

BUSINESS FINANCING MATRIX

A Guide for Federal, State and Regional Loan
Incentive and Grant Programs for
Business and Economic Development



PROGRAM	SBA 7(a) Loan Guaranty Program The SBA's primary loan program	SBA Small/Rural Lender Advantage Loan Program Three part SBA loan application	SBA Minority Prequalification Loan Program & Women's Prequalification Loan Program Intermediaries help prepare application and secure loan; both pilot programs, limited sites	SBA CAPLines Seasonal, Contract, Builders, Standard Asset-Based, and Small Asset-Based	SBA Express Lender approves loan, no additional paperwork for SBA; pilot program, limited sites	SBAExport Express Same as SBAExpress with trade related exceptions
PURPOSE	Business start-ups, expansion or change-of-ownership; construction of new facility; purchase land or buildings; purchase equipment, fixtures, leasehold improvements; working capital; refinance debt for compelling reasons; inventory	Same as 7(a)	Same as 7(a)	Finance seasonal working-capital needs; costs to perform; construction costs; advances against existing inventory and receivables; consolidation of short-term debts possible	Same as 7(a); limitations on real estate and construction; may be used for term loans or revolving credits	Broad range of financing needs aimed at initiating or expanding export activity. See Program Guide for details
ELIGIBILITY	Must be operated for profit; meet SBA size standards; show good character, management expertise and commitment, and ability to repay; may not be involved in speculation or investment in rental real estate	Same as 7(a)	Must be at least 51% owned and operated by racial/ethnic minority or women; focus on credit history, ability to repay, probability of success	Existing businesses, Same as 7(a)	Same as 7(a)	Same as 7(a) Note: must have minimum 1 full year operating history
LOAN AMOUNT	Up to \$2,000,000	Up to \$350,000	Up to \$250,000	\$2,000,000 (except Small Asset-Based) \$200,000 (total loan amount)	Up to \$250,000	\$Up to \$250,000
TERM	Depends on ability to repay; generally working capital is 5-7 years; machinery /equipment up to 10 years; real estate, construction, up to 25 years (not to exceed life of equipment)	Same as 7(a)	Same as 7(a)	Up to 5 years	Term loan same as 7(a); no more than 5 years on revolving line of credit	Term loan same as 7(a); no more than 5 years on revolving line of credit
RATE	Negotiable with lender; loans under 7 years, max. prime + 2.25%; 7 years or more, max. 2.75% over prime; under \$50,000, rates may be slightly higher	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a)
FEES	Paid by lender (may be passed on). Based on maturity, amount of SBA exposure: 1 year or less, 0.25%; over 1 year, SBA share \$150,000 or less, 1%; \$150,000 - \$700,000, 2.5%; more than \$700,000, 3.5%	Same as 7(a)	Same as 7(a); plus minority program may use for profit intermediaries; women's program uses non-profits only; both may charge fees	Same as 7(a) Under Standard Asset-Based, no restrictions on servicing fees	Same as 7(a)	Same as 7(a)
WEBSITE	www.sba.gov	www.sba.gov	www.sba.gov	www.sba.gov	www.sba.gov	www.sba.gov

