



**2013 Annual Awards Entry Form**  
(Complete one for each entry.)

Entry Name Economic Recovery Through Small Business Lending

HFA Idaho Housing and Finance Association

Submission Contact Cory Phelps

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Entry form with description, check(s), and visual aids (optional) must be received by NCSHA by **Monday, July 1, 2013**.

Use this header on the upper right corner of each page.

HFA: Idaho Housing and Finance Association

Entry Name: Economic Recovery Through Small Business Lending

Communications	Homeownership	Legislative Advocacy	Management Innovation
<input type="checkbox"/> Annual Report <input type="checkbox"/> Promotional Materials and Newsletters <input type="checkbox"/> Creative Media	<input type="checkbox"/> Empowering New Buyers <input type="checkbox"/> Home Improvement and Rehabilitation <input type="checkbox"/> Encouraging New Production	<input type="checkbox"/> Federal Advocacy <input type="checkbox"/> State Advocacy	<input type="checkbox"/> Financial <input type="checkbox"/> Human Resources <input type="checkbox"/> Operations <input type="checkbox"/> Technology
Rental Housing	Special Needs Housing	Special Achievement	Are you providing visual aids?
<input type="checkbox"/> Multifamily Management <input type="checkbox"/> Preservation and Rehabilitation <input type="checkbox"/> Encouraging New Production	<input type="checkbox"/> Combating Homelessness <input type="checkbox"/> Housing for Persons with Special Needs	<input checked="" type="checkbox"/> Special Achievement	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO

NCSHA  
2013 Annual Awards Nomination  
Special Achievement

A number of HFAs throughout the country engage in non-housing related activities as part of their organizational mission. The Idaho Housing and Finance Association (IHFA) is one such HFA, and in addition to its traditional housing products and services, provides economic development and small business financing. This entry for NCSHA's Special Achievement award focuses on IHFA's initiative to create and offer a small business lending product that has helped Idaho's small businesses retain and create jobs during a critical time of high unemployment, tight lending criteria, and slow economic growth. And, while not a direct housing initiative, job retention and creation directly relate to foreclosure prevention and financial capacity to afford housing.

### **The Challenge**

As was true for many parts of the country, small businesses in Idaho were hit particularly hard by the difficult lending environment that followed the financial crisis. While declining home prices and underwater mortgages garnered significant media attention, less noticed was the declining asset values of small businesses. One reason lenders struggled to generate loan growth in recent years is because collateral values on business assets were so severely affected by the recession. Other factors also contributed to this dearth of small business loan activity within Idaho. New bank regulations and higher loan reserve requirements forced banks to apply more restrictive underwriting guidelines and advance ratios. To make matters worse, many of Idaho's financial institutions were being stressed due to loan losses on housing and other asset categories. The combination of these factors made it next to impossible for small businesses to find credit for ongoing operations or expansion.

### **Innovative Response**

During 2011, the U.S. Treasury launched a new small business initiative to support lending. Called the State Small Business Credit Initiative (SSBCI), grant funding was made available to the states to design and build small business lending programs that would stimulate new lending activity.

IHFA recognized the need for additional lending collateral to support lower business asset values, as well as overcoming more restrictive lending and reserve requirements. IHFA designed its small business Collateral Support Program (CSP) with the assistance of many Idaho partners and submitted a funding application to the U.S. Treasury. One of only 15 Treasury approved CSP programs in the country, IHFA was successful in its application and received \$13.2 million in funding.

Able to take advantage of its extensive lender network, IHFA quickly built a statewide partnership with Idaho's banks, credit unions, and economic development agencies. IHFA launched its CSP in December of 2012. The program provides additional collateral support for

qualified small business loans in the form of pledged depository accounts up to a maximum of 20 percent of a borrower's loan amount. Depository accounts are returned to the program upon loan repayment, effectively creating a perpetual revolving program fund for Idaho's small businesses. A simple, timely, and focused program allowed Idaho's lenders to quickly begin addressing small business credit needs that were not otherwise being met.

## **Results**

To date, Idaho's \$13.2 million has helped create or retain more than 1,000 jobs and supported more than \$83 million in private lending (Exhibit A). Over the program's five-year time horizon, it is expected to generate at least \$130 million in private lending and help create or retain more than 1,500 jobs.

