



**Business & Education
at Work for Maine**

Maine Huts & Trails - Kingfield, Maine Hut located on Flagstaff Lake

Capital Access Programs

Innovative Financial Solutions
for Maine Businesses



**Business & Education
at Work for Maine**

5 Community Drive
P.O. Box 949
Augusta, Maine 04332-0949

1-800-228-3734
(207) 623-3263
(207) 623-0095 FAX
(207) 626-2717 TTY
E-Mail: business@famemaine.com

FAME is a quasi-independent state agency that develops and administers programs related to financing both Higher Education and Business in the State of Maine. Our mission is to provide innovative financial solutions to help Maine citizens pursue educational and business opportunities.

Dear  Customer:

Our focus in the Commercial Division at FAME is to help businesses access capital to grow, expand and succeed, thus creating new employment opportunities that will benefit the people and communities of Maine.

FAME is continually developing new programs and services to support Maine companies in their efforts to start up, continue in operation, expand, or compete more effectively in the global marketplace. We are proud of the diverse products and services we offer Maine businesses that are designed to help at every stage in their economic lives.

Please note: The information contained in this publication is not all-inclusive. Rates and terms are subject to change. For your convenience, we have divided FAME's programs into four categories: Credit Enhancements, Direct Loans, Equity Capital, and Cooperative Programs.

Credit Enhancements

Loan Insurance Program: FAME's Loan Insurance Program reduces risk to a lending institution to allow it to assist a company in meeting its capital needs. FAME's OnLine Answer (OLA) application process provides lenders with immediate responses to Loan Insurance requests within certain parameters through an online process.

Rate Reduction Programs: The Linked Investment Program for Agriculture and the Linked Investment Program for Commercial Enterprises are designed to reduce the cost of borrowing to a company by offering lower rates.

Direct Loans

Direct Loans are revolving loan programs directly administered by FAME, alone or in conjunction with partner agencies. These loans are typically used to provide gap and/or targeted financing. The Economic Recovery Loan Program is an example of a general purpose FAME direct loan program offering loans from FAME funds for most commercial purposes. In addition, FAME administers a number of programs for specific uses, such as agricultural, accessibility, and energy conservation. Included in this category are programs serviced by

FAME for the Maine Department of Agriculture; the Efficiency Maine Trust, and the Kim Wallace Adaptive Equipment Loan Program Board.

Please refer to program fact sheets contained in this book for contact information and an outline of the specific programs.

Equity Capital

FAME supports businesses that are attempting to access seed equity for their early stages of development, commercialization, growth, or expansion. This is accomplished through the Maine Economic Development Venture Capital Revolving Investment Program and the Maine Seed Capital Tax Credit Program.

Cooperative and Other Programs

FAME works in conjunction with various regional economic development agencies through its Regional Economic Development Revolving Loan Program to help provide funds for loans originated through these local agencies to assist businesses. Also, FAME offers several other programs for specific purposes, including the Revenue Obligation Securities and Municipal Securities Approval Programs, through which creditworthy companies may gain access to attractive financing in the tax-exempt bond market with bonds issued by FAME or their municipality.

In addition to these FAME programs, there are a wide variety of other services available to businesses, including those offered by the Maine Department of Economic and Community Development (DECD), U.S. Small Business Administration (SBA), and various other federal, state and local economic development entities. A number of useful publications are available at www.mainebiz.org or by calling DECD's Office of Business Development at 207-624-9804.

FAME's Commercial Division looks forward to working with you and welcomes your questions. We encourage you to contact us for more information by calling 1-800-228-3734, e-mailing us at business@famemaine.com, or by visiting our Web site at www.famemaine.com.

Sincerely,

FAME's Commercial Division



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Loan Insurance Program (Credit Enhancement)

Through our Loan Insurance Program, the Authority insures a portion of a loan made to a business by a participating financial institution.

Eligibility: Businesses located in the State of Maine.

Insurance Types:

- 1) **Pro-rata:** Covers a certain percentage of lender's loss after default and liquidation, up to 100%.
- 2) **Leveraged:** Covers 100% of lender's loss up to 25% of the loan amount.

