

## **Business Development**

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# Alternative Power & Energy (APE) Grant Program

**Agency** Indiana Office of Energy and Defense Development  
**Address** 101 W. Ohio Street, Suite 1250 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 232-8961 **Fax** (317) 232-8995 **TDD**  
**Website** www.energy.in.gov  
**Contact** Paul Cummings, Program Manager  
*Telephone:* (317) 690-4609

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**Program Objective:** The APE Grant Program will provide cost share grants to Indiana's public, non-profit, and business sectors for the purchase of alternative energy systems that will help offset fossil fuel usage and serve as an educational tool.

**Type of assistance:** Cost share grants.

**Eligible activities and applicants:** Eligible applicants include entities from Indiana's public, non-profit, and business sectors. Applications from the residential sector (homeowners) are not eligible for grant funding. Projects must be located in Indiana and non-Indiana entities must register to do business with the Indiana Secretary of State.

Alternative energy systems that utilize the following technologies/resources to produce electricity and/or thermal energy are eligible for grant funding:

1. Solar Water Heating (SWH)
  - a. Domestic hot water
  - b. Radiant heating
  - c. NOT swimming pools
2. Solar Electricity
3. Wind Power
4. Combined Heat and Power using biogas at Waste Water Treatment Plants

Systems that make use of two or more technologies are eligible for grant funding; however each entity is only eligible for one grant.

Transportation applications, non-commercially available technologies and projects using fossil fuels (natural gas, coal or petroleum) are not eligible for grant funding.

Equipment and installation costs directly related to the installation of an alternative energy system are considered eligible expenses. Eligible costs and cost-share must occur during September 19, 2008 to May 31, 2009 time period. This means that projects that begin before September 19, 2008 or that will not be completed by May 31, 2009 are not eligible for grant funding.

**Application steps and deadlines:** Completed application packets must be received by the OED no later than September 19, 2008. Only complete applications will be reviewed. All information requested must be included. For more information on the application packet contents, please see "Application Instructions" at [http://www.in.gov/oed/files/APE\\_guidelines\\_FY09.pdf](http://www.in.gov/oed/files/APE_guidelines_FY09.pdf)

**Reporting procedures:** A report is due at the end of each quarter and a final report at the end of the funding period. Quarterly reporting will commence January 2009 and will end with a final report in January 2010. The report will detail activities/results such as timelines, budget information including grant monies received, energy saved, energy cost savings and a narrative on the project's progress. These results/activities are provided to OED by the grantee in the form of Quarterly Reports which are due in January, April, July, and October of each year during the Grant Agreement. The reports will be used to track progress made by the grantee as well as used to report to the U.S. Department of Energy.

A final progress report will be due June 30, 2010. This final report will summarize all aspects of the project.

**Total amount of funds available:** \$300,000

**Maximum award amount:** Grant amounts and cost share will be determined based on the following formulas. The maximum grant is \$25,000 for any project.

1. Solar Water Heating
  - 50% of project costs up to a grant of \$25,000
  - A \$50,000 dollar system is the largest system that can receive 50% funding.
2. Solar Electric
  - \$5 per watt of installed nameplate capacity with a \$25,000 max
  - 5 kw (5,000 watts) is the maximum size system that gets \$5 for each watt.
3. Wind Power
  - \$2.50 per watt of installed nameplate capacity with a \$25,000 max

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- 10 kw (10,000 watts) is the maximum size system that gets \$2.50 for each watt.

### 4. Combined Heat & Power

- 50% of project costs up to a grant of \$25,000
- A \$50,000 dollar system is the largest system that can receive 50% funding.

Larger systems of each type can be funded, but additional capacity will not be subsidized.

Depending on the quality of the applications received, OED may award smaller grant amounts than expected to projects that fit into the above categories.

### Cash and in-kind match required:

Matching funds are required for this grant program.

### Limitations on use of funds:

Funds may be used in conjunction with other financing programs; however, the Grant funds may only be used for the purchase and installation of alternative energy systems covered in the contract. Recipients must disclose all federal awards received per year. Any grantee expending Five Hundred Thousand Dollars (\$500,000) or more in federal awards per year must have an audit made for that year by an independent auditor. Non-profit organizations, institutions of higher education, and local governments should consult the Single Audit Act Amendments of 1996 (31 U.S.C. 7501-7507) and revised OMB Circular A-133, "Audits of States, Local Governments, and Non-Profit Organizations" for guidance.

### Which finance programs/tools are particularly well suited to be used in conjunction with this program?

No information available.

### How have local organizations used this program?

Information not yet available.

### Technical term or acronyms unique to this program:

OED: Indiana Office of Energy and Defense Development  
APE: Alternative Power and Energy Grant Program

# Broadband Development Program

**Agency** Indiana Finance Authority

**Address** 100 N. Senate Ave. Rm. 1275  
Indianapolis, IN 46204

**P.O. Box**

**Telephone** (317) 234-1279 **Fax** (317) 234-1338 **TDD**

**Website** <http://www.in.gov/ifa>

**Contact** Matt Tuohy, Program Manager

**Telephone:** (317) 233-4332

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<b>Program Objective:</b>	The Indiana Economic Development Corporation in cooperation with the Indiana Finance Authority has made available the Project Guaranty Fund to help broadband related entities obtain financing from lenders when they do not qualify for conventional financing.
<b>Type of assistance:</b>	Provides a deficiency guaranty to a lender making a loan to an entity which will increase broadband accessibility in mostly underserved areas.
<b>Eligible activities and applicants:</b>	To encourage deployment and access in mostly underserved areas. The program targets operators, developers, or local entities in need of additional credit enhancements to secure funding. IEDC has made the Project Guaranty Fund available in cooperation with the IFA to lenders who are considering loans which will increase broadband accessibility.
<b>Application steps and deadlines:</b>	Applications are accepted at any time, however the project must be approved by the IEDC Loan Committee which meets as needed.
<b>Reporting procedures:</b>	Reporting requirements for lenders vary with each loan guaranty transaction approved by IEDC.
<b>Total amount of funds available:</b>	Not applicable.
<b>Maximum award amount:</b>	For rural development projects the maximum guaranty amount is \$300,00. For other broadband related projects, the maximum guaranty depends upon fund availability.
<b>Cash and in-kind match required:</b>	Application and annual fee.
<b>Limitations on use of funds:</b>	Investment in fixed assets preferred. (IEDC has limited ability to guarantee working capital or unsecured loans.)
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Projects may be eligible for other state and local economic development programs.
<b>How have local organizations used this program?</b>	IEDC's Loan Guaranty Program works with lenders all over the state to provide funding to Indiana businesses.
<b>Technical term or acronyms unique to this program:</b>	IFA: Indiana Finance Authority IEDC: Indiana Economic Development Corporation

