



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

MEDC CAPITAL ACCESS

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MEDC CAPITAL ACCESS PROGRAMS

- Collateral Support Program
- Loan Participation Program
- Capital Access Program (CAP)
- Microloan Program
- SSBCI 2.0 Update

MEDC CAPITAL ACCESS PROGRAMS

- All programs designed to use public capital to deal with an access issue
- Programs are intended to allow a bank to close on a deal that it otherwise couldn't

COLLATERAL & PARTICIPATION PROGRAMS

- Collateral Support Program: Deals with collateral value shortfalls
- Loan Participation Program: Deals with capacity to repay
- Support loans between \$200,000 - \$20 million

COLLATERAL SUPPORT PROGRAM

- **Opportunity:** NCS had the ability expand its market share, grow employment, and diversify its customer base if it could acquire the needed capital.
- **Problem:** NCS had been unable to attract senior debt due to a lack of collateral coverage.
- **Solution:** MEDC Collateral Support Program



LOAN PARTICIPATION PROGRAM

- **Opportunity:** Plascon was entered a period of rapid expansion and needed financing for real estate, equipment, and working capital.
- **Problem:** Plascon needed debt service coverage relief to support its planned expansion.
- **Solution:** MEDC Loan Participation Program



CAPITAL ACCESS PROGRAM

- Supports financing that the lender may consider to be a higher risk
- Lender and borrower contribution is matched by MEDC
- Support loans between \$5,000 - \$500,000

CAPITAL ACCESS PROGRAM

- **Opportunity:** Cherry Republic wanted to increase its retail presence
- **Problem:** Financing for retail businesses is considered by lenders to be higher risk than other industries
- **Solution:** MEDC Capital Access Program



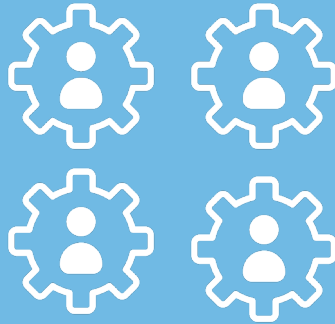
MICROLOAN PROGRAM

- Loans of \$5,000 to \$250,000
- MSF provides an 80/20 guaranty

- CDFI Support
 - Northern Initiatives
 - Metro Community Development
 - Detroit Development Fund
 - Invest Detroit

