



Small Business
Development Centers

1st Stop Business Connection

www.business.ohio.gov/starting

Revised 2/2014

Starting Your Business in Ohio – Part 2

Business Financing Opportunities

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The Small Business Development Center program of Ohio is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact: SBDC 614-466-2711.

MONEY

One of the toughest parts of starting a small business is finding the necessary capital. In other words: Where do you find the money? This publication will help you figure out where to find the money you need to start and run a small business.

First, you must know how much money you'll need.

Write down the equipment you have and the equipment and inventory you need. How much will it cost to buy or lease the equipment and inventory?

Equipment you already have	Equipment and inventory you must purchase or lease	Cost
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____
	TOTAL	\$ _____

Now, it's time to estimate how much it will cost to keep your business running:

Business space		\$ _____
Business supplies		\$ _____
Insurance		\$ _____
Utilities (electricity, water, phone, etc.)		\$ _____
Employees		\$ _____
Licenses		\$ _____
Advertising		\$ _____
Emergencies/Unexpected costs		\$ _____
TOTAL		\$ _____

Remember, your business may not make a profit right away. After you have estimated how much money you will need to keep your business running, **add 1 – 1/2** times to that amount. This will keep you from having just enough to get by. It may take a few years before you start to see a profit. Carefully consider how much money you will need to pay your day-to-day expenses until your business makes a profit. **YOU MUST PLAN AHEAD!**

Read your Starting Your Business in Ohio to find out what licenses and permits your business will need.

FINANCING

You should have a pretty good estimate of how much money you'll need to start your small business and to help it grow. But, what kind of financing is available?

There are two main types of financing: **debt financing** and **equity financing**.

- **Debt financing** is a loan. It can be a *short-term* loan (lasts for less than a year), an *intermediate-term* loan (lasts for three to seven years), or a *long-term* loan (lasts for 10 years or more). Most loans to small businesses through banks are secured loans. This means you or the business will have to use assets as collateral (which is how the bank makes sure the loan is repaid). There are two types discussed in this book:

DIRECT LOAN: A **direct loan** is money given directly to the borrower.

LOAN GUARANTY: A **loan guaranty** is money promised by another agency to a bank that will loan the business money. The money is promised to the bank as an assurance that the bank will get back the money it lends to the business.

- **Equity financing** means someone (an investor) buys part of your business and gives you the money you need to start your business or to keep it running.

Consider your sources of money:

- 1) **Yourself**- Most lenders require the business owner to provide 10-30 percent of the total cash needed to start or expand a business.
- 2) **Business Partners**
- 3) **Relatives**
- 4) **Friends**
- 5) **Commercial Banks (your personal bank)**
- 6) **Savings and Loan Associations**
- 7) **Loan Companies**
- 8) **Insurance Companies** - You can use your life insurance as collateral for a loan from your insurance company.
- 9) **Your Suppliers** - Sometimes suppliers will give loans in exchange for an agreement to buy a certain amount of supplies from them.
- 10) **Leasing Companies** - Leasing companies buy equipment, etc., for you, and then you lease it from them.
- 11) **Business Brokers and Investors** - People who make small business loans or invest in your business.
- 12) **Small Business Investment Companies** - Private companies that provide money to low-risk small businesses.
- 13) **Community Development Companies** - Organizations setup by a local community to attract business to their area.
- 14) **Federal Government**
- 15) **State Government**

For debt financing or equity financing, you will need a **business plan** and a **loan proposal**

A **business plan** is a typewritten description of how you will run your business. It will show potential lenders that you are serious about starting a business.

If you need help with your business plan or loan proposal,
contact your local **Small Business Development Center**.
See the phone listing on the last page.

A **loan proposal** is like a business plan, but it is aimed directly at the investor or lender you will be talking to. They are usually about 10 pages long and include:

- **How much money you'll need;**
- **Exactly what the money will be used for;**
- **A short description of your business;**
- **What kind of terms you want;**
- **How you want to repay the loan;**
- **What kind of collateral you have available;**
- **A list of other sources of funds;**
- **A short personal history as it relates to your business;**
- **A personal financial statement;**
- **An earnings history;**
- **Financial projections for the next three years; and**
- **Credit, personal and business references.**

When you meet with the lender or investor,
be prepared to answer additional questions such as:
How will you pay back the money? When will you pay back the money? Why don't you have the money already?
The lender wants to make sure you have thought this through and can pay the money back.
The investor wants to make sure a wise investment is being made.

GLOSSARY OF BUSINESS TERMS

Assets: personal or business property you own

Capital: money

Collateral: personal or business property (assets) used to secure a loan

Cosigner: a person who also signs for the loan and is responsible for payments if you default

Debt Financing: using a loan as means to start a business

Default: failing to pay back a loan

Direct Loan: money is given directly to the borrower

Equity Financing: using an investor as means to start a business

Fixed Costs: money you must spend (costs) on a regular basis

Gross Profit: how much money your business makes after subtracting the cost of goods from the net sales

Intermediate-Term Loan: loan for three to seven years

Liabilities: amount your business owes to creditors

Loan Guaranty: money is promised by another agency to a bank that will then loan a business money

Long-Term Loan: loan for more than 10 years

Market: potential customers

Microenterprise: a small business

Net Sales: amount of money made after sales tax and returns

Operating Expenses: how much you will spend to buy the items you will sell, plus how much money it takes to keep the business running (such as payroll, utilities, rent)

SBA: (U. S. Small Business Administration) a federal agency that offers loans, loan guaranties and partially funds the SBDCs

SBDC: (Small Business Development Centers of Ohio) provide free business counseling to small start-up and existing businesses (funded by the state and federal governments)

Short-Term Financing: a loan for one year or less

Target Market: specific type of customer you want your business to attract

Terms: conditions a bank puts on a loan

Working Capital: money a business must have on a regular basis to cover operating expenses

US SBA FEDERAL LOAN PROGRAMS

SBA provides a guaranty for small business loans. The agency does not make or approve the loans. The local Small Business Development Centers can assist you in preparing your comprehensive loan package to include such a guaranty before you go to the bank. Please see directory on the last page of this document.

There are no loans specifically for minorities, women, veterans or the disabled. All SBA loans are open to all existing and potential small businesses that meet the SBA size standards. SBA size standard requirements vary from program to program. For specific standards for the loan program you're interested in, contact the agency listed in the loan program description or the SBA at the following numbers:

SBA Cleveland Office
PHONE: (216) 522-4180

SBA Columbus Office
Phone: (614) 469-6860

SBA Cincinnati Office
Phone: (513) 684-2814

Information is also on the web at: www.sba.gov

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
7(a) Loans	\$5 million gross	85% guaranty for loans of \$150,000 or less; 75% guaranty for loans greater than \$150,000 (up to \$3.75 million maximum guaranty)	Term Loan. Expansion/renovation; new construction, purchase land or buildings; purchase equipment, fixtures, lease-hold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit, inventory or starting a business	Depends on ability to repay. Generally, working capital & machinery & equipment (not to exceed life of equipment) is 5-10 years; real estate is 25 years.	Loans less than 7 years: \$0 - \$25,000 Prime + 4.25% \$25,001 - \$50,000 P + 3.25% Over \$50,000 Prime + 2.25% Loans 7 years or longer: 0 - \$25,000 Prime + 4.75% \$25,001 - \$50,000 P + 3.75% Over \$50,000 Prime + 2.75%	(No SBA fees on loans of \$150,000 or less approved in FY 2014.) Fee charged on guaranteed portion of loan only. Maturity: 1 year or less 0.25% guaranty fee; over 1 year: \$150,001-\$700,000 = 3.0%; over \$700,000 = 3.5%; 3.75% on guaranty portion over \$1 million. Ongoing fee of 0.52%.	Must be a for profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business. Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years. (5% year 1, 3% year 2 and 1% year 3)	Long-term financing; Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years)
Small Loan Advantage (SLA) Is now the 7(a) \$350,000 and under model.	\$350,000	Same as 7(a)	Same as 7(a) The SLA name is for transition purposes, but it covers all loans \$350,000 and under, except the express programs.	Same as 7(a)	Same as 7(a)	Same as 7(a)	Same as 7(a) plus all loan applications will be credit scored by SBA prior to loan approval or loan number . If not acceptable the loan can be submitted via SBAExpress.	Same as 7(a)
SBAExpress	\$350,000	50%	May be used for revolving lines of credit (up to 7 year maturity) or for a term loan (same as 7(a)).	Up to 7 years for Revolving Lines of Credit including term out period. Otherwise, same as 7(a).	Loans \$50,000 or less; prime+ 6.5%; Loans over \$50,000; prime + 4.5%	Same as 7(a)	Same as 7(a)	Fast turnaround; Streamlined process; Easy-to-use line of credit
SBA Veterans Advantage 01/01/14 - 09/30/14	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	No guaranty fee Ongoing fee of 0.52%.	Same as 7(a). Plus, small business must be owned and controlled by one or more of the following groups: veteran, active-duty military in TAP, reservist or National Guard member or a spouse of any of these groups, or a widowed spouse of a service member or veteran who died during service, or a service-connected disability.	Same as SBAExpress No guaranty fee
CapLines: 1. Working Capital; 2. Contract; 3. Seasonal; and 4. Builders	\$5 million	Same as 7(a)	Finance seasonal and/or short term working capital needs; cost to perform; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving.	Up to 10 years, except Builder's CAPLine, which is 5 years	Same as 7(a)	Same as 7(a)	Same as 7(a), plus all lenders must execute Form 750 & 750B (short term loans)	1. Working Capital - (LOC) Revolving Line of Credit 2. Contract - can finance all costs (excluding
Community Advantage Mission focused lenders only. Expires 03/15/17	\$250,000	Same as 7(a)	Same as 7(a)	Same as 7(a)	Prime plus 6%	Same as 7(a)	Same as 7(a)	Same as 7(a) Plus lenders must be CDFIs, CDCs or micro-lender targeting underserved market