## Business and Industry Guaranteed Loans

**Agency** USDA/Rural Development  
**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278  
**Telephone** (317) 290-3100 **Fax** (317) 290-3127 **TDD** (317) 290-3343  
**Website** <http://www.rurdev.usda.gov>

**P.O. Box**

**Contact** Dean Edwards, Program Director, Business Program Cooperative Services  
**Telephone:** (317) 290-3100

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<b>Program Objective:</b>	To improve, develop, or finance business, industry, and employment in an effort to favorably impact the economic and environmental climate of rural communities with a population of less than 50,000.
<b>Type of assistance:</b>	This purpose is achieved by guaranteeing quality loans made by private lenders (usually banks) which will provide lasting community benefits. The guarantee is a vehicle whereby a local lender can extend its legal lending limits or expand its credit guidelines.
<b>Eligible activities and applicants:</b>	Any legal entity is eligible including individuals, public and private groups, and Indian tribes. Both start-up and existing businesses may qualify to finance the purchase and development of land, buildings, equipment, supplies, etc. Loans may also be used to provide working capital and/or refinancing of existing debt.
<b>Application steps and deadlines:</b>	Applications are received by USDA from the private lending institution that desires to fund and service the guaranteed loan. Pre-applications and applications are initially processed in the state where the business is located. Applications are accepted on an on-going basis. Funds to implement the Business & Industry Loan Guarantees are allocated each fiscal year (October 1 - September 30) and must be obligated in the year allocated.
<b>Reporting procedures:</b>	The lender is required to fund and service the loan until it is repaid. Both the lending institution and the borrower must adhere to the required loan covenants to keep their guarantee in effect.
<b>Total amount of funds available:</b>	Funding levels vary from year to year, but are usually sufficient to meet demand. Contact USDA/Rural Development for current information.
<b>Maximum award amount:</b>	Loans of up to \$25,000,000.
<b>Cash and in-kind match required:</b>	New businesses need a minimum of 20-30% tangible equity; existing businesses need to maintain at least 10% tangible equity. Adequate collateral is required to secure the entire loan amount. RD guarantee is 80% for loans up to \$5,000,000. RD guarantee is 70% for loan amounts over \$5,000,000, up to \$10,000,000. RD guarantee is 60% for loan amounts over \$10,000,000. Borrower will pay a one-time guarantee fee of 2% of the guaranteed loan portion at loan closing. This guarantee fee may be financed as part of the loan.
<b>Limitations on use of funds:</b>	Loans cannot be guaranteed for agriculture production, churches, charitable institutions; or any project involving transfer of ownership unless this will keep business from closing or prevent the loss of jobs. Eligible loans must be fully amortized over their term. No balloon payments are allowed. No lines of credit or revolving credits are allowed under this program. There are a few more limitations, contact the RD State Office to review eligibility issues.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	All regulated lending institutions are eligible to participate if they are in good standing. Check with your current lender first. Lending institutions that have used this program recently include: Huntington National Bank, Star Financial Bank, Bank One, First Farmers Bank & Trust, Fifth Third Bank.
<b>Technical term or acronyms unique to this program:</b>	B & I: Business and Industry Pre-app: Pre-application App: Application RD: Rural Development USDA: United States Department of Agriculture SO: State Office FY: Fiscal Year

## Cambridge Ventures L.P.

**Agency** Cambridge Capital Management Corp  
**Address** 4181 East 96th Street, Suite 200  
Indianapolis, IN 46240 **P.O. Box**  
**Telephone** (317) 844-9810 **Fax** (317) 844-9815 **TDD**  
**Website** <http://www.cambridgecapitalmgmt.com/>

**Contact** Jean Wojtowicz,  
*Telephone:* (317) 814-6192

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**Program Objective:** Cambridge Ventures is a licensed SBIC dedicated to building successful companies through medium to long-term investments in growing companies.

**Type of assistance:** Capital can be provided in the form of debt, subordinated debt, or equity.

**Eligible activities and applicants:** Preferred investments are located within a 200-mile radius of Indianapolis.

**Application steps and deadlines:** Submit a business plan for review.

**Reporting procedures:** None listed.

**Total amount of funds available:** Up to \$20,000,000.

**Maximum award amount:** \$100,000 to \$1,000,000.

**Cash and in-kind match required:** None listed.

**Limitations on use of funds:** Can be used for any legitimate business purpose.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** None listed.

**How have local organizations used this program?** Through 5/1/2008 Cambridge Ventures has invested over \$20.5 million in 40 promising companies.

**Technical term or acronyms unique to this program:** None listed.

# Capital Access Program

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 900 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 233-9138 **Fax** (317) 232-6786 **TDD**  
**Website** <http://www.in.gov/ifa>  
**Contact** Matt Tuohy, Program Manager  
*Telephone:* (317) 233-9138

