



Rural
LISC

*We believe in
rural America*

Mission Statement

Rural LISC believes in rural America. We are committed to providing support for our communities, making them good places to live, work, do business and raise children. We believe that nonprofit community organizations play an essential role in achieving this mission. Rural LISC is dedicated to building the capacity of these groups and increasing their production, by generating resources and investing in their work.

Rural LISC works *with and through* grass root partners located in rural communities and regions. We are the *connector and cross pollinator* for our partners, linking them to national opportunities, to each other and aggregating resources they might not otherwise access without our network.

On the Map



- 87 Partner Organizations
- In more than 2,000 counties
- Across 44 States

By the Numbers

1995 to Present

What We've Invested

\$1.25 billion (including LISC affiliate financing)
which has leveraged close to
\$3.3 billion creating nearly
\$4.5 billion in total development.

Catalyzing Economic Development

In order to build economic pathways for the economically vulnerable in rural America, we need an expanded set of tools and focused partnerships.

Catalyzing Opportunity in America's Rural Communities



utilizes tested comprehensive community development model, harnesses our ability to build partnerships and leverages our 37-plus years of innovation in deploying capital to foster economic viability in underserved regions, urban and rural. In order to achieve these goals, LISC will focus on three broad categories of work:

WORKFORCE DEVELOPMENT: Develop and connect talent to regional opportunity

SMALL BUSINESS DEVELOPMENT: Foster a robust & accessible entrepreneurial ecosystem

DISTRICT DEVELOPMENT: Build and reposition the physical infrastructure

Catalyzing Opportunity

WORKFORCE DEVELOPMENT

Rural LISC is committed to preparing residents for stable, quality jobs that pay family-sustaining wages, while at the same time building the pipeline of skilled workers that businesses and employers need in order to thrive, grow and contribute to the local economy. Rural LISC will do this by:

- ❑ Growing the Capacity of 20 workforce development partners across rural America; and
- ❑ Launching Financial Opportunity Centers (FOCs) in rural Hawaii, Appalachia and other rural sites.



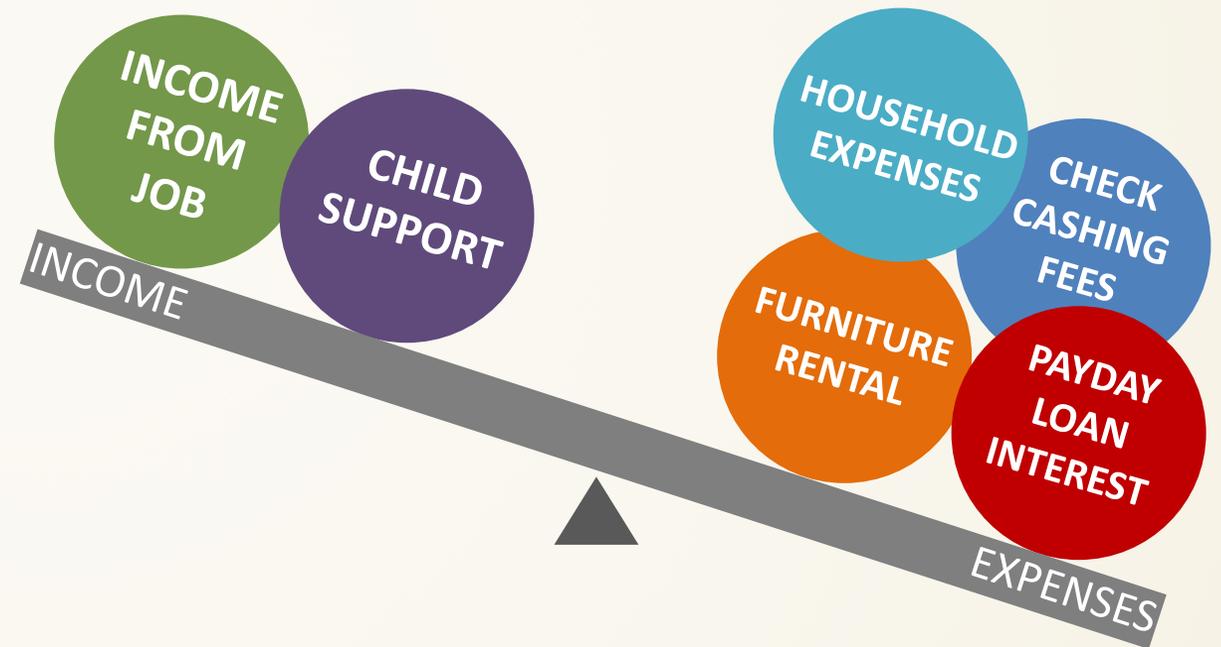
The Financial Opportunity Center Model: “Jobs Alone are Not Enough”

