**

Questions

???



United States
Department of
Agriculture

Rural Development



Scott Sutherland
Rural Development
Business Programs Director
scott.sutherland2@wy.usda.gov
Office: 307-233-6706
www.rd.usda.gov/wy

USDA Rural Development is committed to the future of rural communities.

USDA is an equal opportunity provider, employer, and lender.