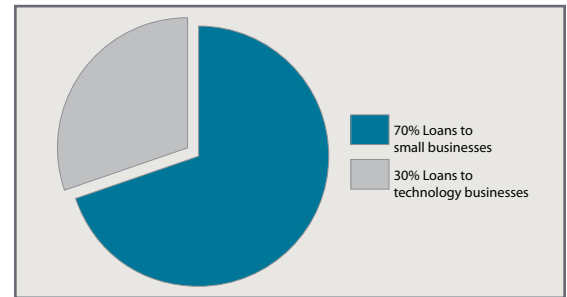


The VOLT Fund

Small, Minority and Women-Owned Business Loan Program

LOANS TO SMALL BUSINESSES

- \$25,000 - \$500,000
- Priced at or below current market interest rates
- Eligible purposes: business acquisition, commercial real estate acquisition, building improvements, equipment purchase, leasehold improvements, business start-up costs, refinancing of existing debt, except refinancing where the lender is in position to take a loss, and working capital
- Eligible entities include start-ups and existing businesses
- Use of standard underwriting practices; factors to be considered include repayment capacity, financial strength of the company and guarantors, industry and management experience, and collateral protection
- Settlement facilitated with the assistance of outside attorneys
- Post-closing: Servicing, loan monitoring, billing, and collections administered by AAEDC financial services staff



Loan Requirements

- Personal credit (640 or above)
- Historical Debt Service Coverage Ratio (DSCR) of 1.00x or projections with assumptions showing 1.00x DSCR
- Collateral required when available
- SBA guaranty may be required
- All owners over 20% must personally guaranty the loan
- Life insurance on owner/guarantor where no valid succession plan is in place
- Minimum equity injection of 10% for start-up businesses
- Business plan required for start-up businesses

LOANS TO TECHNOLOGY BUSINESSES

- Loans to promising early stage companies to help attract follow-on funding from venture capital firms, angel investors and other sources
- Loans of \$100,000 to \$250,000
- Applications considered on a real-time basis as they are identified

Eligibility Criteria for Technology Businesses – Ideal applicants will meet most or all of the following criteria:

