

THE
ohio
CAPITAL ACCESS
P R O G R A M

Fact Sheet

- PURPOSE:** Encourages financial institutions to lend to small businesses and non-profits that may not meet conventional underwriting standards, by establishing a unique loan “guarantee” reserve account to recover losses from loans enrolled in the program.
- PARTICIPANTS:** Financial institutions that provide loans to borrowers who are eligible for the program.
- USE OF PROCEEDS:** Use of proceeds may include (working capital) lines of credit, or the purchase or construction of fixed assets such as buildings and equipment. Refinancing of other lenders’ existing loans is also eligible.
- Construction or purchases of residential housing and passive real estate investments are **ineligible** uses of capital access program proceeds.
- ELIGIBILITY:** A Lender must enter into a Capital Access Program Participation Agreement to be eligible to enroll loans in the program.
- An eligible borrower, must be a small business with annual sales of less than \$10 million; the borrower’s principal place of business must be within the state of Ohio.
- TERMS:** Loan terms are determined by the lender.
- LOAN AMOUNTS:** Maximum \$250,000 for working capital; maximum \$500,000 for fixed assets.
- RESERVE ACCOUNT CONTRIBUTIONS:** A program reserve account, in the name of the Director of the Ohio Department of Development, must be established at the participating lender. The following contributions are required for the reserve account:
- Borrower** – 1.5 percent to 3 percent of the principal amount of the capital access loan to be enrolled. (Lender determines percentage)
Lender – Must match the borrower’s contribution. Lender may recover all or part of its contribution from the borrower in any agreed upon manner.
State – An amount equal to 10 percent of the principal amount of the capital access loan to be enrolled.
- FEES:** Normal and customary fees may be charged by the Lender. No additional fees are charged by the State.
- ENROLLMENT:** Lender must submit a Capital Access Program Loan Enrollment form to the Ohio Department of Development, Division of Minority Business Affairs.

OHIO CAPITAL ACCESS PROGRAM

Participating Lenders

Century National Bank (Eastern Ohio)

Contact:
Commercial Loan Department
33 South Fifth Street
Zanesville, Ohio 43701
(740) 454-2521

Citizens Bank (Belmont, Jefferson, Carroll, Tuscarawas, Harrison, Athens, Fairfield Counties)

Contact:
Bryan S. Ramsey, VP
210 South Fourth Street
Martins Ferry, Ohio 43935
(740) 633-0445

Fifth Third Bank (Central Ohio)

Contact:
Any local branch

Fifth Third Bank (Cincinnati Affiliate)

Contact:
Any local branch

Fifth Third Bank (Dayton Affiliate)

Contact:
Paul Mayhew, VP
110 N. Main Street
Dayton, Ohio 45402
(937) 227-3086

Fifth Third Bank (Northeastern)

Contact:
Kate Kerr, VP
Business Development Group
1404 East Ninth Street, MDA65111
Cleveland, Ohio 44114
(216) 274-5083

Fifth Third Bank (Northwestern)

Contact:
Mark Egbert, VP
606 Madison Avenue
Toledo, Ohio 43604
(419) 355-9503

First National Bank (Seneca, Sandusky, Ottawa, Erie, Huron, Lorain Counties)

Contact:
Roger Luhring, VP
Commercial Loan Department
120 North Street
Bellevue, Ohio 44811
1-800-860-7340

KeyBank (Statewide)

Contact:
Any local branch

Liberty Bank (Northeast Ohio)

Craig Urmston, SVP
2351 Edison Blvd
Twinsburg, Ohio 44087-0560
(330) 425-3033

National City Bank (Statewide)

Will Bowdish, VP
Small Business Banking
Columbus Plaza
LOC 16-0065
Columbus, Ohio 43215
(614) 463-8032

Lisa Rucker, VP
National City Bank
1900 E. 9th Street,
Locator 01-2087,
Cleveland, Ohio 44114
(216) 222-3435

PNC Bank (Southwestern)

Marie Hansen, AVP
Government Sponsored Lending
Eastwick Center, 8800 Tincum Blvd.
Philadelphia, Pennsylvania 19153
(215) 749-6578

Richland Bank (Mansfield and surrounding counties)

Barb Miller
P.O. Box 355
Mansfield, Ohio 44901-0355
(419) 525-8754

ShoreBank (Cleveland area)

Contact:
Any local branch

United Bank

Contact:
Scott Bennett
401 South Sandusky Avenue
Bucyrus, Ohio 44820
(419) 562-3040

Wells Fargo Bank Ohio (Van Wert County)

Contact:
Greg Owens
Business Banking
115 Hospital Drive
Van Wert, Ohio 45891
(419) 238-2399 ext. 236



OHIO DEPARTMENT OF DEVELOPMENT

OHIO CAPITAL ACCESS PROGRAM UPDATE...

