



**HENRY COUNTY
ILLINOIS
GUIDE
TO
BUSINESS
FINANCING**



sponsored by

**Henry County
Economic Development Partnership
Creative Images Center
Blackhawk State Bank
State Bank of Toulon
Community State Bank
Farmers State Bank of Western Illinois
First Federal Savings and Loan Association
Bank ORION
The State Bank of Annawan
Wells Fargo Bank Illinois, N.A.**

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!!STOP!!

DO NOT PROCEED WITHOUT HAVING COMPLETED...

The initial steps necessary to start-up or expand a business in Illinois:

- 1) FEASIBILITY STUDY** – Perhaps the most crucial problem you will face after expressing an interest in starting a new business or capitalizing on an apparent opportunity in your existing business is determining the feasibility of your idea. You should realize your personal limitations and seek to appropriate assistance where necessary (i.e. legal, marketing, financial). Few people have expertise in doing a feasibility study. A feasibility study involves gathering, analyzing and evaluating information by answering: “Should I go into business?” or “Should I consider an expansion?”. Answering either of these questions involves a preliminary assessment of both personal and project considerations. Financial statistics are available from most businesses, trade and industry associations, private companies, banks, universities, public libraries and government agencies.

- 2) BUSINESS PLAN** – Developing a business plan is another important item in starting a new business or tackling an expansion project. This is the second step in establishing the credibility of the venture. A business plan is a description of your proposed or existing business and should include information on the business’ products and/or services, markets, marketing, strategies, manufacturing procedures, ownership, management structure, needs (organizational, personnel and financial) and projections. A well prepared business plan serves two important functions. *First*, it is a basic management tool that helps guide the future direction of the company. *Second*, it is a mandatory document if you plan to seek business financing.

Information and assistance in completing the above steps is available through the following organizations:

Small Business Development Center

Black Hawk College
4703 16th Street, Suite G
Moline, IL 61265
(309) 797-7138
www.sbdc.bhc.edu

SCORE

Geneseo Chamber of Commerce
100 W. Main Street
Geneseo, IL 61254
(309) 944-2686
www.qconline.com/business/score



REVOLVING LOAN FUNDS

REVOLVING LOAN FUND

VILLAGE OF ATKINSON

The Village of Atkinson's Revolving Loan Fund (RLF) is financed by the Illinois Department of Commerce and Economic Opportunity. The RLF program is intended to assist in the creation of new and the expansion of existing businesses in the Village and to assist in resolving deficiencies in critical community facilities.

- **AREA SERVED.** Funds must be utilized for facilities located within the Village or to be located (through new construction or annexation) within the Village.
- **LOAN USES.** Acquisition of land; construction, expansion, renovation, modernization, machinery and equipment.
- **COLLATERAL.** Required. The Village is willing to subordinate to other lenders.
- **FEES.** No application or loan origination fees.
- **INTEREST RATE AND TERMS.** The rate may vary depending on need, term or duration of loan, security and risk of loan. The term of the loan shall not exceed 10 years.
- **JOB CREATION.** (Maximum public money per job created/retained). A minimum of one permanent job shall be created or retained in the Village for each \$10,000 of RLF loan excluding any business which provides as needed community service.
- **PERSONAL GUARANTY.** Required.
- **PROCESSING TIME.** Undetermined.
- **PROJECT SIZE.** The amount of any single loan from the RLF shall not be less than \$1,000 nor more than \$40,000 expecting non-profit businesses providing community services.

CONTACT

Carolyn Jiles
Village of Atkinson
107 S. State Street
Atkinson, Illinois 61235
(309) 936-7658

REVOLVING LOAN FUND

CITY OF GENESEO

The City of Geneseo's Revolving Loan Fund (RLF) is financed by the Illinois Department of Commerce and Economic Opportunity. The RLF program makes low-interest loans to businesses/industries who are creating and retaining permanent jobs for low to moderate income persons, and who are in need of financing project gaps and leverage of private financial investment. The RLF program offers a low fixed interest rate, flexible term gap financing and a subordinate security position. Refinancing of existing assets or speculative ventures are not eligible uses of the funds.

- **AREA SERVED.** Incorporated limits of the City of Geneseo
- **LOAN USES.** Acquisition of land; construction, reconstruction, installation or rehabilitation of commercial or industrial buildings and working capital expenses limited to: inventory, employee salaries, general operational expenses and advertising/marketing expenses.
- **COLLATERAL.** Required. The City is willing to subordinate to other lenders.
- **FEES.** One hundred dollar (\$100.00) fee per application may be charged from cooperating banks who assist in processing the application.
- **INTEREST RATE AND TERM.** A minimum of four points below the current treasury bill rate for loans of similar amount and term, however, no interest shall be less than 3.5%. The term of the loan shall not exceed ten (10) years.
- **JOB CREATION.** (Maximum public money per job created/retained). One permanent full-time position or two-part time positions must be created or retained for each seven thousand five hundred dollars (\$7,500) borrowed. A minimum of fifty-one percent (51%) of jobs created or retained must benefit low to moderate income persons.
- **PERSONAL GUARANTY.** Required.
- **PROCESSING TIME.** Approximately 14 days after submission.
- **PROJECT SIZE.** RLF participation may not exceed twenty five percent (25%) of the project cost to maximum of \$50,000.

CONTACT

Eric Wiederhold
City of Geneseo
101 S. State Street
Geneseo, Illinois 61254
(309) 944-0905

REVOLVING LOAN FUND

CITY OF KEWANEE

The City of Kewanee's Revolving Loan Fund (RLF) program was originated by funds from the Illinois Department of Commerce and Economic Opportunity. The RLF program offers low interest loans to businesses for expansion or start-up, in order to create and retain primary jobs within the City of Kewanee. The Revolving Loan Fund targets manufacturing and distribution businesses, as well as headquarters or regional office operations. To be granted, a loan must have the approval of the KEDC Revolving Loan Fund Committee, the KEDC Board of Directors, and the City Council of Kewanee.

- **AREA SERVED.** City of Kewanee.
- **LOAN USES.** Land acquisition, buildings, construction, expansion, renovation, modernization, machinery and equipment.
- **COLLATERAL.** Required. General security agreement.
- **FEES.** No application or loan origination fees.
- **INTEREST RATE AND TERM.** Typically between 3% and 6%; five years.
- **JOB CREATION.** (Maximum public money per job created/retained). \$8,000 per job. Businesses must commit to make available 51% of the permanent jobs created to individuals from low to moderate income households.
- **PERSONAL GUARANTY.** May be required.
- **PROCESSING TIME.** 30 to 60 days.
- **PROJECT SIZE.** No minimum or maximum project size. No more than 50% of the cost of each project can be financed by RLF monies.

CONTACT

Bill Price
Executive Director
Kewanee Economic
Development Corporation
307 N. Main Street
Kewanee, IL 61443
(309) 853-5000

RURAL REVOLVING LOAN FUND

HENRY COUNTY

The Rural Revolving Loan Fund (RRLF) was established in February, 1991 and is available to all communities located in Henry County, Illinois. The RRLF targets businesses that cannot obtain economically feasible financing because of conventional interest rates and lending/exposure limits applied by local lending institutions. The RRLF program is available to industrial, agricultural-related, commercial, light manufacturing and service industry businesses that are start-ups, expansions or retentions. Funds received from the RRLF may be used in conjunction with other loan programs, such as SBA 504, State of Illinois economic development loans, financial institutions and private development group loan programs.

- **AREA SERVED.** Communities located in Henry County, Illinois.
- **LOAN USES.** Machinery and equipment, fixed assets, working capital.
- **COLLATERAL.** Required. Henry County is willing to subordinate to other lenders.
- **FEES.** Minimum application fees apply.
- **INTEREST RATE AND TERM.** Ranging from 4 points below prime rate to prime rate. Minimum interest rate allowed is 4%; The term of the loan ranges from 5-10 years.
- **JOB CREATION.** (Maximum public money per job created/retained) \$10,000 per job; jobs should be created within a 24 month period.
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 45 to 90 days.
- **PROJECT SIZE.** Minimum loan amount of \$10,000; Maximum loan amount of \$100,000 or 30% of the total project costs, whichever is less; 2:1 private to public financing required.