Loan Amount/ Exposure:

- ▶ **Traditional Application Process:** Up to 90% of a lender's loan on a pro-rata basis or up to 25% on a leveraged basis. 100% insurance is available for loans to veterans, oil storage facility projects, and waste oil disposal site clean-up projects. FAME exposure to any one relationship may not exceed \$4,750,000. (This amount is reviewed and set annually. Please verify this amount with FAME).
- ▶ **Refinance of Existing Debt:** Up to 40% of lender's loan on a pro-rata basis. Certain criteria apply.
- ▶ **OLA Application Process:** Up to 60% of a lender's loan on a pro-rata basis. FAME exposure may not exceed \$250,000.
- ▶ **Working Capital Loans:** Limited to \$1,000,000 of FAME exposure.

Interest Rate: Determined by Lender.

Loan Term: Consistent with the useful life of the assets being financed or provided as collateral.

Security: Assets being financed and other business assets, as necessary.

Guarantees: Unlimited personal guarantees of business principals, secured by personal assets (where available), are generally required.

Fees: Contact FAME for current fee schedule.

Process:

- 1) **Traditional Application Process:** Fact sheet and application are available at the FAME web site - www.famemaine.com. Lender provides a complete FAME application package. Most Loan Insurance decisions are made at the staff level; however, decisions on FAME exposures of \$1,000,000 or greater must be approved by the FAME Board of Directors.
- 2) **Refinance of Existing Debt:** Please visit FAME's Web site for details - www.famemaine.com.
- 3) **OnLine Answer Application Process:** Lender applies online for immediate answer. Please contact FAME for details to enroll.



Linked Investment Program for Agriculture (Credit Enhancement)

This program reduces a borrower's interest rate. Loans are approved and funded by lenders according to their own policies. The Maine State Treasurer will make a deposit in the form of a Certificate of Deposit (CD) with the originating lender at up to 2% less than the prevailing rate, provided a similar discount is applied to the interest rate on the lender's loan to the business.

- Eligibility:**
- ▶ Principal source of income must derive from producing crops or raising livestock.
 - ▶ Must be applied to an agricultural operating loan (specifically for the purchase of seed, feed, fertilizer, chemicals, veterinary services, labor, production-related energy and/or other production), and not loans for capital projects.
- Loan Amount/Exposure:** Maximum CD investment of \$200,000 (actual loan amount may be greater).
- Interest Rate:** Up to 2% interest rate savings to borrower.
- Loan Term:**
- ▶ CD investment made for maximum of one year (loan term may be greater).
 - ▶ Participation limited to two years (additional two years available in limited cases).
- Security:** Collateral requirements are at the lender's discretion. The Treasurer's CD investment is not pledged as collateral for the loan.
- Fees:** \$100 reservation fee (half may be refunded in limited cases).
- Process:** Contact FAME for reservation application (due by April 30 of each year).
- Additional Information:** Loans are approved and made by lenders according to their own policies. Loan does not need to be insured by FAME.
- Contact:** FAME (207) 623-3263 or 1-800-228-3734

Linked Investment Program for Commercial Enterprises (Credit Enhancement)

This program reduces borrower's interest rate. Loans are approved and funded by lenders according to their own policies. The Maine State Treasurer will make a deposit in the form of a Certificate of Deposit (CD) with the originating lender at up to 2% less than the prevailing rate providing a similar discount is applied to the interest rate on the lender's loan to the business.

- Eligibility:**
- ▶ Non-agricultural, for-profit businesses located in Maine.
 - ▶ 20 or fewer employees or annual sales of less than \$2,500,000.
 - ▶ Must be a manufacturer or make 70% of sales outside the state.
 - ▶ Loan proceeds for real property, fixed assets, research or working capital.
 - ▶ 50% or greater owned by Maine residents.
 - ▶ Create or retain one job for each \$20,000 of deposited funds.
- Loan Amount/
Exposure:** Maximum CD investment of \$200,000 (actual loan amount may be greater).
- Interest Rate:** Up to 2% interest rate savings to borrower.
- Loan Term:**
- ▶ CD Investment made for maximum of one year (loan term may be greater).
 - ▶ Participation limited to two years.
- Security:** Collateral requirements are at the lender's discretion. The Treasurer's CD investment is not pledged as collateral for the loan.
- Fees:** \$50 application fee.
- Process:** Contact FAME for reservation application.
- Additional
Information:** Loans are approved and made by lenders according to their own policies. Loan does not need to be insured by FAME.
- Contact:** FAME (207) 623-3263 or 1-800-228-3734

Economic Recovery Loan Program (Direct Loan)

This program provides subordinate financing to assist Maine businesses in their efforts to remain viable and/or improve productivity. From time to time, FAME utilizes funds in this program to address specific business community needs.