IHFA originally expected to invest all of the CSP funds within 24 months from the date of the program's launch and planned to have all of the money committed by the first quarter of 2014. Measuring the success of the program against these benchmarks, it has far exceeded expectations. Idaho ranks in the top 10 state programs based on the percentage of funds expended or committed. It's expected that Idaho will be one of the first five programs to fully commit their program monies. The deployment of the funds should be completed by July, eight months sooner than projected.

Being ahead of schedule will allow for quicker recycling of the program funds as loans are paid off and principal is reduced, ultimately benefitting more small businesses in need of collateral support to access credit. The successful deployment of funds has been achieved by having solid partnerships with lenders throughout the state. Through participating lenders, which represent about 70 percent of the state's financial institutions, IHFA has coverage in 41 of the state's 44 counties. Furthermore, CSP funds have been established supporting small businesses in every region of the state.

The program has been successful in meeting a number of business financing needs. For example, it:

- Helped a small country store secure a revolving line of credit for normal business operating expenses.
- Made possible the financing of a new cold-storage facility, which allowed an existing business to relocate and expand.
- Supported an interim construction loan for a new hardware store in rural Idaho.
- Allowed an established manufacturer to purchase specialized equipment to meet the growing demands of his customer base.
- Facilitated the purchase of a franchise and allowed a thriving business to open a second restaurant.

## **How it Works**

Through CSP, collateral funds (cash collateral accounts) are pledged to participating lending institutions by IHFA for the benefit of a small business as added security on an eligible small-

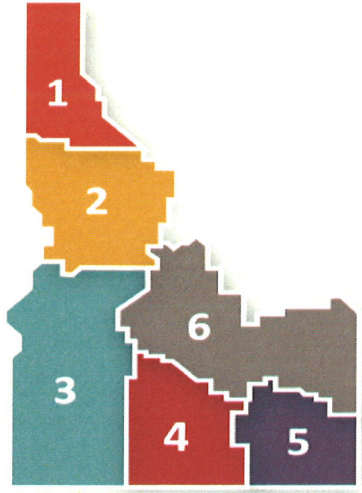
Idaho Housing and Finance Association  
Economic Recovery Through Small Business Lending

business loan. The lender underwrites each loan using prudent industry underwriting standards, assuming full responsibility for the credit and ongoing security of the loan. If a lender determines during the credit analysis that there is a deficiency in the collateral available to secure a loan, an application is submitted to IHFA to request collateral support. IHFA works with the lender to ensure that the borrower and loan are eligible for collateral support and decides on a sufficient level of support that will allow the lender to grant the loan. The collateral support is provided to the financial institution in a cash-secured custodial deposit account at the lender when the loan closes.

The collateral enhancement enables qualified small businesses, which would otherwise not qualify because of collateral deficiencies, obtain access to capital on acceptable terms and conditions. The cash-secured deposits are established on an individual loan basis and are available to cover losses in the event of default by the borrower. When the loan is paid back, or as the principal is paid down, the deposits are returned to IHFA and reinvested to benefit new small business loans.

### **Conclusion**

IHFA's Collateral Support Program addresses a critical statewide need by focusing on small business lending as a way of improving Idaho's economy. The program has been successful and exceeded all initial expectations. It has had a verifiable and material impact on employment, as well as encouraging economic growth in the state. For IHFA, it required developing new partnerships among Idaho's commercial lenders and economic development officials and represented a new lending area for our organization.



## Idaho Collateral Support Program (CSP)

Summary Report As of June 28, 2013

137 CSP Applications approved  
 99 Collateral Deposit Accounts Funded  
 \$13,295,931 Funded or Reserved through the CSP program  
 \$83,523,953 in Private Lender Loans Supported by Funded and Reserved CSP Monies  
 Received 3rd and Final Allocation from Treasury June, 2013

### Funded Collateral Deposit Accounts

Region Located in	Collateral Deposit Amount	Lender Loan Amount	FTE Jobs Created	FTE Jobs Retained
Region 1	636,813	4,641,088	7	1
Region 2	224,311	1,407,078	64	25
Region 3	3,748,626	23,274,250	113	311
Region 4	407,513	2,987,892	16	29
Region 5	1,272,724	9,375,986	52	77
Region 6	1,844,919	11,021,909	50	122
<b>Total</b>	<b>8,134,906</b>	<b>52,708,203</b>	<b>302</b>	<b>565</b>

