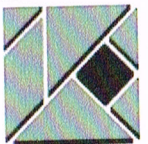


# City of Santa Fe Small Business Lending Plan

ID	Task Name	Resource Names	Start	Finish	Notes	3	4	1	2	3	4
1	<b>Create Workplan</b>		8/1/16	10/7/16							
2	Meet with Mayor to determine role	KN/KLU			Met with Mayor 8/10/16; He did not want to convene financiers						
3	Meet with several key lenders for guidance	KLU			Fall/Winter						
4	Initiate effort to track Intrastate Crowdfunding				Met w/ State Officials. They claim work on permissive rights.Ongoing						
5	<b>PHASE 1: Develop a small business loan "template" strategy for improving access to credit</b>	KLU	10/1/16	12/30/16							
6	Work with 3-5 key local lenders to develop the KLU strategy/process for improving access to credit				Meetings with various lenders. Conclusion is that it is difficult to develop strategy in group. See Below.						
7	Identify obstacles				Competitive environment						
8	Note concerns				No "auctions" or bidding;						
9	Catalog Small Business Resources				IN Santa Fe; Chamber of Commerce. No need to replicate						
10	Evaluate the Strength of identified lending resources	KLU et al			See Report						
11	Coordinate with Grace Brill's research	KLU et al			Ongoing; Questions in small business survey						
12	Consult with several ex-BizMix, Incubator, and RDC companies to review strategy	KLU/RC			Ongoing, but will be enhanced in Phase III and IV						
13	<b>PHASE 2: Document a possible Loan "Portal"</b>	KLU	12/1/16	5/31/17	<b>Report attached covers Phase 2 (and many of Phase 3 and 4 deliverables). Modified Report Attached based on ongoing dialogue with Lenders</b>						
14	Identify the Role(s) of the Portal				OnRamp conceived.						
15	Create a Budget				Done and Further modified using Finance New Mexico as "hub" to document flow of Small Business Loans						
16	Determine ST and LT funding strategies				Done						



# City of Santa Fe Small Business Lending Plan

ID	Task Name	Resource Names	Start	Finish	Notes	3	4	1	2	3	4
17	Identify performance objectives that lenders can endorse				Done						
18	<b>PHASE 3: Develop a "shared risk" method of underwriting loans which are more difficult to underwrite</b>	KLU	3/1/17	1/11/18	Involving NM State Economic Development new program for Collateral Shortfall						
19	ID "first loss" strategies	KLU	6/30/17	11/31/17	This is being incorporated into the Model designed in Phase 2						
20	Community Foundation "HUB"?										
21	Impact Investing groups?										
22	Cultivate alternative equity or guaranty programs	KLU			TBD; Ideally the "membership" nature of the Portal designed will allow the financing entities to identify gaps more readily in the future.						
23	NMFA ?	KLU/ OR			Program being reconceived in NM State Economic Dev. Office						
24	Intrastate Crowdfunding?				TBD; Ideally the "membership" nature of the Portal designed will allow the financing entities to identify gaps more readily in the future.						
25	Determine willingness of CDFIs to expand roles				Apparent willingness						
26	<b>PHASE 4: Document process in a Final Report</b>	KLU	6/1/17	11/31/17	<b>New report and strategy updates prior approach based upon ongoing discussions with lenders. All lenders are now "on ramps" with Finance New Mexico as the hub.</b>						
27	Budget				Revised budget in Final Submission						
28	Potential Management				Preliminary suggestions made.						
29	Recommend a Review Process										
30											