- Eligibility:** Maine-based businesses that exhibit a reasonable ability to repay the loan and demonstrate that other sources of capital have been exhausted.
- Loan Amount:** ► \$500,000 maximum loan amount. Larger loans, up to \$1,000,000, may be available if substantial public benefit is demonstrated and sufficient funds available. Contact FAME for more information.
- Interest Rate:** Fixed rate - *Wall Street Journal* Prime plus 2%, set at commitment.
- Loan Term:** Maximum of five years. Amortization may be based on the useful life of the assets being financed or additional collateral pledged. Balloon payments typically required.
- Security:** Assets being financed and other collateral, as required.
- Fees:** 1% origination fee based upon the loan amount and all costs of closing, including in-house or outside legal fees.
- Process:** A fact sheet and application are available at the FAME Web site: www.famemaine.com. Submit a complete application to FAME. FAME will underwrite the request and notify borrower of its decision.
- Contact:** FAME (207) 623-3263 or 1-800-228-3734

Intermediary Relending Program (Direct Loan)

This program is designed to assist small businesses by providing subordinate financing for any prudent business activity (some restrictions apply).

Eligibility:

- ▶ Most Maine-based businesses, except agriculture;
- ▶ Must be located outside defined urban areas;
- ▶ Must demonstrate historical ability to service debt;
- ▶ Must show efforts made to access additional sources of capital;
- ▶ Must demonstrate employment of low-income persons, farm families and displaced farm families.

**Loan Amount/
Exposure:** Not to exceed 75% of project cost, up to a maximum loan amount of \$250,000.

Interest Rate: *Wall Street Journal* Prime (fixed at commitment).

Loan Term:

- ▶ Real Estate - up to 20 years.
- ▶ Machinery & Equipment - up to 10 years.
- ▶ All other - up to 7 years.

Security: Assets being financed and other collateral, as required.

Fees:

- ▶ Commitment fee of .5%.
- ▶ Closing fee of 1.5%.
- ▶ Annual servicing fee.
- ▶ Closing costs - including in-house or outside legal fees.

Process: Contact FAME for an application.

Contact: FAME (207) 623-3263 or 1-800-228-3734

Agricultural Marketing Loan Fund Program (a/k/a AMLF) (Direct Loan)

Funded through the Maine Department of Agriculture, this program provides low-interest financing to help eligible businesses employ new and innovative technologies and processes in order to improve, expand and enhance the manufacturing, marketability and production of Maine-made agricultural products. Funds may be used for the design, construction or improvement of facilities such as commodity storage buildings, and packing and marketing facilities. Funds may also be used to purchase or retrofit machinery and equipment.

Eligibility: Any business engaged in growing or harvesting plants; raising animals; growing, obtaining or adding value to plant or animal by-products; aquaculture; or producing, processing, storing, packaging or marketing a product derived from such a business.

**Loan Amount/
Exposure:**

- ▶ Up to 90% of total project cost, if project cost is \$100,000 or less, depending on type of project*.
- ▶ Up to 75% of total project cost, if project cost is more than \$100,000, depending on type of project*.
- ▶ Up to 45% of total project cost, if project is related to the production of potatoes*.
- ▶ Maximum loan amount is \$250,000, and acquisition costs for start-up enterprises are limited to \$100,000.

*Borrower must inject at least 5% in private funds into project.

Interest Rate: 5% fixed for the term of the loan.

Loan Term: Determined by the useful life of the assets being financed.

Security: Assets being financed and other collateral, as required or available.

Fees:

- ▶ No administrative fee for loans of \$100,000 or less.
- ▶ 1% administrative fee for loans greater than \$100,000.
- ▶ Borrower is responsible for all costs of closing the loan.

**Application
Process:** Applications are available at the Maine Department of Agriculture Web site: www.maine.gov/agriculture/mpd/business/amlf/amlfapp.pdf. Once considered eligible, the application is forwarded to FAME for financial review and recommendation to a Credit Committee and the Commissioner of the Maine Department of Agriculture.

Contact: *For eligibility:* Maine Department of Agriculture (207) 287-7620
For application: FAME (207) 623-3263 or 1-800-228-3734



Energy Conservation Loan Program (Direct Loan)

Funded through the Efficiency Maine Trust (EMT), this program provides low-interest loans to improve energy efficiency in Maine workplaces.

Eligibility: Maine-based businesses whose projects are approved by the EMT. Businesses must exhibit a reasonable ability to repay the loan.

