



FAME Direct Loan: Flexibility to Get Your Deals to “Yes!”

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Your Webinar Host



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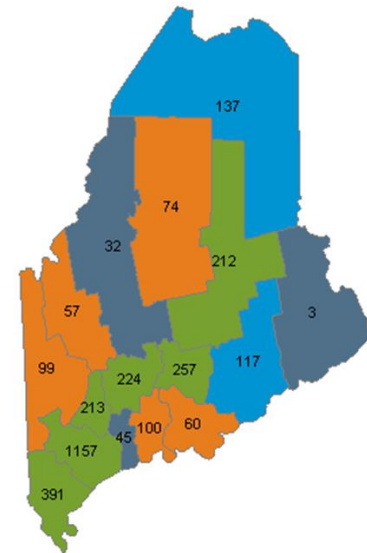
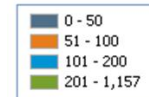
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Supporting Jobs for Maine Residents

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!

FAME Total Jobs Created and Retained By County FY2018



- 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

OVER

\$2 BILLION

IN LOANS & EQUITY CAPITAL



NEARLY

100,000 JOBS

CREATED AND/OR RETAINED



Works for ME ✓

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!"

Works for ME ✓

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

At FAME,
it's easier to get a credit approval
than a credit denial.

We're here to help you get to *“Yes!”*



- Municipal Securities Approval Program (p. 510) ● ●

HIGHER RISK <----- RISK CONTINUUM -----> LOWER RISK



Jennifer Cummings
Director of Business Programs



Roxanne Broughton
Commercial Loan Officer



Matthew Lindquist
Commercial Loan Officer



Karen Kunesh
Commercial Loan & Workout Officer



Kim Getchell
Commercial Loan Officer



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Senior Commercial Loan
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Works for ME ✓

Thank You