PROGRAM	SBA International Trade Loan Short and long-term financing	SBA Export Working Capital Program Special application, fast turnaround; may apply for prequalification letter	SBA 7(m) MicroLoan Program Through nonprofit lending organizations; technical assistance also provided; pilot program, limited sites	SBA 504 Certified Development Company Program Long-term, fixed-asset loans through nonprofit development companies; must create or retain 1 job per \$35,000 of debenture proceeds	United State Department of Agriculture -USDA Business Industrial
PURPOSE	Working capital; acquisition or improvements in US for producing goods or services; may not be used to repay existing debt	Short-term working-capital loans for pre-export or post-shipment financing of specific exporter orders	Purchase equipment, machinery, fixtures, leasehold improvements; finance increased receivables; working capital; may not be used to repay existing debt	Purchase of major fixed assets such as land, buildings, improvements, long-term equipment, construction, renovation	Land & building, new construction or renovation equipment working capital + refinance (maximum 50% of project)
ELIGIBILITY	Small businesses engaged in international trade or adversely affected by competition from imports; same as 7(a) for qualification	Small business exporters who need short-term working capital to initiate or expand exports; same as 7(a) for other qualifications	Same as 7(a)	For-profit businesses that do not exceed \$7 million in tangible net worth and did not have average net income over \$2.5 million for past 2 years	Virtually any legally organized entity
LOAN AMOUNT	Up to \$2 Million SBA share	Up to \$1,000,000 SBA share (may be combined with International Trade Loan to reach \$1.25 Million)	\$35,000 (total loan amount)	Up to \$1,300,000	Up to \$25,000,000 aggregate per borrower
TERM	Up to 25 years	Matches single transaction cycle up to 18 months or 1 year line of credit for multiple sales	Shortest term possible, not to exceed 6 years	10 or 20 years	Real estate 30 yr Equipment 15 yr Working Cap 7 yr
RATE	Same as 7(a)	No cap	Negotiable with intermediary	Based on current market rate for 5-10 year Treasury issues, plus an increment above Treasury rate	Lender
FEES	Same as 7(a)	Same as 7(a): plus no restrictions on servicing fees	No guaranty fee	Fees related to debenture, Approx. 3%	2% on guaranteed portion
JOB CRITERIA					Potential to create & retain jobs
OTHER REQUIREMENTS					No in-house debt refinancing (greater than 50% of the total package)
WEBSITE	www.sba.gov	www.sba.gov	www.sba.gov	www.sba.gov	www.rurdev.usda.gov

PROGRAM	DCEO Advantage Illinois Capital Access Program	DCEO Enterprise Advantage Illinois Zone Financing Program	DCEO Advantage Illinois Participation Loan Program	DCEO Advantage Illinois Minority & Women Participation Loan Program	DCEO Advantage Illinois Collateral Support Loan Program
PURPOSE	Designed to encourage lending institutions to make loans to new and small business that do not qualify under conventional lending policies	Land & building, new construction or renovation equipment working capital Retail permitted	Land & building, new construction or renovation equipment working capital	Land & building new construction or renovation equipment working capital Retail permitted	Establishes savings accounts or CDs that provide cash collateral support to lending institutions in order to enhance the equity and or loan collateral levels of small business borrowers
ELIGIBILITY	Any for profit entity w/less than 500 employees located in IL	Any for profit entity w/less than 500 employees located in IL Enterprise Zone	Any for profit small business w/less than 500 FT employees	Minority and/or women business; <500 employees	Business size limited to 750 employees or less worldwide
LOAN AMOUNT	Up to \$1,000,000	Up to \$750,000 or 25%)	25% up to \$750,000	Up to \$100,000 or 50%	15-20% of the lender's loan
TERM	Lender sets terms	Bank sets note terms; Participation typically matures in 5-7 years.	Bank sets note terms; Participation typically matures in 5-7 years.	Bank sets note terms; Participation typically matures in 5-7 years.	Maximum term is five years (unless part of much larger project)
RATE	Lender sets rate	DCEO sets rate at approval, typically 1% to 1 1/2% below lender	DCEO sets rate at approval, typically 1% below lender	DCEO sets rate at approval, typically 1% to 1 1/2% below lender	
FEES	Each loan has a one-time enrollment fee of 3-7%	None	None	None	None
JOB CRITERIA	None	\$10,000/job created/retained	\$10,000/job created/retained	\$10,000/job created/retained	
OTHER REQUIREMENTS	No Debt Refinancing or Contingency	Personal guarantees; No Debt Refinancing or Contingency	Personal guarantees; No Debt Refinancing or Contingency	Personal guarantees; No Debt Refinancing	
WEBSITE	www.ildceo.net/dceo/Bureau/Advantage+Illinois/	www.ildceo.net/dceo/Bureau/Advantage+Illinois/	www.ildceo.net/dceo/Bureau/Advantage+Illinois/	www.ildceo.net/dceo/Bureau/Advantage+Illinois/	www.ildceo.net/dceo/Bureau/Advantage+Illinois/