**Loan Amount/
Exposure:** ► 90% of project cost, up to a maximum loan amount of \$35,000.

Interest Rate: 1% fixed for the term of the loan.

Loan Term: Usually 5 years. Longer terms may be negotiated depending on the useful life of the assets being financed or additional collateral pledged.

Security: Assets being financed and other collateral, as required.

Fees: Application and all out-of-pocket closing fees.

Application: Applications are available at the Efficiency Maine Trust Web site: www.energymaine.com/docs/at_work/embp16298smbus-loan-program.pdf.

Process: Contact the EMT to determine project eligibility (www.energymaine.com). The EMT will submit completed applications to FAME for underwriting and preparation of loan closing documents. Closings are coordinated by the EMT.

Contact: *For eligibility:* Efficiency Maine Program at EMT (207) 287-6704

For application: FAME (207) 623-3263 or 1-800-228-3734



Kim Wallace Adaptive Equipment Loan Program (a/k/a mPower) (Direct Loan)

Funded through the Kim Wallace Adaptive Equipment Loan Program, this program provides assistance to individuals and businesses for the purchase, construction or installation of any product or equipment that allows an individual to become more independent within the community, promotes mobility, or improves independence and quality of life. Businesses may use loan funds to facilitate compliance with the Americans with Disabilities Act (ADA).

Eligibility: Must be a Maine resident with a disability or a Maine-based business.

Loan Amount: Up to \$100,000.

Interest Rate: Rate based on an individual's ability to pay or a business's cash flow, not to exceed *Wall Street Journal* Prime Rate.

Loan Term: Up to 20 years, depending on the useful life of the collateral.

Security: Assets being financed and other collateral, as required.

Fees: Out-of-pocket closing costs.

Process: **Individuals:** Application package and assistance completing the application will be provided by Alpha One (contact information below).

Businesses: Applications are available at www.famemaine.com. Requests and completed applications are submitted directly to FAME.

FAME underwrites loan requests and makes recommendations to the Kim Wallace Adaptive Equipment Loan Program Board. Requests and recommendations are reviewed by the Board at its monthly meeting. The Board makes the final decision; FAME coordinates the loan closing for all approved loans. Loan requests of \$30,000 or less may receive faster response when meeting certain criteria.

Contact:

Individuals:	Alpha One	www.alphaonenow.com
	South Portland	(207) 767-2189 or 1-800-640-7200
	Bangor	(207) 941-6553 or 1-800-300-6016
	Presque Isle	(207) 764-6466 or 1-800-974-6466
Businesses:	FAME	www.famemaine.com
		(207) 623-3263 or 1-800-228-3734
	TTY	(207) 626-2717



Nutrient Management Loan Program (Direct Loan)

This low-interest loan program was created to fund the construction and improvement of livestock manure and milk room waste containment/handling facilities, including associated costs of the design and engineering of these facilities, as well as the cost of related equipment. The project must meet the goal of the state's Nutrient Management Plan. The program is administered by FAME in cooperation with the Maine Department of Agriculture and the Maine Municipal Bond Bank.

Eligibility: Any business or individual identified by the Maine Department of Agriculture as required by law to upgrade manure and milk room waste containment/handling facilities.
Construction financing is available.

**Loan Amount/
Exposure:** 100% of an eligible project, up to \$350,000.

Interest Rate: 2% fixed.

Loan Term: Determined by the useful life of the assets being financed, not to exceed 20 years.

Security: Assets being financed and other collateral, as required or available.

Fees:

- ▶ 2% origination fee.
- ▶ 1% loan administration fee starting in the 13th month of the loan term.
- ▶ FAME fees may not be financed with loan proceeds.

Process: Contact FAME for an application. Submit loan application package to FAME and a copy of the application (excluding financial information) to the Maine Department of Agriculture.

Contact: *For eligibility:* Maine Department of Agriculture (207) 287-1132

For application: FAME (207) 623-3263 or 1-800-228-3734



Potato Marketing Improvement Fund Program (a/k/a PMIF) (Direct Loan)

Funded through the Maine Department of Agriculture, this program provides low-interest financing to help potato growers and packers improve the quality and marketing of Maine potatoes. Funds may be used for new construction or improvements to storage and/or centralized packing facilities, as well as for the acquisition of packing, sizing, washing and drying equipment. In addition, PMIF funds may be used to fund programs and activities that improve the economic viability of the potato industry. Such improvements include irrigation equipment and water source development projects.

