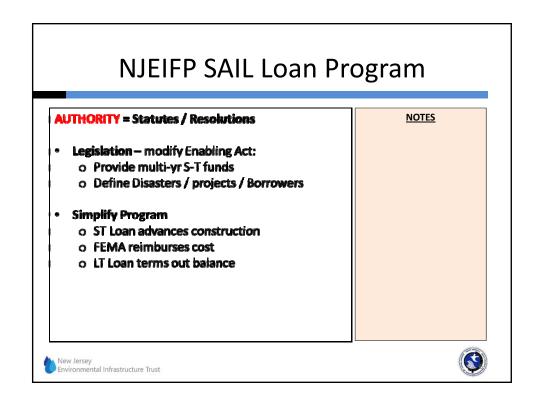


NJEIFP SAIL Loan Program SAIL OVERVIEW: SAIL is a short-term Disaster Relief Loan Program Functions as an advance on FEMA payments Provides short-term Bridge loans (up to 3 yrs) SAIL uses SRF "Repayment" funds

SUCCESS STATS TO-DATE SUCCESS STATS TO-DATE SAIL – after SANDY 16 months Legislation / Appropriations / Resol'ns Critical Program P&Ps To date: \$194 M loans (13 projects) \$185 M more -> June 2017 \$321 M more -> June 2017 \$700 M Total

NJEIFP SAIL Loan Program 3 MAIN DRIP CONSIDERATIONS 1. Cooperation – Advance agreements with FEMA 2. Compliance –w/ Fed'l Grant Programs and SRF (mitigate risk of rejection, de-ob or claw back) 3. Cash Flow (credit) - Ensure that Borrowers repay (Big FEMA \$\$ = majority of cash flow)

NJEIFP SAIL Loan Program SETTING UP A SUCCESSFUL DRIP Remember the medical association = A.M.A. • You need the AUTHORITY to address a disaster • You need the MONEY to address a disaster • You need the ABILITY to address a disaster • You need the ABILITY to address a disaster



NJEIFP SAIL Loan Program

MONEY = Funding for DRIP

- Need CASH (or access to leveraged funds)
- Dedicate SRF Repayments funds up-front
- Create MOA w/ Borrowers Sets responsibilities
 - (SRF as agent, SRF submits RFRs; has access to PWs + EMGrants info)
- Compliance RFR funds directly to towns OUCH

NOTES

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NJEIFP SAIL Loan Program

ABILITY = OPERATIONS /LOGISTICS

- Education of SRF Know Stafford Act cold
 - Mitigate rejections / De-obligation
- Education of Borrower Hold "Pre-Con" meeting to discuss schedule, requirements, etc.
- Resources Contract out Engineering Services:
 - Perform review work of SRF
 - SRF signs off on work <u>prior</u> to SRF Project cert

NOTES





NJEIFP SAIL Loan Program

ABILITY (con't)

- MOA Borrowers pay 3rd party costs (e.g. Engineering Services),
- Technology Aggregate, store and share data (e.g. H2LOans / ERMS)
- Data Mgmt coordination w/ data aggregation...
 - Document EVERYTHINGI Electronic submits
 - ORGANIZE Standardized Folder system

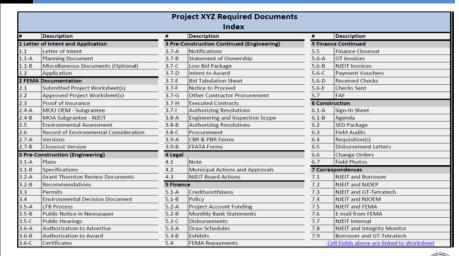
NOTES





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NJEIFP SAIL Loan Program



NJEIFP SAIL Loan Program

RESULTS / LESSONS LEARNED

- 28/29 RFRs -> Avg. pymt period = <u>25</u> bus. days
- 1st Loan => Will have issues. Make it small!
 - Faster construction / quicker adjustments
- FEMA Challenges
 - 1. Reluctance to put determinations in writing
 - 2. Constant rotation of staff
 - 3. P.W. rewrites during construction??
 - 4. Reluctance for PW adjustments (versions)
 - Close-out Process = slow

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NOTES

NJEIFP SAIL Loan Program

When Fed'l and State Governments find a way to work consistently together

EVERYONE WINS

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