

LOANS TO SMALL BUSINESSES **\$25,000 - \$500,000**

- Priced at below current market interest rates (5%)
- Eligible purposes: business acquisition, commercial real estate acquisition, building improvements, equipment purchase, leasehold improvements, business start-up costs, 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

LOAN REQUIREMENTS

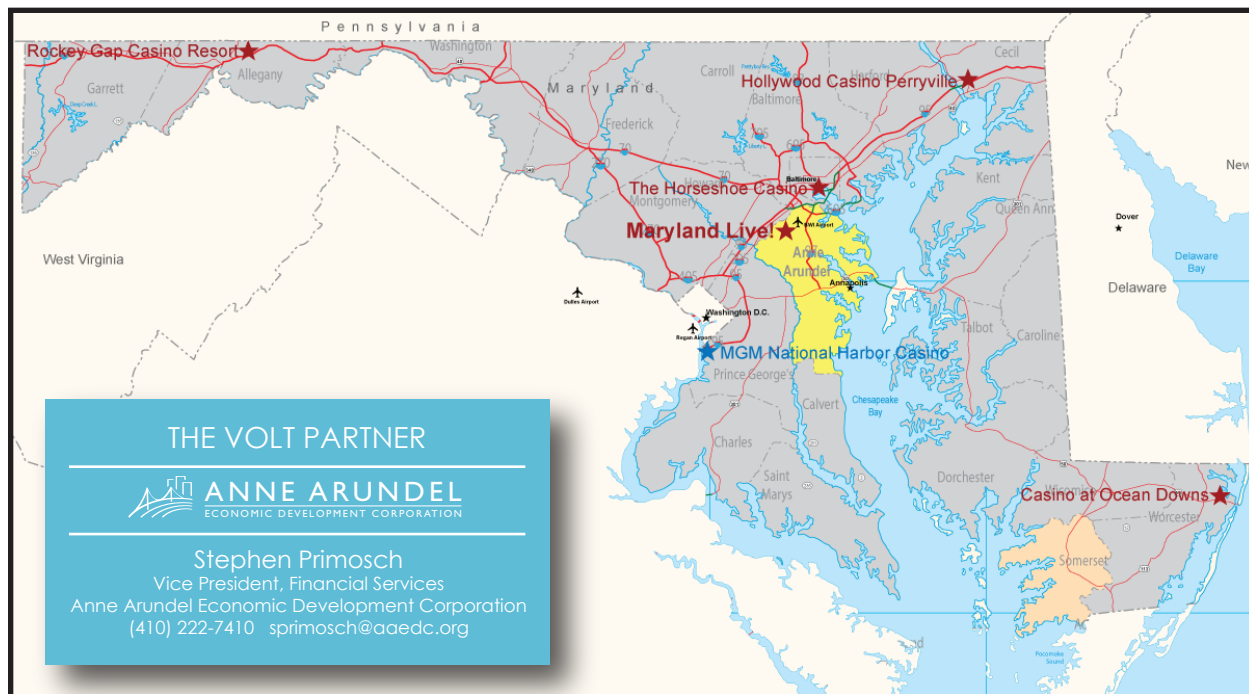
- Personal credit (640 or above)
- Historical Debt Service Coverage Ratio (DSCR) of 1.00x or projections with assumptions showing 1.00x DSCR
- Collateral required when available
- All owners over 20% must personally guaranty the loan
- Life insurance maybe required on owner/guarantor where no valid succession plan is in place
- Minimum equity injection of 10% - 30% for start-up businesses

LOAN PROCESS

- Loan applications are available at www.aaedc.org
- Loan processing time of 30 - 90 days
- Personal tax returns, personal financial statement, business tax returns and business financial statements required for underwriting
- Business plan with financial projections required for start-ups
- Settlement facilitated with the assistance of outside attorneys
- Post-closing: Servicing, loan monitoring, billing, and collections administered by AAEDC financial services staff

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 six existing casinos, Maryland Live in Anne Arundel County, Hollywood Park in Cecil County, Ocean Downs in Worcester County, Rocky Gap Casino in Allegany County, Horseshoe Casino in Baltimore City, and National Harbor in Prince George's County.



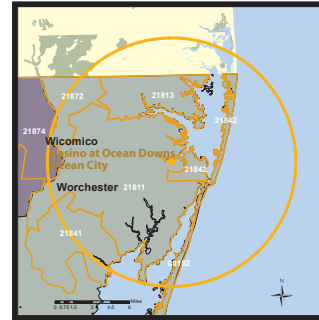
Maryland Live
Target Program Area



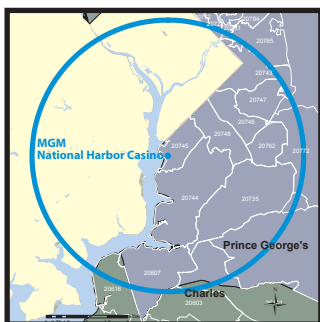
Perryville
Target Program Area



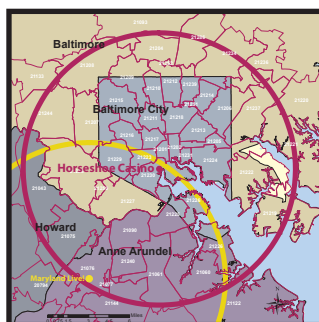
Ocean City
Target Program Area



National Harbor
Target Program Area



Horseshoe Casino
Target Program Area



Rocky Gap Casino
Target Program Area