Eligibility: Any person or business engaged in growing, processing or marketing potatoes in Maine. All potatoes stored or packed in Potato Marketing Improvement Fund-financed facilities must be produced in Maine.

**Loan Amount/
Exposure:** **New Facilities:** (A) 45% of the total project cost for projects costing \$50,000 up to \$750,000; (B) for projects costing more than \$750,000, proceeds may be used to fund 25% of project costs above \$750,000. 10% cash or in kind equity is required.

Retrofit Projects: 55% of total project cost for projects costing up to \$50,000.

Interest Rate: Fixed at 5% for the term of the loan.

Loan Term: Determined by the useful life of the assets being financed. New construction may be funded for up to a 20-year term; retrofit and equipment loans may have up to 10-year terms.

Security: Assets being financed and other collateral, as may be required.

Fees:

- ▶ No administrative fee for loans with project costs less than \$50,000.
- ▶ 1% administrative fee for loans with project costs of \$50,000 or more.
- ▶ Borrower is responsible for all costs of closing the loan.

Process: Contact the Maine Department of Agriculture for an application. Once determined eligible, the application is forwarded to FAME for financial review and recommendation to the Credit Committee and the Commissioner of the Maine Department of Agriculture.

Contact: **For application:** Maine Department of Agriculture
Presque Isle (207) 764-2105
Augusta (207) 287-3491



Regional Economic Development Revolving Loan Program For Day Care (Direct Loan)

This program provides quality childcare projects with loans for physical site improvements.

- Eligibility:** Must be licensed childcare provider (or meet licensing standards) and utilize recognized quality indicators for childcare services as approved by the Maine Department of Health & Human Services.
- Loan Amount/
Exposure:** Up to \$100,000 (if a portion of the project is for lead abatement, that portion may not exceed \$15,000).
- Interest Rate:** 3%.
- Loan Term:** Up to 20 years.
- Security:** Assets being financed and other collateral, as required.
- Fees:** 1% commitment fee, plus all costs of closing.
- Application:** A fact sheet and application are available at www.famemaine.com. FAME reviews and makes the final decision.
- Contact:** FAME (207) 623-3263 or 1-800-228-3734

Maine Economic Development Venture Capital Revolving Investment Program (Equity Capital)

This program is designed to allow the state to invest as an equal partner with others in eligible private venture capital funds to support emerging and early-growth businesses in Maine. It is intended to utilize experienced, professional fund managers to increase the probability of successful investments in recipient companies.

Eligibility: Available only to established venture capital funds that have a strategy for the creation and retention of jobs in Maine through:

- ▶ Investments in Maine high-growth businesses;
- ▶ A marketing and technical assistance plan;
- ▶ Appropriate monitoring of investments;
- ▶ A technical assistance program to assist the businesses in which the fund invests;
- ▶ A process for complying with proposed measurement and goals.

Investment Amount: Maximum investment of \$1,000,000 per fund.

Contact: FAME (207) 623-3263 or 1-800-228-3734

Participating Venture Capital Firms:

The Borealis Fund, L.P.
10 Allen Street
Hanover, NH 03755
(603) 643-1500
www.borealisventures.com

Coastal Ventures II, LLC
Two Portland Fish Pier, Suite 201
Portland, ME 04101
(207) 772-5356
www.ceiventures.com

Brook Venture Fund II
301 Edgewater Place
Wakefield, MA 01880
(781) 295-4000
www.brookventure.com

**Masthead Venture Partners
Capital, L.P.**
111 Commercial Street, Suite 302
Portland, ME 04101
(207) 780-0905
www.mvpartners.com

CEI Community Ventures, LLC
Two Portland Fish Pier, Suite 206
Portland, ME 04101
(207) 772-5356
www.ceicommunityventures.com



Maine Seed Capital Tax Credit Program (Equity Capital)

This program is designed to encourage equity and near-equity investments in eligible Maine businesses, directly and through private venture capital funds. FAME may authorize state income tax credits to investors for up to 60% of the cash equity they provide to eligible Maine businesses. Investments may be used for fixed assets, research or working capital.

Eligibility:

- ▶ Businesses located in Maine;
- ▶ Investors must collectively own less than an aggregate of 50% of the business;
- ▶ Principal owners and their immediate relatives are not eligible;
- ▶ Annual gross sales of less than \$3 million;
- ▶ Business must either: (1) be a manufacturer; (2) provide goods or services with 60% of sales derived from outside the state or to out-of-state residents; (3) develop or apply advanced technologies; or (4) bring significant permanent capital into the state;
- ▶ Operating the business must be the professional, full-time activity of at least one of the principal owners.

