SW REAP Strategic Planning

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Objective #1: Continue to enhance participation in our fund programs

* Clarify for microloans. Do we want risk or do we approve through a banker’s eyes?
	+ *Historical model – gap financing with high risk.*
	+ *Proposed future models*
		- *Gap financing with high risk*
		- *Gap financing with lead lender in place*
		- *Gap financing with no lender attached (Character loan)*
	+ *Action item: Survey SW REAP members to identify desired model.*
		- Who: Executive Director
		- Timeline: Paper survey April 6 meeting or Survey Monkey. Results reported at June 1 meeting.
		- Budget: No cost for survey and report. May want to increase funds available.
* Also for new members who basically see microloans. Education on the other funds, need base knowledge to enhance. See 4A.
	+ *This section was assigned to another group.*
* Annual Report.
	+ *Annual report will be generated by another group.*
		- *Request to include*
			* *Annual investment activity (Microloans, Partnership funds etc.)*
			* *Types of loans (market tools available through SW REAP)*
* Use RLF.
	+ *Request to marketing group.*
		- *Types of loans (market tools available through SW REAP)*

Objective #2: Encourage partnerships for Community & Economic Development

* Distressed business response. How? What?
	+ *Proposed future model – aligned with high risk gap financing (above)*
	+ *Action item: Include in survey (above).*
		- Who: Executive Director
		- Timeline: Paper survey April 6 meeting or Survey Monkey. Results reported at June 1 meeting.
		- Budget: No cost for survey and report. May want to increase funds available.

Proposed survey questions (rank 1 – 5, 1 being low, 5 being high):

1. SW REAP should offer gap financing with high risk?
2. SW REAP should offer gap financing only with a lead lender in place.
3. SW REAP should offer gap financing with no lead lender in place only on a Character referral.
4. SW REAP should offer distressed business financing.
	1. Client is required to demonstrate distress with a letter of denial from their lender.
	2. Client is required to seek professional business counseling to set and manage a strategy towards recovery.
5. SW REAP has $XXXXXX available for lending as of 04/01/2016.
	1. This is adequate to meet needs.
	2. This is inadequate to meet needs.
		1. Additional needs up to $250,000
		2. Additional needs $250,000 - $500,000
		3. Additional needs $500,000+