INTERNAL REVENUE SERVICE

Cleveland Office
(216) 522-4048

Columbus Office
(614) 280-8691

Cincinnati Office
(513) 263-3333

Information is also on the web at: www.irs.gov

PROGRAM NAME: Work Opportunity Tax Credit

MAXIMUM AMOUNT AVAILABLE: \$1,200-\$9,000

CAN BE USED FOR: Businesses hiring individuals who face significant barriers to employment.

ABOUT THE PROGRAM: The Work Opportunity Tax Credit (WOTC) is a federal tax incentive program for businesses hiring individuals who face significant barriers to employment. The employer or agent must apply for, and receive, certification from the state workforce agency to claim these tax credits.

WEBSITE: <http://www.irs.gov/Businesses/Small-Businesses-&Self-Employed/Work-Opportunity-Tax-Credit-1>
<http://jfs.ohio.gov/wotc/index.stm>

USDA FEDERAL PROGRAMS

U. S. Department of Agriculture (USDA)

Jennifer Sonnenberg, Acting Business and Cooperative Programs Director

Phone: 614- 255-2423 Email: Jennifer.Sonnenberg@oh.usda.gov

PROGRAM NAME: Bio-refinery Assistance Program

MAXIMUM AMOUNT AVAILABLE: \$250 million

Guarantee Percentages: 90% on loans of up to \$125million; 80% on \$125-\$150 million; 70% on \$150-\$200 million; and 60% on \$200-\$250 million

CAN BE USED FOR: The project must be located in the United States, Commonwealth of Puerto Rico, Virgin Islands of the United States, Guam, American Samoa, Commonwealth of the Northern Mariana Islands, Republic of Palau, the Federated States of Micronesia, or Republic of the Marshall Islands. The project must be for the development and construction of commercial-scale bio refineries using eligible technology or retrofitting of existing facilities with eligible technology; the project must use an eligible feedstock for the production of advanced biofuels and bio based products. The majority of the bio refinery production must be an advanced biofuel. A project that creates an advanced biofuel that is converted to another form of energy for sale will still be considered an advanced biofuel; the project must provide funds of not less than 20 percent of eligible project costs; Refinancing, under certain circumstances, may be eligible.

ABOUT THE PROGRAM: The program provides loan guarantees for the development, construction, and retrofitting of commercial-scale bio-refineries. The program was established to assist in the development of new and emerging technologies for the development of advanced biofuels and aims to accomplish the following: Increase the energy independence of the US; Promote resource conservation, public health, and the environment, Diversify markets for agricultural and forestry products and agricultural waste materials, and Create jobs and enhance economic development in rural America.

WEBSITE: http://www.rurdev.usda.gov/BCP_Biorefinery_Financing.html

PROGRAM NAME: Business and Industry (B&I) Guaranteed Loans

MAXIMUM AMOUNT AVAILABLE: \$10 million

CAN BE USED FOR: Loan purposes must be consistent with the general purpose contained in the regulation. They include but are not limited to the following: Business and industrial acquisitions when the loan will keep the business from closing, prevent the loss of employment opportunities, or provide expanded job opportunities, Business conversion, enlargement, repair, modernization, or development, Purchase and development of land, easements, rights-of-way, buildings, or facilities, Purchase of equipment, leasehold improvements, machinery, supplies, or inventory.

ABOUT THE PROGRAM: The purpose of the program is to improve, develop, or finance business, industry, and employment and improve the economic and environmental climate in rural communities. This purpose is achieved by bolstering the existing private credit structure through the guarantee of quality loans which will provide lasting community benefits. It is not intended that the guarantee authority will be used for marginal or substandard loans or for relief of lenders having such loans.

WEBSITE: http://www.rurdev.usda.gov/BCP_gar.html

PROGRAM NAME: Intermediary Relending Program (IRP)

MAXIMUM AMOUNT AVAILABLE: \$15 million

CAN BE USED FOR IRP funding may be used for a number of purposes but to be eligible, ultimate recipients must be located in a rural area. Under the IRP, a rural area is any area that is not inside a city with a population of 25,000 or more according to the latest decennial census. Some examples of eligible projects are: The acquisition, construction, conversion, enlargement, or repair of a business or business facility, particularly when jobs will be created or retained; The purchase or development of land (easements, rights of way, buildings, facilities, leases, materials); To purchase equipment, leasehold improvements, machinery, supplies; Startup costs and working capital; Pollution control and abatement; Transportation Services; Feasibility studies; or Hotels, motels, B&Bs, convention centers

ABOUT THE PROGRAM: The purpose of the program is to alleviate poverty and increase economic activity and employment in rural communities. Under the IRP program, loans are provided to local organizations (intermediaries) for the establishment of revolving loan funds. These revolving loan funds are used to assist with financing business and economic development activity to create or retain jobs in disadvantaged and remote communities. Intermediaries are encouraged to work in concert with State and regional strategies, and in partnership with other public and private organizations that can provide complimentary resources.

WEBSITE: http://www.rurdev.usda.gov/BCP_irp.html

PROGRAM NAME: Rural Economic Development Loan and Grant (REDLG)

MAXIMUM AMOUNT AVAILABLE: \$10,000 up to \$500,000

CAN BE USED FOR: REDLG grantees and borrowers pass the funding on to eligible projects. Examples of eligible projects include: Capitalization of revolving loan funds; Technical assistance in conjunction with projects funded under a zero interest REDLoan; Business Incubators; Community Development Assistance to non-profits and public bodies (particularly job creation or enhancement); Facilities and equipment for education and training for rural residents to facilitate economic development; Facilities and equipment for medical care to rural residents; or Telecommunications/computer networks for distance learning or long distance medical care

ABOUT THE PROGRAM: The REDLG program provides funding to rural projects through local utility organizations. Under the REDLoan program, USDA provides zero interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas. The ultimate recipients repay the lending utility directly. The utility is responsible for repayment to the Agency. Under the REDLG program, USDA provides grant funds to local utility organizations which use the funding to establish revolving loan funds. Loans are made from the revolving loan fund to projects that will create or retain rural jobs. When the revolving loan fund is terminated, the grant is repaid to the Agency.

WEBSITE: http://www.rurdev.usda.gov/BCP_redlg.html

PROGRAM NAME: Rural Energy for America Program Guaranteed Loan Program (REAP LOANS)

MAXIMUM AMOUNT AVAILABLE: Loans up to 75% of the project's cost, Maximum of \$25 million, minimum of \$5,000

CAN BE USED FOR: Eligible project costs include: Post-application purchase and installation of equipment, Post-application construction or improvements, Energy audits or assessments, Permit or license fees, Professional service fees, Feasibility studies and technical reports, Business plans, Retrofitting, Construction of a new energy efficient facility only when the facility is used for the same purpose, is approximately the same size, and based on the energy audit will provide more energy savings than improving an existing facility, Working capital, or Land acquisition.

