

2017 National Rural Lenders' Roundtable on USDA Rural Development

“Making America Great With Every Loan”

Thursday, December 7th



Time: 8:30am–4:00pm

**Location: The Powell Room, Cosmos Club
2121 Massachusetts Avenue, NW Washington, DC 20008**

- 8:15am – 8:30am: Opening remarks by William R. Stump, Jr., President & CEO of Community Bank & Trust, introduction of Thomas Kimsey as new President of NRLRT for 2018
- 8:30am – 9:15am: Introduction of Bryan Hooper, Deputy Administrator for Business Programs in the Rural Business-Cooperative Service; USDA B&I Loan Program (2018 Budget, Funding, 2018 Farm Bill, New Staff, New Program Items, Servicing Update, Q&A): Kelley Oehler, USDA B&I Director, David Lewis, USDA Loan Servicing Branch Chief
- 9:15am – 10:00am: USDA Community Facilities Loan Program (Overview, Public Private Partnerships, Funding, Student Housing, Hospitals): Joseph Ben-Israel, Assistant Deputy Administrator, Community Facilities Programs
- 10:00am – 10:30am: Keynote Speaker Congressman Sanford Bishop, Ranking Member of House Appropriations Subcommittee on Agriculture
- 11:00am – 12:00pm: Rural Development Borrower of the Year: Phanesh Koneru, PhD, J.D, LL.M., Exela Pharma Sciences, LLC
- 12:00pm – 1:30pm: Luncheon with Keynote Speaker, Anne Hazlett, Assistant to the Secretary for Rural Development; Induction of William R. Stump, Jr., President & CEO, CB&T–West GA, Jeremy Gilpin, Vice President Commercial Services, Greater Nevada Credit Union and Joe Mueller, USDA B&I State Director of Florida, into the Rural Lenders' Hall of Fame
- 1:30pm – 2:30pm: REAP Energy Loan Program: Mark Brodziski, Deputy Administrator, Energy Programs, USDA; Disaster & Recovery Efforts in Puerto Rico & the Virgin Islands: Aaron Morris, Assistant Deputy Administrator, Energy Programs, USDA
- 2:30pm – 3:30pm: SBA Export Loan Program: Bill Houck, Regional Manager, Office of International Trade, Export Solutions Group, SBA
- 3:30pm – 3:45pm: Secondary Market Update: Vasu Srinivasan, President & CEO, Thomas USAF Group
- 3:45pm – 4:00pm: Recap of December 6th Lobbying on the Hill: Bill Broydrick, Broydrick & Associates

To RSVP, please contact Natalie Webb at 404-365-2040 or natalie@thomasusaf.com



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December 14, 2017

B&I Lending Update

The official newsletter of the National Rural Lenders' Roundtable



Pictured from left to right: Kathryn Morris, Jeremy Gilpin, Thomas Kimsey, William R. Stump, Jr., Anne Hazlett & Michael Thomas

Recap of the 2017 National Rural Lenders' Roundtable Event on December 7th in DC

The Farm Bill and Rural Development Lending

We would like to thank everyone for attending the 2017 Annual National Rural Lenders' Roundtable on Thursday, December 7th in Washington! We had a record turnout, with over 75 attendees this year. Congressman Sanford Bishop, Keynote Speaker and Ranking Member of the House Appropriations Subcommittee on Agriculture, addressed the Roundtable's members and spoke of his passion of getting capital to rural America's Main Street. He praised USDA's rural lending programs and thanked rural lenders for their support.

He discussed the Farm Bill -- every five years Congress writes a new Farm Bill with the next one beginning on October 1, 2018.

As Ranking Member of the House Appropriations Subcommittee on Agriculture, Congressman Bishop will be a major influence in writing the new Farm Bill.

All of USDA's Rural Development loan programs are governed by the Farm Bill, thus the National Rural Lenders' Roundtable has been lobbying for the following changes in the 2018 Farm Bill:

- 1) Revert to a zero credit subsidy for all programs by no later than 2020. This should do away with a minimum of \$50 Million in annual subsidies from the Treasury.
- 2) Like FSA and SBA, we want the Agency to have a preferred lender program whereby those lenders with a good track record and low losses would be able to approve Rural Development loans on their own.
- 3) All programs should delegate, like other government agencies, all environmental studies to be approved by the lender and their designated third reviewers.
- 4) We are asking that the Agency consider centralizing the loan approval process on a regional basis and automate their loan applications electronically like most other government agencies.
- 5) Eliminate the Tangible Balance Sheet Equity requirement in the USDA B&I Loan Program.
- 6) Allow the Community Facilities Loan Program to guarantee the construction loan for an additional fee.

Public Private Partnership

Anne Hazlett, luncheon Keynote speaker and Assistant to the Secretary for Rural Development, talked to us about how the Administration and Secretary Perdue would like to concentrate on public private partnerships in the upcoming years.

Below are the presentations from the speakers at the event last Thursday:

Business and Industry Guaranteed Loan Program

Kelley Oehler, Director, Business and Industry Division, USDA Rural Development
<http://colemanreport.com/wp-content/uploads/2017/12/Kelley-Oehler-Rural-Lenders-Roundtable-Presentation.pdf>

Community Facilities Loan Program

Joseph Ben-Israel, Acting Deputy Administrator, Community Facilities Loan Program
<http://colemanreport.com/wp-content/uploads/2017/12/Joseph-Ben-Israel-NRLRT-CF-Loan-Program-Slides.pdf>

REAP Energy Program Opportunities

Mark Brodziski, Deputy Administrator, Energy Programs, USDA Rural Development
<http://colemanreport.com/wp-content/uploads/2017/12/Mark-Brodziski-REAP-Program--Lenders-Roundtable-2017.pdf>

Borrower of the Year

Phanesh Koneru, Ph.D., LL.M., Founder, President and CEO, Exela Pharma Sciences, LLC

<http://colemanreport.com/wp-content/uploads/2017/12/Phanesh-Koneru-USDA-Presentation-December-7-2017.pdf>

SBA Export Loan Programs

Bill Houck, Regional Manager, (MD,VA,DC,WV) US Export Assistance Center

<http://colemanreport.com/wp-content/uploads/2017/12/Bill-Houck-SBA-export-finance-programs-webinar-PP.pdf>

Top 10 Secondary Market Takeaways

Vasu Srinivasan, President and CEO, Thomas USAF Group

Appropriations Issues and Farm Bill Goals

Bill Broydrick, Principal, Broydrick and Associates

<http://colemanreport.com/wp-content/uploads/2017/12/Bill-Broydrick-RLRT-Presentation-.pdf>

<http://colemanreport.com/wp-content/uploads/2017/12/Farm-Bill-Goals-Broydrick.pdf>



Left to right: Mike Thomas, Congressman Sanford Bishop