The Ohio Capital Access Program (CAP) is designed to help financial institutions lend funds to small businesses that may not meet conventional underwriting criteria. To do this, unique loan "guaranty" reserve accounts are established at participating CAP lenders; the lenders use these reserve accounts to recover losses on loans enrolled in the CAP. To become a participating CAP lender and enroll loans in the program financial institutions must contact the Ohio Department of Development (ODOD).

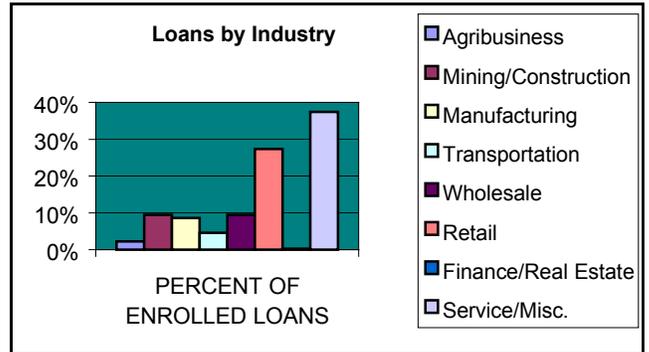
collateral. The CAP program provided this additional collateral so that we were able to get the credit done. The CAP program is especially useful in real estate transactions where the building is a single purpose and the appraisal comes up short because the property can be used for only one purpose.

Contact ODOD to see how the CAP can work for you!

CAP Snapshot

CAP loan eligibility is simple. A potential borrower must have a significant presence in Ohio; it must have less than ten million dollars in revenues; the borrower must be creating or retaining jobs; the loan cannot be used for passive real estate acquisition or development and it cannot be used for residential housing development.

CAP loan enrollment is simple. A participating lender simply faxes a two-page enrollment form to the ODOD and the ODOD will deposit 10% of the enrolled amount into an established CAP reserve account held by the lender.

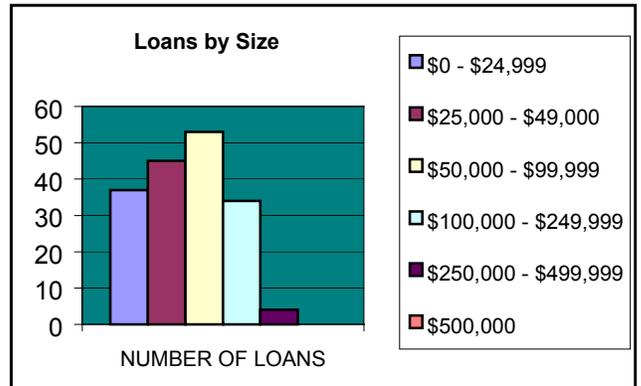


Participating Lender Activity

Lender	Loan Totals
Citizens Savings Bank	\$ 138,090
Fifth Third Bank (Central Ohio)	\$2,164,398
Fifth Third Bank (Cincinnati)	\$1,504,000
Fifth Third Bank (Cleveland)	\$ 35,000
Fifth Third Bank (Dayton)	\$6,698,995
Fifth Third Bank (Northwestern)	\$ 91,000
National City Bank	\$ 166,320
PNC Bank	\$ 240,000
United Bank	\$ 182,250

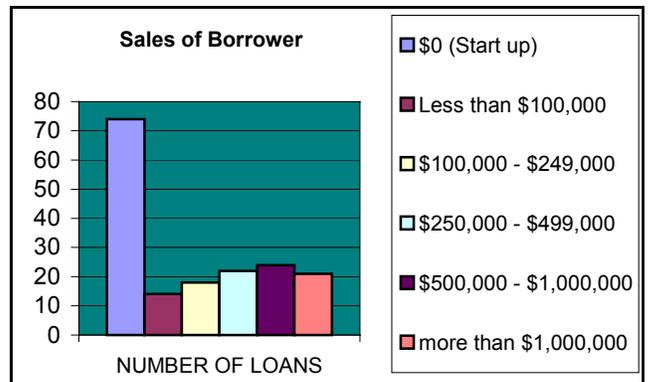
Other CAP Participating Lenders

- Century National Bank
- First National Bank
- Huntington National Bank
- KeyBank
- Liberty Bank
- Richland Bank
- ShoreBank
- Wells Fargo Bank, Ohio



CAP Success Story

Glenn Clevenger, AVP with Fifth Third Bank wrote: We did a loan for Nicks Chops & Chasers to help this well-known local restaurant update its interior and kitchen and thereby increase sales. Unfortunately, the real estate appraisal came up short, so the bank could not do the loan without additional



For more Ohio CAP Information visit www.odod.state.oh.us/cap

Or call 1-800-848-1300 ext. 65700

Data as of 1/4/05

Ohio Capital Access Program Update, 10th ed.