ABOUT THE PROGRAM: The program encourages the commercial financing of renewable energy (bioenergy, geothermal, hydrogen, solar, wind and hydro power) and energy efficiency projects. Under the program, project developers will work with local lenders, who in turn can apply to USDA Rural Development for a loan guarantee up to 85 percent of the loan amount.

WEBSITE: http://www.rurdev.usda.gov/BCP_ReapLoans.html

PROGRAM NAME: Repowering Assistance Program

MAXIMUM AMOUNT AVAILABLE: Assistance can be awarded in amounts up to 50 percent of the total project costs as long as it does not exceed the maximum award for the fiscal year.

CAN BE USED FOR: The program will provide reimbursement payments (not more frequently than once per month) for eligible post-application project costs of the renewable biomass system during the construction phase of the repowering project. Up to 90 percent of the funds can be utilized during project construction, with the remaining 10 percent made upon demonstration of successful completion of the project.

ABOUT THE PROGRAM: The program provides payments to eligible bio refineries to replace fossil fuels used to produce heat or power to operate the bio refineries with renewable biomass. It provides reimbursement payments to help offset the costs associated with converting existing fossil fuel systems to renewable biomass fuel systems.

The program encourages the use of renewable biomass as a replacement fuel source for fossil fuels used to provide process heat or power in the operation of eligible bio refineries.

WEBSITE: http://www.rurdev.usda.gov/BCP_RepoweringAssistance.html

PROGRAM NAME: Rural Energy for America Program Grants/Renewable Energy Systems/Energy Efficiency Improvement Program (REAP/RES/EEI)

MAXIMUM AMOUNT AVAILABLE: The grants are awarded on a competitive basis and can be up to 25% of total eligible project costs. Grants are limited to \$500,000 for renewable energy systems and \$250,000 for energy efficiency improvements. Grant requests as low as \$2,500 for renewable energy systems and \$1,500 for energy efficiency improvements will be considered. At least 20% of the grant funds awarded must be for grants of \$20,000 or less.

CAN BE USED FOR: Most rural projects that reduce energy use and result in savings for the agricultural producer or small business are eligible as energy efficiency projects. These include projects such as retrofitting lighting or insulation, or purchasing or replacing equipment with more efficiency units. Eligible renewable energy projects include projects that produce energy from wind, solar, biomass, geothermal, hydro power and hydrogen-based sources. The projects can produce any form of energy including, heat, electricity, or fuel.

ABOUT THE PROGRAM: The program provides grants for energy audits and renewable energy development assistance. It also provides funds to agricultural producers and rural small businesses to purchase and install renewable energy systems and make energy efficiency improvements.

WEBSITE: http://www.rurdev.usda.gov/BCP_ReapResEei.html

FSA FEDERAL PROGRAMS

U. S. Department of Agriculture, Farm Service Agency (FSA)
200 North High Street, Room 540, Columbus, OH 43215
Phone: 614- 255-2441

PROGRAM NAME: Down payment Program for Beginning Farmers and Ranchers

MAXIMUM AMOUNT AVAILABLE: \$225,000; The applicant must make a cash down payment of at least 5 percent of the purchase price.

CAN BE USED FOR: Guaranteed farm ownership

ABOUT THE PROGRAM: FSA has a special loan program to assist socially disadvantaged and beginning farmers in purchasing a farm. Retiring farmers may use this program to transfer their land to future generations.

WEBSITE: <http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=bfl>
http://www.fsa.usda.gov/Internet/FSA_File/beginningloansoct11.pdf

PROGRAM NAME: Loans for Beginning Farmers and Ranchers

MAXIMUM AMOUNT AVAILABLE: Direct farm ownership or operating loan: \$300,000

CAN BE USED FOR: Guaranteed farm ownership and operating loan funds

ABOUT THE PROGRAM: FSA makes and guarantees loans to beginning farmers who are unable to obtain financing from commercial lenders. Each fiscal year, the Agency targets a portion of its direct and guaranteed farm ownership (FO) and operating loan (OL) funds to beginning farmers.

WEBSITE: <http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=bfl>
http://www.fsa.usda.gov/Internet/FSA_File/beginningloansoct11.pdf

OHIO DEVELOPMENT SERVICES AGENCY PROGRAMS

Ohio Development Services Agency
77 South High Street, Columbus, OH 43215
Phone: 800-848-1300

PROGRAM NAME: The 166 Direct Loan Program

MAXIMUM AMOUNT AVAILABLE: The program may finance allowable project costs with 166 Direct Loans typically ranging in size from \$500,000 to \$1,500,000. Total financing from State programs should typically range from 20% to 40% of a project's total investment.

CAN BE USED FOR: Eligible projects include those related to commerce, manufacturing, distribution or research activities in targeted industries. Retail projects are ineligible for the 166 Direct Loan. Refinancing is ineligible.

ABOUT THE PROGRAM: The 166 Direct Loan Program (166 Direct Loan) provides capital for expansion projects to companies that have limited access to capital and funding from conventional, private sources of financing. Priority may be given to eligible projects based on job creation and payroll commitments, fixed asset investment commitment, project return on investment, project location and other project factors.

WEBSITE: http://development.ohio.gov/bs/bs_r166dl.htm

Business Services Division, Office of Strategic Business Investments

Email: inancialincentives@development.ohio.gov

PROGRAM NAME: Regional 166 Loan

MAXIMUM AMOUNT AVAILABLE: The Regional 166 Direct Loan may finance up to 40% of allowable project costs with loans up to \$350,000.

CAN BE USED FOR: Eligible projects include those related to industry, commerce, distribution or research activities. Retail projects are ineligible for the Regional 166 Direct Loan.

ABOUT THE PROGRAM: The Ohio Development Services Agency's (ODSA) Regional 166 Direct Loan provides low-interest loans to businesses creating new jobs or preserving existing employment opportunities in the State of Ohio.

WEBSITE: http://development.ohio.gov/bs/bs_r166dl.htm

PROGRAM NAME: Alternative Stormwater Infrastructure Loan

MAXIMUM AMOUNT AVAILABLE: Maximum loan amount is typically up to \$5 million, but this is negotiable by project.

CAN BE USED FOR: Loans are made to communities. However, developers are encouraged to partner with communities to utilize the funding

ABOUT THE PROGRAM: The program provides low-interest loans for the design and construction of alternative stormwater infrastructure projects (or "green" infrastructure). The program offers funding up to \$5 million per project for local governments, or local government project sponsors, to utilize.

WEBSITE: http://www.development.ohio.gov/cs/cs_altstormwater.htm

PROGRAM NAME: Ohio's Brownfield Fund

MAXIMUM AMOUNT AVAILABLE: Technical Assistance as needed; assessments: \$500,000 per site; cleanup: \$5 million per site.

CAN BE USED FOR: Loans are made to private business owners, communities and nonprofits. Grants, when available, can be made only to local government or 501c3 nonprofits.

ABOUT THE PROGRAM: *Ohio's Brownfield Fund provides technical assistance, loans and small grants for planning, assessment and cleanup of properties contaminated with hazardous materials, asbestos, lead-based paint or petroleum. The program provides loans that are less-costly than typical private bank loans. Standard rates are two percent for up to 10 years.*

WEBSITE: http://www.development.ohio.gov/cs/cs_brownfield.htm

PROGRAM NAME: Ohio Capital Access Program

MAXIMUM AMOUNT AVAILABLE: Up to \$350,000 for fixed-asset loans and up to \$250,000 for working capital loans

CAN BE USED FOR: Small and minority-owned businesses. Funding is delivered directly to lending institutions.

ABOUT THE PROGRAM: Program lessens a bank's risk by making a deposit of 10 percent, 50 percent or 80 percent of the loan amount. The money is available to the bank in case the loan cannot be paid back.

WEBSITE: http://development.ohio.gov/bs/bs_ocap.htm

PROGRAM NAME: Ohio Coal Research and Development Program

MAXIMUM AMOUNT AVAILABLE: The total principal amount of money borrowed, bonds and other obligations issued by the state for this program is not to exceed \$100 million at any time.