CONTACT

Lori Merrill,
Administrator
Henry County Rural
Revolving Loan Fund
Henry County Courthouse
307 W. Center Street
Cambridge, Illinois 61238
(309) 937-3410

TITLE IX

REVOLVING LOAN FUND

ILLINOIS DEVELOPMENT FINANCE AUTHORITY

The Illinois Development Finance Authority (IDFA) Title IX Revolving Loan Fund provides low-cost loans to Illinois manufacturing businesses that cannot obtain sufficient financing through conventional sources. Funds are available to any manufacturer located in areas declared eligible for Title IX assistance by the Economic Development Administration (EDA).

- **AREA SERVED.** State of Illinois.
- **LOAN USES.** Purchase of land or building, machinery and equipment.
- **COLLATERAL.** Required.
- **FEES.** \$100 non-refundable application fee is due when the application is submitted. A \$450 loan commitment fee is due at the time of the loan closing.
- **INTEREST RATE AND TERM.** Fixed rate of 7.50%
- **JOB CREATION.** (Maximum public money per job created/retained) N/A.
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 30 to 45 days.
- **PROJECT SIZE.** Maximum loan amount is \$100,000 or 30% of the project costs, whichever is less.

CONTACT

Illinois Department
Finance Authority
Jim Senica, Regional Director
124 S.W. Adams, Suite 300
Peoria, IL 61602
(309) 495-5959



LOW INTEREST LOANS

CAMBRIDGE MAIN STREET COOPERATIVE INTEREST BUYDOWN PROGRAM

The purpose of the Cambridge Main Street Cooperative Interest Buydown Program (CIBP) is to assist Cambridge area businesses and property owners in improving their commercial property to positively enhance the structures and make them more economically viable. In addition, the program is available to prospective businesses wishing to start a new business enterprise in the Cambridge area.

- **AREA SERVED.** Village of Cambridge.
- **LOAN USES.** Interior and exterior building improvements for any commercial business property, including but not limited to the following: windows, doors, tuckpointing, painting, signage, awnings, fire alarm systems, interior structural remodeling, electrical, energy conservation measures, heating and cooling.
- **COLLATERAL.** Required.
- **FEES.** No application or loan origination fees.
- **INTEREST RATE AND TERM.** Bank cost of funds less buydown. Buydown varies from 1.50% to 3.00% depending on location of the project. Interest rate will be subsidized for 5 years. If amortization is greater than 5 years, a balloon will be used to adjust to market rates at the end of 5 years. Maximum amortization is 15 years (greater is over \$25,000).
- **PROJECT SIZE.** Maximum loan amount is \$25,000. Any request greater than \$25,000 will be considered but subject to approval of the respective buydown participants.

CONTACT

**Mark Johnson
or Martin Morey
BankORION
201 N. Prospect Street
P.O. Box 108
Cambridge, Illinois 61238
(309) 937-3341**

KEWANEE CHAMBER OF COMMERCE COMMERCIAL REHABILITATION LOAN PROGRAM

The Commercial Rehabilitation Loan Program was designed to repair, renovate and rehabilitate business properties. The program is available to any new or existing business in the City of Kewanee. However, businesses operated out of a personal residence are not eligible.

- **AREA SERVED.** Must be located within the Kewanee Enterprise Zone.
- **LOAN USES.** Interior and exterior building renovation and remodeling.
- **COLLATERAL.** Required.
- **FEES.** No application or loan origination fees.
- **INTEREST RATE AND TERM.** One half point under prime as stated in the Wall Street Journal at the time of the loan; the rate is adjusted annually. Loan term is up to ten (10) years.
- **PROJECT SIZE.** Minimum loan amount \$2,500; Maximum loan amount \$25,000.

CONTACT

Mark Mikenas
Executive Vice President
Kewanee Chamber
of Commerce
113 E. Second Street
Kewanee, IL 61443
(309) 852-2175

MAIN STREET ORION

COOPERATIVE INTEREST

BUYDOWN PROGRAM

The purpose of the Main Street Orion Cooperative Interest Buydown Program (CIBP) is to assist Orion area businesses and property owners in improving their commercial property to positively enhance the structures and make them more economically viable. In addition, the program is available to prospective businesses wishing to start a new business enterprise in the Orion area.

- **AREA SERVED.** Any commercial business property located within the Orion Chamber of Commerce geographic area (Orion, Osco, Andover, Lynn Center).
- **LOAN USES.** Interior and exterior building improvements, including but not limited to the following: windows, doors, tuckpointing, painting, signage, awnings, fire alarm systems, interior structural remodeling, electrical, energy conservation measures, heating and cooling
- **COLLATERAL.** Required.
- **FEES.** No application or loan origination fees.
- **INTEREST RATE AND TERM.** Bank cost of funds less 4.50% (approximately 1.50% today). Buydown varies from 1.50% to 4.50% depending on location of the project. Interest Rate will be subsidized for 5 years. If amortization is greater than 5 years, a balloon will be used to adjust to market rates at the end of 5 years. Maximum amortization is 15 years (greater is over \$25,000).
- **PROJECT SIZE.** Maximum loan amount is \$25,000/project. Any request greater than \$25,000 will be considered but subject to approval of the respective buydown participants.

CONTACT

Jim Dingman
BankORION
1114 4th Street
P.O. Box 9
Orion, IL 61273
(309) 526-8011



DIRECT GOVERNMENT ASSISTED PROGRAMS

**INCLUDING
PARTICIPATIONS AND GUARANTEES**

PARTICIPATION LOAN PROGRAM ILLINOIS DEPARTMENT OF COMMERCE AND ECONOMIC OPPORTUNITY

The Participation Loan Program provides economic development assistance to Illinois businesses which will provide employment opportunities for Illinois Citizens. Any approved lender in Illinois may apply to the department for a loan participation on behalf of any for-profit small business operating in Illinois. Department funds cannot be used for debt refinancing or contingency funding.

- **AREA SERVED.** Any for-profit small business operating in the State of Illinois which has, including its affiliates, fewer than 500 full-time employees is eligible.
- **LOAN USES.** Funds can be used for the purchase and installation of machinery and equipment, working capital, purchase of land, construction or renovation of buildings. Funds cannot be used for debt refinancing or contingency funding.
- **COLLATERAL.** DCEO prefers shared position with primary lender. If not possible, DCEO will accept second lien position to primary lender.
- **FEES.** N/A
- **INTEREST RATE AND TERM.** The lender will set the interest rate to the borrower. The department will negotiate the interest rate to the lender based on the terms and risk of the loan.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Yes
- **PROCESSING TIME.** 30 to 60 days. The lender is expected to close the loan as expeditiously as possible, usually within 30 days, after receiving the department's approval of a loan participation.
- **PROJECT SIZE.** A business may apply for a loan of not less than \$10,000 nor more than \$750,000. Loans shall not exceed 25% of the total project.

CONTACT

**Illinois Department of Commerce
& Economic Opportunity
620 E. Adams
Springfield, IL 62701
(217) 782-3891**

MINORITY, WOMEN AND DISABILITY PARTICIPATION

ILLINOIS DEPARTMENT OF COMMERCE AND ECONOMIC OPPORTUNITY

The Minority, Women and Disability Participation is a variation of the Participation Loan Program designed to enhance the lender's flexibility in providing economic development assistance to Illinois businesses owned and managed by persons who are minorities, women or have disabilities. A business concern must be at least 51 percent owned by one or more minority, woman or disabled person and the management and daily operations of the business are controlled by one or more of the minority, women or disabled persons who own it. Department funds cannot be used for debt refinancing or contingency funding.

- **AREA SERVED.** Any for-profit small business operating in the State of Illinois which has, including its affiliates, fewer than 500 full-time employees and meets the criteria of a minority, woman or disabled owned business. A minority, woman or disabled owned business is a business which is at least 51% owned by one or more minorities, women or disabled persons and the management and daily operations of the business are controlled by one or more of the minorities, women or disabled persons who own it. A minority shall mean a person who is a citizen of the United States, and who is African American, Hispanic, Asian-American, American Indian or Alaskan Native. Disabled shall mean a person with a physical or mental impairment that substantially limits one or more of the major life activities of an individual.
- **LOAN USES.** Funds can be used for the purchase and installation of machinery and equipment, working capital, purchase of land, construction or renovation of buildings.
- **COLLATERAL.** DCEO prefers shared position with primary lender. If not possible, DCEO will accept second lien position to primary lender.
- **FEES.** N/A
- **INTEREST RATE AND TERM.** The lender will set the interest rate to the borrower. The Department will negotiate the interest rate to the lender based on the terms and risk of the loan.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Yes
- **PROCESSING TIME.** 30 to 60 days. The lender is expected to close loan as expeditiously as possible, usually within 30 days, after receiving the department's approval of a loan participation.
- **PROJECT SIZE.** A business may apply for a loan up to \$50,000 or 50% of the total project. The lender will be required to retain at least 50 percent of the amount of its loan.