### Pending and Reserved Collateral Deposit Account

Region 1	301,000	1,949,000	-	25
Region 2	2,380,500	12,243,700	102	-
Region 3	431,250	2,951,000	19	28
Region 4	928,650	6,035,750	3	21
Region 5	1,119,625	7,636,300	2	41
Region 6	-	-	-	-
<b>Total</b>	<b>5,161,025</b>	<b>30,815,750</b>	<b>126</b>	<b>115</b>
<b>Grand Total</b>	<b>13,295,931</b>	<b>83,523,953</b>	<b>428</b>	<b>680</b>

## Banks, borrowers using federal collateral for loans

by Brad Iverson-Long

Published: October 11th, 2012



Cordy Rost, left, and Marc Ikebasu, right, are using federal collateral as part of a building loan for Zoroco Packaging. The company they own is named after Rost's children and Ikebasu's grandchildren, Zoey, Ronin and Cole. Photo by Pete Grady.

Cordy Rost needed to expand the frozen-food packaging company he co-owns in Canyon County, but he ran smack into the recession hangover.

The land he wanted to use as collateral for his construction loan had lost so much value, his bank couldn't make the numbers work.

That's when a modest-sized federal program, in partnership with Rost's bank, swooped in with enough cash to turn a dilemma into a solution.

Rost's is one of dozens of Idaho companies seeking to build or expand that have received loans thanks to the federal [Collateral Support Program](#), through which the federal government supplies part of the required collateral.

Twenty-three Idaho banks are participating in the program, which started in 2011.

The program helps borrowers that would otherwise qualify for a loan but lack sufficient collateral. Several bank executives say the program has been especially useful for construction projects, since falling real estate values have made the land being built on an inadequate source of collateral.

In Idaho thus far, 70 loan applications have been approved, with 53 loans made. While the collateral helps lower the loan-to-value ratio of a potential loan, lenders with several banks said they still rely on other standard measures before approving a loan, including a borrower's credit, business plan and cash flow.

All told, the approved Idaho loans have received \$4.3 million in federally backed collateral, which has unlocked \$25.7 million in private lending. The Idaho Housing and Finance Association, which runs the program on the state level, provides the federal collateral to banks on a first-come, first-served basis to banks for loans that meet program requirements. As long as there's money available, the IHFA will fund up to 20 percent of the needed collateral in a short-term loan.

The federal government allotted Idaho \$13.2 million for the program, with the state receiving the first quarter, \$4.3 million, up front. The IHFA has asked the U.S. Treasury Department for the next \$4.3 million for the program to continue providing collateral for loans. Once the loans in the program are repaid, the federal collateral can be used in other loans.

"It's that missing piece, if you will," said Rob Aravich, senior vice president at U.S. Bank in Boise. He said with conventional loans, some businesses can show enough profitability to make payments and a good plan for loan proceeds. Still, they fall short of qualifying because banks must accept the appraised values for land a prospective borrower wants to use as collateral.

The federal money fills the gap between the collateral the borrower offers and that which the bank requires, he said.

After the bank approves a loan, the IHFA deposits the federal cash in the borrower's bank. Only if the loan goes into default and all other collateral has been exhausted may the bank draw from the federal money.

Rost received a loan from Home Federal Bank early this year, along with a U.S. Small Business Administration term loan. He is using the proceeds to build a cold-storage facility west of Caldwell. His company, [Idacold Packaging](#), will be renamed Zoroco Packaging when the new, 37,000-square-foot facility opens.

"We need more space," said Rost, whose company bypassed the recession. "We've been growing over the past five years over a rate of 20 percent a year."

Idacold packages frozen fruit and vegetables, working with many of the region's large food-processing companies. From the Idacold plant, the frozen food goes to food-service companies as well as to retail stores and restaurants. The company has more than 50 employees, according to Rost.

Rost said getting the loan, with the help of federal collateral support, was a no-brainer because the monthly SBA loan payment on the new, larger space will be similar to the current rent on a smaller space in Nampa.

"Without (the federal collateral), we either would have had to inject more collateral, or I would have had to reduce my loan amount, which could have stalled the project," he said.

Warren Kouba, vice president and commercial banking relationship manager at Home Federal, handled Rost's loan with the bank.

