

# Rural Enterprises of Oklahoma, Inc.

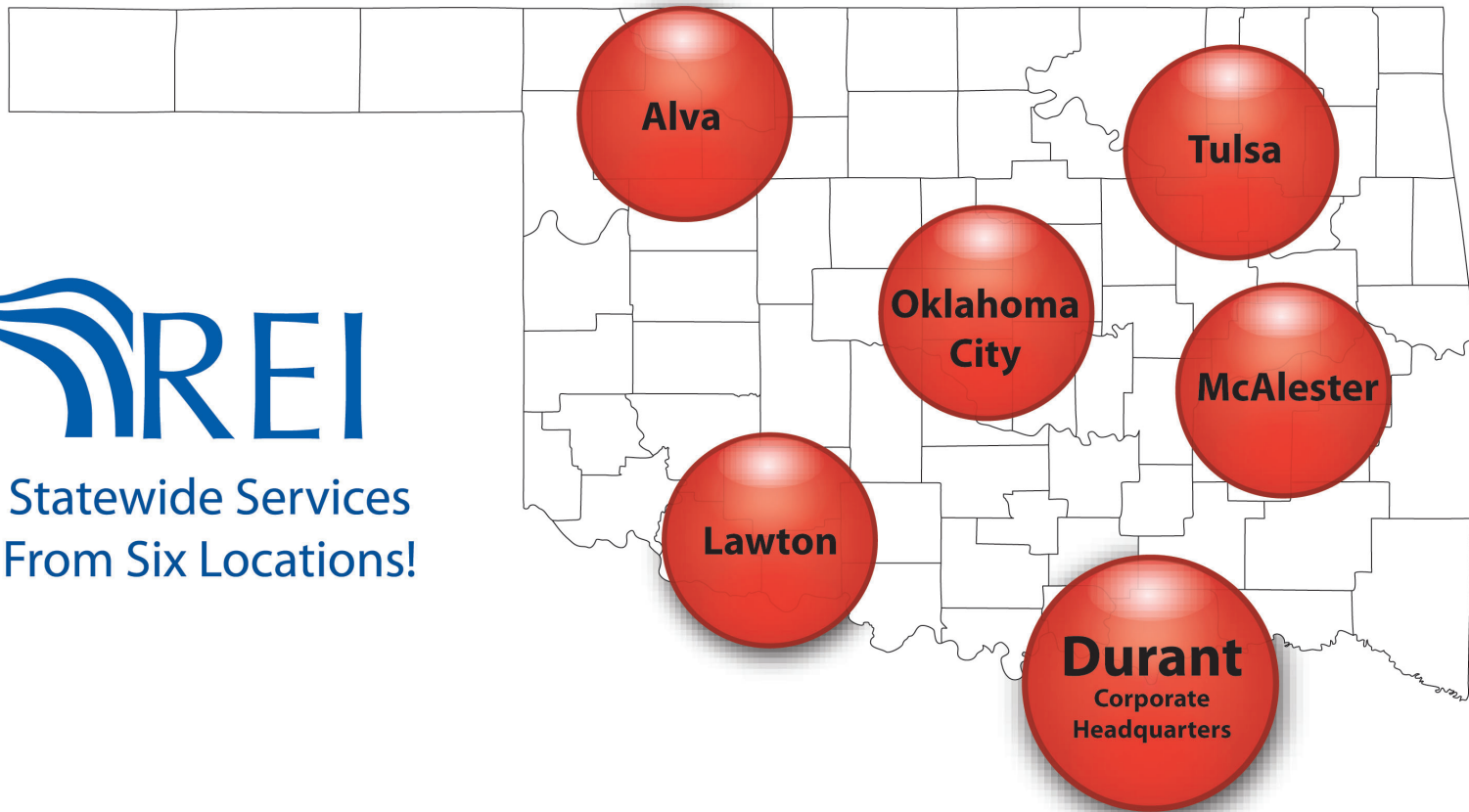
***Expanding Oklahoma's Economy  
by investing in People and Places for over 25 years.***



# REI Office Locations



Statewide Services  
From Six Locations!



