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Partnering to help small businesses grow and prosper through innovative financing.  
Winter Newsletter - January 2017

## MRDC Contacts

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*Meramec Regional Development Corporation is a 501 (c) 3 not-for-profit corporation that is also a Small Business Administration Certified Development Corporation (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 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



Roller skates line the shelves waiting to be checked out at the Retroplex Entertainment Complex in St. Robert. The Retroplex offers a variety of activities for family fun aside from the roller skating rink.

## Retroplex Entertainment Complex provides options for family fun

ST. ROBERT—Brian Hazelwood served in the United States Army for over 25 years. When it came time for retirement, his family settled in the Fort Leonard Wood area. Upon seeing a need for activities that local youth could enjoy with friends and family, he decided to open The Retroplex Entertainment Complex in St. Robert.

The opening of the Retroplex provided a variety of activities for the public, including a roller skating rink, electronic gaming area, laser maze and a children's designated play area. Aside from providing an outlet for family

fun, the Retroplex created 11 new jobs and continues to strive to help the local community whether that means giving over 1,000 free passes to local area schools as incentives for their students or giving over 40 free family passes to Fort Leonard Wood, the fire department or the Chamber of Commerce to help with fund-raising initiatives.



### Congratulations to Lender of the Year: Maries County Bank

Maries County Bank received the 2016 Lender of the Year award at MRPC's Oct. 20 annual dinner. The award was accepted by Brandon Licklider, on behalf of the bank. Maries County Bank has 10 locations with their main office at 205 Hwy 63, Vienna, MO. Maries County Bank of Vienna has been in operation for 117 years.

"We're doing what we can to support the local community," Hazelwood said. "It's a good family friendly area that everyone can come and enjoy – from birthday parties to family outings."

Hazelwood secured financing through the Bank of Crocker and the Meramec Regional Development Corporation (MRDC) Revolving Loan Fund (RLF). The RLF is a long-term, fixed loan typically between \$25,000 and \$100,000, but no greater than 50 percent of the total project. With an RLF loan one job per \$20,000 loaned must be created. 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.

The Retroplex is located at 512 Old Route 66, St. Robert, MO or visit [www.theretroplex.com](http://www.theretroplex.com) for more information about hours, rates or special events.

For more information on 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/).

### SBA 504 Interest Rates

• **SBA 504 20-year debentures, in January 2017, carried a fixed interest rate of 2.84789 percent.**

• **New 10-year debentures in January 2017 carried a fixed semi-monthly interest rate of 2.51256 percent.**

### Upcoming MRDC Meetings

- \* January 18
- February 15
- \* March 15

\* Indicates a loan review committee meeting

### SCORE - Business Counseling Resources

For over 50 years, SCORE, a nonprofit association, has been dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship.

SCORE offers:

- Volunteer mentors who share their expertise across 62 industries;
- Free confidential business mentoring in person or via email;
- Free business tools, templates and tips online; and
- Inexpensive or free business workshops (locally) and webinars (online 24/7)

The association delivers these services at low cost or no charge thanks to the support of it's 11,000 plus volunteers and the support of the U.S. Small Business Administration (SBA).

To learn more about SCORE's [mission, vision and values](#) or to find a local SCORE office go to [www.score.org](http://www.score.org).

## Business Resources

## SBA Announcements:

*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-sbt/dc/>

## MRDC Board

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### AT-LARGE MEMBER

Marla Stevenson

**For more information on MRDC or meeting**

### Highlights for revised franchise procedures effective Jan. 1, 2017:

- A new two page form, "**Addendum to Franchise Agreement**" (SBA Form 2462) must be signed by the franchisor and franchisee for each loan involving a franchise or similar agreement. This will replace the current process of the SBA reviewing franchise and license agreements to determine affiliation between the franchisor and franchisee. **No alterations to the Addendum will be accepted.** The addendum lists four provisions: Change of Ownership, Forced Sale of Assets, Covenants and Employment.
- SBA will no longer utilize the Franchise Registry or the SBA Franchise Findings List.
- CDCs must identify franchise loans as such when entering the loan application into E-tran.
- The CDC must obtain the executed Franchise Agreement, SBA Addendum to Franchise Agreement and review documents the franchisor requires the franchisee to execute.
- SBA will use the Federal Trade Commission (FTC) definition of franchise. This definition considers a franchise to be a continuing commercial relationship/arrangement that specifies that:
  1. The franchisee will have the right to operate a business that is identified/associated with the franchisor's trademark;
  2. The franchisor has authority to exert a significant degree of control over or assistance with the franchisee's method of operation and
  3. As a condition of obtaining the franchise, the franchisee makes or commits to making a required payment to the franchisor or its affiliate.
- While exempt from FTC disclosure requirements, all agreements and relationships that are covered by the Petroleum marketing Practices Act (PMPA), 15 U.S.C. 2801 (e.g., gas stations), are included within the FTC definition of "franchise" and are, therefore, subject to the same revised franchise procedures.

The above changes have been incorporated in Subparts A, B and C of the **SOP 50 10 5(I)**.

minutes go to:  
<http://meramecregion.org>

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