PROGRAM	Illinois Finance Authority (IFA) Title IX Revolving Loan Program for Manufacturing Businesses	Illinois Finance Authority (IFA) Industrial Revenue Bond Program	IL State Treasurer's Economic Program STEP	IL State Treasurer's Day Care Program	Illinois Ventures for Community Action (IVCA) Community Services Block Grant Loan Program	Traditional Bank Financing
PURPOSE	Land, building, machinery and equipment, building construction or renovation and leasehold improvements	Land & building new renovation or renovation equipment issuance cost Manufacturing businesses	Encourage economic development throughout Illinois resulting in additional jobs being created by the borrower	Encourage the construction and expansion of licensed day care facilities in Illinois	Loans at interest rates far below the traditional rates available through a conventional lender. This interest when paid is filtered through local community action agencies, which provide programs to aid low-income people in Illinois	Purchase real estate, working capital, real estate construction, machinery and equipment
ELIGIBILITY	A manufacturing concern located within one of the areas designated by Economic Development Administration (EDA)	Facilities that are primarily used for manufacturing or processing tangible products The Internal Revenue Cod defines all IRB eligibility requirements	Creditworthy as determined by their financial institution who assumes the credit risk	Must be licensed by the Illinois Department of Children and Family Services	For-profit entities that meet SBA size guidelines Financial Institutions are not eligible.	Legally organized entity
LOAN AMOUNT	Up to \$200,000;	\$1,500,000 Recommended minimum	\$25,000 per job created	Not to exceed \$5 million.	49% or less of the total cost of project	Based on value of collateral and cash flow
TERM	Up to 10 years for real estate; 7 years for equipment	Up to 10 years	5 years maximum	5 years maximum	Up to 10 years	Negotiable
RATE	Fixed, reduced interest – ½ prime w/minimum of 4%	Lower than conventional financing usually below Prime	Below market	Below market	5-7.5%	Fixed and variable at prevailing market rates
FEES	\$100 non -refundable application fee; \$225 loan commitment fee; \$225 loan servicing fee	\$1,500 application; fee non- refundable; closing fee equal to 75 basis points on the par amount of bonds 50 basis points on refinancing of existing Industrial Revenue Bonds	None	None	Processing fee and cost incurred	Negotiable
JOB CRITERIA	Must create or retain jobs	Must create or retain jobs	Permanent or part-time equivalent	None	\$15,000/1 full time or 2 part time jobs	None
OTHER REQUIREMENTS	Loans totaling the lesser of 40% of fixed-asset costs or \$200,000 are available		Application for STEP must be approved by the Treasurer's Office	Application for Day Care Program must be approved by the Treasurer's Office		
WEBSITE	www.il-fa.com/	www.il-fa.com	www.treasurer.il.gov	www.treasurer.il.gov	www.ilventures.org	

PROGRAM	DCEO Tourism Attraction Development Grant Program	DCEO Tourism Marketing Partnership Program	DCEO Tourism Private Sector Grant Program	DCEO Illinois Recycling Grant Program	DCEO Technologies & Practices Demonstration Grant Program
PURPOSE	Provide matching grants to assist in funding the development of projects that increase the economic impact of tourism throughout Illinois	Provides financial assistance to counties, municipalities, not-for-profit organizations and local promotion groups for the promotion and marketing of tourism attractions and events. Promotional projects may include radio, television, newspaper, magazine ads, printed brochures, website development, travel and trade show registration and marketing research.	Assist in attracting and hosting tourism events with the potential to attract visitors from outside of 50 mile radius and to produce significantly increased economic impact for Illinois	Provides grants for capital equipment to assist in the development or expansion of recycling collection and processing efforts.	Provides grants that assist in the demonstration of an innovative or developing technology that minimizes landfill disposal.
ELIGIBILITY	For-profit business developing a new attraction in Illinois	Not for profit organization's with demonstrated local match. For profit businesses can work with their local Visitor's and Tourism Bureaus.	For-profit business with demonstrated local match	Governmental organizations, for-profit businesses and not-for-profit organizations	Governmental entities, private businesses and not-for-profit organizations.
LOAN / GRANT AMOUNT	50% of actual expenditures with a maximum of \$1,000,000	Up to 50% of the eligible costs associated with the development of the marketing material.	Up to 50% of the eligible costs associated with event when remaining 50% of project cost is financed by private sector funds Minimum of \$20,000 in project costs	Grants up to \$60,000 for collection projects and up to \$120,000 for processing projects.	Grants are available up to a maximum \$150,000 for the purchase of equipment or testing/monitoring of the technology.
TERM	2 years	1 year	2 year	None	None
RATE	None	None	None	None	None
FEES	None	None	None	None	None
JOB CRITERIA	None	None	None	None	None
OTHER REQUIRE- MENTS	Ineligible activities include but are not limited to debt refinancing, Contingency funding, normal operating expenses, routine staff, or administrative expenses	Ineligivle activities include but are not limited to administration costs, travel, normal postage, association fees, event production expenses, promotion of county fairs, street banners, projects promoting for profit businesses, quick print material, purchase of rental equipment and maintenance fees.	Ineligible activities include but are not limited to permanent improvements to facilities, purchase of equipment, normal payroll or operating expense and purchase of alcoholic beverages	Collection and processing projects must involve three different types of materials; commercial projects must have at least two types of materials. Special, hazardous and industrial processing waste are not eligible.	All projects must occur in Illinois and address the recycling or reduction of non-hazardous waste material generated and/or disposed of in Illinois landfills.
WEBSITE	www.illinoisbiz.biz	www.illinoisbiz.biz	www.illinoisbiz.biz	www.illinoisrecycles.com	www.illinoisbiz.biz

