

June 14

8:30 - 9:00 am

Registration

9:00 am - 12:30 pm

Economic Development Finance Concepts

This session provides economic developers with insight into the obstacles small business owners face in finding affordable expansion financing. Participants are given an overview of business financing needs and available financing options. The role of public agencies in complementing bank financing is also explored.

12:30 - 1:30 pm

Lunch on your own

1:30 - 3:00 pm

Introduction to Business Credit Analysis

How does a bank determine whether a business is creditworthy? This session details the credit analysis procedures banks use in making loan decisions. Participants investigate two business financial statements: the balance sheet and the profit-and-loss statement.

3:00 - 5:00 pm

The Balance Sheet

Where's the cash? Participants learn about the accounts on the balance sheet in order to analyze how a company used its cash. Assets, liabilities and net worth accounts will be defined and explained during this session.

5:00 pm

Homework Assignment

The evening in-class "homework" session will consist of case studies of actual businesses. Participants will learn how to spread financial statements and perform credit analysis on operating businesses. This is the first step in determining whether the business is creditworthy and can repay an expansion loan.

June 15

8:30 - 9:30 am

The Profit & Loss Statement

The profit and loss statement is used to determine how well a company buys and sells to make a profit.

9:30 - 10:30 am

Quality Indicators

This session continues the hands-on approach to making credit decisions about small businesses. Participants learn about various financial tools, known as quality indicators, which are used to analyze a company's creditworthiness.

10:30 am - 12:30 pm

Case Studies

Participants will utilize the credit analysis performed on Monday night to make decisions about an operating business. Students will learn how to determine if the company pays its suppliers on time, collects its receivables, and controls costs to make a profit.

12:30 - 1:30 pm

Lunch on your own

1:30 - 3:30 pm

Economic Development Financing Programs

Participants learn how the programs can be used to finance businesses in their communities. Understanding the programs' requirements will enable participants to increase the use and availability in their communities. Participants use the program information learned to structure deals for small businesses that combine public and private-sector financing.

3:30 - 5:00 pm

Structuring the Loan

The case studies completed earlier are continued this afternoon. Participants will structure financing for the company for the expansion project, using adjusted cash flow and public and private sources of funding.

5:00 - 6:30 pm

Homework Assignment

The evening homework builds on the skills developed through Monday's and Tuesday's sessions. Participants will underwrite a loan for an operating business, by spreading historical financial statements, reviewing the quality indicators and structuring a loan that the company can afford using public and private financing sources.

June 16

8:30 - 12:00 pm

Developer Real Estate Financing

This session covers the motivation and requirements of real estate developers. Communities can influence the development process by providing financial incentives. Understanding developer requirements for minimizing risk and maximizing return, as well as the lending requirements of commercial banks, will help participants make informed decisions when providing financial incentives on real estate development projects.

12:00 - 1:00 pm

Lunch on your own

1:00 - 4:00 pm

Economic Development Financing Programs

Financing programs that influence real estate development projects are reviewed. Other federal, provincial and local financing programs are also explored. This session concludes with a real estate development case study, in which participants determine the amount of public assistance needed for a project to move forward.

4:00 - 4:30 pm

Wrap-up/Evaluation/Certificates

*** Agenda subject to change**

****PLEASE NOTE:** In order to receive full IEDC certification credit for this course and a certificate indicating course

completion, participants must attend the entire course and stay through the final session on the last day. Please make travel plans accordingly.**