Kouba's colleague Justin Archuleta, also a vice president and commercial banking relationship manager at Home Federal, said the program allows banks to lower their risk while lending to reputable borrowers.

The lending program created a lasting relationship with Rost. Once Zoroco opens its new facility in November, the federal collateral will go back to the IHFA, with the new building serving as collateral for Rost's SBA loan with the bank.

The Collateral Support Program is working in other parts of Idaho as well. Key Bank in Boise has used the federal collateral to offer a loan to a veterinary practice in eastern Idaho. And Bryant Searle, commercial relationship manager with Zions Bank in Idaho Falls, said several construction loans have needed the federal support.

"With the way the economy has worked out with real estate and most assets in general, the values are coming in low," Searle said. He cautioned that the program won't work for all banks or borrowers, as borrowers still need to meet the banks other loan requirements.

Some banks also don't view the program as a good or necessary fit. Wells Fargo Bank isn't participating in the program, though Todd Cooper, the bank's Idaho Region Business Banking manager, helped the IHFA, Idaho Bankers Association and Idaho Department of Commerce develop the program. He said he supports the program, but that Wells Fargo has no need to use it.

"We felt like we could accomplish the vast majority of the goals of the program with products and programs we have," Cooper said. He said that, especially with existing customers, the bank is more interested in the borrowers' creditworthiness and ability to make payments than with adding federal collateral to improve the loan-to-value ratio on a loan.

Bank of the West, another multi-state bank, is also sitting out the program for now.

"We are continually evaluating the best products and services to help us meet the long-term financing needs of our Idaho small business customers," said George Glines, Bank of the West's senior vice president and national SBA manager.

Loans under the Collateral Support Program are open to companies with fewer than 500 employees using proceeds for business purposes. The program lasts through 2016.

Complete URL: <http://idahobusinessreview.com/2012/10/11/banks-borrowers-using-federal-collateral-for-loans/>

## COMMON THREADS

# Collateral Support Program: A Cool Idea That Works

Cordy Rost had a problem that most business owners would love to have. His company, IdaCold Packaging, which repacks, labels and stores frozen food, was growing from 15 to 25 percent a year. But that growth was in jeopardy of, well, cooling off.

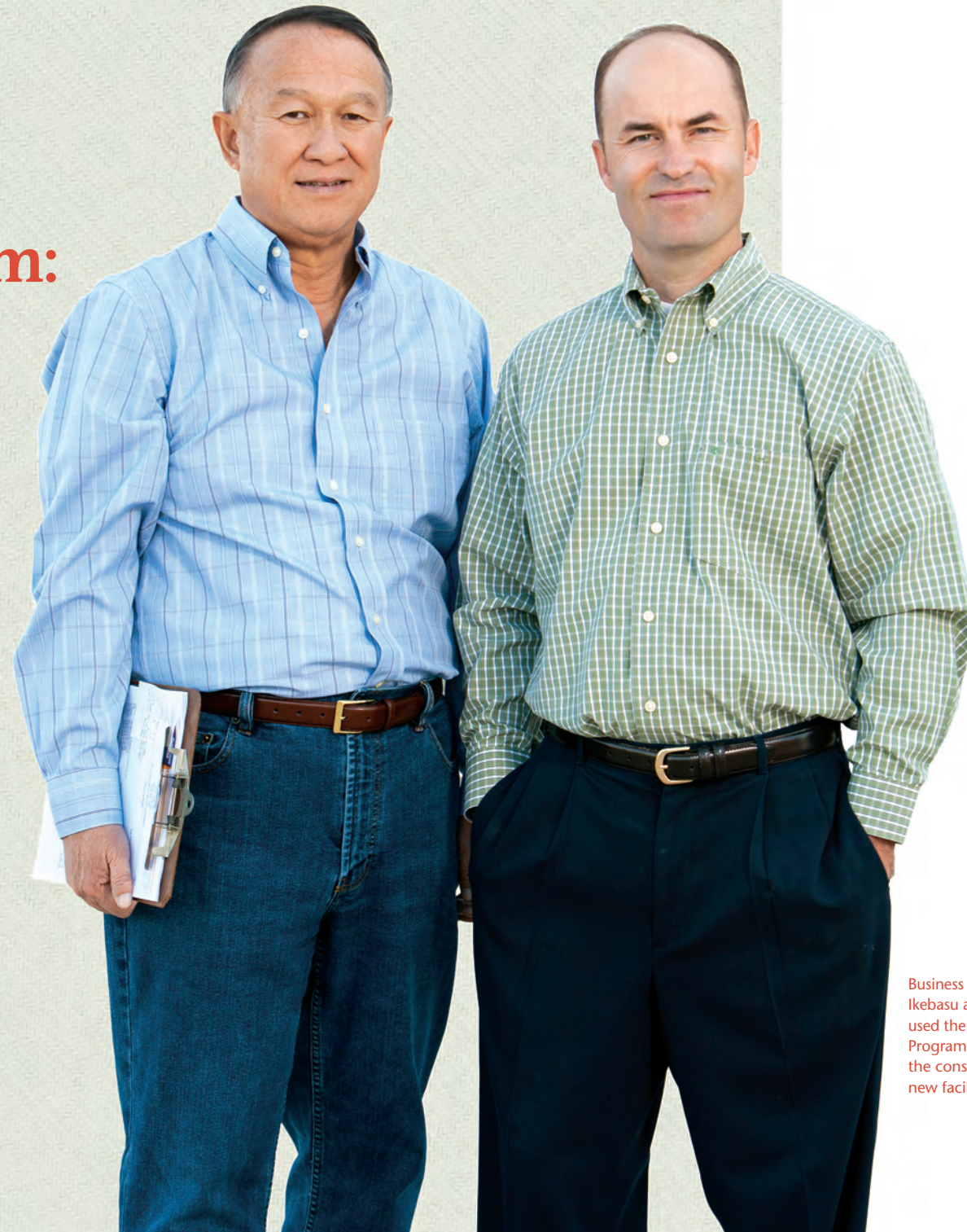
IdaCold had outgrown the current site it was leasing in Nampa and needed to expand to keep up with the demand for cold storage and production space. So Rost and his partner, Marc Ikebasu, approached Home Federal Bank for help.