## *Partnership Offices*

Oklahoma State University, Stillwater

Seminole State College, Seminole

# 2009 Economic Impact

**\$9.5 Million**

REVENUE MANAGEMENT

**\$113 Million**

ECONOMIC IMPACT

**51**

Businesses Assisted with Financing

**5,633**

Businesses/People Trained

**1,265**

Jobs Retained/Created

**382**

Families/Homebuyer Assistance

# SBA 504 Program

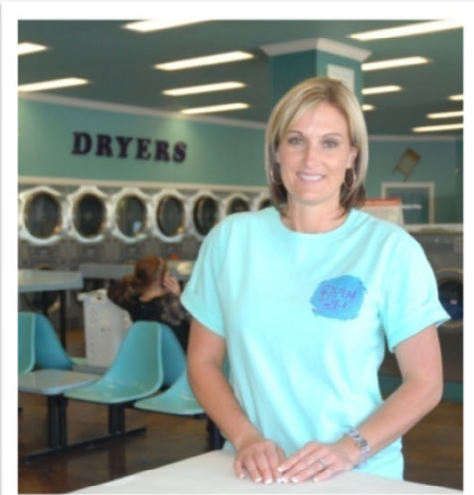
- **SBA 504** - SBA limit - **\$5 million** plus bank participation – real estate, construction, equipment; Loan term – 10 or 20 years
- **SBA Microloan & IRP** (Intermediary Relending Program) - \$1,500 up to **\$150,000**
- **B & I** (Business & Industry Program) – **\$10 million** maximum loan term for working capital – 15 years; real estate – 30 years
- **SBA 7(a)** Up to **\$3.75 million guaranteed** – **\$5 million** max loan term for construction & real estate - 25 years; working capital - 5 to 7 years; machinery/equipment - 15 years





# Technical Assistance

**REI continues to provide assistance after the loan closes. REI finance professionals are always available to their loan clients to help them as they face challenges, expand their markets or diversify their products and services.**



# Business Development Division

- Six Commercial Facilities
- Homebuyer Assistance Programs
- Foreign Trade Zone #227
- Native American Business Enterprise Center
- Native American Business Resource Center
- Women's Business Centers

# REI Commercial Facility Six Locations

Bennington      Allen  
Warner      Wetumka  
Ada      Durant



Commercial Kitchen - Durant



# Commercial Facilities

REI operates a **2,500 square foot commercial kitchen** located in Durant.

## ***East Main Enterprise Center and Incubator in Ada!***

Commercial facility for “artrepreneurs” in partnership with East Central University.



## **LEED Certified Facility by 2012!**

Funded through EDA and Office of Community Services. Currently in design phase . . . This facility will be approximately 10,000 sq ft housing The Choctaw Nation of Oklahoma.





# Homebuyer Assistance Programs



Individual Development Account (IDA)  
Employer-Assisted Housing (EAH) Incentive  
Market Rate Down Payment & Closing Cost Assistance

# Individual Development Account (IDA)

A matched savings account program to help families purchase their **first home** or help entrepreneurs **start or expand their business**.

**REI matches \$2 for every \$1 saved, up to \$2,000.**

Eligibility for the program is based on household income and family size.

*The program is made possible through the partnership of REI and the Department of Health & Human Services, Office of Community Services, First United Bank & Trust and the Federal Home Loan Bank of Topeka.*

# Employer Assisted Housing (EAH) Incentive

A housing benefit plan offered by an employer to assist eligible employees with **down payment** and **closing costs** for the purchase of a home.

REI assists the company in creating a **customized EAH benefit plan**.

Examples of types of benefits: Homebuyer Education, Forgivable Loan, Repayable Loan, Grant, Matched Savings Plan.

REI provides **matching funds, up to \$2,000** per family, equal to the financial benefit offered by employer.



# Down Payment & Closing Cost Assistance

- Program is available **statewide**
- Assistance Amount: **5% of total loan amount**
- Income Limits based on Household Income and Household Size
- **No first time homebuyer requirement**
- Program is delivered through participating lenders



# Foreign Trade Zone #227 Location

Foreign Trade Zone #227 is located in the 320 acre International Business Park in Durant, Oklahoma, off US Highway 69/75.

FTZ #227 is the only FTZ in the rural southeastern part of Oklahoma and the first zone in the state to operate outside the ports of Oklahoma City and Tulsa.

FTZ #227 includes Subzone 227A in Ardmore, Oklahoma. It is operated by Valero Refining Company Oklahoma, a direct subsidiary of Valero Energy Corporation.



# Native American Business Enterprise Center (NABEC)

U.S. DEPARTMENT OF COMMERCE



MINORITY BUSINESS DEVELOPMENT AGENCY

- Training Workshops & Seminars
- Client Assessment
- Access to capital
- One-on-One Counseling
- Bid Assistance
- Procurement of Government Contracts



Owasso hospital CONTECH, LLC

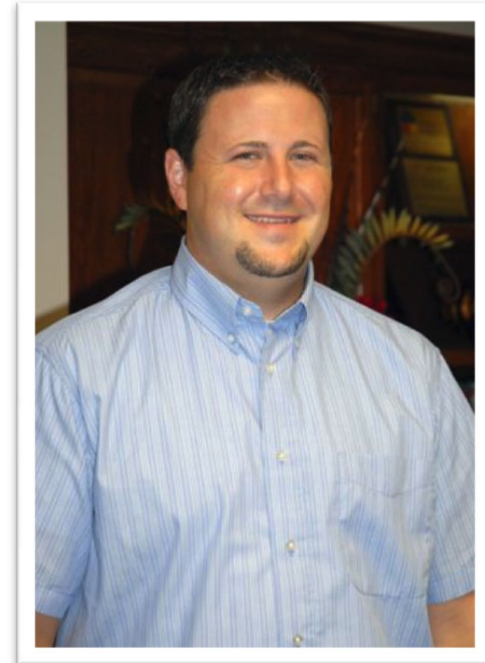


# OKNABEC Strategic Partners

- American Indian Chamber of Commerce of Oklahoma
- Cherokee Nation Small Business Assistance Center
- Choctaw Nation of Oklahoma
- Citizen Potawatomi Nation
- Flintco Construction
- NABHOLZ Construction
- Oklahoma Department of Career & Technology
- Oklahoma Department of Commerce
- Oklahoma Department of Transportation
- Oklahoma Minority Supplier Development Council
- Oklahoma Small Business Development Center
- The Contracting Academy
- Tulsa Metro Chamber