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<b>Program Objective:</b>	The Capital Access Program (CAP) provides businesses with access to capital by encouraging lenders who participate in the Program to make loans they may not otherwise make. Refer to IEDC's website for specific program information.
<b>Type of assistance:</b>	A CAP reserve account is established for each lender in the program. Whenever a lender makes a CAP loan, three payments are made into the cash reserve: -Borrower pays between 1.5% and 3.5% of the loan amount -Lender matches the borrower's payment (lender passes its part onto the borrower) -IEDC matches the borrower's and lender's combined payments -IEDC can double its contribution if the borrower is a disadvantaged business enterprise. -IEDC can triple its contribution if the borrower is a child care facility or a high growth/high skilled company.
<b>Eligible activities and applicants:</b>	Loans to Indiana businesses qualify for CAP.
<b>Application steps and deadlines:</b>	Enrolled Lender's submit a simple, one-page form within ten days of making the loan. The lender makes all decisions regarding the loan, including term and interest rate.
<b>Reporting procedures:</b>	The Lender sends a quarterly report regarding the number and balance of CAP loans in its portfolio.
<b>Total amount of funds available:</b>	Not applicable.
<b>Maximum award amount:</b>	Any size project qualifies.
<b>Cash and in-kind match required:</b>	When a loan is made, the Lender and the Borrower are both required to make payments between 1.5% and 3.5% of the loan amount.
<b>Limitations on use of funds:</b>	Loans to any Indiana business qualify for CAP except: 1.Loans made to finance passive real estate ownership. 2.Loans made for that part of a project or development devoted to housing. 3.Loans made to officers, directors or principal shareholders of the lending institution or their family members or companies controlled by them or their family members. 4.Loans made to refinance existing debt with the borrower's current lender. 5. Loans made to religious organizations
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	CAP can be used in conjunction with any other finance program.
<b>How have local organizations used this program?</b>	Indiana lenders have used CAP to make hundreds of small business loans in their communities. Average loan size is approximately \$50,000, and state funds are leveraged over 23 times.
<b>Technical term or acronyms unique to this program:</b>	CAP: Capital Access Program IEDC: Indiana Economic Development Corporation IEDC: Indiana Economic Development Corporation

## Development Financing

**Agency** Ports of Indiana  
**Address** 150 West Market St., Ste. 100  
Indianapolis, IN 46204  
**Telephone** (317) 232-9200 **Fax** (317) 232-0137 **TDD**  
**Website** <http://www.portsofindiana.com>  
**Contact** Jody Peacock, Director of Corporate Affairs  
*Telephone:* 317-233-6225

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<b>Program Objective:</b>	Development financing is a mechanism that helps businesses raise funds for capital projects. It is a structured financing alternative -- which can be a synthetic lease -- that is used for capital developments funded by port revenue bonds. This financing is typically best suited for projects of \$10 million and up with a structure that gives companies very flexible lease terms, significant federal tax savings and complete control of their facilities. Companies planning to locate or expand a major facility in Indiana can save money by using this financing. The Ports of Indiana is the only public agency that offers this program in Indiana.
<b>Type of assistance:</b>	Synthetic, capital and operating leases.
<b>Eligible activities and applicants:</b>	Development Financing can be used for: corporate facilities, including land and buildings; manufacturing facilities and equipment; hospitals and schools; distribution depots; downtown revitalizations; brownfield redevelopments; sports and entertainment facilities; airport expansions; and more. To qualify a project must be an investment in Indiana, and the company must have sufficient financial strength and business plan to satisfy the debt. Only credit-worthy companies qualify for this type of financing. The total project investment is typically \$10 million or higher.
<b>Application steps and deadlines:</b>	There are no deadlines associated with the program. Interested parties should contact the Ports of Indiana to learn more about the program and discuss the project before starting the application and approval process. Projects will generally require the involvement of investment bankers, underwriters, bond attorneys and the borrower's accountants. The Port Commission must approve the agreements at various stages throughout the process.
<b>Reporting procedures:</b>	An annual review and regular interaction with a trustee for the disbursement of funds satisfies the reporting requirements for the Ports of Indiana.
<b>Total amount of funds available:</b>	There are no funding limits to the program, but each project is limited by the credit-worthiness of the borrower and its project.
<b>Maximum award amount:</b>	The funding limits for each project are only limited by the credit-worthiness of the borrower and its project.
<b>Cash and in-kind match required:</b>	No cash or match is required. The financing can be for 100 percent (or less) of the amount of the transaction, subject to the credit of the borrower.
<b>Limitations on use of funds:</b>	The financing must be used for an investment in Indiana. It can be used for purchasing or developing assets, including land, buildings, expansions, renovations, equipment, software, hardware, etc., and it can include any business, commercial, industrial, or transportation purpose.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	This unique financing program can be used in conjunction with all other state, local and federal programs.
<b>How have local organizations used this program?</b>	This program became available statewide in 2003, and has been used for projects in Evansville, Jeffersonville, Portage, and Mount Vernon.
<b>Technical term or acronyms unique to this program:</b>	Synthetic Lease: This is a 100% loan secured by equipment or real estate. The loan is structured as an operating lease and is treated as off-balance sheet for financial accounting purposes. Synthetic leases separate the accounting treatment of a transaction from the tax treatment. For financial accounting, the transaction is considered a lease; but for federal tax purposes, the lessee retains tax ownership and tax depreciation on the asset. By treating the loan as an operating lease, the lessee reports enhanced earnings per share to the public. By using the Ports of Indiana as the owner for book purposes, the transaction meets new accounting standards set by the Federal Account Standards Board (FASB).



# Energy Product Feasibility Study Grant

**Agency** Indiana Office of Energy and Defense Development  
**Address** 101 W. Ohio Street, Suite 1250 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 232-8961 **Fax** (317) 232-8995 **TDD**  
**Website** www.energy.in.gov  
**Contact** Paul Cummings, Program Manager  
*Telephone:* (317) 690-4609

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**Program Objective:** The Indiana Office of Energy & Defense Development (OED) is pleased to offer the Energy Project Feasibility Study Program. The grant program will provide cost share grants to Indiana's public, non-profit, and business sectors for the production of feasibility studies investigating renewable energy.

**Type of assistance:** Grants are for 90% of the costs associated with the study.

**Eligible activities and applicants:** Eligible applicants include entities from Indiana's public, non-profit, agricultural, and business sectors. Applications from the residential sector (homeowners) are not eligible for grant funding. Projects must be located in Indiana and non-Indiana entities must register to do business with the Indiana Secretary of State.

Studies investigating alternative energy systems that utilize the following resources to produce thermal energy and/or electricity are eligible for grant funding:

Biomass energy projects utilizing the follow resources:

- a. Manure
- b. Wood waste
- c. Food processing waste
- d. Agricultural co-products
- e. Other biomass resources

Wind energy projects  
Solar energy projects

- a. Solar thermal
- b. Solar electric

Other renewable energy projects

Non-commercially available technologies and projects using fossil fuels (natural gas, coal or petroleum) are not eligible for grant funding.

