

**View this email in your browser**

You are receiving this email because of your relationship with MRPC. Please [reconfirm](#) your interest in receiving emails from us. If you do not wish to receive any more emails, you can [unsubscribe here](#).



**MERAMEC REGIONAL DEVELOPMENT CORPORATION**

*WE HAVE MONEY TO GROW ON!*

**E-NEWSLETTER**

Partnering to help small businesses grow and prosper through innovative financing.  
Spring Newsletter - April 2017

**MRDC Contacts**

**Maria Bancroft**  
Business Loan Specialist  
[mbancroft@meramecregion.org](mailto:mbancroft@meramecregion.org)

**Linda Loughridge**  
Program Manager  
[lloughridge@meramecregion.org](mailto:lloughridge@meramecregion.org)

*Meramec Regional Development Corporation is a 501 (c) 3 not-for-profit corporation that is also a Small Business Administration Certified Development Company (CDC). MRDC serves primarily Crawford, Dent, Gasconade, Maries, Osage, Phelps, Pulaski and Washington counties. MRDC is a local volunteer board making local decisions that result in job creation and retention for the Meramec Region.*

**Lending Resources**

MRDC can assist with the following lending resources:

- SBA 504
- MRPC Revolving Loan Fund (RLF)
- MRPC Intermediary Relending Program (IRP)
- SBA 7a Packaging

**Business Spotlight**

**Our Story Coffee House and Home Store continues serving Sullivan area**

SULLIVAN—Our Story Coffee House and Home Store is a cafe and gift shop that opened in October 2015. Owner Crystal Ray began the business with the vision to bring offerings that are unique to the Sullivan area and surrounding communities.

The cafe provides a variety of products including frappes, smoothies, homemade desserts, bistro sandwiches, salads and soups with the biggest sellers being espresso drinks and specialty cupcakes. When asked why she wanted to open a cafe, Ray said it's what her family does.

"My family is in the restaurant business, and my sister likes to make unique cupcake flavors so we decided we would see how it would do in our community," Ray said. "We are very passionate in what we do. We strive to make every order exactly how you want it so you continue to come back every day. We also love providing a variety and being able to give something unique."

As always there are some ups and downs when starting

## SBA 504 Interest Rates

- **SBA 504 20-year debentures, in April 2017, carried a fixed interest rate of 2.88846 percent.**
- **SBA 504 10-year debentures in March 2017 carried a fixed semi-monthly interest rate of 2.73012 percent.**

## Upcoming MRDC Meetings

- \* May 17
- June 14
- \* July 19
- August 16 (Annual Meeting)

\* Indicates a loan review committee meeting

## Business Resources

*For more business resource information, visit:*

- **Small Business Administration:**  
[www.sba.gov](http://www.sba.gov)
- **University of Missouri Extension:**  
[www.missouribusiness.net](http://www.missouribusiness.net)
- **Small Business and Technology Development Center:**  
<https://missouribusiness.net/center/missouri-university-of-science-technology-sbtcd/>

## MRDC Board Members

**CRAWFORD COUNTY**  
 Matt Raby  
 Tim Lorraine  
 Catie Ringeisen (Exec. Committee)

**DENT COUNTY**  
 Ray Walden  
**Michael Homeyer, Secretary**  
 Gary Larson (Exec. Committee)



a business.

"The down side is definitely the money stress of a new business and waiting for that breakeven point," Ray said. "The high is definitely watching yourself climb to reach that goal of finally showing a profit. Another plus is all of the people we have met. Our customers are truly amazing in their loyalty!"

Ray turned to Meramec Regional Planning Commission (MRPC) because Our Story Coffee House and Home Store was in a position of needing more working capital but did not have enough equity for the bank to assist. By working

with MRPC's business loan specialist, Ray was able to receive a loan through the Meramec Regional Development Corporation (MRDC) Revolving Loan Fund (RLF), which partnered with Midwest Regional Bank (Festus, MO Branch) to provide the working capital the business needed.