CONTACT

Illinois Department of Commerce
& Economic Opportunity
620 E. Adams
Springfield, IL 62701
(217) 782-3891

PARTICIPATION LOAN PROGRAM

ILLINOIS DEVELOPMENT FINANCE AUTHORITY

The Illinois Development Finance Authority (IDFA) assists banks in lending to Illinois businesses that create or retain jobs by purchasing loan participations. Through this program the Authority will purchase up to \$300,000 or 50% participation, whichever is less, directly from the bank.

- **AREA SERVED.** State of Illinois.
- **LOAN USES.** Purchase of land or buildings, construction or renovation of buildings, and acquisition of machinery and equipment.
- **COLLATERAL.** Shared first lien position with the bank.
- **FEES.** No IDFA fees. Participating banks may retain 50 basis points as a servicing fee, but the remaining 100 basis points (150 is SBA guaranteed) must be passed along to the borrower.
- **INTEREST RATE AND TERM.** Interest rate will be 150 basis points below the rate charged to the borrower by the bank, resulting in a lower blended interest rate on the loan. If the loan carries an SBA 7(a) guarantee, an additional 50 basis points may be subtracted from the bank lending rate. Maximum term is 10 years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 30 to 45 days.
- **PROJECT SIZE.** Maximum participation is \$300,000 or 50% of the loan amount, whichever is less.

CONTACT

**Jim Senica, Regional Director
Illinois Development
Finance Authority
124 SW Adams, Suite 300
Peoria, IL 61602
(309) 495-5959**

MICROLOAN PROGRAM

ILLINOIS DEVELOPMENT FINANCE AUTHORITY

The Illinois Development Finance Authority (IDFA) provides small businesses with loans to assist in start-up or expansion projects. The microloan program is designed to assist those businesses or individuals that do not have access to conventional loans.

- **AREA SERVED.** State of Illinois.
- **LOAN USES.** Purchase of fixed assets, inventory and working capital.
- **COLLATERAL.** Required. Subordinate position may be accepted.
- **FEES.** \$100 non-refundable application fee is due when the application is submitted. A \$225 loan commitment fee is payable to IDFA at the time the Board approves the transaction and a \$225 loan servicing fee is due at the loan closing.
- **INTEREST RATE AND TERM.** Fixed interest rate of 10.75%. Term of loan is three (3) years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 45 days.
- **PROJECT SIZE.** Maximum loan amount is \$25,000.

CONTACT

**Jim Senica, Regional
Director
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124 SW Adams, Suite 300
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(309) 495-5959**

ECONOMIC DEVELOPMENT BONDS

ILLINOIS DEVELOPMENT FINANCE AUTHORITY

The Illinois Development Finance Authority (IDFA) issues both tax-exempt and taxable economic development bonds to promote economic development and to finance projects in the State of Illinois which will create jobs for Illinois residents. The tax-exempt industrial revenue bond program offers tax-exempt industrial development financing for manufacturing enterprises. The program is designed to enable small to medium-sized manufacturing companies to obtain long term loans for capital needs at lower interest rates than conventional sources. The taxable revenue bond program offers taxable revenue bond financing for commercial enterprises that are not eligible for tax-exempt financing. Borrowers can include businesses, entrepreneurs or real estate developers.

- **AREA SERVED.** State of Illinois.
- **LOAN USES.** **Tax-exempt bonds:** manufacturing facility's purchase of land (up to 25%); machinery and equipment for manufacturing facilities; facility acquisition, construction or renovation. **Taxable bonds:** warehouse/distribution facilities; hotels, office buildings and shopping centers; other commercial, non-manufacturing projects.
- **COLLATERAL.** First lien position on project assets.
- **FEES.** Issuance costs up to 2 percent of the bond amount can be financed through IDFA's programs.
- **INTEREST RATE AND TERM.** Interest rates on tax-exempt and taxable loans may be at a variable or fixed rate. Tax-exempt bonds: fixed or floating rates below prime available. Taxable rates are higher than tax-exempt rates. Tax-exempt loans for equipment may carry terms of up to 10 years, depending on the length of IDFA's letter of credit. Real estate loans can have initial terms of up to 10 years; upon renewal of the letter of credit, the final maturity of real estate loans can be extended beyond the initial 10-year term.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** Project applications normally receive initial approval in 30-45 days.
- **PROJECT SIZE.** **Tax-exempt bonds:** 100% of total project costs can be financed (up to \$10 million). **Taxable bonds:** no restrictions on loan size. Up to 20% owner equity required. There is no legal minimum size for individual borrowings, but because of issuance costs, loans of less than \$1 million are not cost effective.

CONTACT

**Illinois Development Finance Authority
Jim Senica, Regional Director
124 S.W. Adams, Suite 300
Peoria, IL 61602
(309) 495-5959**

RURAL DEVELOPMENT LOAN PROGRAM

ILLINOIS DEVELOPMENT FINANCE AUTHORITY

Illinois Development Finance Authority (IDFA) Direct Loan Fund, in participation with the Farmers Home Administration's Intermediary Relending Program, will finance business facilities and community development projects in rural areas. Applicants must demonstrate that conventional financing was not available. The applicant must also demonstrate the ability to repay the debt.

- **AREA SERVED.** Businesses in rural Illinois communities with population of less than 25,000.
- **LOAN USES.** Purchase of land or buildings, building construction and renovation, machinery and equipment.
- **COLLATERAL.** Second position to primary lender.
- **FEES.** \$100 non-refundable application fee is due when the application is submitted. A \$225 loan commitment fee is payable to IDFA at the time the Board approves the transaction and a \$225 loan servicing fee is due at the loan closing.
- **INTEREST RATE AND TERM.** Fixed interest rate of 6%. Loan maturities match the life of the asset, up to 10 years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 30 to 45 days for loan approval.
- **PROJECT SIZE.** Maximum loan is \$150,000 or 75 percent of the project cost, whichever is less.

CONTACT

Illinois Development
Finance Authority
Jim Senica, Regional Director
124 S.W. Adams, Suite 300
Peoria, IL 61602
(309) 495-5959

BUSINESS AND INDUSTRIAL GUARANTEED LOANS

USDA RURAL DEVELOPMENT

The Rural Economic and Community Development (RECD) guarantees loans to businesses and industries to benefit rural areas. A primary purpose of the Business and Industrial Guaranteed Loan program is to create and maintain employment and improve the economic and environmental climate in rural communities. It is different from other RECD loan programs because the inability to obtain credit elsewhere is not a requirement. RECD ordinarily requires a local lender to be the lead lender.

- **AREA SERVED.** All areas in Illinois other than cities with more than 50,000 population and the urban areas that surround them (as designated by the Census Bureau).
- **LOAN USES.** Business and industrial construction and renovation; purchase or land and buildings; machinery and equipment; pollution control; start-up costs and working capital; pollution control and abatement; feasibility studies; some refinancing of debts for sound projects under certain conditions.
- **COLLATERAL.** Determined on an individual project basis.
- **FEES.** The guarantee fee is 2% of the guaranteed portion of the loan; this is a one-time fee paid by the lender and may be passed on to the borrower. There is also a 0.25% annual servicing fee.
- **INTEREST RATE AND TERM.** Interest rates are determined between the lender and borrower. RECD does not set a maximum rate, but it should be close to the national prime rate. Rates may be fixed, variable or multiple. Maximum maturities for business and industrial loans may be up to 30 years on land, buildings and permanent fixtures; up to 15 years or useful life on machinery and equipment; up to 7 years for working capital.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Yes.
- **PROCESSING TIME.** A preapplication, a letter jointly filed by the applicant and lender, sets forth the information required by the RECD. Preapplications cannot be accepted or processed unless a lender has agreed in writing to finance the proposal. If the preapplication is eligible, a loan specialist arranges an application conference. Following acceptance and fulfillment of the loan conditions, a Loan Note Guarantee will be issued.
- **PROJECT SIZE.** For loans up to \$5 million, the maximum RECD guarantee is 80%. For loans over \$5 million but under \$10 million, the maximum guarantee is 70%. For loans over \$10 million to the maximum of \$25 million, the guarantee is 60%.
- **EQUITY.** The minimum equity requirement is 20% for new businesses and 10% for existing businesses; higher equity may be required depending upon the nature or past history of the business.