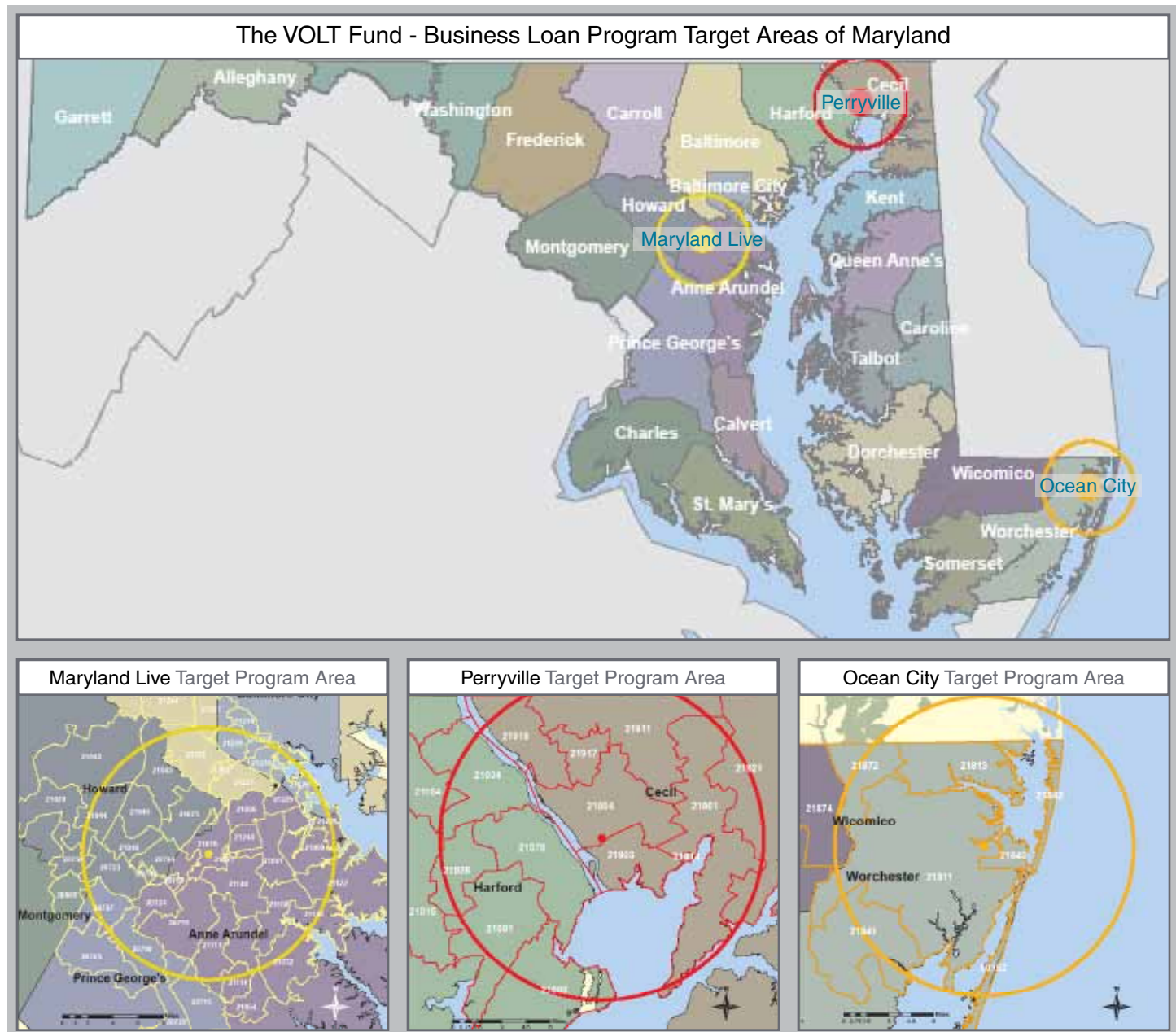
- High potential early stage small, minority and women-owned technology company with clear path to follow-on funding, particularly engaged in cybersecurity, energy, life sciences or Health IT
- Affiliated with a business incubator that is a member of the Maryland Business Incubation Association (MBIA) is preferred, but not mandatory
- Defendable intellectual property with clear ownership or licensing arrangement
- Team led by an experienced entrepreneur or demonstrates willingness to acquire needed management talent
- Recognizable \$20 million addressable market
- Cash flow break-even is reached within 18 months



A loan program managed by the Anne Arundel Economic Development Corporation
2660 Riva Road, Suite 200, Annapolis, MD 21401 • t (410) 222 7410 • f (410) 222 7415 • www.aaedc.org

THE VOLT FUND - BUSINESS LOAN PROGRAM TARGET AREAS

Half of the fund's investment will be targeted to small, minority and women owned businesses located within a ten mile radius of Maryland's three existing casinos, Maryland Live in Anne Arundel County, Hollywood Park in Cecil County and Ocean Downs in Worcester County. The other half will be available to small businesses throughout Maryland.



THE VOLT FUND PARTNERS

- [Anne Arundel Economic Development Corporation](#) – Stephen Primosch
- [Chesapeake Innovation Center](#) – Renée M. Winsky
- [bwtech@UMBC](#) – Ellen Hemmerly
- [Worcester County Economic Development](#) – William Badger
- [Harford County Economic Development](#) – Jim Richardson
- [Cecil County Economic Development](#) – Lisa Webb
- [Annapolis Economic Development](#) – Lara Fritts

PROGRAM CONTACTS

Stephen Primosch, Vice President, Financial Services, Anne Arundel Economic Development Corporation • (410) 222-7410 • sprimosch@aaedc.org

Renée M. Winsky, Executive Director, Chesapeake Innovation Center • (410) 224-2030 • rwinsky@cic-tech.org

Kisha Logan, MBE Business Development Associate, Anne Arundel Economic Development Corporation • (410) 222-7410 • klogan@aaedc.org