CAN BE USED FOR: Utility companies (municipal, rural and investor-owned); nonprofit and for-profit entities doing business in Ohio; and educational or scientific institutions.

ABOUT THE PROGRAM: Provides funding for research at educational institutions (Ohio Coal Research Consortium), and for pilot and demonstration projects (Ohio Coal Demonstration and Pilot Program) at non-profit and for-profit businesses and scientific institutions. These programs seek proposals that maximize the use of Ohio coal in a cost-effective, environmentally friendly manner.

WEBSITE: http://development.ohio.gov/bs/bs_ohiocoaldev.htm

PROGRAM NAME: Collateral Enhancement Program (CEP)

MAXIMUM AMOUNT AVAILABLE: Up to \$1.5 million and up to 30% of loan amount (50% for HubZone or minority-owned businesses)

CAN BE USED FOR: Loan purposes must be consistent with the general purpose contained in the regulation. They include but are not limited to the following: Business and industrial acquisitions when the loan will keep the business from closing, prevent the loss of employment opportunities, or provide expanded job opportunities; Business conversion, enlargement, repair, modernization, or development; Purchase and development of land, easements, rights-of-way, buildings, or facilities; or Purchase of equipment, leasehold improvements, machinery, supplies, or inventory.

ABOUT THE PROGRAM: CEP was created to facilitate increased lending by banks to small businesses, minority-and women-owned businesses, and businesses located in HubZone areas that need access to capital for growth or expansion. The CEP is designed to enable financing that might otherwise be unavailable due to a collateral shortfall. The program supplies pledged cash collateral accounts to lending institutions to enhance collateral coverage of individual small business loans. The program is designed to target certain situations or industries, like manufacturing, in which there is a collateral shortfall.

WEBSITE: http://development.ohio.gov/bs/bs_cep.htm

PROGRAM NAME: Commercial Acceleration Loan Fund

MAXIMUM AMOUNT AVAILABLE: Loans may finance up to 75 percent of project costs with loans ranging in size from \$500,000 to \$2.5 million.

CAN BE USED FOR: Early-stage Ohio companies that have already received professional investment (pre-seed, angel, venture capital) and have at least a two-year operating history.

ABOUT THE PROGRAM: The Commercial Acceleration Loan Fund (CALF) program bridges the gap between an early-stage entrepreneurs' need for capital and the traditional commercial sources of financing that are primarily reserved for established businesses. CALF supports businesses that display the potential to grow substantially in size and value over a relatively short time.

WEBSITE: http://development.ohio.gov/bs_thirdfrontier/caf.htm

PROGRAM NAME: Community Housing Development Organization

MAXIMUM AMOUNT AVAILABLE: Approximately \$24,000,000 annually

CAN BE USED FOR: Must be a nonprofit, state-designated Community Housing Development Organization.

ABOUT THE PROGRAM: The Community Housing Development Organization (CHDO) provides operating support to nonprofit organizations that develop affordable housing.

WEBSITE: <http://ohiohome.org/partners/developers.aspx>

PROGRAM NAME: Community Reinvestment Areas (CRA)

MAXIMUM AMOUNT AVAILABLE: CRAs may exempt up to 100% of the incremental property taxes for a period of up to 15 years with school board approval. Any CRA exemption above 50% requires school district approval.

CAN BE USED FOR: CRAs allow local governments to exempt the new taxes from a building project in exchange for job creation commitments by the business.

ABOUT THE PROGRAM: The Ohio Community Reinvestment Area program is an economic development tool administered by municipal and county government that provides real property tax exemptions for property owners who renovate existing or construct new buildings.

WEBSITE: http://development.ohio.gov/bs/bs_comreinvest.htm

PROGRAM NAME: Energy Efficiency Program for Manufacturers

MAXIMUM AMOUNT AVAILABLE: In Phase II of the program, customers can receive 50 percent of the cost of developing an energy management plan, up to a maximum of \$15,000. In Phase III (implementation of energy measures), the Energy Loan Fund may finance up to 80 percent of costs of proposed measures (up to a maximum loan amount of \$1 million).

CAN BE USED FOR: Ohio manufacturing firms

ABOUT THE PROGRAM: The energy efficiency program is a four-stage program that identifies efficiency improvements, develops an energy savings plan and provides a low-interest loan to implement the efficiency measures.

WEBSITE: http://development.ohio.gov/bs/bs_energyefficprograms.htm

PROGRAM NAME: Energy Loan Fund

MAXIMUM AMOUNT AVAILABLE: For manufacturers, the program may finance up to 80 percent of eligible costs (up to a maximum \$1 million loan). For public entities, the program may finance up to 90 percent of total eligible project costs (up to \$1 million). For small businesses, the program may finance up to 80 percent of total eligible project costs (up to \$250,000).

CAN BE USED FOR: Manufacturers, small businesses and public entities (local government agencies, nonprofit organizations, school districts, institutions of higher education).

ABOUT THE PROGRAM: Provides low-interest loans to small businesses, public/not-for-profit institutions and communities for energy improvements that reduce energy usage by a minimum of 15 percent, reduce fossil fuel emissions and/or create or retain jobs.

WEBSITE: http://development.ohio.gov/bs/bs_energyloanfund.htm

PROGRAM NAME: Ohio Enterprise Bond Fund

MAXIMUM AMOUNT AVAILABLE: The OEBF may provide financing up to 90 percent of the total eligible project costs that are directly related to the fixed-asset purchase. The program may finance allowable project costs with OEBF loans typically ranging in size from \$2,500,000 to \$10,000,000.

CAN BE USED FOR: Eligible borrowers include corporations, partnerships, sole proprietorships, limited liability companies or limited liability partnerships engaged in the creation or retention of jobs in industrial, manufacturing, commerce, research and development or distribution ventures.

ABOUT THE PROGRAM: The Ohio Treasurer issues bonds, the proceeds of which are loaned to businesses for allowable costs of eligible projects. The OEBF Loan provides long-term, fixed-rate project financing for qualifying businesses that create or preserve employment opportunities in the State of Ohio. The OEBF Loan provides capital to developed companies with limited access to funding at costs comparable to those of rated multi-national corporations.

WEBSITE: http://jobs-ohio.com/images/Ohio_Ent_Bond_Fund.pdf

PROGRAM NAME: Ohio Enterprise Zone Program (EZs)

MAXIMUM AMOUNT AVAILABLE: EZs may exempt up to 100% of the incremental property taxes for a period of up to 15 years with school board approval. EZs may exempt 75% of the new taxes for 10 years without school board approval.

CAN BE USED FOR: Both EZs and CRAs allow local governments to exempt the new taxes from a building project in exchange for job creation commitments by the business.

ABOUT THE PROGRAM: The Ohio Enterprise Zone Program is an economic development tool administered by municipal and county governments that provides real and personal property tax exemptions to businesses making investments in Ohio.

WEBSITE: http://development.ohio.gov/bs/bs_oezp.htm

PROGRAM NAME: Entrepreneurial Signature Program

MAXIMUM AMOUNT AVAILABLE: Varies by company and situation; companies may receive consulting/advisory services or investments up to, and sometimes exceeding, \$1 million.

CAN BE USED FOR: Technology-based entrepreneurs and small tech-based businesses

ABOUT THE PROGRAM: Grant funds are awarded to six regional Entrepreneurial Signature Program (ESP) organizations that provide, along with their partner organizations, a wide range of advisory and consulting services and/or investment assistance to technology-based entrepreneurs and small tech-based businesses.

WEBSITE: http://development.ohio.gov/bs_thirdfrontier/esp.htm

PROGRAM NAME: Ohio Export Internship Program

MAXIMUM AMOUNT AVAILABLE: Company is reimbursed 50 percent, up to \$3,600 of the intern's wage.

CAN BE USED FOR: Company is reimbursed 50 percent, up to \$3,600 of the intern's wage.

ABOUT THE PROGRAM: ODSA and The Ohio State University's Fisher College of Business match Ohio companies with undergraduate student interns who have taken export-focused course work. Program provides companies 50 percent reimbursement for internship wages and ongoing export support for companies and students during the internship.

WEBSITE: http://www.development.ohio.gov/bs/bs_oxip.htm

PROGRAM NAME: Global Agriculture Program

MAXIMUM AMOUNT AVAILABLE: Food companies can participate in a cost-share program to offset the cost of international marketing activities.