# Native American Business Resource Center

The Native American Business Resource Center (NABRC), located in McAlester, Oklahoma, is a cooperative effort of REI, Choctaw Nation of Oklahoma and Eastern Oklahoma State College.



Services Provided through NABRC include:

- ▣ Training Workshops & Seminars
- ▣ Business Plan Development
- ▣ Marketing Strategy
- ▣ Financial Statement Analysis
- ▣ Government Contracting
- ▣ Technical Assistance
- ▣ Career development programs through Choctaw Nation



# Women's Business Center

Business Assistance & Training for Oklahoma's Enterprising Women



Two Locations to Serve Entrepreneurs Statewide

**DURANT - OKLAHOMA CITY**



# Key Facts about Women-Owned Businesses\*

## *The Overall Picture: 2008-2009*

- **10.1 million firms** are owned by women (50% or more), **employing more than 13 million people**, and generating **\$1.9 trillion in sales** as of 2008.
- **Three quarters** of all women-owned businesses are **majority owned by women** (51% or more), for a total of **7.2 million firms**, employing **7.3 million people**, and generating **\$1.1 trillion** in sales.
- Women-owned firms (50% or more) account for **40% of all privately held firms**.

## *Businesses Owned by Women of Color*

- **1.9 million firms** are majority-owned (51% or more) by women of color in the U.S.
- These firms generate **\$165 billion in revenue annually**.

## *Million Dollar Businesses*

- **One in five firms** with revenue of \$1 million or more is woman-owned.
- **3% of all women-owned firms** have revenues of \$1 million or more **compared with 6%** of men-owned firms.

# Economic Impact of Women-Owned Businesses in OK\*

**75,025** Women Owned Firms

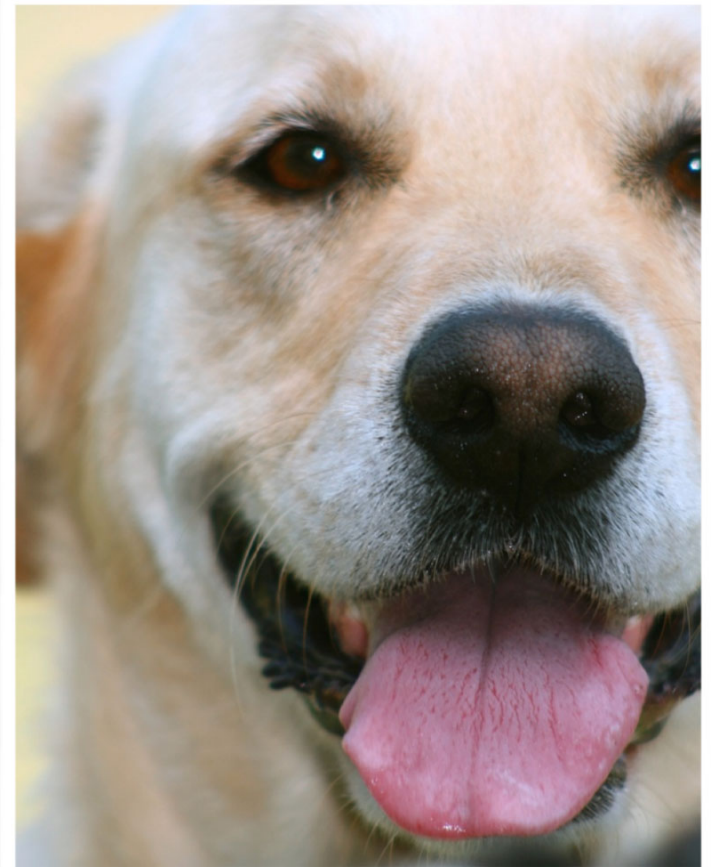
*In 2009, the Women's Business Centers provided training workshops, counseling and business resources to **3,703** entrepreneurs.*

# Women's Business Center

- Cooperative agreement with the U.S. Small Business Administration's Office of Women's Business Ownership



OK Women's Symposium 2010



Annie's Ruff House – Norman

# Women's Business Center

The WBC offers business counseling, access to capital, networking opportunities, conferences & special events, and a variety of business training workshops statewide. Topics include, but are not limited to:

- Marketing
- Strategic Planning
- Social Networking
- Website Development
- How to Read Financial Statements
- Comprehensive QuickBooks®
- E-commerce
- Employment Issues
- Business Tax Basics
- Entrepreneurship 101





# Women's Business Centers

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