PROGRAM	Illinois Finance Authority (IFA) Beginning Farmer Bond Program	Illinois Finance Authority (IFA) Specialized Livestock Guarantee Program	Illinois Finance Authority (IFA) State Guarantee for Restructuring Agricultural Debt	Illinois Finance Authority (IFA) Value-Added Stock Purchase Guarantee	Illinois Finance Authority (IFA) Young Farmer Guarantee Program	Illinois Finance Authority (IFA) State Guarantee Program for Agri-Industries
PURPOSE	To provide reduced interest rate financing to new, low net worth farmers for financing capital purchases (primarily used for farmland purchases). Lenders receive federally tax exempt bond income	To help Illinois livestock producers access capital needed to enter, upgrade, expand or improve their livestock business. 85% guarantee reduces lenders' risk	To consolidate and restructure existing debt to increase working capital and to improve overall financial structure. 85% guarantee reduces lenders' risk	To enhance the opportunities for Illinois farmers to participate in the further processing of their agricultural commodities. 85% guarantee reduces lenders' risk	To help young farmers finance capital purchases with favorable terms. 85% guarantee reduces lenders' risk	To promote value-added processing of farm commodities and the production of commodities not commonly produced in Illinois. 85% guarantee reduces lenders' risk
ELIGIBILITY	Illinois resident with a net worth of <\$500,000. Cannot already own a significant amount of farmland. Must have access to adequate working capital, farm equipment or livestock for project	Illinois resident, principal operator and materially involved in the operation Debt to asset ratio < 70% unless market and production risks have been limited. collateral and cash flow must be adequate	Illinois resident, principal operator and materially involved in a farm operation and have adequate cash flow and collateral Debt to asset ratio of 40% -65%	Illinois resident, principal operator and materially involved in a farm operation and have adequate cash flow and collateral Debt to asset ratio of <70%	Illinois resident, principal operator and materially involved in a farm operation and have adequate cash flow and collateral Debt to asset ratio between 40% & 70%	Illinois resident, Project must locate in Illinois adequate cash flow and collateral. Appropriate experience in the proposed venture
LOAN AMOUNT	\$470,100 maximum	\$1,000,000 maximum	\$500,000 maximum	\$100,000 maximum	\$500,000 maximum	\$1,000,000 maximum
TERM	Negotiable	Up to 15 years	Up to 30 years	Up to 10 years	Up to 15 years	Up to 15 years
RATE	Negotiable, by definition must be below market	Negotiable, must be below the rate the borrower would pay without the guarantee	Negotiable, must be below the rate the borrower would pay without the guarantee	Negotiable, must be below the rate the borrower would pay without the guarantee	Negotiable, must be below the rate the borrower would pay without the guarantee	Negotiable, must be below the rate the borrower would pay without the guarantee
FEES	\$100 application fee And up to 1/2 of 1% loan closing fee	\$300 application fee 1.45% closing fee	\$300 application fee 1.0% closing fee	\$300 application fee 1% closing fee	\$300 application fee 1.25% closing fee	\$300 application fee 3/4% closing fee
JOB CRITERIA	None	None	None	None	None	None
OTHER REQUIREMENTS	Applicant must be a permanent Illinois resident at least 18years of age the sole owner and principal user of the project	All programs involve local lenders	All programs involve local lenders	All programs involve local lenders	All programs involve local lenders	All programs involve local lenders
WEBSITE	www.il-fa.com/	www.il-fa.com/	www.il-fa.com/	www.il-fa.com/	www.il-fa.com/	www.il-fa.com/