CAN BE USED FOR: Ohio food and agriculture companies

ABOUT THE PROGRAM: Leverages ODSA's membership with the Food Export Association and other export-focused organizations to provide Ohio food suppliers with export promotion, customized export assistance, a cost-share funding program and other services.

WEBSITE: http://www.development.ohio.gov/bs/bs_ogatp.htm

PROGRAM NAME: Ohio Incumbent Workforce Training Voucher Program

MAXIMUM AMOUNT AVAILABLE: Grantees are provided up to \$250,000 per entity and \$4,000 per individual.

CAN BE USED FOR: Any Ohio for-profit entity in a state-designated target industry with a facility located in Ohio that has been in continuous operation in Ohio for the last 12 months

ABOUT THE PROGRAM: The reimbursement-based grant program offsets employer costs associated with upgrading the skills of their incumbent workforce.

WEBSITE: http://development.ohio.gov/bs/bs_wtvp.htm

PROGRAM NAME: Innovation Ohio Loan Fund

MAXIMUM AMOUNT AVAILABLE: The IOF Loan may finance up to 75% of allowable project costs with loans typically ranging in size from \$500,000 to \$1,500,000.

CAN BE USED FOR: The IOF Loan is intended to support the growth capital needs of established Ohio companies that have: minimum of two years of operating history and revenues generated, developed a proven product for a proven market, have customer orders and reasonable prospects for rapid sales growth, have attracted third party capital and has reasonable prospects of continued backing from such investors; the program may require additional investment in the company as a condition to an IOF Loan.

ABOUT THE PROGRAM: The IOF Loan is intended to provide capital to Ohio companies with limited access to capital and funds from conventional financing sources due to technical and commercial risk factors associated with the development of new products or services.

WEBSITE: <http://jobs-ohio.com/funding/>

PROGRAM NAME: InvestOhio

MAXIMUM AMOUNT AVAILABLE: 10% tax credit (up to \$1 million) to investors that make a cash investment into an Ohio-based small business.

CAN BE USED FOR: Any individual or investment fund with Ohio Taxable Income investing in an eligible Ohio-based Small Business Enterprise.

ABOUT THE PROGRAM: Provides a tax credit of up to 10% of an investment made in an Ohio-based small business. Investors must maintain their equity interest in the company for a holding period.

WEBSITE: http://development.ohio.gov/bs/bs_investohio.htm

PROGRAM NAME: Job Creation Tax Credit

MAXIMUM AMOUNT AVAILABLE: The tax credit is measured as a percentage of the state income tax withholdings for all new employees hired under the program. The credit is performance based, so new payroll must be created to receive a tax credit.

CAN BE USED FOR: Medium to Large Businesses

ABOUT THE PROGRAM: Provides a refundable tax credit against a taxpayer's Commercial Activity Tax, insurance premium tax, Ohio corporate franchise tax or an individual's Ohio personal income tax obligations. The credit is given annually for the term of the credit. The tax credit is based on the state income tax withheld by the taxpayer for new jobs created as result of new business investment in Ohio.

WEBSITE: http://www.development.ohio.gov/bs/bs_r166dl.htm

PROGRAM NAME: Minority Business Bonding Program

MAXIMUM AMOUNT AVAILABLE: Up to \$1 million bonding line

CAN BE USED FOR: State-certified minority-owned businesses

ABOUT THE PROGRAM: The program provides bonding lines to state-certified minority-owned businesses for project bonding. This allows them to better compete for public and private contracts.

WEBSITE: http://development.ohio.gov/bs/bs_ombbp.htm

PROGRAM NAME: Minority Business Direct Loan

MAXIMUM AMOUNT AVAILABLE: Maximum loan of \$450,000, but can be higher if supported by significant economic impact.

CAN BE USED FOR: State-certified minority-owned businesses

ABOUT THE PROGRAM: Provides fixed-rate, low-interest loans to certified minority-owned businesses. Loans can finance up to 75 percent of project cost.

WEBSITE: http://development.ohio.gov/bs/bs_ombdlp.htm

PROGRAM NAME: Ohio Motion Picture Tax Credit

MAXIMUM AMOUNT AVAILABLE: \$20 million total program cap annually. The amount of individual credits varies greatly.

CAN BE USED FOR: Motion picture production companies creating a film, TV series or video games in Ohio

ABOUT THE PROGRAM: The Ohio Motion Picture Tax Credit provides a refundable tax credit that equals 25 percent off in-state spend and non-resident wages and 35 percent in Ohio resident wages on eligible productions.

WEBSITE: <http://development.ohio.gov/FilmOffice/>

PROGRAM NAME: Open Innovation Incentive

MAXIMUM AMOUNT AVAILABLE: Companies receive a 50 percent discount off the \$25,000 seeker-solver matchmaking fee.

CAN BE USED FOR: Middle-market companies with revenues between \$10 million and \$1 billion

ABOUT THE PROGRAM: The program pays for half of the fee for companies seeking technical solutions.

WEBSITE: http://development.ohio.gov/bs_thirdfrontier/oii.htm

PROGRAM NAME: Qualified Energy Project Tax Exemption

MAXIMUM AMOUNT AVAILABLE: Payment based on a calculation. Once the calculation is completed the energy company will make yearly payments to the county for the duration of the project.

CAN BE USED FOR: Alternative energy companies

ABOUT THE PROGRAM: The Qualified Energy Tax Exemption provides owners of clean energy projects with an exemption for tax liabilities. The program consolidates all tax liabilities into one flat fee. The recipient pays a per-megawatt tax based on the facilities' total capacity for power production and the percentage of Ohio workers used in the construction of the facility.

WEBSITE: http://development.ohio.gov/bs/bs_qepte.htm

PROGRAM NAME: Research & Development Investment Loan

MAXIMUM AMOUNT AVAILABLE: The program may finance allowable project costs with R&D Loans typically ranging in size from \$500,000 to \$5,000,000. Total financing from State programs should typically range from 20% to 40% of the project investment.

CAN BE USED FOR: Eligible projects include those where research and development activities are undertaken for the purpose of discovering information that is technological in nature and the application of which is intended to be useful in the commercialization of a new or improved product, process, technique, formula or invention.

ABOUT THE PROGRAM: The Research and Development Investment Loan (R&D Loan) provides low-interest loans partnered with a tax credit to Ohio businesses that create research and development capabilities and high-wage jobs. Businesses meeting the program requirements (i.e. job commitments, loan repayments, etc.) are also eligible for a loan repayment tax credit against their Ohio Commercial Activity Tax liability.

WEBSITE: <http://jobs-ohio.com/funding/>

PROGRAM NAME: Roadwork Development Grant

MAXIMUM AMOUNT AVAILABLE: Annual appropriation varies by fiscal year. The annual appropriation in both FY13 & FY14 is \$15,199,900. There is no minimum or maximum amount for individual awards.

CAN BE USED FOR: Local governments, port authorities or companies

ABOUT THE PROGRAM: Roadwork Development (629) Grants are awarded for public roadwork improvements that support the expansion or attraction of businesses.

WEBSITE: http://development.ohio.gov/cs/cs_r629.htm

PROGRAM NAME: Targeted Investment Program

MAXIMUM AMOUNT AVAILABLE: Loans may finance up to 50 percent of project costs with loans ranging from \$500,000 to \$5 million. The targeted average loan amount on this program is \$1 million.

CAN BE USED FOR: Early-stage Ohio companies that have already received professional investment (pre-seed, angel, venture capital) and have at least a two-year operating history. Prospective borrowers need to demonstrate the ability to attract follow-along private investment.

ABOUT THE PROGRAM: The program is federal funded with the purpose of supporting growth and expansion of small businesses within technology and innovation targeted industry sectors.

WEBSITE: http://development.ohio.gov/bs/bs_tip.htm

PROGRAM NAME: Technology Asset Grant Program

MAXIMUM AMOUNT AVAILABLE: Individual grants range from \$1 million to \$5 million with a required 3:1 cash cost share.

CAN BE USED FOR: Established for-profit Ohio companies; private not-for-profit research organizations or federal procurement agencies located in Ohio.

ABOUT THE PROGRAM: Provides initial funding for the construction or acquisition of unique, highly specialized technical equipment and facilities that represent a competitive advantage for Ohio companies. Must also lead directly to the production/manufacturing in Ohio of new tech-based products or services.