Basic Terms:

- ▶ Tax credits equal up to 40% of investment (60% for investments made in businesses located in high unemployment areas - visit FAME's Web site at www.famemaine.com for a current list of eligible areas).
- ▶ An investor may provide up to \$500,000 per business.
- ▶ Aggregate investment limit per business is \$5 million, for which tax credit may be received.
- ▶ Investment must be at risk for 5 years.
- ▶ Credits must be taken in increments of 25% (of the credit) per year commencing in the year of the investment. Credits used cannot exceed 50% of the total tax due by the investor for that taxable year before application of the tax credit. To the extent this limitation requires the taxpayer to take the credit for more than 4 years, unused credits may be carried forward no more than 15 years.

Special Rules for Venture Capital Funds:

- ▶ Investors may provide up to \$1,000,000 per venture capital fund in any consecutive 3-year period.
- ▶ Investors in any one venture capital fund cannot receive more than \$5,000,000 in credits, but may invest more without credit.

Maine Seed Capital Tax Credit Program (continued)

- ▶ Investors in certain qualifying venture capital funds may receive one-half of this credit (up to 20%) at the time of investment.
- ▶ The remaining amount of an investor's tax credit will be awarded when and if the venture capital fund invests sufficient monies in an eligible Maine business. Credits will be revoked if not substantiated within 3 years.
- ▶ Investment into venture capital funds must be at risk and principal may not be paid without FAME consent for 5 years. Dividends, royalties, interest, stock options or warrants and other forms of return, which are not in the nature of return of principal, are allowed.

Reporting

Requirements: Businesses receiving investments for which credits are issued must file annual reports with information on the total investments received, number of employees and jobs created/retained, annual payroll and total sales revenue. Failure to file reports will result in ineligibility and possible revocation of credits issued.

- ▶ \$250 per business (one-time fee).
- ▶ \$100 per investor, per investment.
- ▶ \$250 per venture capital fund.

Process: Applications are available at the FAME
Web site: www.famemaine.com

Contact: FAME (207) 623-3263 or 1-800-228-3734

Regional Economic Development Revolving Loan Program (Cooperative Program)

This program is designed to make loans through Maine's regional economic development agencies for the purpose of creating or retaining jobs. FAME makes disbursements to regional economic development agencies and the agencies in turn make loans to eligible borrowers.

Eligibility: Businesses that have sales under \$5,000,000 or employ 50 or fewer employees, conducting business in any of the following categories:

- ▶ Advanced manufacturing technologies;
- ▶ Advanced information systems;
- ▶ Advanced biological/natural resource technologies;
- ▶ Conversion from defense industry;
- ▶ Significant export involvement (goods or services);
- ▶ Significant research and development;
- ▶ Micro-businesses (under five employees); or
- ▶ Quality childcare projects (administered by FAME - see page 14).

**Loan Amount/
Exposure:**

- ▶ Maximum loan of \$250,000.
- ▶ 33% of project cost for loans greater than \$100,000.
- ▶ 50% of total project cost for loans of \$50,000 up to \$100,000.
- ▶ No match required for loans of less than \$50,000.

Interest Rate: Negotiated with regional agency, usually below market.

Loan Term: Up to 20 years, depending on assets being financed.

Security: Assets being financed and other collateral, as required.

Fees: Set by each agency.

Process: Funding is provided through the regional economic development agencies listed on pages 19 & 20 of this publication. Please contact the agency covering your area for information and applications. The agency reviews, underwrites and notifies borrower of final loan determination.

Contact: FAME 207-623-3263 or 1-800-228-3734
or agencies listed on pages 21 and 22 of this publication.

Regional Economic Development Revolving Loan Program (REDRLP) Contractors (Cooperative Program)

Androscoggin Valley Council of Governments

125 Manley Road
Auburn, ME 04210
(207) 783-9186
www.avcog.org

Bangor Airport Civic Development Corp.

73 Harlow Street
Bangor, ME 04401
(207) 735-4059
www.bangormaine.gov

Biddeford/Saco Area Economic Development Corp.

190 Main Street, 3rd Floor
Saco, ME 04072
(207) 282-1748
www.bsaedc.org

Caribou Chamber of Commerce & Industry

24 Sweden Street, Suite 101
Caribou, ME 04736
(207) 498-6156
www.cariboumaine.net

City of Portland

389 Congress Street
Portland, ME 04101
(207) 874-8683
www.portlandmaine.gov

City of Presque Isle

12 Second Street
Presque Isle, ME 04769-2459
(207) 764-2503
www.presqueisle.govoffice2.com

Coastal Enterprises, Inc.

