

## BUSINESS FUNDING PROGRAMS

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LOAN PROGRAMS	SMALL BUSINESS FIRST (SBF)	FIRST INDUSTRIES FUND (FIF)	PENNSYLVANIA INDUSTRIAL DEVELOPMENT AUTHORITY (PIDA)	SMALL BUSINESS ADMINISTRATION 504 PROGRAM (SBA 504)
<b>ELIGIBILITY</b>	Small businesses ( ≤ 100 employees) in: <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Industrial</li> <li>• Agricultural enterprises</li> <li>• Export-related, advanced technology &amp; computer-related services</li> <li>• Mining enterprises</li> <li>• Certain hotels, motels or restaurants</li> <li>• Research &amp; Development</li> <li>• Recycling Operations</li> <li>• Construction Enterprises</li> <li>• Child / Day Care Centers</li> </ul>	Small Businesses or Sole Proprietorships ( ≤ 100 employees) involved in: <ul style="list-style-type: none"> <li>• Agriculture Production</li> <li>• Food Processing</li> <li>• Urban &amp; Rural Supermarkets</li> <li>• Agri Waste &amp; Fertilizer Management</li> <li>• Farmers' Market</li> </ul> <ul style="list-style-type: none"> <li>• Tourism Services / Activities</li> <li>• Certain Hospitality Establishments</li> </ul>	<b>Job Creation Loans:</b> <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Industrial</li> <li>• Research and Development</li> <li>• Agricultural Processors</li> <li>• Firms establishing a national or regional headquarters</li> </ul> <b>Job Retention Loans:</b> <ul style="list-style-type: none"> <li>• Above firms that meet certain quality standards and wage thresholds in that county</li> </ul>	Sole Proprietorships or Small Businesses (tangible net worth < \$8.5 million and average net income < \$3 million) including: <ul style="list-style-type: none"> <li>• Most For-Profit Businesses</li> <li>• Agriculture Production</li> </ul>
<b>ELIGIBLE USES</b>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction</li> <li>• Machinery &amp; Equipment Purchases / Upgrading</li> <li>• Working Capital</li> <li>• Environmental Compliance</li> <li>• Pollution Prevention</li> </ul>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction</li> <li>• Machinery &amp; Equipment Purchases / Upgrading</li> <li>• Working Capital</li> </ul>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction / Renovation</li> <li>• Industrial Park Development</li> <li>• Multi-tenant spec building construction, acquisition, and renovation</li> </ul>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction</li> <li>• Machinery &amp; Equipment Purchases / Upgrading</li> </ul>
<b>AMOUNTS</b>	<ul style="list-style-type: none"> <li>• Loans up to \$200,000 or 50% of total eligible project costs (whichever is less)</li> <li>• Working capital loan maximum is \$100,000 or 50% of total eligible project costs (whichever is less)</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to \$200,000 or 50% of total eligible project costs (whichever is less) for land and building purposes</li> <li>• Loans up to \$500,000 or 50% of total eligible project costs (whichever is less) for machinery &amp; equipment</li> <li>• Loans up to \$100,000 or 50% of total eligible project costs (whichever is less) for working capital</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to \$2.0 million (Brownfield sites and sites within Keystone Opportunity Zones and Enterprise Zones, \$2.25 million)</li> <li>• 30% of total eligible project costs for companies (&gt; 50 employees)</li> <li>• 70% for small businesses (≤ 50 employees) in Lancaster City</li> <li>• 50% for small businesses (≤ 50 employees) throughout the County</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to \$1,500,000 or 40% of total eligible project costs, (whichever is less)</li> <li>• Loans up to \$2,000,000 for certain qualifying projects</li> <li>• Loans to small manufacturers of up to \$4,000,000</li> </ul>
<b>TERMS / CONDITIONS</b>	<ul style="list-style-type: none"> <li>• 10-year U.S. Treasury + 1.00%</li> <li>• \$25,000 loan per job retained or created</li> <li>• Real estate project costs ≤ \$800,000</li> <li>• 15-year term for real estate</li> <li>• 10-year term for machinery and equipment</li> <li>• 3-year term for working capital</li> </ul>	<ul style="list-style-type: none"> <li>• 10-year U.S. Treasury + 1.00%</li> <li>• 15-year term for real estate</li> <li>• 10-year term for machinery and equipment</li> <li>• 7-year term for cattle / livestock</li> <li>• 3-year term for working capital</li> </ul>	<ul style="list-style-type: none"> <li>• 10-year U.S. Treasury + 1.00%</li> <li>• \$35,000 loan per job created or retained</li> <li>• Advanced Technology projects, Brownfield sites, and sites within Keystone Opportunity Zones and Enterprise Zones, qualify for 1.00% interest rate reduction</li> <li>• Up to 15-year term on land &amp; buildings</li> <li>• No less than a second mortgage on financed assets</li> </ul>	<ul style="list-style-type: none"> <li>• Market interest rate (average rates based on 5 and 10-year Treasury notes plus 200 basis points)</li> <li>• \$65,000 loan per job created / retained</li> <li>• 20-year fixed rate term for real estate</li> <li>• 10-year fixed rate term for machinery and equipment</li> <li>• 10% equity required</li> <li>• 15% equity required (start-up projects)</li> </ul>