PROGRAM	DCEO TIF (Tax Increment Financing) District	DCEO Enterprise Zone	DCEO Community Development Assistance Program City Revolving Loan Fund
PURPOSE	Economic development tool for Cities, Villages, and Towns. Helps to fund new development by dedicating the increased real estate taxes generated by a project to the developer to defray eligible expenses.	To induce commercial and industrial firms to locate within city's zone boundaries.	Job retention or creation for low to moderate income persons
ELIGIBILITY	Defray costs of all reasonable or necessary expenditures, incurred or estimated to be incurred, and any incidental costs to a redevelopment plan and project. Includes: land costs (purchase, demolition clearing, grading), consulting costs, sewer, water, streets, reconstruction, repair, renovation, parking, site work, landscaping, job training, construction interest, interest rate buy down. Excludes cost of newly constructed buildings.	Commercial or industrial firm located within city's zone boundaries.	Applicant must demonstrate financial need - RF can be used to participate with a local lender or other source of equity - Cannot be used to refinance existing debt
LOAN AMOUNT	Annual distribution of TIF revenues determined by a Redevelopment Agreement between City and developer. City may issue bonds to pay for any necessary public infrastructure improvements.	State and Local Tax Incentives: Property Tax Abatement (Abatement varies from zone to zone) + Sales Tax exemption @ 6 1/4% of materials cost + various investment tax credits + fee waivers	Loan amount from City is generally \$15,000 for each full time equivalent job created or retained. Minimum 1 to 1 match. Maximum amount is \$750,000
TERM	Bonds issued for 20 years - District can last for 23 years	n/a	Determined by Recapture Strategy
RATES	Determined by City Council	n/a	Minimum interest rate is 3%
FEES	n/a	n/a	Determined by Recapture Strategy
WEBSITE	www.illinoisbiz.biz	www.illinoisbiz.biz	www.illinoisbiz.biz

PROGRAM	501(c)(3) Bond Financing Program - IFA	501(c)(3) Lease Program – IFA
PURPOSE	Illinois Finance Authority helps non-profit, 501(c)(3) corporations secure low cost, tax-exempt financing for capital improvements through tax-exempt revenue bonds. For acquisition, construction or renovation of real estate, acquisition of machinery, equipment, other fixed assets, or refinancing outstanding debt.	Illinois Finance Authority provides non-profit, 501(c)(3) corporations with low cost, tax-exempt lease financing for acquisition of machinery, equipment or other fixed asset and capital improvement projects.
ELIGIBILITY	Any non-profit corporation with a 501(c)(3) designation from the IRS. Projects must reside in Illinois. Final determination of eligibility is subject to legal opinion from a recognized municipal bond attorney.	Any non-profit corporation with a 501(c)(3) designation from the IRS. Projects must reside in Illinois. Final determination of eligibility is subject to legal opinion from a recognized municipal bond attorney.
LOAN AMOUNT	up to 100% of project	Lease - purchase agreement
TERM	long term - exact term to be determined in each case - usually matching useful life of asset financed.	Term to be determined in each case usually matching useful life of asset financed.
RATES	to be determined - less than conventional financing	To be determined - less than conventional financing
FEES	\$1,000 non-refundable application fee	\$1,000 non-refundable application fee. Plus 50 b.p. of face amount of lease due at closing (minimum \$1,000).
WEBSITE	www.ifa.com	www.ifa.com