CONTACT

Jeff DeSplinter

Area Office, USDA Rural Development

312 E. Backbone, Suite B

Princeton, IL 61356

(815) 875-8732, Extension 4

INDUSTRIAL REVENUE BONDS

QUAD CITIES REGIONAL ECONOMIC DEVELOPMENT AUTHORITY

The Quad Cities Regional Economic Development Authority (QCREDA) has established its Industrial Revenue Bonds program to assist manufacturing businesses with obtaining attractive financing. QCREDA issues tax-exempt revenue bonds on behalf of the manufacturing company. Since the bonds are tax-exempt the interest is exempt from federal income tax. Applications for the Industrial Revenue Bonds are reviewed and approved locally by the QCREDA's Board of Directors.

- **AREA SERVED.** Henry, Knox, Mercer and Rock Island Counties.
- **LOAN USES.** Land and building acquisition; building construction and renovation; machinery and equipment.
- **COLLATERAL.** Collateral position based upon the structure of each individual project.
- **FEES.** A non-refundable application fee of \$2000 is due when the application is submitted. An issuance fee of 80 basis points is due at closing. Cost of issuance funded from tax-exempt private activity bond proceeds are limited to 2.0%. The fees generally cannot exceed more than 1/8th of the yield on the bond.
- **INTEREST RATE AND TERM.** Rates are generally 2-3% below Prime Rate and may be fixed or variable. The interest rates are discounted to reflect Tax-Exempt status. Rates range well below conventional financing. The maturity of the bond can range from ten to thirty years.
- **JOB CREATION.** (Maximum public money per job created/retained). There are no fixed minimum job creation requirements, although some jobs have to be created.
- **PROCESSING TIME.** 60 to 90 days.
- **PROJECT SIZE.** Total project costs cannot exceed \$10 million.

CONTACT

**Andrew Hamilton, Executive Director
Quad Cities Regional Economic
Development Authority
1830 Second Avenue, Suite 200
Rock Island, IL 61201
(866) 325-7525**

QUASI-GUARANTEED TAXABLE REVENUE BONDS

QUAD CITIES REGIONAL ECONOMIC DEVELOPMENT AUTHORITY

The Quad Cities Regional Economic Development Authority (QCREDA) has established a Quasi-Guaranteed Taxable Revenue Bonds program to assist businesses with obtaining attractive financing. QCREDA issues taxable revenue bonds for commercial, industrial, transportation and recreational projects including warehouse distribution facilities, office buildings, shopping centers, etc. which are not eligible for tax-exempt financing. Applications for the Industrial Revenue Bonds are reviewed and approved locally by the QCREDA's Board of Directors.

- **AREA SERVED.** Henry, Knox, Mercer and Rock Island Counties.
- **LOAN USES.** Land and building acquisition; building construction and renovation; machinery and equipment.
- **COLLATERAL.** Collateral position based upon the structure of each individual project.
- **FEES.** A non-refundable application fee of \$2000 is due when the application is submitted. An issuance fee of 80 basis points is due at closing. An annual fee of 40 basis points on the declining balance is due on the anniversary date of the bond.
- **INTEREST RATE AND TERM.** Rates are generally 1-1.5% below Prime Rate or Moral Obligation Credit Enhancement and may be fixed or variable. The maturity of the bond can range from ten to thirty years.
- **JOB CREATION.** (Maximum public money per job created/retained). There are no fixed minimum job creation requirements, although some jobs have to be created.
- **PROCESSING TIME.** 60 to 90 days.
- **PROJECT SIZE.** Total project costs cannot exceed \$50 million.

CONTACT

Andrew Hamilton
Executive Director
Quad Cities Regional
Economic Development Authority
1830 Second Avenue, Suite 200
Rock Island, IL 61201
(866) 325-7525

SBA 7(a) GUARANTEED LOAN PROGRAM

U.S. SMALL BUSINESS ADMINISTRATION

The Federal Small Business Administration (SBA) 7(a) Program provides loans to small businesses unable to secure financing on reasonable terms through normal lending channels. The program operates through private-sector lenders that provide loans which are, in turn, guaranteed by the SBA. Eligible businesses include manufacturing, retailing and services, general contractors, specialized contractors and wholesaling.

- **AREA SERVED.** United States.
- **LOAN USES.** Working capital; machinery and equipment; purchase of land and buildings; renovation and construction of facilities.
- **COLLATERAL.** Required.
- **FEES.** SBA charges a guarantee fee for each loan. The amount of the fees are determined by the amount of the loan guarantee.
- **INTEREST RATE AND TERM.** Interest rates are negotiated between the borrower and lender. Interest rates may not exceed 2.25% over prime if the loan is for less than seven years and 2.75% over prime if the term is seven years or greater. Loan maturities: working capital – up to 7 years; machinery and equipment – up to 10 years; real estate – up to 25 years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A.
- **PERSONAL GUARANTY.** Required of any principal owning over 20% of the business.
- **PROCESSING TIME.** SBA preferred lenders receive loan approval within 7 to 10 days after a completed application is submitted. Non-preferred lenders generally receive SBA loan guarantee approval within four to six weeks.
- **PROJECT SIZE.** The 7(a) program can guarantee up to 80 percent of a bank loan if the loan is less than \$100,000. The SBA can guarantee up to 75 percent of loans in excess of \$100,000, up to a maximum SBA exposure of \$750,000.

CONTACT
LOCAL LENDING INSTITUTION
SBA PREFERRED LENDER
Wells Fargo Bank, Illinois, N.A.
Chrissy Eaker
121 W. First Street
Geneseo, IL 61254
(309) 944-1837

LOWDOC LOAN PROGRAM

U.S. SMALL BUSINESS ADMINISTRATION

LowDoc (low documentation) loans are based on a one-page application form for loans under \$150,000. This program makes SBA's basic business loan guarantee program more user-friendly. LowDoc relies heavily on a lender's experience and judgment of a borrower's credit history and character. The primary considerations are the borrower's willingness and ability to repay debts, as shown by his or her personal and business credit history, and by past or projected business cash flow.

- **AREA SERVED.** United States.
- **LOAN USES.** Funds can be used for the purchase of fixed assets for existing businesses, business start-up, or a business purchase.
- **COLLATERAL.** To secure the loan, the borrower must pledge available business and/or personally owned assets. Loans are not declined when inadequate collateral is the only unfavorable factor.
- **FEES.** SBA charges a guarantee fee for each loan. The amount of the fees are determined by the amount of the loan guaranty.
- **INTEREST RATE AND TERM.** Interest rates are negotiated between the borrower and lender. Interest rates may not exceed 2.25% over prime if the loan is for less than seven years and 2.75% over prime if the term is seven years or greater. Loan maturities: working capital – up to 7 years; machinery and equipment – up to 10 years; real estate – up to 25 years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A.
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 7 to 10 days after a completed application is submitted.
- **PROJECT SIZE.** The SBA LowDoc program can guarantee up to 80% of a bank loan if the loan is less than \$100,000. The SBA can guarantee up to 75 percent for loans over \$100,000 up to \$150,000.

CONTACT

LOCAL LENDING INSTITUTION
SBA PREFERRED LENDER
Wells Fargo Bank Illinois, N.A.
Chrissy Eaker
121 W. First Street
Geneseo, IL 61254
(309) 944-1837

SBA EXPRESS LOAN

U.S. SMALL BUSINESS ADMINISTRATION

The SBA Express Loan Program makes it easier and faster for lenders to provide small businesses with working capital loans of \$150,000 or less. SBA Express loans were designed to help small businesses startup or expand. To qualify for the program a business must meet the SBA's size standards. SBA Express loans are only available through a SBA Preferred Lender.

- **AREA SERVED.** United States.
- **LOAN USES.** Working Capital.
- **COLLATERAL.** Required.
- **FEES.** SBA charges a guarantee fee for each loan. The amount of the fees are determined by the term of the loan guarantee.
- **INTEREST RATE AND TERM.** Interest rates are negotiated between the borrower and lender. Interest rates may not exceed 2.25% over prime. The term of the loan generally does not exceed three (3) years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A.
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 7 to 10 days after a completed application submitted.
- **PROJECT SIZE.** The SBA can guarantee 50 percent of loans in amounts up to \$150,000.