36 Water Street
P.O. Box 268
Wiscasset, ME 04578-0268
(207) 882-7552
www.ceimaine.org

Community Concepts Finance Corporation c/o Community Concepts, Inc.

P.O. Box 278
South Paris, ME 04281
(207) 743-7716
www.community-concepts.org

Eastern Maine Development Corporation

40 Harlow Street
Bangor, ME 04401
(207) 942-6389
www.emdc.org

Greater Portland Council of Governments

68 Marginal Way
Portland, ME 04101
(207) 774-9891
www.gpcog.org

Katahdin Regional Development Corp. c/o Eastern Maine Development Corp.

40 Harlow Street
Bangor, Maine 04401
(207) 942-6389
www.emdc.org

Kennebec Valley Council of Governments

17 Main Street
Fairfield, ME 04937
(207) 453-4258
www.kvcog.org

Lewiston/Auburn Economic Growth Council

415 Lisbon Street, Suite 400
P.O. Box 1188
Lewiston, ME 04243-1188
(207) 784-0161
www.economicgrowth.org

Limestone Development Foundation

291 Main Street
Limestone, ME 04750
(207) 325-4025
www.limestonemaine.org



Regional Economic Development Revolving Loan Program (REDRLP) Contractors (Cooperative Program) cont.

Midcoast Council of Governments

7 Park Street
Bath, ME 04530
(207) 443-5790
www.midcoastcog.org

Northern Maine Development Commission

11 West Presque Isle Road
P.O. Box 779
Caribou, ME 04736
(207) 498-8736
www.nmdc.org

Washington-Hancock Community Agency

2 Maple Street
P.O. Box 280
Milbridge, ME 04658
(207) 546-7544
www.whcacap.org

Penquis Community Action Program

262 Harlow Street
P.O. Box 1162
Bangor, ME 04402-1162
(207) 973-3500
www.penquiscap.org

River Valley Growth Council

60 Lowell Street
Rumford, ME 04276
(207) 369-0396
www.rvgc.org

Sunrise County Economic Council

1 Stackpole Road
P.O. Box 679
Machias, Maine 04654-0679
(207) 255-0983
www.sunrisecounty.org

Town of Fort Kent

416 West Main Street
Fort Kent, ME 04743
(207) 834-3507
www.fortkent.org

Town of Lisbon c/o Androscoggin Valley Council of Governments

125 Manley Road
Auburn, Maine 04210
(207) 783-9186
www.avcog.org

Town of Lubec

40 School Street
Lubec, ME 04652
(207) 733-2341
www.lubecme.govoffice2.com

Other Programs

Major Business Expansion Bond Program

This program provides long-term, credit-enhanced financing up to \$25,000,000 at taxable bond rates for businesses creating or retaining at least 50 jobs and at tax-exempt bond rates on bonds up to \$10,000,000 that are used to finance manufacturing expansions. Credit enhancement provided through FAME's Loan Insurance Program or capital reserve funds.

Municipal Securities Approval Program (non-recourse)

This program provides manufacturing and 501(c)(3) borrowers with access to municipality issued tax-exempt bond financing and is ideally suited for a borrower that proposes to arrange its own credit enhancement.

Oil Storage Facility or Tank Replacement Program

This program provides low-interest, fixed-rate financing for the removal, disposal and replacement of above-ground and underground commercial storage tanks and associated piping, as well as the purchase and installation of vapor recovery systems.

Wells and Plymouth Waste Oil Clean-Up Program

This program provides financing for response costs incurred by eligible applicants for the investigation, removal and remediation of contamination at the Portland - Bangor Waste Oil Services sites in Wells and Plymouth, Maine. (Applications related to Wells are no longer being accepted. Applications related to Plymouth are currently closed.)

Revenue Obligation Securities Program (non-recourse)

This program provides manufacturing and 501(c)(3) borrowers with access to FAME issued tax-exempt bond financing and is ideally suited for a borrower that proposes to arrange its own credit enhancement.

Secondary Market Taxable (SMART) Bond Program

(Credit-Enhanced Taxable Bond)

This program provides taxable bond financing on loans for real estate, machinery and equipment acquisitions in conjunction with FAME's Loan Insurance Program.