WEBSITE: http://development.ohio.gov/bs_thirdfrontier/tagp.htm

PROGRAM NAME: Ohio Third Frontier Internship Program

MAXIMUM AMOUNT AVAILABLE: Companies receive up to \$3,000 for each eligible internship, which must be matched on a 1:1 cash basis.

CAN BE USED FOR: For-profit Ohio companies that may hire up to 10 interns per year

ABOUT THE PROGRAM: Eight regional partners funded by ODSA help match companies seeking interns with qualified candidates. The regional organizations then reimburse the companies up to \$3,000 for each intern which is matched by the company.

WEBSITE: http://development.ohio.gov/bs_thirdfrontier/intern.htm

PROGRAM NAME: Ohio Vacant Facilities Fund

MAXIMUM AMOUNT AVAILABLE: \$500 per full-time job created. There is no maximum grant amount for employers.

CAN BE USED FOR: The program targets small businesses. Eligible companies are those with less than 50 employees OR those with 50+ employees where at least half the company's Ohio-based staff are employed at the facility.

ABOUT THE PROGRAM: The program provides grants of \$500 per full-time job created when a business relocates or expands into a building that has been 75 percent or more vacant for the past 12 months. Full-time positions must be at or above federal minimum wage and positions must exist for one year.

WEBSITE: http://development.ohio.gov/cs/cs_ovff.htm

OHIO TREASURER PROGRAMS

30 E. Broad Street - 9th Floor
Columbus, Ohio 43215
Phone: 800-228-1102

PROGRAM NAME: Ag-Link

MAXIMUM AMOUNT AVAILABLE: \$150,000 Applications are accepted on an annual basis from January through March.

CAN BE USED FOR: Working capital; feed, seed, fertilizer, and fuel.

BORROWER: In order to qualify for the Agricultural Linked Deposit Program must meet the following guidelines: Must be organized for profit; Have headquarters and 51% of operations maintained in Ohio; Eligible to obtain an operating loan or line of credit from an eligible bank or Farm Credit Lender; Use the loan exclusively for agricultural purposes; or Agree to comply with all program and bank regulations

ABOUT THE PROGRAM: Many Ohio farmers struggle with the high cost of borrowing operating funds for their businesses each year. Through Ag-LINK, the State Treasurer's office partners with eligible banks and Farm Credit Lenders on an annual basis to provide reduced interest rates for farmers. Every year before the planting season, many farmers finance their operating costs for feed, seed, fertilizer, and fuel. Ag-LINK helps offset the impact of these costs.

WEBSITE: <http://www.ohiotreasurer.org/aglink>

PROGRAM NAME: GrowNOW

MAXIMUM AMOUNT AVAILABLE: Small business owners must commit to the creation or retention of at least one full-time job or two part-time jobs in the State of Ohio for every \$50,000 borrowed, up to \$400,000.

CAN BE USED FOR: GrowNOW is a partnership between eligible banks and the Ohio Treasury. The program enables small business owners to receive up to a 3% interest rate reduction on new or existing small business loans for two years with the opportunity for renewal.

BORROWER: Eligible business owners must meet the following criteria: Must have less than 150 employees; Must have headquarters in Ohio; Must maintain offices and operating facilities in Ohio; Must have a majority of employees be Ohio residents; And Must be organized for profit; Must be able to save or create one full-time or two part-time jobs in Ohio for every \$50,000 borrowed

ABOUT THE PROGRAM: The GrowNOW interest rate reduction will be based on the loan's interest rate set for each borrower by the bank. If the interest rate is above 5%, the reduction will be 3%. If the interest rate is 5% or below, the reduction will be 2.1%

WEBSITE: <http://www.ohiotreasurer.org/grownow>

PROGRAM NAME: ReEnergize Ohio

MAXIMUM AMOUNT AVAILABLE: Provides up to a 3% interest rate reduction on loans; Applies the interest rate reduction on up to \$550,000 of a new or existing loan for four years; and Requires that at least 50% of the loan proceeds be used for energy-efficient upgrades.

CAN BE USED FOR: Eligible energy-efficient upgrades span a wide array of products and renovations including but not limited to; lighting & system controls, heating & cooling systems, renewable energy systems, weatherization projects, as well as energy-efficient appliances, equipment and vehicles.

BORROWER: Small business owners must meet the following requirements: MUST have headquarters in Ohio; MUST have less than 150 employees; MUST have a majority of employees be Ohio residents; MUST maintain offices and operating facilities exclusively in Ohio; MUST use at least 50% of the loan proceeds for qualifying energy-efficient upgrades; the other 50% can be used for other business expenses; and MUST be able to save or create jobs in Ohio.

ABOUT THE PROGRAM: ReEnergize Ohio is a partnership between the State Treasurer of Ohio and eligible banks designed to support Ohio's small business community. It encourages economic growth by helping businesses improve their energy performance. Improving energy performance of a business can result in energy cost-savings that offset the costs of implementing the upgrades.

WEBSITE: http://www.ohiotreasurer.org/Reenergize_Ohio_Small_Businesses

PROGRAM NAME: Renew & Rebuild Ohio

MAXIMUM AMOUNT AVAILABLE: \$400,000 (result of severe weather in 2011)

CAN BE USED FOR: State Treasurer Josh Mandel has initiated Renew Ohio and Rebuild Ohio, emergency financing programs for Ohioans whose businesses, farms and homes were damaged by flooding and severe weather.

BORROWER: Business owners and farmers must: Have suffered severe damage or loss as a result of severe weather in 2011; Obtain a loan from an eligible bank or apply for a reduction on a current loan to improve cash flow; Agree to comply with monitoring requests as required by the Treasurer; and Agree to comply with other requirements as stipulated in the application.

ABOUT THE PROGRAM: Renew Ohio will assist small business owners and the agricultural community. Business owners and farmers can also apply for priority rate reduction assistance through the Ohio Treasury's GrowNOW Program.

WEBSITE: <http://www.ohiotreasurer.org/renewrebuild>

CONTACT: (800) 228-1102 option 3

OHIO AIR QUALITY DEVELOPMENT AUTHORITY PROGRAMS

50 W. Broad Street, Suite 1718, Columbus, OH 43215

Phone: 614-224-3383 Fax: 614-752-9188

PROGRAM NAME: Clean Air Resource Center Loan and Grant

MAXIMUM AMOUNT AVAILABLE: No Maximum

CAN BE USED FOR: The Clean Air Resource Center provides loans to help businesses in many industries finance pollution control or prevention projects. From dry cleaners that need machines with cleaner emissions to collision repair shops that must install paint booths, CARC offers financing to help all types of companies become compliant with air quality regulations.

ABOUT THE PROGRAM: CARC strives to support the critical role played by small businesses in Ohio's economy and recognizes the financial challenges presented by environmental regulations. CARC offers special services specifically for small business owners. In addition to helping small businesses pay for up-front costs of financing of air quality projects, we provide access to technical assistance and one-on-one consulting to help business owners understand clean air regulations. CARC is the one-stop shop for small business owners. Services include: One-on-one technical assistance; On-site visits; Confidential compliance assessments; Permitting assistance; Tax incentives through conduit financing; and Small business grants to cover closing costs.

WEBSITE: www.ohioairquality.org/clean_air/default.asp

CONTACT: Small Business Hotline: 800-225-5051 Phone: 614-728-3540

PROGRAM NAME: Ohio Air Quality Development Authority Loan and Grant

MAXIMUM AMOUNT AVAILABLE: In addition to the tax benefits, we offer qualifying small businesses a grant of up to 4% of the eligible portion of the project financed through CARC as reimbursement for financing and other fees.

ELIGIBILITY: Small businesses may be eligible if they use the following processes: baking; burning; casting; coating; degreasing; dry cleaning; molding; painting; plating; or printing.

ABOUT THE PROGRAM: The role of the Ohio Air Quality Development Authority is to provide for the conservation of air as a natural resource of the state to prevent or abate the pollution of the air, to provide for the comfort, health, safety and general welfare of all citizens of the state and to assist in the financing of air quality facilities for industry, commerce, and research.