CONTACT

**LOCAL LENDING INSTITUTION
SBA PREFERRED LENDER
Wells Fargo Bank Illinois, N.A.
Chrissy Eaker
121 W. First Street
Geneseo, IL 61254
(309) 944-1837**

SBA CERTIFIED DEVELOPMENT COMPANY (504) LOAN PROGRAM U.S. SMALL BUSINESS ADMINISTRATION

The SBA 504 Loan Program is an economic development lending program offered to small businesses for long-term, fixed asset financing. The program is capitalized through the sale of U.S. Small Business Administration-guaranteed bonds or debentures. Direct loans are available to small businesses from Certified Development Companies (CDCs).

- **AREA SERVED.** United States.
- **LOAN USES.** Fixed assets: acquisition of land and buildings, construction, expansion, renovation and modernization, and machinery and equipment.
- **COLLATERAL.** Required. Generally, the project assets being financed are used as collateral.
- **FEES.** Approximately 3% of SBA portion which may be financed with the loan. Additionally, borrower is required to pay all legal fees associated with issuing the debenture and closing the loan.
- **INTEREST RATE AND TERM.** Interest rates are set at disbursement and based on the rate set on the underlying debenture. Maturities of 10 to 20 years are available.
- **JOB CREATION.** (Maximum public money per job created/retained). \$35,000 per job, created within two years of funding.
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 60 to 90 days after the completed application is submitted.
- **PROJECT SIZE.** SBA's portion of the project: \$50,000 minimum; \$750,000 maximum (40% of total project).

CONTACT

**LOCAL LENDING INSTITUTION
SBA PREFERRED LENDER
Wells Fargo Bank Illinois, N.A.
Chrissy Eaker
121 W. First Street
Geneseo, IL 61254
(309) 944-1837**

SBA CAPLINES LOAN PROGRAM

U.S. SMALL BUSINESS ADMINISTRATION

The SBA CAPLines Loan Program is an umbrella program under which the SBA helps small businesses meet their short-term and cyclical working capital needs. The CAPLine loans can be short-term loans or revolving lines of credit. There are four short-term working capital loan programs: Seasonal Line, Contract Line, Builders Line, Standard Asset-Based Line. The SBA CAPLine program will guarantee a percentage of the principal and interest of a bank loan.

- **AREA SERVED.** United States.
- **LOAN USES.** Working Capital.
- **COLLATERAL.** Required. Generally, inventory and accounts receivable are pledged as collateral.
- **FEES.** SBA charges a guarantee fee for each loan. The amount of the fees are determined by the amount of the loan guaranty.
- **INTEREST RATE AND TERM.** Interest rate is negotiated with the lender, the interest rate can be up to 2.25 percent over the prime rate. The maximum term allowed is five (5) years.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A
- **PERSONAL GUARANTY.** Required by all principals owning 20% or more of the business.
- **PROCESSING TIME.** 60 to 90 days.
- **PROJECT SIZE.** SBA can guarantee up to 80% of loans of \$100,000 or less, and 75% of loans above \$100,000; maximum guarantee of \$750,000.

CONTACT

**LOCAL LENDING INSTITUTION
SBA PREFERRED LENDER
Wells Fargo Bank Illinois, N.A.
Chrissy Eaker
121 W. First Street
Geneseo, IL 61254
(309) 944-1837**



INDIRECT GOVERNMENT ASSISTED PROGRAMS

ILLINOIS COMMUNITY DEVELOPMENT ASSISTANCE PROGRAM

ILLINOIS DEPARTMENT OF COMMERCE AND ECONOMIC OPPORTUNITY

The Community Development Assistance Program (CDAP) is a grant program funded through the U.S. Department of Housing and Urban Development that assists Illinois communities by providing grants to local governments to help them in financing economic development projects, public facilities and housing rehabilitation. The program is targeted to assist low to moderate income people by creating job opportunities and improving the quality of their living environment. Only townships, communities and counties with populations under 50,000 may apply for CDAP funding. A grant is made to the local unit of government who then loans the funds to the business. Grant types available are Economic Development, Emergency Public Facilities, Housing-Single Family Owner Occupied, Planning Assistance, Public Facilities Construction and Design Engineering and Mobility and Accessibility Rehabilitation Supplement (MARS).

- **Economic Development.** Grant funds of up to \$750,000 may be available for loan by a local government to businesses locating or expanding in the community. Funds may be used for machinery and equipment, working capital, building construction and renovation. Grants may also be available for improvements to public infrastructure in direct support of a business that would create and/or retain jobs in the community. Applications may be submitted at any time.
- **Emergency Public Facilities.** When emergencies strike, communities may apply for grant funds up to \$100,000 to undertake projects that improve public infrastructure and eliminate conditions detrimental to health, safety and public welfare. The funding priority for the component is water, sanitary and storm sewer projects. Applications may be submitted at any time.
- **Housing-Single Family Owner Occupied.** To provide safe and sanitary living conditions for low-to-moderate income residents of their communities, local governments may request grant funds up to \$400,000. These grants are used to upgrade existing housing stock in the communities. **Applications are judged competitively and have a due date.**
- **Planning Assistance.** Local Governments may request grant funds up to \$25,000 for a variety of planning activities such as studies, analyses, data gathering, identification of implementation actions and preparation of specific plans. Projects which address problems of a health and safety nature, such as water or sewer problems, are a funding priority under this component. **Applications are judged competitively and have a due date.**
- **Public Facilities Construction and Design Engineering.** Local governments needing to improve public infrastructure and eliminate conditions detrimental to public health, safety and public welfare may request grants up to \$200,000 for Design Engineering and \$400,000 for Public Facilities to undertake projects designed to alleviate these conditions. The funding priority for this component is water, sanitary and storm sewer projects. **Applications are judged competitively and have a due date.**
- **Mobility and Accessibility Rehabilitation Supplement (MARS).** To provide safe and accessible housing conditions for low-to-moderate income residents of owner occupied and rental units in their communities, local governments may request grant funds up to \$100,000. These grant funds are used to rehabilitate and retrofit properties for occupancy by persons with physical impairments. Applicants must contact CDAP staff to obtain an application and information on the status of available funding.

CONTACT

Illinois Department of Commerce and
Economic Opportunity
620 E. Adams Street
Springfield, IL 62701
(217) 785-6142

PUBLIC WORKS AND ECONOMIC DEVELOPMENT ASSISTANCE PROGRAM

ECONOMIC DEVELOPMENT ADMINISTRATION

Grants are provided by the Economic Development Administration (EDA) to help distressed communities attract new industry, encourage business expansion, diversify their economies and generate long-term, private sector jobs. An applicant may be a State, political subdivision of a State, Indian tribe, special-purpose unit of government, or public or private nonprofit organization or association representing a redevelopment area or economic development center.

- **AREA SERVED.** Communities located within an EDA-designated redevelopment area or economic development center. Projects in other areas of an EDA designated Economic Development District are also eligible if they will directly benefit a redevelopment area within the District. Bi-State Regional Commission is the designated Economic Development District covering the counties of Henry, Mercer and Rock Island counties in Illinois and Scott and Muscatine in Iowa.
- **GRANT USES.** Types of projects that are funded include: water and sewer facilities primarily serving industry and commerce, access roads to industrial sites or parks, port improvements and business incubator buildings.
- **COLLATERAL.** N/A
- **FEES.** N/A
- **INTEREST RATE AND TERM.** N/A
- **JOB CREATION.** (Maximum public money per job created/retained). N/A – priority consideration is generally given to projects that will assist in creating or retaining private sector jobs in the near term, as well as additional long-term employment, if the jobs are not transferred from other areas and will result in a low cost per job in relation to EDA cost.
- **PERSONAL GUARANTY.** N/A
- **PROCESSING TIME.** Average time from submission of application to final funding decision is 6 to 12 months.
- **PROJECT SIZE.** Amount awarded to a project is determined by each individual application and the amount of funding that is available for each fiscal year. Project must demonstrate maximum practicable local funding support, with evidence that such support is firmly committed and available.

CONTACT

**Marianne Doonan/Mark Hunt
Bi-State Regional Commission
1504 Third Avenue
P.O. Box 3368
Rock Island, IL 61204-3368
(309) 793-6300**

RURAL BUSINESS ENTERPRISE GRANTS

USDA RURAL DEVELOPMENT

Rural Business Enterprise Grants may be made to public bodies and private non-profit corporations serving rural areas in order to finance and facilitate development of small business enterprises. The Rural Economic and Community Development (RECD) will support and cooperate with state agencies in making grants that support state strategies for rural development. Grants may be made only when there is a reasonable prospect that there will be development of small and emerging private enterprise. Funds from the Rural Business Enterprise Grant program may also be used by a community to establish a revolving loan fund.