**Application steps and deadlines:** Completed application packets must be received by the OED no later than October 10, 2008. Only complete applications will be reviewed. All information requested must be included. For more information on the application packet contents, please see "Application Instructions" at [http://www.in.gov/oed/files/Energy\\_Feasibility\\_Guidelines.pdf](http://www.in.gov/oed/files/Energy_Feasibility_Guidelines.pdf)

**Reporting procedures:** A report is due at the end of each quarter and a final report at the end of the funding period. Quarterly reporting will commence January 2009 and will end with a final report in January 2010. The report will detail activities/results such as timelines, budget information including grant monies received, energy saved, energy cost savings and a narrative on the project's progress. These results/activities are provided to OED by the grantee in the form of Quarterly Reports which are due in January, April, July, and October of each year during the Grant Agreement. The reports will be used to track progress made by the grantee as well as used to report to the U.S. Department of Energy. A final progress report will be due January 31, 2010. This final report will summarize all aspects of the project.

**Total amount of funds available:** \$100,000

**Maximum award amount:** Grants are for 90% of the costs associated with the study. The minimum grant amount is \$5,000 and the maximum grant amount is \$25,000. The minimum grant size is to ensure that straightforward projects are not given grant money. For example a solar pool heating project replacing a gas heater is a very straightforward calculation and does not warrant a full feasibility study. A solar thermal array used to pre-heat water in a commercial process would warrant a study to properly design the system.

**Cash and in-kind match required:** Matching funds are required for this grant program.

**Limitations on use of funds:** Grants are only available for eligible applicants. Matching funds are required for this grant program. OED reserves the right to award none of the funding allotted (\$0) to all of the funding allotted (\$100,000), depending on the quality and eligibility of applications. Funds cannot be drawn down until there is an executed grant agreement (contract). The funds must be used by May 31, 2009. All grants from OED are on a reimbursement basis only. There is no advance payment in this grant

## Energy Product Feasibility Study Grant

program.

Funds may be used in conjunction with other financing programs; however, the Grant funds may only be used for the purchase and installation of alternative energy systems covered in the contract. Recipients must disclose all federal awards received per year. Any grantee expending Five Hundred Thousand Dollars (\$500,000) or more in federal awards per year must have an audit made for that year by an independent auditor. Non-profit organizations, institutions of higher education, and local governments should consult the Single Audit Act Amendments of 1996 (31 U.S.C. 7501-7507) and revised OMB Circular A-133, "Audits of States, Local Governments, and Non-Profit Organizations" for guidance.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?**

No information available.

**How have local organizations used this program?**

Information not yet available.

**Technical term or acronyms unique to this program:**

OED: Indiana Office of Energy and Defense Development

## Equity Funds

**Agency** CID Capital, Inc.  
**Address** One American Square, Ste. 2850  
Indianapolis, IN 46282 **P.O. Box**  
**Telephone** (317) 269-2350 **Fax** (317) 269-2355 **TDD**  
**Website** <http://www.cidcap.com>

**Contact** John C. Aplin, Managing Director  
**Telephone:** (317) 708-4860  
Robert J. O'Brien, Managing Director  
**Telephone:** (317) 708-4852

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**Program Objective:** Since its founding in 1981, CID Capital has been a leading provider of investment capital to private companies headquartered throughout the United States. CID has invested in over one hundred companies and has raised eight funds totally \$430 million.

CID invests both venture and private equity capital in a variety of industries, including life sciences, information technology, manufacturing technology and business services.

**Type of assistance:** In addition to providing capital, CID assists its partner companies with strategic planning, executive recruiting, interim management, and financial networking.

**Eligible activities and applicants:** CID is currently focusing its investments on mid-to-later-stage growth companies and on mature operating companies that exhibit strong business fundamentals and growth potential.

**Application steps and deadlines:** CID is actively seeking investment candidates. Interested parties should contact one of our investment professionals or visit our website, [www.cidcap.com](http://www.cidcap.com), to submit business plans.

Chicago office: 200 West Madison Street, Ste. 3500, Chicago, IL 60606  
Contact: Raj R. Pai, Managing Director, (312) 578-5350

Columbus office: 180 East Broad Street, Ste. 1701, Columbus, OH 43215  
Contact person: Peter G. Kleinhenz, Managing Director, (614) 222-8185

**Reporting procedures:** Variable with each situation. Please review our website for additional details.

**Total amount of funds available:** \$210 million actively under management.

**Maximum award amount:** Initial investments are made in the range of \$750,000 to \$1.5 million.

**Cash and in-kind match required:** No match is required.

**Limitations on use of funds:** CID prefers to invest in industries in which our investment professionals have a significant degree of expertise, as this is how we feel we add value to our investments. For this reason, we do not invest in certain industries, including real estate and gas/oil mining or exploration.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Variable. Please contact CID Capital, Inc. for more information.

**How have local organizations used this program?** Please visit our website for additional information on this topic.

**Technical term or acronyms unique to this program:** N/A

## Global Issues Fund (GIF)

**Agency** Purdue University Center for International Business Education and Research (CIBER)  
**Address** Krannert Building, 403 W. State Street **P.O. Box**  
West Lafayette, IN 47907  
**Telephone** (765) 494-4467 **Fax** (765) 494-9658 **TDD**  
**Website** <http://www.mgmt.purdue.edu/centers/ciber>  
**Contact** Greg Cutchin, Managing Director  
*Telephone: (765) 494-4467*

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**Program Objective:** To support community programs that will educate and inform Indiana businesses and the general public on issues of international trade and global commerce.

**Type of assistance:** Grants

**Eligible activities and applicants:** Eligible applicants include: non-profit community resource organizations, private companies and academic institutions. Typical projects funded include, but are not limited to, workshops on export fundamentals, seminars on doing business in foreign markets and conferences on economic globalization challenges.

**Application steps and deadlines:** Visit the CIBER website at <http://www.mgmt.purdue.edu/centers/ciber> to complete an online application form and to view the application materials needed. Grants are typically awarded throughout the year, as long as funds are available.