WEBSITE: <http://ohioairquality.org/oaqda/default.asp>

CONTACT: Ohio Air Quality Development Authority

Phone: 614-224-3383

OHIO DEPARTMENT OF TAXATION

Ohio Department of Taxation, Sales Tax Division

Phone: 614- 466-7351 or 888- 405-4039

PROGRAM NAME: Manufacturing Machinery & Equipment Sales Tax Exemption

Rate/Terms: Exempts business from entire state and county sales tax for purchases of machinery and equipment used primarily for manufacturing

BENEFITS: Provides significant tax savings for companies and individuals that are involved in manufacturing in Ohio

Eligibility: Includes machinery, equipment, supplies and fuel used primarily in a manufacturing operation to produce tangible personal property for sales

ABOUT THE PROGRAM: Provides an exemption from state and county sales tax for companies that purchase machinery and equipment for manufacturing activities. Vendor needs a blanket exemption certificate, available on-line at the Department of Taxation's website (<http://tax.ohio.gov/>) under Business, Tax Forms

WEBSITE: <http://codes.ohio.gov/orc/5739.011>

PROGRAM NAME: Ohio Small Business Tax Cut

MAXIMUM AMOUNT AVAILABLE: This 50 percent tax cut is available on up to \$250,000 in business income, meaning the deduction is capped at \$125,000 for each investor or owner.

CAN BE USED FOR: The small business tax cut enables a business owner to deduct 50 percent of Ohio net business income from the adjusted gross income they report on their Ohio personal income tax return. If the business has multiple owners, each is eligible to claim the deduction.

ABOUT THE PROGRAM: This tax cut is the centerpiece of a major tax reform package initiated by Ohio Governor John Kasich and approved by the Ohio General Assembly that produced the largest overall tax reduction in the country -- \$2.7 billion over three years.

WEBSITE: <http://www.tax.ohio.gov/Business/SmallBusinessTaxCut.aspx>

PROGRAM NAME: Ohio Research and Development Investment Tax Credit

RATE/TERMS: The credit equals 7% of the excess amount of Qualified Research Expenses.

BENEFITS: Nonrefundable tax credit.

The tax credit currently is applied against a company's corporate franchise tax. The tax credit will transfer to cover the Commercial Activity Tax (CAT) for corporations subject to ORC Section 5733.01(G)(2) after tax year 2008. Any excess credit not used in the taxable year in which it is earned by be carried forward for up to 7 years.

ELIGIBILITY: the taxpaying Corporation must invest in "Qualified Research Expenses", as defined in Section 41 of the Internal Revenue Code. Both in-house expenses, such as wages and supplies, and contract expenses qualify (See Section 41 of IRC for more details).

ABOUT THE PROGRAM: Provides a nonrefundable tax credit against the corporate franchise tax and is designed to encourage Ohio's corporations to invest in increased research and development activities.

WEBSITE: http://development.ohio.gov/bs/bs_rditcredit.htm

PROGRAM NAME: Research and Development Sales Tax Exemption

Rate/Terms: Exempts business from entire state and county sales tax for purchases of machinery and equipment used primarily for research and development.

Benefits: Provides significant tax savings for companies undertaking research and development activities in Ohio

Eligibility: Includes research and development activity in both direct and pure research.

Direct research refers to research conducted to design, create or formulate new or better products, equipment or processes.

Pure research refers to scientific or technological inquiry and experimentation in the physical sciences.

ABOUT THE PROGRAM: Provides an exemption from the usual state and county sales tax for companies that purchase equipment for research and development activities. Vendor needs a blanket exemption certificate, available on-line at the Department of Taxation's website (<http://tax.ohio.gov/>) under Business, Tax Forms.

WEBSITE: http://development.ohio.gov/bs/bs_rdste.htm

OHIO ARTS COUNCIL PROGRAMS

30 East Broad Street, 33rd Floor, Columbus, OH 43215

Phone: 614-466-2613

Email: olgahelpdesk@oac.state.oh.us

PROGRAM NAME: Artists with Disabilities Access Program

MAXIMUM AMOUNT AVAILABLE: Applicants may request up to \$500

CAN BE USED FOR: OAC funds may be used for a variety of expenses. Artists often choose to dedicate funds to: attend or present at a conference; attend a class or workshop; participate in a mentorship with another artist or arts organization; rent studio space or art equipment; undertake a planning process with a consultant or agent to develop business skills; purchase art supplies or equipment (e.g., framing, photographic supplies, cameras, CDs, etc.); pay for professional services (e.g., an assistant, marketing, resume writing); or travel. Please refer to the Funding Restrictions section below for a list of applicant restrictions.

ABOUT THE PROGRAM: Artists provide the imagination and creativity that fuels cultural vitality in small and large communities throughout Ohio. Developing an artistic career is a long-term process that requires various types of assistance at different times. The OAC recognizes that artists with disabilities often face unique challenges to advancing their artistic practice. The Artists with Disabilities Access Program (ADAP) provides funding that gives artists with disabilities the resources they need to further their artistic development. The OAC believes the creative expression of artists of all abilities is essential to building vibrant, dynamic communities throughout Ohio.

WEBSITE: <http://www.oac.state.oh.us/grantsprogs/guidelines/ADAP.asp>

CONTACT: Applications to ADAP may be submitted either electronically via the OAC's OnLine Grant Application system (OLGA) or via paper application. VSA Ohio is available to assist artists with disabilities in completing their applications and facilitating access to the program. If an artist prefers to handwrite the application, he/she should contact VSA Ohio at 614/241-5325 to request a paper application. Additional directions for applying to ADAP are included in both the online and paper application forms. **Online Grant Application system (OLGA)** Phone: 614-728-4449

PROGRAM NAME: Individual Excellence Awards

MAXIMUM AMOUNT AVAILABLE: Individual Excellence Awards are \$5,000. Grant awards are recommended by discipline review panels. All recommendations must be approved by the OAC board. The Individual Excellence Award program is very competitive; less than 10 percent of applicants receive funding.

CAN BE USED FOR: Individual Excellence Awards may be used for a variety of expenses related to the growth and development of the artist and his or her work. The award may be used for any purpose designated by the receiving artist, except it cannot be used to continue education through a degree-granting program.

Grantee: Creative artists who are residents of Ohio may apply to this program. Applicants must have lived in Ohio for one year prior to the September 1 deadline and must remain in the state during the grant period.

ABOUT THE PROGRAM: The Individual Excellence Awards program provides grants to Ohio artists for the exceptional merit of a completed body of work. These awards recognize creativity and imagination that exemplify the highest level of achievement and advancement of the art form for a particular discipline. With this support the OAC encourages the growth and development of individual artists. Awards are offered in the following areas: choreography, crafts, fiction/non-fiction, poetry, playwriting/screenplays, criticism, design arts/illustration, interdisciplinary/performance art, media arts, music composition, photography and visual arts. The awards are based on the quality of past work and are not project-based.

WEBSITE: <http://www.oac.state.oh.us/grantsprogs/guidelines/IndividualExcellenceAwards.asp#IEAWhatSupport>

CONTACT: OnLine Grant Application system (OLGA) Phone: 614-728-4449

PROGRAM NAME: Ohio Heritage Fellowships

MAXIMUM AMOUNT AVAILABLE: Ohio Heritage Fellowship awards are \$5,000. Grant amounts are recommended by a review panel. All recommendations must be approved by the OAC board.

CAN BE USED FOR: Ohio Heritage Fellowship awards may be used for a variety of expenses related to the growth and development of the artist and their work. The award may be used for any purpose designated by the receiving individual except to continue their education through a degree-granting program.

BORROWER: Individuals must be nominated in order to receive an award from the Ohio Heritage Fellowship program. Individuals may not nominate themselves. Nominees must have lived in Ohio for one year prior to the January 15 deadline.

ABOUT THE PROGRAM: The Ohio Heritage Fellowship program recognizes Ohio folk and traditional artists who are the finest and most influential masters of their particular art forms and traditions, and whose work in the folk and traditional arts have had a significant impact on the people and communities of the state. Awards are given in three categories: Performing Arts, Material Culture (e.g., folk art, folk crafts and folk architecture) and Community Leadership. The OAC expects awardees to adhere to cultural artistic traditions and work to maintain the aesthetics and preservation of their art form, while also contributing to the public visibility of the folk and traditional arts; be actively participating in their art form as a practitioner, a mentor, teacher or community leader; and be creating works of depth and brilliance that deepen our awareness of the rich and diverse cultural and artistic traditions of the people of Ohio.