“We had enough history behind us and we were able to put together a plan to build a facility.”

That’s where the Collateral Support Program (CSP) and Idaho Housing and Finance Association (IHFA) came in.

“The most risky portion of the whole project is during the construction phase. In order to get the size of the project that we wanted and to be able to work through the appetite for risk for Home Federal, they were able to utilize the Collateral Support Program,” said Rost, who used CSP funds in conjunction with other types of financing during the construction of the new facility.

CSP is a partnership between IHFA, the U.S. Department of the Treasury, the Idaho Department of Commerce, and the Idaho Bankers Association. In short, the program uses cash deposits to help small businesses enhance their collateral and qualify for financing. The money is available to cover a loan’s losses, but most often it is recycled back into the program to help another qualified borrower.



Business owners, Mark Ikebasu and Cordy Rost, used the Collateral Support Program to help finance the construction of a new facility.



The new Zoroco packaging facility has about three times the amount of processing space as the company’s previous location. The extra space means the company plans to increase production and hire more workers.

Since the program’s inception in November 2011, CSP funds have helped small businesses in Idaho build new facilities, purchase more equipment, pay for startup costs, and add more employees. Through July, the program had funded or set aside money for 58 accounts worth almost \$3.5 million, which spurred a little more than \$22 million in private lending.

Rost said his new facility has about three times the amount of processing space. That means he’ll be able to add more production lines. It also means he’ll be able to expand the variety of products he handles. More importantly, it means he plans to add more employees. The company currently employs about 50 people. Rost said from 12 to 18 more jobs will be added in the next two or three years.

IdaCold takes in bulk shipments of frozen product—mostly potatoes right now—

from other companies and packs them for retail sale or food-service companies. Rost calls it a one-stop shop.

“One of our value-adds has historically been that when a customer provides us that frozen raw material, we can repack it and then we can continue to store it in our freezer until they need to ship it to their customer,” Rost said. “Hence, there’s one less logistical move because it doesn’t have to get immediately shipped back to them or to an alternate warehouse.”

The address isn’t the only thing that will change when Rost moves his company into its new Caldwell facility in October.

When Rost and his partner bought the business, the previous owner allowed them to use the “IdaCold” moniker to help maintain a consistent brand identity. But there was a hitch. If they ever left, they would have to give up the name.