**Reporting procedures:** Award recipients are obligated to submit a summary of participant evaluations after the event.

**Total amount of funds available:** Not applicable.

**Maximum award amount:** Awards typically range from \$500 to \$1,000.

**Cash and in-kind match required:** Not applicable.

**Limitations on use of funds:** Grants can not be used to cover charges for food or beverages.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** For example, these grants can help pay the cost of speaker's fees on subjects related to international trade, or they can be used to offset overhead expenses of workshops or conferences (with the exception of food or beverage charges) on globalization, international issues, or the basics of exporting. They might also be used for international business education programs on which your organization may want to partner with high schools in your area to emphasize the importance of international trade to our state's economy.

**Technical term or acronyms unique to this program:** GIF: Global Issues Fund  
CIBER: Center for Business Education and Research

## Guaranty Loan Program (7A)

**Agency** US Small Business Administration

**Address** 8500 Keystone Crossing, Suite 400  
Indianapolis, IN 46204

**P.O. Box**

**Telephone** (317) 226-7272

**Fax** (317) 226-7259

**TDD** (317) 226-5338

**Website** <http://www.sba.gov>

**Contact** Joyce Able, Asst. District Director for Business Development

**Telephone:** (317) 226-7272

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<b>Program Objective:</b>	To foster and promote the growth and development of small business by facilitating small business concerns access to capital through utilization of loan guarantees to qualified private lender participants.
<b>Type of assistance:</b>	The 7(A) program provides loan guarantees to participating private lenders for loans advanced to eligible small business concerns. The participant lenders provide direct funds; the SBA does not provide direct funds.
<b>Eligible activities and applicants:</b>	Any potential/existing small business eligible under the SBA size criteria; certain business projects are ineligible including not-for-profit businesses, businesses involved in speculative ventures, gambling, lending and investment, or illegal activities.
<b>Application steps and deadlines:</b>	Potential applicants must contact a participant lender (commercial bank or other qualified lender) and make application for a guaranteed loan. Loan maturities are normally limited to 7 years for working capital loans, 10 years for machinery and equipment purchase, and 25 years for real estate purchases. Interest rates restrictions, maximum rate-prime + 2-3/4, are applicable. A graduated guaranty fee (usually applicant paid) is payable to the SBA.
<b>Reporting procedures:</b>	All SBA guaranteed loans are fully serviced by the participant lender. Small businesses will transact all loan transactions with the lender and the lender will provide monthly updates to the SBA.
<b>Total amount of funds available:</b>	Not applicable.
<b>Maximum award amount:</b>	On loans exceeding \$150,000 the SBA guaranty participation is limited to 75% of the loan amount or \$1,000,000 whichever is less. On loans less than \$150,000 the maximum guaranty participation is 85%.
<b>Cash and in-kind match required:</b>	Not applicable.
<b>Limitations on use of funds:</b>	Not applicable.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	Not applicable.
<b>Technical term or acronyms unique to this program:</b>	SBA: Small Business Administration

# Indiana 21st Century Research and Technology Fund

**Agency** Indiana Economic Development Corporation (IEDC)  
**Address** One North Capitol Avenue, Suite 900 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (317) 232-8800 **Fax** (317) 232-6786 **TDD**  
**Website** <http://www.21fund.org>

**Contact** Linda Peterson-Roe, Program Manager, Small Business Division, IEDC  
**Telephone:** (317) 234-4652

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<b>Program Objective:</b>	The 21st Century Fund was created by the General Assembly to: 1. Stimulate the transfer of research and technology into marketable products. 2. Diversify Indiana's economy and create new jobs by focusing investment in biomedical research and biotechnology, information technology, and other high technology industry clusters requiring high skills, high wage employees. 3. Encourage an environment of innovation and cooperation among universities and businesses to promote research activity, and to increase the capacity of Indiana institutions of higher education, Indiana businesses, and Indiana nonprofit organizations to compete successfully for federal research and development funding.
<b>Type of assistance:</b>	Grants.
<b>Eligible activities and applicants:</b>	Though Indiana businesses, institutions of higher education and nonprofits are eligible, the IEDC will emphasize the support of new start-ups/small businesses requiring seed capital. Applicants must conduct business in Indiana and propose innovative technology with clear commercial impact and job creation potential.
<b>Application steps and deadlines:</b>	An application must be targeted to one or more of the areas listed above. An application must contain: 1. A fully elaborated technical research, business, and commercialization plan. 2. A detailed financial analysis that includes a commitment of resources by other entities that will be involved in the project. 3. A commercialization/business plan for the project. 4. The identity, qualifications, and obligations of the applicant. 5. Any other information reviewers would need to make an informed funding decision.  There is no application format and no deadlines. Potential applicants should contact 21st Century Fund staff to discuss their proposed project before submitting an application.
<b>Reporting procedures:</b>	Terms and conditions for grants to awardees set out reporting procedures. Research progress and financial reporting are required.
<b>Total amount of funds available:</b>	Approximately \$75 million per biennium.
<b>Maximum award amount:</b>	Only very exceptional proposals will be funded up to \$2 Million.
<b>Cash and in-kind match required:</b>	The board will give priority to projects that 1) have the greatest economic development and job creation potential; and 2) require the lowest ratio of money from the fund compared with the combined financial commitments of the applicant and those cooperating on the project.
<b>Limitations on use of funds:</b>	Monies may not be used to provide a recurring source of revenue for the normal operating expenditures of any project. Monies cannot be used to pay overhead expenses.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	1. Federal research grants from the National Institutes of Health and the National Science Foundation. 2. Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) grants. 3. University and non-profit research grants. 4. Seed, angel or venture capital investments.
<b>How have local organizations used this program?</b>	Businesses and universities around the state have partnered to undertake research projects of interest and benefit to both.
<b>Technical term or acronyms unique to this program:</b>	21 Fund

# Indiana Community Business Credit Corporation

**Agency** Cambridge Capital Management Corp  
**Address** 4181 East 96th Street, Suite 200 *P.O. Box*  
Indianapolis, IN 46240  
**Telephone** (317) 844-9810 **Fax** (317) 844-9815 **TDD**  
**Website** <http://www.cambridgecapitalmgmt.com/>  
**Contact** Charles Kennedy, Loan Origination Department  
*Telephone:* (317) 843-9704

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**Program Objective:** The Credit Corporation is a privately owned company in which Indiana financial institutions pool their money to share the risks of helping Indiana enterprises grow.