- **AREA SERVED.** All areas in Illinois other than cities with more than 50,000 population and the urban areas that surround them (as designated by the Census Bureau).
- **GRANT USES.** Only units of local government or not-for-profit corporations can obtain the grants, but the funds must be spent to benefit small businesses (defined for this program as those with less than \$1,000,000 in annual revenues, not including cost of goods sold). The grantee must retain ownership of anything purchased or constructed with grant funds, so municipal infrastructure, technical assistance or revolving loan fund projects that benefit small businesses are the typical uses for this program.
- **COLLATERAL.** N/A
- **FEES.** N/A
- **INTEREST RATE AND TERM.** N/A
- **JOB CREATION.** (Maximum public money per job created/retained). N/A.
- **PERSONAL GUARANTY.** N/A.
- **PROCESSING TIME.** 30 to 90 days following submission of pre-application.
- **PROJECT SIZE.** In most cases, the maximum grant likely to be awarded is \$99,000; funds are allocated to States based on rural population and percent of non-metropolitan per capita income.

CONTACT

Duane Smith
Area Office, USDA Rural Development
312 E. Backbone, Suite B
Princeton, IL 61356
(815) 875-8732, extension 5

INTERMEDIARY RE-LENDING PROGRAM USDA RURAL DEVELOPMENT

The Intermediary Re-lending Program is operated by an intermediary (borrower) who applies to the Rural Economic and Community Development (RECD) for loan funds for re-lending to ultimate recipients for business facilities and community development. Intermediaries include private, non-profit corporations, public agencies – any state, local government, branch or agency on behalf of the government, Indian groups and cooperatives. Intermediaries must be fully bonded against loss, have legal authority and have a proven track record of successfully assisting rural business and industry.

- **AREA SERVED.** The eligible area includes all towns in Illinois having a population of less than 25,000 and unincorporated areas that are not designated as urban areas by the Census Bureau.
- **LOAN USES.** Business acquisitions; enlargement; repairs; modernization; purchase and development of land; purchase of equipment, supplies, leasehold improvements or machinery; pollution control; transportation services; start-up operating costs and working capital; interest during the period before facility becomes income producing, not to exceed 3 years; and feasibility studies.
- **COLLATERAL.** Intermediaries must be adequately secured by any realty, personalty or intangibles capable of being mortgaged, pledged or otherwise encumbered by the intermediary in favor of RECD. RECD must concur with security between intermediary and ultimate recipients.
- **FEES.** N/A.
- **INTEREST RATE AND TERM.** 1.0% per annum over term of loan; interest rates charged by intermediary to ultimate recipients shall be negotiated by those parties. Terms of loan to intermediaries shall not be more than 30 years. Term of loan repayment will be stipulated in the loan agreement and/or promissory notes.
- **JOB CREATION.** (Maximum public money per job created/retained). N/A.
- **PERSONAL GUARANTY.** N/A.
- **PROCESSING TIME.** Varies depending on intermediary.
- **PROJECT SIZE.** Total amount of RECD loan funds requested by the intermediary plus the outstanding balance of existing RECD loan(s) will not exceed \$2,000,000. Intermediary may not finance more than 75% of total project cost or the total amount of RECD loan funds plus the total outstanding balance of any existing RECD financial assistance of loans and guarantees will not exceed \$150,000.

CONTACT
Duane Smith
Area Office, USDA Rural Development
312 E. Backbone, Suite B
Princeton, IL 61356
(815) 875-8732, extension 5



TAX INCENTIVES

TAX INCREMENT FINANCING (TIF) PROGRAMS

The Tax Increment Financing (TIF) Program is a municipal financing technique that may be used to renovate declining areas or redevelop blighted areas while improving the tax base of such areas. The program allows a municipality to acquire and prepare property for redevelopment and make needed public improvements. The following communities have established TIF districts. Please contact the community for information relating to their TIF requirements.

VILLAGE OF ANNAWAN

Kennard Franks, Mayor
203 W. Front
P.O. Box 446
Annawan, IL 61234
(309) 935-6226
annawan.il@geneseo.net
www.annawanillinois.org

CITY OF KEWANEE

Bill Price, KEDC Director
P.O. Box 286
Kewanee, IL 61443
(309) 853-5000
williamprice@kedcorp.com
www.kedcorp.com

VILLAGE OF CAMBRIDGE

William Schehl
123 W. Exchange Street
Cambridge, IL 61238
(309) 937-2570
bschehl@cambridgeil.org
www.cambridgeil.org

VILLAGE OF ORION

Melvyn Drucker
1403 14th Street
P.O. Box 366
Orion, IL 61273-0366
(309) 526-8277
mdrucker@hotmail.com

CITY OF COLONA

Danny McDaniel, Mayor
100 E. 9th Avenue
P.O. Box 170
Colona, IL 61241
(309) 792-0571
linda@colona.govoffice.com
www.colona.govoffice.com

VILLAGE OF WOODHULL

Dave Holmes, Mayor
P.O. Box 39
Woodhull, IL 61490
(309) 334-2324

CITY OF GALVA

David Dyer, City Administrator
210 Front Street
Galva, IL 61434
(309) 932-2555
ddyer.galva.il@mchsi.com
www.galva.com

CITY OF GENESEO

Patrick Eberhardt, Mayor
Eric Wiederhold, City Administrator
115 S. Oakwood Avenue
Geneseo, IL 61254
(309) 944-6419
ewiederhold@cityofgeneseo.com
www.cityofgeneseo.com

ENTERPRISE ZONE

CITY OF KEWANEE

An Enterprise Zone is a specific area designated by the State of Illinois in cooperation with a local government to receive various tax incentives and other benefits to stimulate economic activity and neighborhood revitalization. Incentives include investment tax credits and sales tax exemptions on machinery and equipment and pollution control facilities.

- **AREA SERVED.** City of Kewanee.
- **FEES.** No application or loan origination fees.
- **JOB CREATION.** Encouraged, but not mandatory.
- **PROCESSING TIME.** Dependent upon type of exemption(s) requested.
- **PROJECT SIZE.** Unlimited – must be inside city limits.
- **INCENTIVES.** Five (5) year property abatement, sales tax exemption on building materials purchased inside the city and building permit fee waiver(s) are available.
- **FILING DEADLINE.** None, available at any time.

CONTACT

**Enterprise Zone Administrator
City of Kewanee
200 W. Third Street
Kewanee, IL 61443
(309) 852-2611**

HENRY COUNTY TAX ABATEMENT INCENTIVE

Henry County, in an effort to attract and retain business and industry, offers a tax abatement incentive program. The County will abate its share of the real estate taxes for a period of time based upon the project level and/or new job creation.

- **AREA SERVED.** Henry County.
- **FEES.** No fees.
- **JOB CREATION/RETENTION.** Create and/or retain at least ten (10) new jobs lasting for a duration of at least three (3) years.
- **PROCESSING TIME.** Undetermined.
- **PROJECT SIZE.** \$500,000 minimum total project costs.
- **INCENTIVES.** One (1) to ten (10) years of tax abatement.
- **FILING DEADLINE.** None.

