# BUSINESS LOAN PROGRAM MATRIX

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<tbody>
<tr>
<td>Use of Funds</td>
<td>Acquisition of commercial land/buildings, purchase of machinery/equipment, site/tenant improvements, working capital, soft costs</td>
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<td>Commercial façade improvements to include items such as ingress, egress, lighting, signage, etc.</td>
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<td>Acquisition of commercial land/buildings, site/tenant improvements, purchase of machinery/equipment, debt restructuring, soft costs</td>
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<tr>
<td>Financing Amount</td>
<td>$5,000-$25,000</td>
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<td>$20,000-$100,000</td>
<td>$100,000-$5 million</td>
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| Financing Structure (% of Project Cost)                                      | 10% equity preferred                                                             | 10% equity preferred                                                             | 50% of project costs, not to exceed $50,000 | 50% of project costs, not to exceed $50,000                                           | 50% of project costs, not to exceed $100,000 | Borrower equity: 0-30%
Grow America Fund: 70-100%                                                   |
| Loan Term, Amortization Period                                               | 5- to 7-year term                                                                | Amortized up to 14 years based on asset life and up to 7 years for working capital – all with a 5 year call | 5-year term. Amortized up to 10 years | 5-year term. Amortized up to 10 years | 5-year term. Amortized up to 10 years | Up to 25 years based on asset life; up to 10 years for working capital          |
| Interest Rate                                                                | The lower of 4% or 75% of prime rate                                             | The lower of 4% or 75% of prime rate                                             | 3% fixed                                 | 2% fixed                                  | 10-year US Treasury Note plus 1%                                              | Negotiated, range from below prime to prime + 1.75%                               |
| Fees (% of Loan)                                                             | Non-refundable $50 application fee, closing costs and 1% loan fee paid at closing | Non-refundable $150 application fee, closing costs and 1% loan fee paid at closing | 1% of loan plus closing costs           | 1% of loan plus closing costs                                                        | 1% of loan plus closing costs                          | Variable guarantee fees plus closing costs                                        |
| Security                                                                     | Collateral and equity not required                                                | Collateral lender: Lien on fixed assets, personal guarantees from business owner(s) secure the loan. | Collateral lender: Lien on fixed assets, personal guarantees from business owner(s) secure the loan. | Collateral lender: Lien on fixed assets, personal guarantees from business owner(s) secure the loan. | Collateral lender: Lien on fixed assets, personal guarantees from business owner(s) secure the loan. | Flexible (not a collateral lender); personal guarantees or liens on assets |

- **Microloan Program**
  - Use of Funds: Acquisition of commercial land/buildings, purchase of machinery/equipment, site/tenant improvements, working capital, soft costs
  - Financing Amount: $5,000-$25,000
  - Financing Structure (% of Project Cost): 10% equity preferred
  - Loan Term, Amortization Period: 5- to 7-year term
  - Interest Rate: The lower of 4% or 75% of prime rate
  - Fees (% of Loan): Non-refundable $50 application fee, closing costs and 1% loan fee paid at closing
  - Security: Collateral and equity not required

- **Small Business Loan**
  - Use of Funds: Acquisition of commercial land/buildings, purchase of machinery/equipment, site/tenant improvements, working capital, soft costs
  - Financing Amount: $25,000-$500,000
  - Financing Structure (% of Project Cost): 10% equity preferred
  - Loan Term, Amortization Period: Amortized up to 14 years based on asset life and up to 7 years for working capital – all with a 5 year call
  - Interest Rate: The lower of 4% or 75% of prime rate
  - Fees (% of Loan): Non-refundable $150 application fee, closing costs and 1% loan fee paid at closing
  - Security: Collateral lender: Lien on fixed assets, personal guarantees from business owner(s) secure the loan.

- **Business Façade Improvement Loan Program**
  - Use of Funds: Commercial façade improvements to include items such as ingress, egress, lighting, signage, etc.
  - Financing Amount: $5,000-$50,000
  - Financing Structure (% of Project Cost): 50% of project costs, not to exceed $50,000
  - Loan Term, Amortization Period: 5-year term. Amortized up to 10 years
  - Interest Rate: 3% fixed
  - Fees (% of Loan): 1% of loan plus closing costs
  - Security: Collateral and from business owner(s) secure the loan.

- **Fire Safety Loan Program**
  - Use of Funds: Commercial fire safety improvements approved by Tacoma Fire Department and not related to change in use of the building
  - Financing Amount: $5,000-$50,000
  - Financing Structure (% of Project Cost): 50% of project costs, not to exceed $50,000
  - Loan Term, Amortization Period: 5-year term. Amortized up to 10 years
  - Interest Rate: 2% fixed
  - Fees (% of Loan): 1% of loan plus closing costs
  - Security: Collateral and from business owner(s) secure the loan.

- **Historic Rehabilitation & Repair Loan Program**
  - Use of Funds: Rehabilitation, repair or adaptive reuse of Tacoma buildings listed on Tacoma Register of Historic Places
  - Financing Amount: $20,000-$100,000
  - Financing Structure (% of Project Cost): 50% of project costs, not to exceed $100,000
  - Loan Term, Amortization Period: 5-year term. Amortized up to 10 years
  - Interest Rate: 10-year US Treasury Note plus 1%
  - Fees (% of Loan): 1% of loan plus closing costs
  - Security: Collateral and from business owner(s) secure the loan.

- **Grow America Fund**
  - Use of Funds: Acquisition of commercial land/buildings, site/tenant improvements, purchase of machinery/equipment, debt restructuring, soft costs
  - Financing Amount: $100,000-$5 million
  - Financing Structure (% of Project Cost): Borrower equity: 0-30%
Grow America Fund: 70-100%
  - Loan Term, Amortization Period: Up to 25 years based on asset life; up to 10 years for working capital
  - Interest Rate: Negotiated, range from below prime to prime + 1.75%
  - Fees (% of Loan): Variable guarantee fees plus closing costs
  - Security: Flexible (not a collateral lender); personal guarantees or liens on assets