**Type of assistance:** Projects must have a primary lender (one of the Credit Corporation members) willing to provide at least 50% of the loan request. The Credit Corporation can then consider funding the remainder in a subordinated collateral position.

**Eligible activities and applicants:** Borrowers must be for-profit companies located in Indiana.

**Application steps and deadlines:** Call for a list of member banks. The loan committee meets on call to ensure a quick response.

**Reporting procedures:** Borrowers must provide interim and year end financial statements and tax receipts.

**Total amount of funds available:** Up to \$32,000,000.

**Maximum award amount:** Maximum amount of \$750,000 from Indiana Community Business Credit Corporation with a minimum project of \$200,000 (\$100,000 from banking source and \$100,000 from Credit Corporation).

**Cash and in-kind match required:** Not applicable.

**Limitations on use of funds:** Any legitimate business purpose.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** Through 03/31/2008 the Credit Corp. has provided over \$50.7 million to 120 Indiana companies.

**Technical term or acronyms unique to this program:** None listed.

## Indiana Preservation Grants Fund

**Agency** Historic Landmarks Foundation of Indiana  
**Address** 340 W. Michigan Street *P.O. Box*  
Indianapolis, IN 46202  
**Telephone** (317) 639-4534 **Fax** (317) 639-6734 **TDD**  
**Website** <http://www.historiclandmarks.org>  
**Contact** Mary Burger, Director of Finance  
*Telephone:* (317) 639-4534

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**Program Objective:** Through the Indiana Preservation Grants Fund, Historic Landmarks Foundation makes grants to help strengthen nonprofit, preservation organizations in Indiana and enable them to stretch their resources and act on their visions.

**Type of assistance:** The Indiana Preservation Grants Fund provides matching grants to local nonprofit, preservation organizations for organizational development and fundraising, architectural and engineering feasibility studies, and preservation consulting services.

**Eligible activities and applicants:** Not for profit organizations with a focus on historical landmarks preservation.

**Application steps and deadlines:** Application forms for Historic Landmarks Foundation's grant and loan programs are brief and relatively simple and may be submitted at any time. As a first step in the application process, call the organization's headquarters to locate the name and number of the director of Historic Landmarks Foundation's nearest regional office.

**Reporting procedures:** HLFI requires copies of the finished products to be sent to the state headquarters.

**Total amount of funds available:** \$60,000 annually.

**Maximum award amount:** Up to 80% of the total cost of a project or \$2,500 whichever is less.

**Cash and in-kind match required:** Historic Landmarks makes grants on a four-to-one matching basis, with four dollars from the Foundation matching each local cash dollar. In-kind services may not be used to meet the local match requirement. Grants may not exceed \$2,500 to an organization in any three-year period.

**Limitations on use of funds:** Funds from this grant program may not be used for brick-and-mortar work.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** None listed.

**Technical term or acronyms unique to this program:** IPGF - Indiana Preservation Grants Fund  
HLFI: Historic Landmarks Foundation of Indiana



# Indiana Statewide Certified Development Corporation

**Agency** Cambridge Capital Management Corporation  
**Address** 4181 E. 96th Street, Suite 200 **P.O. Box**  
Indianapolis, IN 46240  
**Telephone** (317) 814-6192 **Fax** (317) 844-9815 **TDD**  
**Website** <http://www.cambridgecapitalmgmt.com/>  
**Contact** Sandra McCleese, Loan Origination Department  
**Telephone:** (317) 844-9810

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**Program Objective:** To provide long-term, fixed rate financing for a business' fixed asset needs (i.e., land, building, machinery, and equipment). It is hoped that as a result of this expansion, the business will increase employment.

**Type of assistance:** A typical project is structured as follows: 50% Financial Institution, minimum 7 years, conventional rate; 40% ISCDC, 10 or 20 years, fixed rate approximately 1 point over comparable treasury bonds; 10% Small Business Applicant.

**Eligible activities and applicants:** The company must be independently owned, not dominant in its industry, and have a net worth of less than \$7 million.

**Application steps and deadlines:** The process typically starts with a Financial Institution. Call ISCDC for a checklist of documents required for a loan or visit the website. The loan committee meets on call to ensure a quick response.

**Reporting procedures:** Borrowers must provide interim and year end financial statements, tax receipts for property taxes and insurance verification.

**Total amount of funds available:** Nationally over \$2 billion.

**Maximum award amount:** Minimum project \$125,000.

**Cash and in-kind match required:** Borrower must have 10% down payment for the project.

**Limitations on use of funds:** Fixed assets only; no refinancing of prior debt.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** Through 02/29/2008 ISCDC has provided over \$344 Million to 950 Indiana companies.

**Technical term or acronyms unique to this program:** ISCDC: Indiana Statewide Certified Development Corporation

# Industrial Development Project Guaranty Fund

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 900 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 233-9138 **Fax** (317) 232-6786 **TDD**  
**Website** <http://www.in.gov/ifa>  
**Contact** Matt Tuohy, Program Manager  
*Telephone:* (317) 233-9138

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**Program Objective:** The Project Guaranty Program can help borrowers obtain financing from lenders when they do not qualify for conventional financing.

**Type of assistance:** Provides a deficiency guaranty to a lender making a loan to a growing business.

**Eligible activities and applicants:** High-skilled, high-growth projects receive priority, although manufacturing projects, projects which create or retain a significant number of jobs with high wages, rural development projects and value-added agricultural projects are also eligible.

**Application steps and deadlines:** Applications are accepted at any time, however, the project must be approved by the IEDC Loan Committee which meets as needed.

**Reporting procedures:** Reporting requirements for lenders vary with each loan guaranty transaction approved by IEDC.

**Total amount of funds available:** Not applicable.

**Maximum award amount:** For agricultural enterprises and rural development projects, the maximum guaranty amount is \$300,000. For all other projects, the maximum guaranty depends upon fund availability.

**Cash and in-kind match required:** Application and annual fee.

**Limitations on use of funds:** Investment in fixed assets preferred. (IEDC has limited ability to guarantee working capital or unsecured loans).