WEBSITE: http://www.oac.state.oh.us/grantsprogs/guidelines/guide_other.asp#ohioheritage

CONTACT: The Ohio Heritage Fellowship program nomination form is NOT part of OLGA. The nomination form is available online at: <http://www.oac.ohio.gov/search/OhioHeritageFellowships/SearchFellowshipNominations.asp>.

PROGRAM NAME: Ohio River Border Initiative

MAXIMUM AMOUNT AVAILABLE: The maximum grant award for ORBI's annual grant program is \$3,000 to any one group or artist. The maximum award for Artist Fact Track grants is \$500, and the maximum award for Accessibility Mini-Grants is \$1,000.

CAN BE USED FOR: ORBI annual grants may be used to fund: Transportation costs for bringing art to people or people to art; Artist fees and services; Costs of administering the project; Marketing costs and publicity; Art or educational materials. Artist Fast Track grants may be used to fund: Professional and artistic

development for attendance at workshops, conferences, seminars, master classes, exhibits, exchange programs; Presentation opportunities--preparation of portfolios and slides, printing of brochures or marketing materials and demonstration tapes; Rental expenses for rehearsal or studio space for time periods of less than one month; Shipping and crating of art works for a show or exhibit; Lodging and transportation costs for a training session, workshop, conference or exhibit; or Rental of equipment/purchase of supplies required for showing and displaying artwork. Accessibility Mini-Grants may be used to fund: Minor physical plant improvements such as hand rails, ramps, door alterations; Sign and visibility improvements for people with vision limitations; Assistive devices for hearing or visually impaired people; Signers and other assistive service providers; Accessibility improvements for websites to improve use by the visually impaired; or Direct outreach activities to people with disabilities in the applicant's community. For a complete list of funding criteria and restrictions, visit: <http://orbi.org/orbi-grants/>.

ABOUT THE PROGRAM: Since 1994, ORBI has awarded a total of more than \$450,000 in grant funding to a wide variety of projects, artists and community groups in West Virginia and Ohio counties that border the Ohio River. ORBI's annual grant program funds projects that encourage active collaborations among artists, communities and/or organizations on both sides of the Ohio River. In addition to the annual grant program, ORBI offers grants for individual artists through its Artist Fast Track program. Fast Track grants are intended to support immediate, short-term projects that have a positive impact on the career development of artists by helping them: Increase access to audiences and venues; Develop new skills and insights; and Investigate new artistic ideas and approaches.

WEBSITE: http://www.oac.state.oh.us/grantsprogs/guidelines/guide_other.asp#ohioheritage

CONTACT: The ORBI grant application forms are NOT part of the OAC's OnLine Grants Applications (OLGA) system. You can find the application forms and information on program-specific application requirements here: <http://orbi.org/orbi-grants/>.

PROGRAM NAME: Traditional Arts Apprenticeship Program

MAXIMUM AMOUNT AVAILABLE: The maximum award is \$4,000 for a master and apprentice to work together, regardless of the number of apprentices. Master artist fees should be at least half of the requested amount.

CAN BE USED FOR: The Traditional Arts Apprenticeship program provides grants to compensate the master artist for teaching time. However, supplies, materials and travel expenses for the master and apprentice may also be included in the application. The OAC is not permitted to support stipends for apprentices and equipment purchases may not exceed \$500. The master artist or apprentice may apply for only one apprenticeship each year. The program is designed to fund more than just lessons; it is intended to support a mentoring relationship between master artist and apprentice. It may not be used to support an ongoing class or school. Funds are not available in this program for apprentices who wish to travel and study with master artists who live outside the United States. Masters and apprentices must be U.S. citizens or permanent resident aliens and must have lived in the United States for at least eight months before the application deadline date.

ABOUT THE PROGRAM: The Traditional Arts Apprenticeship program provides awards that allow dedicated apprentices to work with master artists in a time-honored method to acquire an understanding of and proficiency in valued art forms. Master artists are recognized within their communities as exemplary practitioners of traditional art forms and as important repositories for the wisdom and knowledge of our ancestors. Apprentices should have prior experience in the art form and demonstrate significant promise and long-term commitment to practicing the art. The apprenticeship work plan should allow for in-depth learning that encompasses the context of the culture and the development of a mentoring relationship as well as the acquisition of techniques and artistry.

WEBSITE: <http://www.oac.state.oh.us/grantsprogs/guidelines/TraditionalArtsApprenticeship.asp>

CONTACT: The ORBI grant application forms are NOT part of the OAC's OnLine Grants Applications (OLGA) system. You can find the application forms and information on program-specific application requirements here: <http://orbi.org/orbi-grants/>.

OHIO BUREAU OF WORKERS' COMPENSATION

30 East Broad Street, Columbus, OH 43215

Phone: 1-800-644-6292

PROGRAM NAME: Grow Ohio Incentive Program

MAXIMUM AMOUNT AVAILABLE: The opportunity to join a group-experience-rating program and receive a premium discount – potentially up to 53 percent – effective on their first day of coverage; or An automatic 25-percent discount on their workers' compensation premiums.

ABOUT THE PROGRAM: Grow Ohio gives your business the option to apply for group rating immediately and, upon acceptance, receive a premium discount possibly up to 53 percent, which is the current maximum allowable group discount.

WEBSITE: <https://www.bwc.ohio.gov/employer/services/GrowOhioInc/GrowOhioIncInfo.aspx>

OPPORTUNITIES FOR OHIOANS WITH DISABILITIES

400 East Campus View Boulevard Columbus, Ohio 43235

Phone: 1 -800-282-4536 or (614) 438-1200

PROGRAM NAME: Barrier Removal Tax Credit

MAXIMUM AMOUNT AVAILABLE: up to \$15,000 per tax year

CAN BE USED FOR: This is an annual credit available for each year that an employer removes a physical, structural or transportation barrier (must own the facility or vehicle)

WEBSITE: <http://ood.ohio.gov/ood-home/employers/employer-resources>

PROGRAM NAME: Disabled Access Tax Credit

MAXIMUM AMOUNT AVAILABLE: up to \$10,500

CAN BE USED FOR: This credit incorporates removal of communication barriers (interpreters, reader, taped text, JAWS, or other visual adaptive technology) to acquire or modify equipment and is up to \$5,000. Additionally, there is a separate incentive for small business that is up to \$10,500.

WEBSITE: <http://ood.ohio.gov/ood-home/employers/employer-resources>

OHIO SMALL BUSINESS DEVELOPMENT CENTERS (SBDC)

Athens	(740) 593-0473	Hamilton	(513) 737-6543
Cambridge	(740) 432-6568	Lebanon	(513) 932-8145 ext. 5317
Cincinnati – <i>Clermont Chamber</i>	(513) 576-5000	Lima	(419) 995-8184
Akron	(330) 375-2111	Fremont	(419) 559-2210
Cincinnati – <i>Urban League</i>	(513) 487-1155	Mansfield	(419) 755-9017
Cleveland – <i>Cleveland State U.</i>	(216) 321-1633	Marietta	(740) 373-5150
Cleveland – <i>Hispanic Center for Economic Development</i>	(216) 281-4422	New Philadelphia	(330) 308-7479
Cleveland – <i>Urban League</i>	(216) 622-0999	North Canton	(330) 244-3290
Columbus	(614) 287-5294	Painesville	(440) 357-2290
Dayton - <i>Entrepreneur Center</i>	(937) 281-0118	Piketon	(800) 860-7232 ext. 231
Dayton – <i>Wright State University</i>	(937) 775-3503	Piqua	(937) 381-1516
Defiance	(419) 782-6270	Springfield	(937) 322-7821
Elyria	(440) 366-4370	Toledo	(419) 243-8191
		Youngstown	(330) 941-2140

OHIO INTERNATIONAL TRADE ASSISTANCE CENTERS (ITAC)

Cleveland	(216) 523-7347	Piketon	(740) 289-2071 ext. 235
Columbus	(614) 287-5294	Toledo	(419) 530-5682
Dayton	(937) 775-3524	Youngstown	(330) 941-2140

OHIO MANUFACTURING and TECHNOLOGY SMALL BUSINESS DEVELOPMENT CENTERS (MTSBDC)

Columbus	(614) 287-5294	Piketon	(800) 297-2072
Kent	(330) 672-0793	Toledo	(419) 243-8191

www.OhioSBDC.ohio.gov