

**Elaine C. Fairman**  
**415 Medearis Drive**  
**Charlotte, NC 28211**  
[EFairman@befcor.com](mailto:EFairman@befcor.com)

Education:

Coastal Carolina University – BS in Business Administration (1986)

Winthrop University – Master of Business Administration (1987)

National Development Council – Certified Economic Development Professional

Economic Development Lending Experience:

In 1987, Elaine began her SBA lending career at Catawba Regional Development Corporation (CRDC). CRDC is affiliated with a 4-county regional council of government in upstate SC. Elaine was initially the Certified Development Company's (CDC) only full-time employee, working with SBA 504 lending from marketing through servicing. During her tenure at CRDC, she was instrumental in starting and growing EDA RLF, USDA IRP, and micro-lending programs.

In 2007, Elaine joined Self-Help Ventures Fund, a CDC associated with a 500-employee organization with extensive programs in community and economic development. Working in the Charlotte office, she was responsible for 504 program marketing, packaging, and underwriting, among other duties.

Elaine became the Executive Director of Business Expansion Funding Corporation (BEFCOR) in 2012. With offices in Charlotte, Raleigh, and New Bern, BEFCOR's team is a top producer in NC for SBA 504 loans. Elaine manages a team of 14.

Elaine's SBA 504 experience spans marketing, underwriting, loan packaging, closing, servicing, Board relations and governance, compliance, advocacy, and now executive management. Her SBA 504 expertise is supplemented by EDA RLF, IRP, micro-lending, and other economic development experience in both MSA and rural areas.

In addition to her management of BEFCOR, Elaine is a Board member of the National Association of Development Companies. This 200+ member trade association is the leading organization in the field of SBA 504 lending. Elaine is NADCO's Treasurer (2<sup>nd</sup> term), Chair of the Finance Committee, and also an Executive Committee member.