Employment alone cannot tip the scales when income < expenses

- Many un/under-employed individuals have negative income
- Most jobs programs do not examine clients' expenses

Clients need tools/strategies to help mitigate unforeseen roadblocks

- Financial coaching helps clients plan for the future so their success is less easily derailed by unforeseen circumstances



Integrated Services; 1:1 Support, Long-term Engagement



FOCs EQUIP CLIENTS WITH THE TOOLS, MOTIVATION, AND KNOW-HOW
TO MAKE SOUND FINANCIAL DECISIONS THAT:

Increase earnings | Build credit | Reduce expenses | Boost assets

Catalyzing Opportunity

SMALL BUSINESS DEVELOPMENT

Rural LISC will focus funding and programing towards strengthening services, training, and financing for small businesses and entrepreneurs in rural America, including providing:

- Working capital
- Equipment purchase funds
- Business acquisition funds; and
- Providing capital to startups, minority-, women- and veteran-owned businesses and businesses in low-income communities.

By 2021, Rural LISC's Core and Small Business Lending will encompass 20% of core LISC Lending activity.

Rural LISC's portfolio of partners will be comprised of 50% economic development focused entities, to include small business, entrepreneurship and business coaching.

Catalyzing Opportunity

DISTRICT DEVELOPMENT

In order to be sustainable, the work also needs to build off the regional economy; we cannot create a separate economy for each of our communities.

Rural LISC believes creating opportunities in economically isolated communities is achievable when sectors come together to build strong districts that attract and accelerate the growth of businesses that create family-sustaining wage jobs.

Our focus is:

- Rural Innovation Hubs
- Broadband as a critical infrastructure component; and
- Cohesive Economic Development.



Economic Development On the Ground



Rural LISC provides financing to partners in Kentucky to help develop factories that create and maintain living wage jobs.



In the town of Oakland in rural western Maryland, Our Town Theatre, a private nonprofit entity, is part of an arts-related economic cluster located in the newly formed Arts and Entertainment District, a state designation intended to assist municipal and local revitalization initiatives that promote economic growth. The group received a Rural LISC Cohesive Economic Development Initiative grant.

On Tilghman Island in the Chesapeake Bay, Rural LISC's Growing Rural Communities Fund helped create an apprentice program at the Phillips Wharf Environmental Center that will preserve the island's culture, create quality jobs and attract young people back to their hometown on the island.



Housing Initiatives

- Repayable Investments (Project Specific) – Rural LISC continues to provide financial investment in housing development including pre-development recoverable grants. These funds are limited and available on a competitive basis. **Repayable Investments average between \$15,000 and \$20,000 with a maturity date of 18 months from disbursement.**
- Healthy Housing Investment – A Wells Fargo Housing Foundation grant leveraged with HUD Section 4 funds helped Rural LISC to administer a Healthy Housing program which has granted **\$1,356,700 in 88 separate grants to 44 Rural LISC Partner CBOs for various housing projects**
- Farmworker Homeownership - A relatively new initiative for Rural LISC, Wells Fargo Housing Foundation has approached LISC to assist in developing a program that funds housing counseling services to farmworker households that wish to attain homeownership. The program will initially target the states of California and Washington.

Housing On the Ground



Self-Help Homes, Utah – Rural LISC supports the production of homes built under the USDA Mutual Self Help Program, where owner/builder families commit up to 30 hours a week for 12-13 months, working in groups of 10-12, to build their own homes and those of their neighbors.



RUPCO, Kingston, NY – Rural LISC provided a \$950,000 acquisition loan to purchase the historic Alms House property and develop it into a 67-unit LIHTC senior housing development that includes 35 units of supportive housing.