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Projects may be eligible for other state and local economic development programs.

**How have local organizations used this program?** IEDC's Loan Guaranty Program works with lenders all over the state to provide funding to promising Indiana businesses.

**Technical term or acronyms unique to this program:** IEDC: Indiana Economic Development Corporation

## Industrial Rail Services Fund (Loans and Grants)

**Agency** Indiana Department of Transportation  
**Address** 100 North Senate Ave, Room N901 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 232-5533 **Fax** (317) 232-1499 **TDD**  
**Website** <http://www.in.gov/dot/modetrans>  
**Contact** , Railroad Section Manager  
*Telephone:* (317) 232-1491

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**Program Objective:** Allows money from the Industrial Rail Service Fund to be given in grant or loan form to class II and III (short line railroads) or in grant form to Municipal Port Authorities for rail infrastructure work.

**Type of assistance:** Grant program and low interest loan program.

**Eligible activities and applicants:** Municipal Port Authorities needing assistance with rail infrastructure needs; class II and III railroads for track purchase or infrastructure needs.

**Application steps and deadlines:** Contact INDOT – Rail Section for application guidelines.

**Reporting procedures:** Documentation of spending during the project.

**Total amount of funds available:** Current fund balance is approximately \$1.2 million.

**Maximum award amount:** Current maximum grant award is \$200,000.00.

**Cash and in-kind match required:** 75% (maximum IRSF, 25% (minimum) local match. Railroads are encouraged to contribute at a level of more than 25%.

**Limitations on use of funds:** Must be used for projects as outlined in Indiana Code 8-3-1.7.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** Dubois County Railroad received funds for a bridge replacement and repair project. The scope of work includes the repair of two timber pile trestles and the replacement of selected bridges with culverts. The Dixie Siding project, funded by Indiana Rail Road, INDOT and City of Indianapolis relocated switching operations at busy downtown Indianapolis crossing to a location off a major commute route. The project is estimated to reduce time the street is blocked during peak rush hours by 82%. It has improved air quality by reducing traffic congestion.

**Technical term or acronyms unique to this program:** INDOT: Indiana Department of Transportation  
IRSF: Industrial Rail Service Fund

## Intermediary Relending Program

**Agency** USDA/Rural Development

**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278

**P.O. Box**

**Telephone** (317) 290-3100      **Fax** (317) 290-3127      **TDD** (317) 290-3343

**Website** <http://www.rurdev.usda.gov>

**Contact** Dean Edwards, Program Director, Business Program Cooperative Services

*Telephone:* (317) 290-3100

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<b>Program Objective:</b>	To establish a revolving loan fund to finance business creation or expansion, or to fund community development projects located in rural areas of not more than 25,000 population.
<b>Type of assistance:</b>	RD loans are made to intermediaries (at 1% interest for up to 30 years) who relend to ultimate recipients (UR). Interest income and fees may be used for administrative costs, technical assistance to borrowers, or debt retirement. Loans from intermediaries to UR must be for establishing new businesses, expanding existing businesses, creating new jobs, saving existing jobs, or community development projects.
<b>Eligible activities and applicants:</b>	Intermediaries may be private non-profit corporations, public agencies, Indian groups, or cooperatives. Intermediaries must be bonded, have legal authority to carry out proposed loan purposes, be able to incur and repay debt, and have experience in making and servicing commercial loans. Ultimate recipients can be any type of legal entity with the authority to incur debt and carry out the purpose of the loan.
<b>Application steps and deadlines:</b>	Applications processed in the USDA, Rural Development, state office.
<b>Reporting procedures:</b>	As stated in regulations.
<b>Total amount of funds available:</b>	Funding levels vary from year to year. Contact USDA/Rural Development for current information.
<b>Maximum award amount:</b>	\$2,000,000 intermediary; \$250,000 ultimate recipient.
<b>Cash and in-kind match required:</b>	None listed.
<b>Limitations on use of funds:</b>	51% of owners or members of both intermediaries and ultimate recipients must be U.S. citizens. Intermediaries and ultimate recipients must be unable to obtain proposed loan elsewhere at reasonable rates and terms.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	None listed.
<b>How have local organizations used this program?</b>	City of Tell City
<b>Technical term or acronyms unique to this program:</b>	IRP - Intermediary Relending Program UR - Ultimate Recipient RD - Rural Development NO - National Office USDA - United State Department of Agriculture

## International Trade Loans

**Agency** US Small Business Administration

**Address** 8500 Keystone Crossing, Suite 400  
Indianapolis, IN 46204

**P.O. Box**

**Telephone** (317) 226-7272

**Fax** (317) 226-7259

**TDD** (317) 226-5338

**Website** <http://www.sba.gov>

**Contact** Luann Lieurance, Lender Relations

*Telephone:* 3172267272 ext 114

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<b>Program Objective:</b>	To help qualified small businesses compete more effectively and to expand or develop export markets. Applicants must be able to establish that either the loan proceeds will significantly expand existing export markets or develop new ones, or that their business has been adversely affected by import competition.
<b>Type of assistance:</b>	In addition to the SBA Loan Guaranty Program, the Indiana Small Business Development Center Network (SBDC) has 14 locations designated as Export Assistance Centers. They provide counseling, training, seminars and resource materials to help small businesses enter into and compete in the International marketplace. Individual mentoring is also available from the Service Corps of Retired Executives (SCORE).
<b>Eligible activities and applicants:</b>	Applicants must meet SBA size standards. Manufacturers must have 500 or fewer employees. Wholesalers must have 100 or fewer employees. Retail and service providers must have annual revenues that average under \$5,000,000 and construction firms under \$7,000,000. Loan proceeds may be used to purchase or upgrade facilities or equipment and to make other improvements that will be used within the United States. No debt refinancing is allowed. Up to \$250,000 may be designated for permanent working capital.
<b>Application steps and deadlines:</b>	Applicants must complete a standard 7(A) SBA application package at their commercial lender's office. The lender provides the funds and negotiates all loan terms with the borrower. The SBA guarantees, to the lender, 75% or 80% of the loan balance in case of default. The applicant should have a completed business plan, including a 2-year income statement projections, and must be able to convince the lender and the SBA that the small business has adequate management ability and cash flow to support loan repayment.
<b>Reporting procedures:</b>	All SBA guaranteed loans are fully serviced by the participant lender. Small businesses will transact all loan transactions with the lender and the lender will provide monthly updates to the SBA.
<b>Total amount of funds available:</b>	\$1,000,000 for tangible business fixed assets, plus up to \$250,000 for permanent working capital.
<b>Maximum award amount:</b>	Not applicable.
<b>Cash and in-kind match required:</b>	No direct borrower match required. However, down payments or equity injections may be needed to keep applicants within normal leverage ratios. Small businesses must have a positive net worth to meet credit requirements.
<b>Limitations on use of funds:</b>	Not applicable.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	None listed.
<b>Technical term or acronyms unique to this program:</b>	SBA: Small Business Administration