Thus, “Zoroco Packaging” was born. The name is a nod to Cordy’s children—Zoey, 2; Ronin, 9; and Cole, 12.

*“We probably wouldn’t have done the project without the Collateral Support Program.”*

– Cordy Rost,  
small-business owner

Without CSP support, Rost said the project wouldn’t have happened.

“It was definitely super-valuable and super-critical,” Rost said. “It didn’t put our personal or company balance sheets in any type of jeopardy” as the company grows.

# Bear River Electric Gains Working Capital and Staff

## Bear River Electric

When Trevor Neal and Jeremiah Sears, co-owners of Bear River Electric, found themselves very busy and needing to expand, they were glad to hear about the Idaho Collateral Support Program (CSP). The CSP is helping Idaho small businesses like Bear River Electric receive additional collateral support in the form of cash deposits that are administered by IHFA but made available through Idaho lending institutions.

Bear River Electric, in Soda Springs, serves commercial, industrial, residential, and agricultural properties. With more than 20 years of combined experience, Neal and Sears started the business six years ago. They assist clients with everything from electrical installation to service and maintenance. Neal and Sears work

“We have more than doubled our workforce growing from 20 to 50 employees, and have been able to go after larger projects because of it,”

— Trevor Neal, co-owner of Bear River Electric

with clients throughout Idaho as well as in Wyoming and Utah. Early in 2012 they found themselves getting busier and needed a loan to cover their working capital and payroll to expand their business. So they reached out to their banker, Paul Mendenhall.

Mendenhall, with Ireland Bank, told them about the CSP and began the loan process. “In an economic environment that is making it increasingly difficult to acquire a loan for small



businesses, the CSP was ideal for Trevor and Jeremiah. It provided the additional collateral they needed to expand their business and it was simple and easy to use,” said Mendenhall. “My business partner and I were so impressed at how quick and smooth this entire CSP process has been. Within 10 days of Paul starting the process for us, we had our funding and were able to move forward,” said Neal.

According to Neal, this was the best financial transaction they have had since being in business. “We have more than doubled our workforce, growing from 20 to 50 employees, and have been able to go after larger projects because of it,” said Neal. Creating 30 new jobs in a rural areas in southeast Idaho has positive impacts to the economy according to Cory Phelps, IHFA’s economic development finance officer. “This project and our partnership with Ireland Bank exemplifies what we intend to see as a result of the Idaho CSP—a positive outcome for the economy by creating jobs and providing access to needed capital for small businesses,” said Phelps.

## Idaho Collateral Support Program (CSP)

Under the Small Business Jobs Act, Idaho received \$13.2 million to increase lending to small businesses through partnerships with state lending institutions. IHFA started accepting applications on November 28, 2011. To date, 58 applications have been approved and 42 small businesses around the state have received collateral support funding from the program. The CSP has supported \$22,099,182 in private lending through \$3,460,480 which has been funded or reserved to date.

The collateral funds are pledged to the lender by IHFA for the benefit of the small business as security for their qualified loan. When the loan is paid back, the funds will be reinvested by IHFA to benefit new small-business loans. The original \$13.2 million allocation for Idaho is expected to support more than \$130 million in new private lending in the state over the next five years.

The loans can be used to cover a variety of purposes, such as start-up costs, working capital, and construction. Small business owners who employ 500 or fewer people who are authorized to conduct business in Idaho may qualify for the CSP. The CSP is offered on a first-come, first-served basis to qualified Idaho small business borrowers. Typically, loans must first meet the lenders’ credit underwriting criteria with the exception of the collateral shortfall, which is what the program covers.

The program is a partnership among the U.S. Department of the Treasury, the Idaho Department of Commerce, Idaho Housing and Finance Association, and the Idaho Bankers Association. Small businesses interested in the CSP should contact their current lending institution first and ask about the program. If a lender is a CSP participant, it will apply to IHFA for a collateral support deposit on behalf of the small business. If a lender is not a program participant or is unaware of the program, please contact IHFA for a referral at [coryp@ihfa.org](mailto:coryp@ihfa.org), 208.331.4725, or visit the “Small Business Loan Programs” section on our website at [idahohousing.com](http://idahohousing.com) for more information. ■



*Working with Small Businesses*

# Idaho Collateral Support Program



P.O. Box 7899  
(565 W. Myrtle, 83702)  
Boise, Idaho 83707-1899  
208-331-4725



## **How Long Does it Take to Obtain Funding?**

The time your lending institution needs to verify you qualify for the program may vary, however once you are approved, IHFA will communicate with the lender within three business days with an initial e-mail, followed by a formal letter. IHFA will then reserve funding for a collateral support deposit for the specific loan and lender. The reservation of funds, once accepted by IHFA, is valid for 60 calendar days. If your lender has not approved and prepared the necessary loan documents for closing within that time frame, the lender will need to reapply for the collateral support.