- 34 units to be developed in the Alms House property and
- 33 units to be located in new construction.

Tunica County Community Development Corp. Tunica, Mississippi – Rural LISC funded a 36-month, \$350,000 revolving line of credit for the development of single family for sale housing.



Lending

One of Rural LISC's roles is to finance projects in the rural communities in which we work, or utilize LISC affiliates to bring New Markets or LIHTC equity to projects. Historically, Rural LISC's lending has been "with, through and to" our network of 87 community development partners. This network includes real estate developers, CDFIs, and other grass roots community services or community problem solving organizations. We lend to their development projects; co-lend or participate in a loan originated by a partner; or lend to or invest in a project in a partner's community that they support.

Rural LISC makes use of the full suite of traditional LISC loan fund capital, though most of our lending recently has been construction or mini-permanent loans.

We finance a range of projects including:

- Affordable home ownership housing
- Rental housing
- Mixed use developments
- Commercial projects
- Community facilities

New Lending Products:

- Growing Rural Communities Fund
- USDA Community Facilities Re-Lending Program

LISC Borrowers

Astor Ventures LLC – Astoria, Oregon

- \$3 million loan
- Capital is needed to fund the development of an 11,580 square foot grocery store for single-lease tenant Astoria Co-Op Grocery.
- Astoria Co-Op is a 44-year-old cooperative supermarket founded in Astoria that has grown beyond its current location.



Travelers Hotel – Clarksdale, Mississippi

- \$1.25 million loan
- Capital is needed to refinance the construction loan for the renovation of a historic downtown building into a 20-room hotel.
- The Travelers Hotel will support cultural tourism and spur economic activity in the downtown.



Citizens Building – Aberdeen, South Dakota

- \$800,000 loan
- Citizens Building is a 6-story commercial real estate property with ground floor retail and office space. The plan is to convert the top floor to event space with a second phase in the future.
- The use of proceeds was to finance building updates to create more leasable space.



Rural eNews

Rural LISC compiles a monthly newsletter known as *Rural eNews* that features information of interest to community development corporations, Native American groups, and other rural stakeholders working to improve rural America.

The e-newsletter features funding opportunities, training and conference information, and general reports, news articles and data about rural America. The newsletter is distributed to more than 2,500 rural organizations and stakeholders each month.



"We believe in rural America"

Rural eNews

January 2019

Funding & Finance Opportunities

!!! Same Newsletter - New Look !!!

Aging

THE ISLA CARROLL TURNER FRIENDSHIP TRUST is offering grants to nonprofit organizations throughout the state of Texas that provide services to the elderly. Types of programs considered for funding include health centers, recreation programs, retirement services, Alzheimer's initiatives, meal delivery programs, nursing facilities, etc. Support is also provided for primary caregiver education programs focusing on the elderly and nursing scholarships for students specializing in gerontology. Grants generally range from \$5,000 to \$50,000. **Deadline: 1/31/2019.** Application guidelines and forms are available on the Trust's website [here](#).

Arts

THE NATIONAL ENDOWMENT FOR THE ARTS has released new guidelines for FY 2020 Art Works grants, including new deadlines and application information for each discipline. **Deadline: 2/14/2019.** This will be the only opportunity to apply for Art Works funding in the Design discipline in 2019. Applications in February are for funding starting on January 1, 2020. Click [here](#) to review the guidelines. There will be an Art Works webinar about the application process on Wednesday, **January 9, 2019** at 3:00 PM EST. Click [here](#) to register for the webinar.

Community

RURAL LISC (Local Initiatives Support Corporation) created the Community Facilities Fund to provide capital to help develop and improve essential community facilities in rural areas. Rural LISC utilizes this fund to provide permanent and construction-to-permanent financing for rural community facilities, including health care centers, hospitals, educational facilities, and other nonprofit and public facilities in rural communities with populations under 20,000. **Deadline: ongoing.** Click [here](#) for more information.

THE ZIONS BANK CHARITABLE GIVING PROGRAM is offering grants to nonprofit organizations in the communities served by the bank in Idaho, Utah, and Wyoming. Grants are provided in the following areas: community service, education, diversity, health and human services, arts and culture, affordable housing, and economic development. No

Envision the Possibilities

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