CONTACT

Colleen Gillaspie
County Administrator
Henry County Courthouse
307 W. Center Street
Cambridge, IL 61238
(309) 937-3574



FINANCIAL INSTITUTIONS

ANDOVER**Central Bank**

P.O. Box 166
5th & Mulberry Street
Andover, IL 61233
309-521-8106

www.central-bank.com

Contact Name(s): Denise Ward, Marketing (309-944-1673)

ALPHA**Farmers State Bank of Western Illinois**

P.O. Box 369
Alpha, IL 61413
309-629-4361

waters@fsbwil.com

www.fsnwil.com

Contact Name(s): Marvin Watters

ANNAWAN**State Bank of Annawan**

302 W. Front Street
Annawan, IL 61234
309-935-6234

Contact Name(s): Janeane Minnaert

ATKINSON**Wells Fargo Bank**

401 N. State Street
Atkinson, IL 61235
309-936-7804

Contact Name(s): Chrissy Eaker, Business Relationship Manager

CAMBRIDGE**Bank Orion**

201 N. Prospect Street
Cambridge, IL 61238
309-937-3341

www.bankorion.com

Contact Name(s): Mark Johnson

COLONA**Blackhawk State Bank**107 1st Street

Colona, IL 61241

(Mailing address) P.O. Box 1100

Milan, IL 61264

309-792-3384

www.bhsb.comContact Name(s): Nancy Hicks or Don Tallent**Colona Bank (branch of Port Byron State Bank)**801 1st Street

Colona, IL 61241

(Mailing address) P.O. Box 627

Port Byron, IL 61275

309-792-2940

Contact Name(s): Rick Lasek**GALVA****Community State Bank**625 SE 2nd Street

Galva, IL 61434

309-932-8181

Contact Name(s): Kevin Yepsen**The Galva Bank**

112 N. Exchange Street

Galva, IL 61434

309-932-2131

rrinkenb@stbbanks.comContact Name(s): Ronald D. Rinkenberger**GENESEO****Wells Fargo Bank**121 W. 1st Street

Geneseo, IL 61254

309-944-1837

gary.hayenga@wellsfargo.comContact Name(s): Chrissy Eaker, Business Relationship Manager**Central Bank Illinois NA**

101 N. State Street

Geneseo, IL 61254

309-944-5601

john.dubois@central-bank.comwww.central-bank.comContact Name(s): John DuBois, President

Farmers National Bank of Prophetstown

700 US Highway 6 East

Geneseo, IL 61254

309-944-0580

paul@fmbptown.comContact Name(s): Paul Lindsey, Vice President/Trust Officer**Blackhawk State Bank**

225 US Highway 6 East

P.O. Box 344

Geneseo, IL 61254

309-944-0570

Contact Name(s): Duward Inch**First Federal Savings and Loan**

320 W. Main Street

Geneseo, IL 61254

309-944-5156

Deere Harvester Credit Union

1090 S. Congress Street

Geneseo, IL 61254

309-944-0885

KEWANEE**People's National Bank**Contact Name(s): Chip Eastman**Community State Bank**Contact Name(s): Lyle Ince**Kewanee Banking Center**Contact Name(s): Mark Rewerts**First Federal Savings & Loan**Contact Name(s): Dave Harker**Union Federal Savings & Loan**Contact Name(s): Paul Donovan**ORION****Bank Orion**1114 4th Street

Orion, IL 61273

309-526-8011

bankorion@bankorion.com or jdingman@bankorion.comwww.bankorion.com

Contact Name(s): James R. Dingman

Union Federal Savings & Loan

1110 Division

P.O. Box 126

Orion, IL 61273

309-526-3333

Contact Name(s): Laura Douglas



COMMUNITY CONTACTS

VILLAGE OF ALPHA

Marvin Watters, Mayor
102 S. Second Street
Alpha, IL 61413
(309) 529-9881

VILLAGE OF ANDOVER

Sandra Johnson, Mayor
429 First Street
Andover, IL 61233
(309) 521-8456

VILLAGE OF ANNAWAN

Kennard Franks Jr., Mayor
203 W. Front Street
Annawan, IL 61234
(309) 935-6226

**ANNAWAN COMMUNITY
ECONOMIC DEVELOPMENT CORP.**

Tracy Diehl, Director
203 W. Front Street
Annawan, IL 61234
(309) 935-6264

**ANNAWAN CHAMBER
OF COMMERCE**

Judd Hulting
203 W. Front Street
Annawan, IL 61234
(309) 935-6264

VILLAGE OF ATKINSON

Guy Pauley, Mayor
107 S. State Street
Atkinson, IL 61235
(309) 936-7658

VILLAGE OF BISHOP HILL

Neil Cooper, Mayor
207 E. Main Street
Bishop Hill, IL 61419
(309) 927-3397

VILLAGE OF CAMBRIDGE

Jim Crouch, Mayor
123 W. Exchange Street
Cambridge, IL 61238
(309) 937-2570

VILLAGE OF CLEVELAND

Jim White Jr., Mayor
205 Washington Street
Cleveland, IL 61241
(309) 792-3006

CITY OF COLONA

Danny McDaniel, Mayor
100 E. 9th Avenue
Colona, IL 61241
(309) 792-8628

CITY OF GALVA

Tom Hartman, Mayor
210 Front Street
Galva, IL 61434
(309) 932-2555

CITY OF GENESEO

Patrick Eberhardt, Mayor
115 S. Oakwood Avenue
Geneseo, IL 61254
(309) 944-6419

**GENESEO CHAMBER
OF COMMERCE**

Rhonda Ludwig, Executive Director
100 W. Main Street
Geneseo, IL 61254
(309) 944-2686

VILLAGE OF HOOPPOLE

Sheldon Miller, Mayor
318 Main Street
Hooppole, IL 61258
(815) 948-9121

CITY OF KEWANEE

Bruce Tossell, Mayor
401 E. Third Street
Kewanee, IL 61443
(309) 852-2611

**KEWANEE CHAMBER
OF COMMERCE**

Mark Mikenas, Executive V.P.
113 E. Second Street
Kewanee, IL 61443

**KEWANEE ECONOMIC
DEVELOPMENT CORP.**

Bill Price, Executive Director
404 E. Third Street
Kewanee, IL 61443
(309) 853-5000

VILLAGE OF ORION

Jim Cooper, Mayor
1202 4th Street
Orion, IL 61273
(309) 526-8139

(309) 852-2175

ORION MAIN STREET

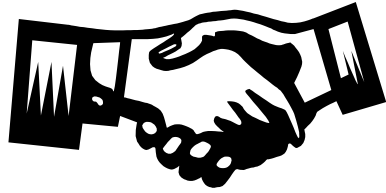
Lisa Newman
1018 4th Street
Orion, IL 61273
(309) 526-8299

VILLAGE OF WOODHULL

Dave Holmes, Mayor
P.O. Box 39
Woodhull, IL 61490
(309) 334-2324



COMMUNITY INFORMATION



ALPHA, IL

POPULATION: 726
MAYOR/VILLAGE PRESIDENT: MARVIN WATTERS
CITY/VILLAGE HALL: 102 SOUTH 2ND STREET
ALPHA, IL 61413
CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? NO
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO



ANDOVER, IL

POPULATION: 594
 MAYOR/VILLAGE PRESIDENT: SANDRA JOHNSON
 CITY/VILLAGE HALL: 342 5TH STREET
 ANDOVER, IL 61233
 CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? NO
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO



ANNAWAN, IL

POPULATION: 868

MAYOR/VILLAGE PRESIDENT: KENNARD FRANKS

CITY/VILLAGE HALL: 203 W. FRONT STREET
ANNAWAN, IL 61234

CITY ADMINISTRATOR: TRACY DIEHL
*(ANNAWAN ECONOMIC
DEVELOPMENT CORP)*
Office: 309-935-6264
acedc@theinter.com

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? YES
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO



ATKINSON, IL

POPULATION: 1,001
MAYOR/VILLAGE PRESIDENT: Guy Pauley
CITY/VILLAGE HALL: 107 W. MAIN STREET
ATKINSON, IL 61235
CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? NO
- COMMUNITY REVOLVING
LOAN FUND? YES
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO



CAMBRIDGE, IL

POPULATION: 2,180
MAYOR/VILLAGE PRESIDENT: Jim Crouch
CITY/VILLAGE HALL: 123 W. EXCHANGE STREET
CAMBRIDGE, IL 61238
CITY ADMINISTRATOR:
Office: 309-937-2626
Fax: 309-937-3955

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? YES
- MAIN STREET PROGRAM? YES
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? YES

*Bank of Orion has many loan programs relating to
Economic Development partnered with the Village of Cambridge.*



COLONA, IL

POPULATION: 5,173
MAYOR/VILLAGE PRESIDENT: DANNY MCDANIEL
CITY/VILLAGE HALL: 100 E 9TH AVENUE
P.O. BOX 170
COLONA, IL 61241
CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO

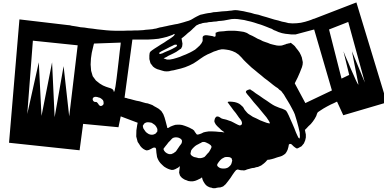


GALVA, IL

POPULATION: 2,758
MAYOR/VILLAGE PRESIDENT: Tom Hartman
CITY/VILLAGE HALL: 210 FRONT STREET
GALVA, IL 61434
CITY ADMINISTRATOR: DAVID DYER
Office: 309-932-2555
Fax: 309-932-3306

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? YES
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO



