

FAME Direct Loan: Flexibility to Get Your Deals to "Yes!"

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Your Webinar Host



Charlie Emmons

Finance Authority of Maine

cemmons@FAMEmaine.com

207-623-3510

FAMEmaine.com



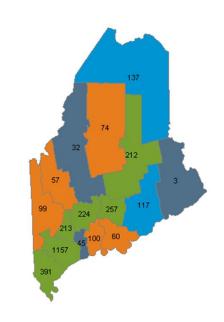


Supporting Jobs for Maine Residents

FAME Total Jobs Created and Retained By County FY2018

In Fiscal 2018:

- FAME supported the issuance of \$66.5 million in debt;
- Impacted 250 businesses in every Maine county; and
- Created and/or retained nearly 3,400 jobs!







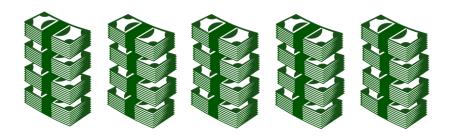
- Since it's founding in 1983, partnered to deploy over \$2 billion in loans and equity capital
- Created and/or retained nearly 100,000 jobs across all of Maine's major industries

S2 BILLION
IN LOANS & EQUITY CAPITAL

NEARLY

100,000 JOBS

CREATED AND/OR RETAINED







FAME Direct Loan Background

- First established in 1993 as the Economic Recovery Loan Program
- Direct loans to assist Maine businesses to start-up, remain viable, or improve productivity
- \$88 million in direct loans since 1993
- 25,500 Maine jobs retained and/or created since program inception





FAME Direct Loan Working in Partnership

- Offers flexibility to the Borrower and to other Lending Partners through local officers
- Reduces lender risk
- Provides another tool in lender tool box
- Can be subordinated debt in the capital stack
- Can be used in earlier business life cycle stages
- Made in conjunction with FAME's CLI and other agencies' programs

Our goal is to get to "Yes!"



FAME Direct Loan

Features

- \$1,000,000 maximum loan amount
- Five year term
- Fixed rate of WSJP + 2%
- 1% first year commitment fee
- Job creation/retention a plus but is not a requirement
- For businesses who've been unable to secure funding elsewhere
- NOT A GRANT PROGRAM!





FAME Direct Loan

Scenarios

- 1. Using FAME Direct Loan as part of a funding package/capital stack
- 2. How other agencies use FAME Direct Loan to close gaps (CEI, MTI, EMDC, NMDC, etc.)
- 3. How businesses unable to secure funding via other sources can use FAME Direct Loan
- 4. **NEW!** Using FAME Direct Loan for start ups



FAME Direct Loan

At FAME,

it's easier to get a credit approval

than a credit denial.

We're here to help you get to "Yes!"



Business Life Cycle

CONCEPT START-UP GROWTH MATURITY

Maine Seed Capital Tax Credit Program (p. 410) • •

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 life cycle are programs to support early-stage companies with little or no sales.

At the other end of the life cycle are programs that work well for companies with track records of generating sales and income. While the chart illustrates the stage at which these programs typically enter the business life cycle, many programs can be used at various stages throughout the process.

- FAME Direct Loan (p. 300) • •
- Maine Rural Development Authority (p. 335) •
- Maine Venture Fund • •
 - Agricultural Marketing Loan Fund (p. 340) • • •
 - ▶ Potato Marketing Improvement Fund (p. 345) • • • •
 - Nutrient Management Loan Program (p. 350) •
 - Dairy Improvement Fund (p. 355) • •
 - Commercial Loan Insurance (pp. 200–205) • •
 - ▶▶ Regional Economic Development Revolving Loan Program (p. 320) ●
 - Maine New Markets Capital Investment Program (p. 405) •
 - Revenue Obligations Securities Program (p. 505)
 - Municipal Securities Approval Program (p. 510) •



Our Team



Jennifer CummingsDirector of Business Programs



Roxanne Broughton
Commercial Loan Officer



Matthew Lindquist
Commercial Loan Officer



Karen Kunesh
Commercial Loan & Workout Officer



Kim Getchell
Commercial Loan Officer



Charlie Emmons
Senior Commercial Loan
Officer — Emeritus

207-623-3263 • 1-800-228-3734
FAMEmaine.com
Business@FAMEmaine.com

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Thank You