

## GENERAL GUIDELINES

The purpose of the Falcon Development Corporation Revolving Loan Fund (RLF) is to provide financing assistance for new and/or existing businesses, and/or retention of significant jobs with viable plans for making improvements, locating, or expanding, in the designated local development organization (LDO). Any loan made to a business must add new wealth, growth, and betterment to the designated LDO. The RLF may also be used to provide financing for community development and infrastructure improvements that would promote economic development in the LDO area, including the stimulation of growth through improved manufacturing or new technologies.

### **Eligible Development Projects Include:**

Retail/service, manufacturing, agribusiness, healthcare, alternative & renewable energy, environmental, technology-based, & distribution businesses.

For profit, non-profit, & under some circumstances, local units of government.

### **Other Loan Parameters Include:**

Must show affordable financing cannot be leveraged with other resources.

Must be matched on a 1:1 basis by a bank or other non-federal source.

1 full time equivalent (FTE) job must be created and/or retained for every \$20,000 of loan proceeds from the RLF.

Loan Size: \$10,000-\$100,000.

Interest Rates: 75% of prime.

Balloon Payments are sometimes utilized. Borrower can request extension.

Personal guarantees & collateral assignment of life insurance policies on principals may also be required.

Fees: 1% of proceeds at closing, closing fees, legal costs & filing fees.



Falcon Development Corporation

*Revolving Loan Fund Program*

## CHECKLIST FOR APPLICATION

**Completed RLF Application Form.** RLF Application can be found online at: [www.swrdc.org/economic-development/falcon-development-corporation/](http://www.swrdc.org/economic-development/falcon-development-corporation/)

**Personal Financial Statement** current within 90 days for each proprietor, partner or stockholder with 20% or more ownership.

**Business Plan** which includes **resumes** of the principals involved in the day-to-day management.

A **Balance Sheet and Income Statement** dated within 90 days of the application together with an aging of the accounts receivable and accounts payable listed.

A **projected, annualized Income Statement** for the first two (2) years after the loan with description of the assumptions attached.

A **Schedule of Debts** which includes the original date and amounts, monthly payments, interest rates, present balance owed, maturity, to whom payable and collateral securing the loan.

**Documentation providing expressed need for gap financing.** This could be provided by your lender in the form of a rejection letter or a letter stating maximum terms and conditions of their commitment.

**Corporate and Individual Income Tax Returns** for the last three (3) years.

A **schedule of any previous government financing** received by any principals or affiliated companies, including the name of the agency, original date and amount, outstanding balance, status of the loan, and collateral securing the loan.

The **names of affiliated** (through ownership or management control) **or subsidiary businesses** as well as the **last two fiscal year-end financial statements and a current financial statement** for each of these firms.

**Certification of Incorporation.**

**Corporate Resolution** authorizing the corporation to borrow money from the RLF.

A copy of **current or proposed lease** on buildings and/or equipment associated with the business.

**Key cost documents** (e.g. vendor quotes, contractor estimates, purchase agreements) associated with the project.

**\$150 Application Fee.**

## SUBMIT APPLICATION TO:

Falcon Development Corporation  
C/O SRDC  
2401 Broadway Avenue, Suite 1  
Slayton, MN 56172

Phone: 507-836-1638  
Fax: 507-836-8866  
Email: robin@swrdc.org