

The Southwest Georgia Regional Development Center is dedicated to serving 14 counties and 44 cities in the region. The staff covers 6,005 square miles to serve a population of 31,238.

A 48 member Board of Directors representing the elected officials and one (1) non-public member of each of the 14 counties and the 44 cities meet the last Thursday of each month to provide local guidance.

The following services are provided by the Southwest Georgia RDC staff:

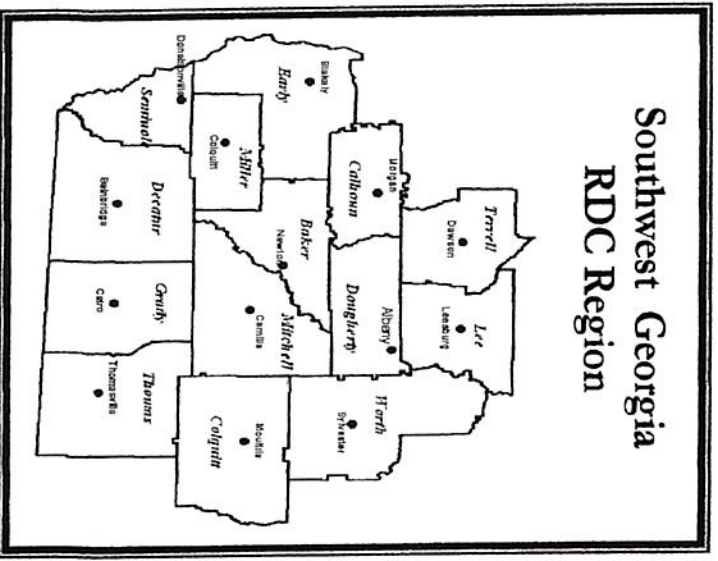
- Historic Preservation
- Mapping and Geographical Information Services
- General Government Services
- Planning and Zoning
- Community/Economic Development
- Grant Writing and Administration

The Southwest Georgia Regional Development Center is a non-profit regional agency that provides technical assistance to member local governments. For more information please contact:

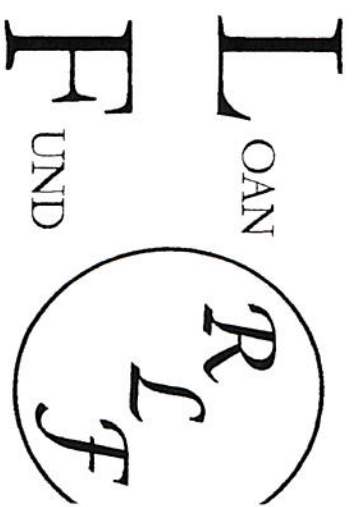
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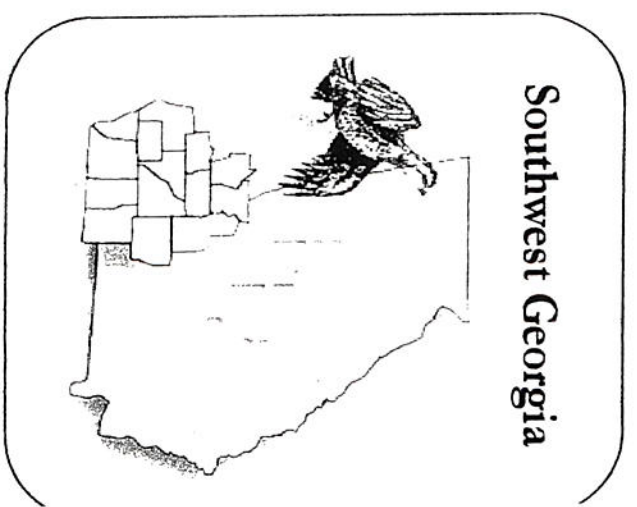
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REVOLVING



A Capital Resource for
Expanding and Start Up Businesses



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What is an RLF?

The Southwest Georgia Revolving Loan Fund (RLF) is a locally controlled source of capital used to finance start-up and expanding business whose projects will create permanent jobs and leverage private sector investment. As borrowers repay their RLF loans, the principal and interest payments are returned to the fund for lending to other businesses to create more jobs and investment opportunities.

What Businesses are Eligible?

The businesses targeted for RLF financing are:

1. Small manufacturing companies.
 2. Manufacturing related services.
 3. Developing services that have a uniqueness or technology that will add value to the Region's economy.
 4. Other businesses that may help a community improve its development potential.
- Generally, retail businesses are not eligible.

How can funds be used?

Proceeds from RLF Loans can be used to:

- Purchase land & buildings.
- Construct new buildings or renovate/modify existing buildings.
- Purchase machinery & equipment.
- Provide for working capital for up to the first six months of operation.

What are the Advantages?

There are many advantages to utilizing the Southwest Georgia RLF for both borrowers and participating banks that include:

- **Attractive Interest Rates**
Interest rates on RLF loans are generally loans fixed at the prime rate and determined by the project needs. By combining RLF and bank financing, the borrower can realize an effective rate well below market rates.

- **Bank Participation**

The RLF was not established to compete with the banking community or to be a lender of last resort. Instead it was established to provide gap financing or "fill the gap" between what the bank can reasonably lend on a project and what the business can provide in equity. Also, by utilizing RLF dollars, banks can offer attractive financing packages that lower debt services. The bank maintains a 1st mortgage on 100% of the collateral. Southwest Georgia RDC does the packaging and therefore is little or no paperwork for the bank.

- **Local Control**

The RLF program is a local economic development initiative. All decisions are made locally by SOWEGA Economic Development Corporation which is a representative of the regional community. The local emphasis means faster responses to loan requests and a minimum of "red tape" for you and your customer. However, State and Federal Regulations do apply.

RLF Guidelines

- Borrower must be the user of loan proceeds.
- Business start-up or expansion must result in the creation of permanent jobs.
- RLF can finance up to 33.3% of the total project cost.
- Business must provide 10% (minimum) of the project cost in equity.
- For every \$20,000 from the RLF, must create one full time job or the equivalent of two part time jobs.
- Fixed prime interest rates are available.
- Loans available up to ten (10) years.
- Principals and business must be credit-worthy and generate sufficient cash flow to repay the debt.
- Principals of the business must provide personal guarantees.
- Hazard and key man insurance naming Southwest Georgia Regional Development Center as loss payee is required.
- Borrower must pay for all legal costs associated with the transaction before loan closing.
- Borrower must pay a one (1) time processing fee of 2.5% of the loan due at the time of closing and one percent closing fee.
- Business must be located in Baker, Calhoun, Colquitt, Decatur, Dougherty, Early, Grady, Lee, Miller, Mitchell, Seminole, Terrell, Thomas or Worth Counties.