SSBCI 1.0

of Programs



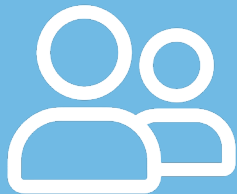
CAPITAL ACCESS
LOAN PARTICIPATION
COLLATERAL SUPPORT
LOAN GUARANTEE

Participating Lenders



PRIMARILY
REGIONAL &
COMMUNITY
BANKS

Target Customers



PREDOMINATELY
MANUFACTURERS

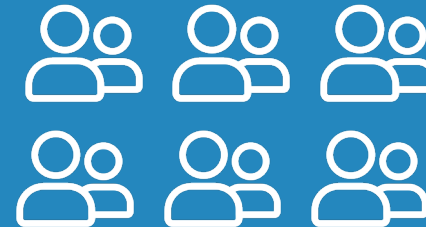
SSBCI 2.0



CAPITAL ACCESS
LOAN PARTICIPATION
COLLATERAL SUPPORT
LOAN GUARANTEE
VENTURE CAPITAL
TECHNICAL ASSISTANCE

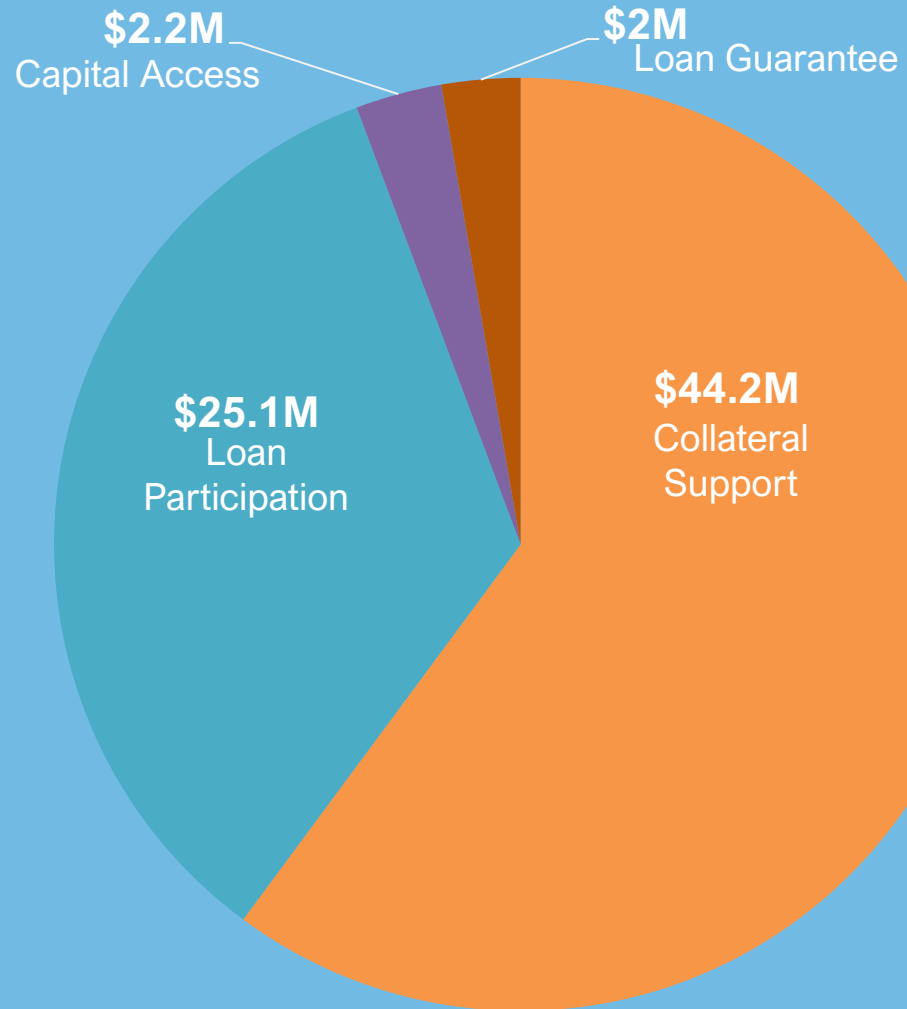


REGIONAL & COMMUNITY BANKS
MINORITY DEPOSITORY INSTITUTIONS
CREDIT UNIONS
MICROLENDERS
CDFI's

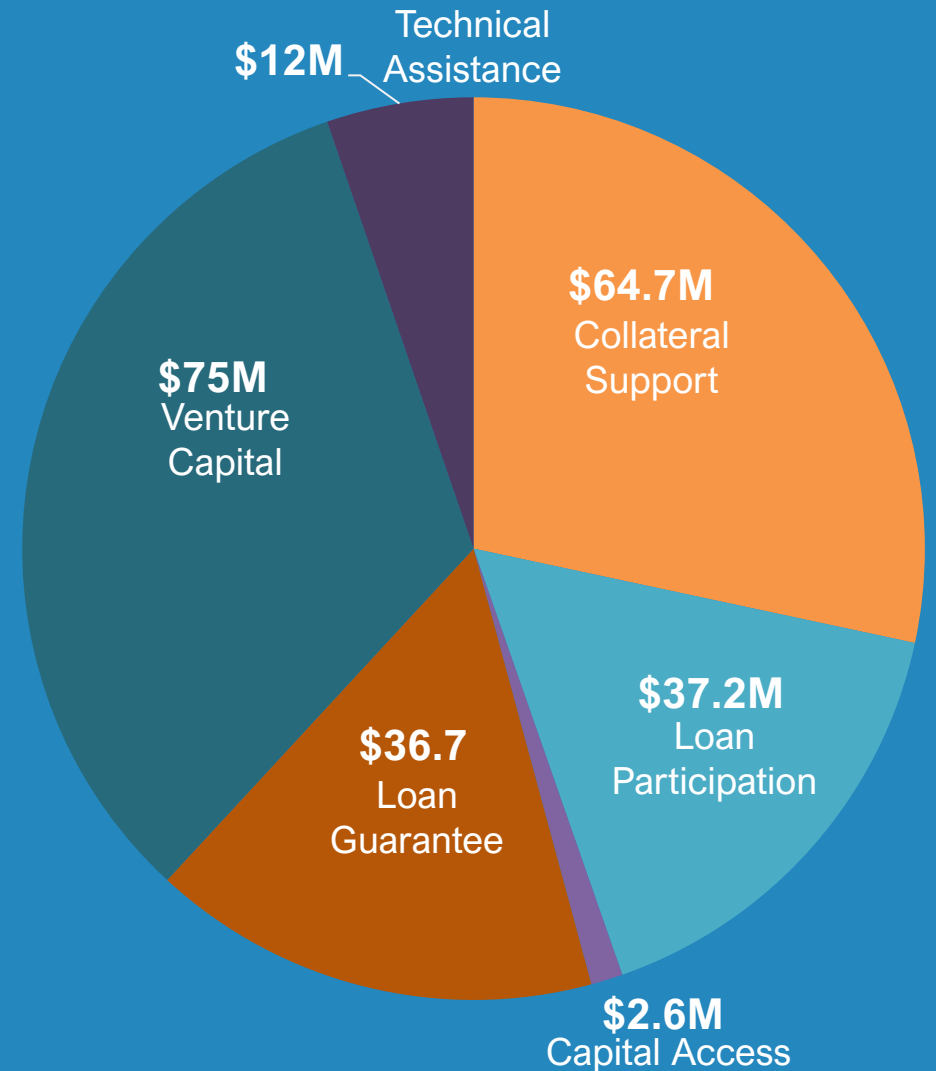


MANUFACTURERS
SERVICE PROVIDERS
MAIN STREET
EARLY-STAGE TECH
MICROBUSINESSES
SEDI

SSBCI 1.0



SSBCI 2.0





MICHIGAN ECONOMIC
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Phone



Music



Safari



Camera



THANK YOU