## **What Happens when the Collateral Support Funding is Approved?**

As with any other loan, you'll work out payments and timetables with your lender. Upon loan repayment or reaching loan maturity, the collateral deposit is returned to IHFA and the account is closed. The funds are then reinvested in another program-approved loan.

## **Can I Apply for a Second Loan?**

Yes, but you'll need to reapply for the second loan and go through the qualification process again.

## **Where Can I Learn More About the Program?**

For more information, visit the 'Small Business Loan Programs' link at [www.ihfa.org](http://www.ihfa.org).



## About the Collateral Support Program

As a small business owner, you turn to lending institutions when you need funds to support or grow your business.

Idaho Housing and Finance Association (IHFA) is partnering with lenders throughout Idaho to assist small business owners. Our Collateral Support Program (CSP) establishes pledged cash collateral accounts with lending institutions to enhance loan collateral for your business in order for you to obtain financing on acceptable terms and conditions. Your lending institution performs all the loan analysis and can request up to 20 percent of the loan amount as additional collateral support under the CSP.

The program is a collaborative partnership between the U.S. Department of the Treasury, Idaho Department of Commerce, IHFA, and the Idaho Bankers Association. Over \$13 million has been allocated to Idaho to support small businesses and IHFA will administer the funds through participating lenders across the state. IHFA's goal is to leverage program funds to facilitate \$131 million in total lending.

## Here is an Example of How the CSP Works:

1. A small business owner requests a loan of \$100,000 for a working capital line of credit. The collateral offered by the small business owner is the accounts receivable and inventory.
2. The lending institution performs a loan analysis and finds the request meets all underwriting requirements, except for a short fall in collateral. It then requests collateral support from the CSP up to \$20,000.
3. IHFA reviews and approves the loan request and deposits up to \$20,000 in a deposit account with the lending institution, pledged as additional support for the small business loan.

## How do I Access the Program?

Contact your current lender and ask about the program. If your current lending institution is a program participant, it will go through the loan qualification process with you and apply to IHFA for a collateral support deposit on your behalf. If your lender is not a program participant or is unaware of the program, please contact IHFA directly for a referral.

The program is offered on a first-come, first-served basis to qualified Idaho small business borrowers. Loans must generally first meet your lender's credit underwriting criteria with the exception of loan collateral adequacy, which is what the program will cover.

Participating lenders are responsible for their own credit underwriting decisions and loan originations. IHFA ensures compliance with the program requirements, establishes and manages collateral support accounts, and reports to the Treasury.

## Who Qualifies?

- Any borrower registered and authorized to conduct business in Idaho.
- Businesses employing 500 or less employees.
- Any borrower who is not an executive officer, director, or a principal shareholder of the participating lender or has a related interest in or is an immediate family member of an executive officer, director, or principal shareholder of the participating lender.
- Any entity whose principals have not been convicted of a sex offense against a minor.



## How Can the Funds be Used?

Loans must be used for business purposes and include, but are not limited to:

- Start up costs
- Working capital
- Business acquisitions and expansions
- Franchise financing
- Equipment purchases
- Inventory financing
- Owner-occupied commercial real estate
- Construction
- SBA 504 loans are eligible

## Prohibited Loan Purposes Include, but are not Limited to:

- Charities and nonprofits
- Refinancing existing debt
- Change of ownership
- Owner reimbursement
- Paying delinquent taxes
- Passive or investment real estate speculative activities
- Lending
- Pyramid schemes
- Illegal uses
- Gambling
- SBA 7(a) loans are ineligible

Idaho Housing and Finance Association, a financial services and housing organization, provides funding for economic development and affordable housing. IHFA is a self-supporting corporation that must generate all revenue necessary to cover the cost of its operations. It does this by earning fees for work performed and does not use any state-appropriated funds for its operations.



### Economic Development

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