Secondary Market Tax-Exempt (SMART-E) Bond Program

(Credit-Enhanced Tax-Exempt Bond)

This program provides tax-exempt bond financing for manufacturing borrowers in conjunction with FAME's Loan Insurance Program.

For more information on any of these programs, please contact FAME.

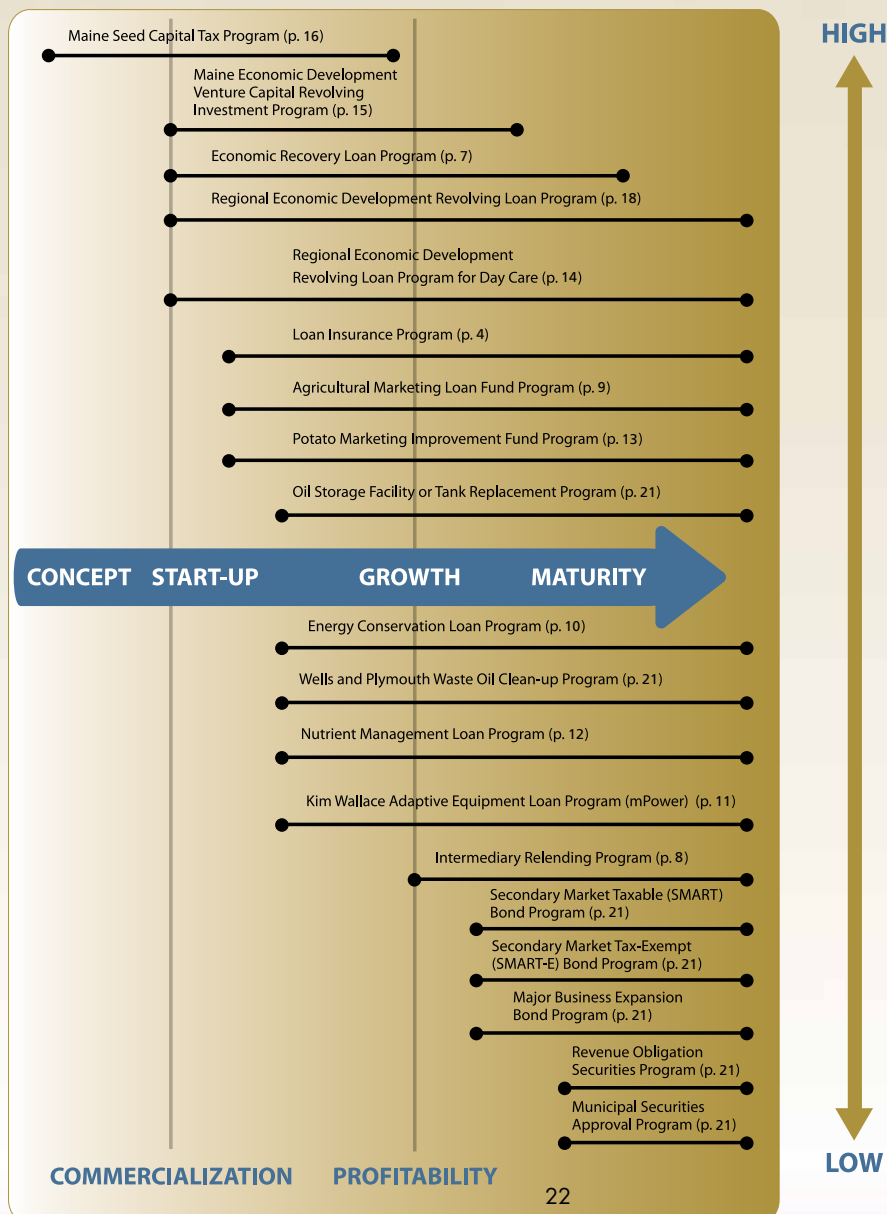


The Business Life Continuum

This chart depicts the stages of a company's financial progress. It illustrates the various FAME financing programs available based on the risk associated with that stage in a company's life.

At one end of the continuum are programs to support early-stage, high-risk companies with little or no sales. At the other end of the continuum are low-interest debt programs that work well for established companies with good track records of generating sales and income.

RISK



Business & Education at Work for Maine



5 Community Drive
PO Box 949
Augusta, Maine 04332-0949
www.fammaine.com

207.623.3283
1.800.228.3734
FAX: 207.623.0095
TTY: 207.626.2717

Questions? Call 1-800-228-3734