# FUNDING PROGRAMS CONTINUED

LOAN PROGRAMS	MACHINERY AND EQUIPMENT LOAN FUND (MELF)	PENNSYLVANIA ECONOMIC DEVELOPMENT FINANCING AUTHORITY BOND PROGRAM (PEDFA)	POLLUTION PREVENTION ASSISTANCE ACCOUNT (PPAA)	COMMUNITY FIRST FUND (CFF)
<b>ELIGIBILITY</b>	Businesses of all sizes in: <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Industrial</li> <li>• Agricultural Enterprises</li> <li>• Direct mining operations</li> <li>• Information Technology</li> <li>• Biotechnology</li> <li>• Medical Facilities</li> </ul>	<b>Tax-Exempt Bonds:</b> <ul style="list-style-type: none"> <li>• Manufacturing</li> <li>• Nonprofit 501(c)(3) Entities</li> <li>• Assisted Living / Multi-Family Housing</li> <li>• Energy Related Organizations</li> <li>• Solid Waste Disposal</li> <li>• Transportation Facilities</li> <li>• Wastewater Treatment</li> <li>• Other Exempt Facilities</li> </ul> <b>Taxable Bonds:</b> <ul style="list-style-type: none"> <li>• All businesses qualified to operate in Pennsylvania</li> </ul>	Small Businesses ( ≤ 100 employees) involved in a project to: <ul style="list-style-type: none"> <li>• Install pollution prevention equipment</li> <li>• Install energy efficient equipment</li> <li>• Adopt pollution prevention processes</li> <li>• Implement closed loop water cooling</li> <li>• Reduce production of VOCs</li> <li>• Convert waste into reusable material</li> <li>• Install a renewable energy process</li> </ul>	Most start-up and existing small businesses including: <ul style="list-style-type: none"> <li>• Commercial</li> <li>• Service</li> <li>• Retail</li> <li>• Manufacturing</li> </ul> <b>Ineligible Uses:</b> <ul style="list-style-type: none"> <li>• Adult Entertainment</li> <li>• Bars</li> <li>• Liquor Stores</li> <li>• Gaming</li> </ul>
<b>ELIGIBLE USES</b>	<ul style="list-style-type: none"> <li>• Machinery &amp; Equipment Purchases / Upgrading (new &amp; used), and directly related engineering and installation costs</li> <li>• Project must be directly related to the business process or activity</li> <li>• Titled equipment is <i>ineligible</i></li> </ul>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction</li> <li>• Machinery &amp; Equipment Purchases (<i>tax exempt - new only</i>)</li> <li>• Designated Infrastructure</li> <li>• Bond Refunding (<i>tax exempt only</i>)</li> <li>• Working Capital (<i>taxable only</i>)</li> <li>• Refinance Existing Debt (<i>taxable only</i>)</li> </ul>	<ul style="list-style-type: none"> <li>• Machinery &amp; Equipment Purchases and Installation</li> <li>• Implementation of Pollution Prevention Processes</li> </ul>	<ul style="list-style-type: none"> <li>• Land &amp; Building Acquisition</li> <li>• Building Construction</li> <li>• Machinery &amp; Equipment Purchases (new and used)</li> <li>• Working Capital</li> </ul>
<b>AMOUNTS</b>	<ul style="list-style-type: none"> <li>• Loans up to \$5,000,000 or 50% of the total eligible project costs, whichever is less</li> </ul>	<ul style="list-style-type: none"> <li>• Minimum loan amount of \$400,000</li> <li>• No maximum loan amount except for manufacturers (\$10,000,000)</li> <li>• 100% financing is permitted</li> <li>• Loan increments of \$25,000 for &lt; \$1,000,000 borrowed or loan increments of \$100,000 for ≥ \$1,000,000 borrowed</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to \$100,000 or 75% of total eligible project costs (whichever is less)</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to \$500,000</li> </ul>
<b>TERMS / CONDITIONS</b>	<ul style="list-style-type: none"> <li>• 10-year U.S. Treasury + 1.00%</li> <li>• \$25,000 cost per job created or retained</li> <li>• Up to 10-year term, depending upon the useful life of the machinery being financed</li> <li>• Private-sector match required</li> </ul>	<ul style="list-style-type: none"> <li>• 46% of prime avg interest (<i>tax exempt</i>)</li> <li>• 61% of prime avg interest (<i>taxable</i>)</li> <li>• Weekly variable interest rate generally tracks to Bond Market Association Index (<i>tax exempt</i>)</li> <li>• Weekly variable interest rate generally tracks to one-month LIBOR (<i>taxable</i>)</li> <li>• Up to a 30-year term</li> <li>• Bank letter of credit required</li> <li>• \$50,000 loan per job created or retained for manufacturers</li> <li>• Must create or retain at least 10 full-time employees for all other projects</li> </ul>	<ul style="list-style-type: none"> <li>• 2.00% interest rate</li> <li>• 10-year term for machinery and equipment</li> <li>• Determination of eligibility application must be approved by DEP</li> <li>• Project must produce a calculated savings payback of less than 10 years</li> <li>• Must retain number of people employed</li> </ul>	<ul style="list-style-type: none"> <li>• Above Prime interest rate</li> <li>• 5-year term for real estate</li> <li>• 2 - 5 year term for machinery and equipment</li> <li>• 2 - 5 year term for working capital</li> </ul>