The RLF is a long-term, fixed-rate loan typically between \$20,000 and \$100,000, but no greater than 40 percent of the total project. With an RLF loan, one job per \$20,000 loaned must be created or retained. These loans can be used for purchases of land or buildings, renovations, machinery/equipment, furniture and fixtures, working capital or inventory and soft costs. MRDC works in partnership with local banks on all projects.



Our Story Coffee House and Home Store, located at 454 N. Church St., Sullivan, MO, is open 6 a.m. to 6:30 p.m. Follow them at [www.facebook.com/ourstorycoffeehouse](https://www.facebook.com/ourstorycoffeehouse) for more information.

For more information on MRDC/MRPC's small business loans program, contact Maria Bancroft at 573-265-2993 Ext. 114 or at [mbancroft@meramecregion.org](mailto:mbancroft@meramecregion.org).

Formed in 1969, MRPC is a voluntary council of governments serving Crawford, Dent, Gasconade, Maries, Osage, Phelps, Pulaski and Washington counties and their respective cities. A professional staff of 25, directed by the MRPC board, offers technical assistance and services, such as grant preparation and administration, housing assistance, transportation planning, environmental planning, ordinance codification, business loans and other services to member communities.

To keep up with the latest MRPC news and events, visit the MRPC website at [www.meramecregion.org](http://www.meramecregion.org) or on Facebook at [www.facebook.com/meramecregion/](https://www.facebook.com/meramecregion/).

**GASCONADE COUNTY**

Bruce Sassmann  
Kathy Schlottach  
James Holland

**MARIES COUNTY**

**Tim Seams, Vice President**  
Emily Woolsey  
Wanda Williams

**OSAGE COUNTY**

Larry Kliethermes  
Thomas Klebba  
Ryan Brandt

**PHELPS COUNTY**

Tim Comerford  
**James Marcellus, Treasurer**  
Gary Hicks

**PULASKI COUNTY**

Carol Carson  
Vacant  
Vacant

**WASHINGTON COUNTY**

Don Thompson  
**Darlene Weber, President**  
Vacant

**AT-LARGE MEMBER**

Marla Stevenson (Exec. Committee)

**For more information on MRDC go to:**

**<http://meramecregion.org>**

**Follow MRPC on Facebook for the latest in MRDC and other program news!**



## Intermediary Relending Program available for microloan funds to region's small businesses

Meramec Regional Development Corporation now has Intermediary Relending program (IRP) funds available as microloans to the region's small businesses. Funds can be used for working capital, equipment, leasehold improvements, expansion, etc.

Loans are offered at a fixed-rate for terms up to 10 years depending on funds uses. Borrowers must be able to demonstrate 10 percent equity contribution with other existing assets and loans must be secured with collateral.

For more information about the benefits of the IRP microloans, contact Meramec Regional Planning Commission Business Loan Specialist Maria Bancroft at 573-265-2993, Ext. 114 or by email at [mbancroft@meramecregion.org](mailto:mbancroft@meramecregion.org).

## Small Business Week April 30 to May 6

Small Business Week is April 30 to May 6.

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners.

Head of the U.S. Small Business Administration, Linda McMahon, released this statement on small business week April 19.

"More than half of all Americans either own or work for a small business, and they create about two out of three net new jobs in the U.S. each year. I couldn't be prouder of all the awardees this year - they are working to grow small businesses, create 21st century jobs, drive innovation, and increase America's global competitiveness. It is an honor during National Small Business week to honor and celebrate their hard work and success."

Please show your support to your local businesses by buying locally and encouraging others to do the same. Our local businesses support our communities by providing resources and services, as well as bringing jobs to our region!

**MRDC**

4 Industrial Drive  
St. James, MO 65559  
573-265-2993 Ext. 114  
573-265-3550 Fax

**Business Loan Specialist:**

Maria Bancroft: [mbancroft@meramecregion.org](mailto:mbancroft@meramecregion.org)

This message was sent to [lmcdaris@legacybankandtrust.com](mailto:lmcdaris@legacybankandtrust.com) by [cjones@meramecregion.org](mailto:cjones@meramecregion.org)

[Unsubscribe](#) | [Manage Subscription](#) | [Forward Email](#) | [Report Abuse](#)



#4 Industrial Drive, St. James, MO, 65559