GENESE0, IL

POPULATION: 6,480
MAYOR/VILLAGE PRESIDENT: PATRICK EBERHARDT
CITY/VILLAGE HALL: 115 SOUTH OAKWOOD AVE.
GENESE0, IL 61254
CITY ADMINISTRATOR: Eric Wiederhold
Office: 309-944-6419 or
309-944-0905
Fax: 309-8254

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? YES
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? YES
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? YES

City Development incentives include:

** City will apply \$5,000 per full-time employee credit toward land purchase*

** City will offer a loan of up to \$50,000 at 3.5% interest for 10 years*

* Lease/purchase arrangement with no real estate tax on land during term of the lease



HOOPPOLE, IL

POPULATION: 162
MAYOR/VILLAGE PRESIDENT: SHELDON MILLER
CITY/VILLAGE HALL: 318 MAIN STREET
HOOPPOLE, IL 61258
CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? NO
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? NO

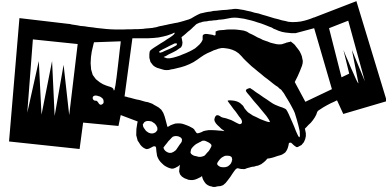


KEWANEE, IL

POPULATION: 12,944
MAYOR/VILLAGE PRESIDENT: Bruce Tossell
CITY/VILLAGE HALL: 401 EAST 3RD STREET
KEWANEE, IL 61443
CITY ADMINISTRATOR:

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? YES
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? YES
- MAIN STREET PROGRAM? NO
- CHAMBER OF COMMERCE
LOAN PROGRAM? YES
- ENTERPRISE ZONE? YES
- OTHER COMMUNITY
PROGRAMS? NO



ORION, IL

POPULATION: 1,713
MAYOR/VILLAGE PRESIDENT: JAMES A. COOPER
CITY/VILLAGE HALL: 1202 4TH STREET
ORION, IL 61273-0069
CITY ADMINISTRATOR: N/A

DOES YOUR COMMUNITY HAVE...

- CHAMBER OF COMMERCE? NO
- TIF DISTRICT? YES
- COMMUNITY REVOLVING
LOAN FUND? NO
- MAIN STREET PROGRAM? YES
- CHAMBER OF COMMERCE
LOAN PROGRAM? NO
- ENTERPRISE ZONE? NO
- OTHER COMMUNITY
PROGRAMS? YES

There is an Interest Buy-down Program sponsored by the old Orion Chamber, Main Street Orion and the Village Board. Administered Through Jim Dingman at Bank Orion.



**ASSISTANCE
CENTERS/
AVAILABLE
RESOURCES**

SMALL BUSINESS DEVELOPMENT CENTER

Small Business Development Centers located throughout the state provide free assistance to new and existing small businesses. Services provided include:

- One-on-one business counseling and management assistance.
- Assistance with the development of business plans.
- Help accessing marketing information and the development of business plans.
- Business Financing Programs.
- Assistance with financial analysis and planning.
- Access to business education and training opportunities for both new and existing businesses.

Black Hawk College
4703 16th Street, Suite G
Moline, IL 61265-7066
Email: johnsonma@bhc.edu
Website: www.sbdc.bhc.edu
Phone: (309) 764-2194
Fax: (309) 757-7341

Bradley University
141 North Jobst Hall
1501 W. Bradley Avenue
Peoria, IL 61625-0001
SBDC: Ken Klotz
Email: sbdc@bradley.edu
Phone: (309) 677-2992
Fax: (309) 677-3386

INTERNATIONAL TRADE CENTERS

International Trade Centers (ITCs) provide information, counseling and training to existing, new-to-export companies interested in pursuing international trade opportunities. NAFTA Opportunity Centers (NOCs) provide specialized assistance to those firms seeking to take advantage of the trade opportunities in Mexico and Canada made possible by the North American Free Trade Agreement (NAFTA). ITC advisors will provide assistance in:

- One on One Counseling
- Agent and Distributor Search
- County/Industry Specific Profiles
- Trade Shows/Missions
- Trade Leads
- Distribution Channels
- Export Training and Seminars
- Trade Reference Library
- Managing Cultural Differences
- Legal Issues in International Business
- Trade Financing and Letters of Credit
- Transportation, Shipping and Logistics
- Export Documentation
- Export Trade Financing Programs

Blackhawk College ITC

Counties: *Boone, Bureau, Carroll, Henry, Jo Daviess, Lee, Mercer, Ogle, Rock Island, Stephenson, Whiteside and Winnebago*

4703 16th Street, Suite G

Moline, IL 61265-7066

ITC: Adrian Madunic

Email: madunica@bhc.edu

Phone: (309) 764-2213

Fax: (309) 797-9344

WORKFORCE DEVELOPMENT BOARD

The Workforce Development Board of Rock Island, Henry and Mercer Counties improves the quality of work and life in the community by providing vital leadership to a workforce system that invests in the economic stability and growth of the region.

Workforce Development Board of Rock Island, Henry and Mercer Counties

Rock Island Tri-County Consortium

1504 Third Avenue

Rock Island, IL 61201

Contact: Chuck Stewart, Director

Phone: (309) 793-5200

Fax: (309) 793-5204

Email: ritccdir@aol.com

SUCCESS NETWORK

The Success Network supports and strengthens economic development efforts by providing quality workforce development services for businesses and individuals through community partnerships.

Visit their website at www.successnetwork13.com for more information.

Locations

Moline

4703 16th Street, Suite H

Moline, IL 61265

(309) 736-9626, ext. 101

Email: vhansen@pjtp.org

Hours: Mondays 8 a.m. – 6:30 p.m.

Tuesday – Friday 8 a.m. – 5:00 p.m.

Kewanee

405 Tenney Street

Kewanee, IL 61443

(309) 852-6544

Hours: Monday – Thursday

8 a.m. – 4:30 p.m.

STATE OF ILLINOIS CONTACTS

Lieutenant Governor Pat Quinn

Thompson Center

100 W. Randolph, Suite 15-200

Chicago, IL 60601

Phone: (312) 814-5220

Fax: (312) 814-4862

State Capitol

214 State House

Springfield, IL 62706

Phone: (217) 782-7884

Fax: (217) 524-6262

Visit his website at www.ltgovernor.il.gov.

Carolyn Brown Hodge, Director of Rural Affairs

Office of Lieutenant Governor Pat Quinn

414 Stratton Building

Springfield, IL 62706

Phone: (217) 557-9469

Fax: (217) 782-9879

IL DEPARTMENT OF COMMERCE AND ECONOMIC OPPORTUNITY

The Department of Commerce and Economic Opportunity (DCEO) is charged with enhancing Illinois' economic competitiveness by providing technical and financial assistance to businesses, local governments, workers and families. As the state's lead economic development agency, DCEO works to capitalize on Illinois' strengths as a center of transportation, manufacturing and technology development. DCEO administers a wide array of programs and services designed to help Illinois businesses thrive in the global economy. Whether it's offering expansion incentives, technology support services, access to capital, global marketing expertise or job training and education for workers, DCEO is committed to forging partnerships with the private sector in an effort to build upon Illinois' reputation as a center for business and industry.

Visit their website located at www.commerce.state.il.us/dceo for more information.

Northwest Region DCEO Contact: *(includes Henry County)*

Teresa Kurtenbach, DCEO Northwest Region Manager

1830 Second Avenue, Floor 2, Suite 200

Rock Island, IL 61201

Phone: (309) 794-1769

teresa.kurtenbach@illinois.gov

For Publication Distribution call (800) 252-8955.

For the Illinois First-Stop Business Information Center call (800) 252-2923.

Visit the State of Illinois Business Portal located at www.business.illinois.gov.

ILLINOIS INSTITUTE FOR RURAL AFFAIRS

Located at Western Illinois University in Macomb, the Illinois Institute for Rural Affairs (IIRA) is designed to improve the quality of life in rural areas by developing public-private partnerships with local agencies on small business development and community development projects in rural areas. The Institute works on projects including rural economic and community development (including value-added agriculture), health care, education, public transportation, public management policies, housing and technology. Some of the programs the IIRA provide are:

- Illinois Value-Added Rural Development Center (IVARDC)
- Business and Industry Data Center (BIDC)
- Geographic Information Services (GIS)
- MAPPING the Future Programs
- Peace Corps Fellows Program in Rural Community Development
- Rural Economic Technical Assistance Center (RETAC)
- Rural Information Technology Planning Project
- Rural Transit Assistance Center (RTAC)
- Volunteer Training and Support Program (VOLTS)

Visit their website at www.iira.org for more information on all the programs and services they offer.