

THREE CREATIVE FINANCING SOLUTIONS

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EDND

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A QUICK AD



MOST COMPLICATED DEAL: CONVERSION OF TWO HISTORIC BUILDINGS

- Conversion of two historic buildings to housing
- 11 sources of capital
- Five years to complete
- Lots of partners at the table – including the Walsh County JDA and City of Grafton
- Two Steering Committees
- State-owned property converted to private ownership
- Legislative approval

HANCOCK PLACE & VILLA DE REMER



PENDING INNOVATIVE DEAL: NONPROFIT / FOR PROFIT PARTNERSHIP

- Converting existing bar and restaurant to an events center with restaurant and bar in Grafton.
- Creating non-profit to own the facility with a community development mission.
- Leasing to for-profit business responsible for managing, promotions, lease payments
- Planning to raise \$1 million in local fund raising.
- Add State and Federal sources to the project another \$500,000.
 - City
 - Walsh County JDA
 - BND
 - Local Bank
 - CDLF
 - Tourism
 - USDA-Rural Development
 - Foundations

QUICKEST CREATIVE DEAL: 3.5 MONTHS

- Harriston-Mayo – 60 jobs in a community of 600 people
- 3.5 months to complete – no business plan, no financial plan
- Capital SWAT Team – Eight sources of capital
- Closed the deal on schedule

Harriston
MAYO

"When Quality Counts!"



Harriston



MAYO *When Quality Counts!*

PARTNERS

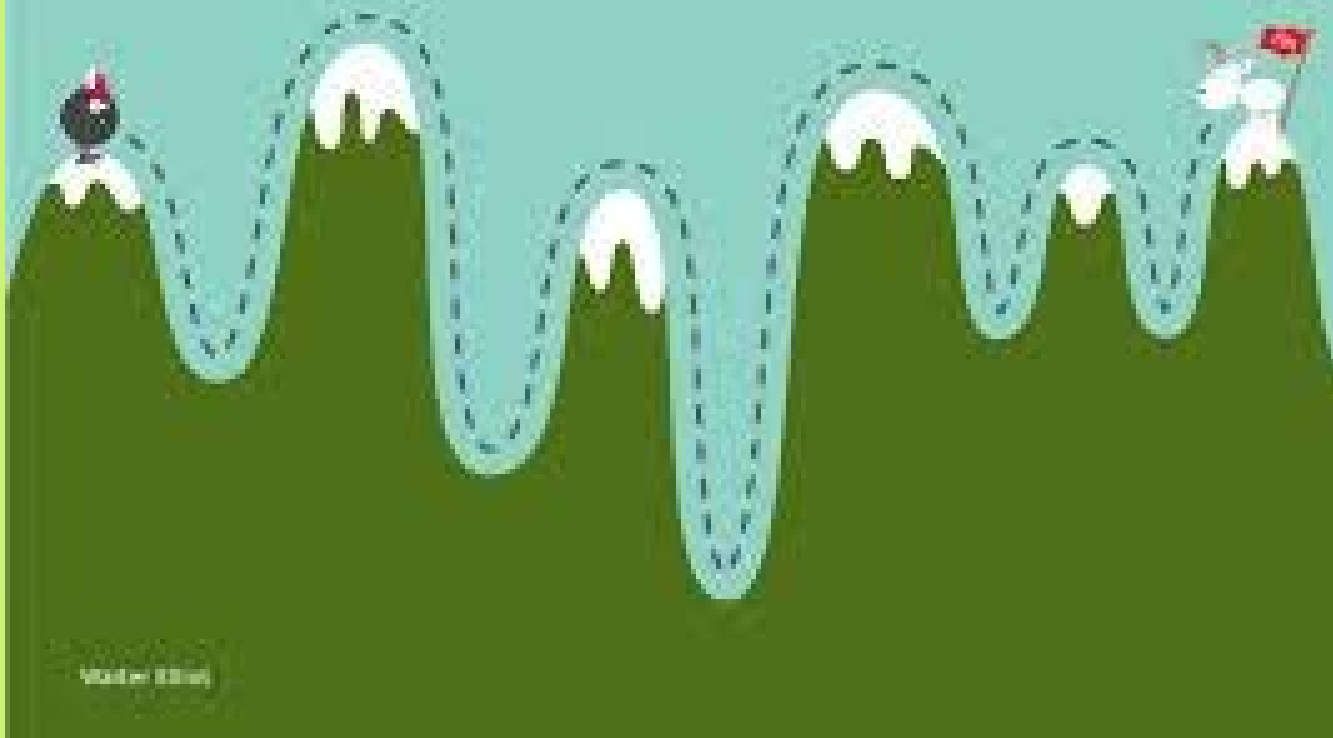


PLAN



PERSEVERANCE

Perseverance is not a long race;
It is many short races one after the other.



Walter Dill

HAVE SOME FUN

“*creativity* is
intelligence
having **FUN**”

- ALBERT EINSTEIN