# Lynx Capital Corporation

**Agency** Cambridge Capital Management Corp  
**Address** 4181 East 96th Street, Suite 200  
Indianapolis, IN 46240 **P.O. Box**  
**Telephone** (317) 844-9810 **Fax** (317) 844-9815 **TDD**  
**Website** <http://www.cambridgecapitalmgmt.com/>  
**Contact** Charles Kennedy, Loan Origination Department  
**Telephone:** (317) 843-9704

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**Program Objective:** To link capital to minority business opportunities.

**Type of assistance:** Capital can be provided in the form of debt or subordinated debt.

**Eligible activities and applicants:** Applicants should be existing businesses with at least 5 employees, owned by racial minorities and have a need for at least \$75,000. Companies located outside the Greater Indianapolis Area require a financial institution to participate.

**Application steps and deadlines:** Call LYNX for application checklist or visit the website. The investment committee meets on call to ensure a quick response.

**Reporting procedures:** Borrowers must provide up-to-date financials, externally prepared year-end statements and tax returns.

**Total amount of funds available:** \$4,700,000

**Maximum award amount:** \$75,000 to \$250,000

**Cash and in-kind match required:** Not applicable.

**Limitations on use of funds:** Can be used for any legitimate business purpose.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Not applicable.

**How have local organizations used this program?** Through 02/29/2008 LYNX has provided \$11.2 Million in funding to 56 local minority firms.

**Technical term or acronyms unique to this program:** None listed.

# Public Works and Development Facilities Planning

**Agency** Economic Development Administration  
**Address** 200 N. High Street, Rm. 740 *P.O. Box*  
Columbus, OH 43215  
**Telephone** (800) 686-2603 **Fax** (614) 469-7315 **TDD**  
**Website** <http://www.eda.gov>  
**Contact** Robert Hickey, Economic Development Rep  
*Telephone:* (800) 686-2603

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<b>Program Objective:</b>	Investments are provided to help distressed communities attract new industry, encourage business expansion, diversify their economies, and generate long-term private sector jobs.  The mission of the Economic Development Administration is to lead the federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.
<b>Type of assistance:</b>	Most Public Works investments are made at a rate of 50% or less of the total project cost, however, increased rates are considered based on the level of distress and/or a special need.
<b>Eligible activities and applicants:</b>	Typical types of projects funded are water and sewer installation, road construction, water/sewer treatment facility improvements related to the service of industry and commerce; port improvements and business incubator buildings. Proposed projects must be located within an area of economic distress, ie. a 2 year unemployment rate that is 1% higher than the national average, a per capita income 80% or less than the national average or has experienced a special need (eg. military base closure, major plant closings). Projects must be consistent with an approved Comprehensive Economic Development Strategies (CEDS). Eligible recipients include state, cities, towns, counties and other political subdivisions, and institutions of higher education, public or private non-profit organizations or associations acting in cooperation with officials of a political subdivision of estate.
<b>Application steps and deadlines:</b>	Pre-applications can be received year round, except when funds are exhausted.
<b>Reporting procedures:</b>	Standard fiscal performance and narrative progress reports are required. In addition, performance reports on project impacts are periodically required for several years following the completion of the project.
<b>Total amount of funds available:</b>	FY08: \$146,430,00. Funding levels vary from year to year.
<b>Maximum award amount:</b>	No legal maximum. The average award for the Chicago Regional Office in FY2007 was \$1.3 million. This amount is not intended to restrict the size of future awards.
<b>Cash and in-kind match required:</b>	Cash is used in most projects. (In-kind is permitted, if it can be reasonable and/or logically used in the project).
<b>Limitations on use of funds:</b>	The applicant must be located in a distressed area with a current Comprehensive Economic Development Strategies (CEDS) in place. Project must be market-based and results-driven, have strong organizational leadership, must advance productivity, innovation, and entrepreneurship, look beyond the immediate economic horizon and demonstrate a high level of local commitment.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	State Community Focus Fund Grants, CDBG, and USDA Rural Development Loans are sometimes used for part of non-federal share. Many federal programs cannot be used as a matching share. Applicants should check before submitting a pre-application.
<b>How have local organizations used this program?</b>	Localities have used this program to build incubators, industrial park infrastructure, industrial access roads, industrial development infrastructure, skill centers, commercial area improvements, job generating tourism projects, area-wide water and sewer improvements.  State agencies have used this program for port and harbor improvements and to provide infrastructure support for other state job-generating facilities.
<b>Technical term or acronyms unique to this program:</b>	CEDS: Comprehensive Economic Development Strategies

# Recycled Product Marketing Grant

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)  
**Contact** Pam Koons, Sr. Environmental Manager  
**Telephone:** (317) 232-8172

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<b>Program Objective:</b>	Help Indiana businesses making recycled-content products and reused products to more successfully move these products into the marketplace in order to close the recycling loop.
<b>Type of assistance:</b>	Recycled Product Marketing Grant of up to \$30,000 in matching funds.
<b>Eligible activities and applicants:</b>	Indiana businesses limited to 100 employees or fewer that manufacture a highly-value-added product containing recycled material or reused product that has not yet moved effectively into the marketplace may submit projects that include: the development of a marketing plan or strategy for a recycled-content product; implementation of a marketing project from the company's marketing strategy; such as development of brochures, advertisements, or a Web site; and funding exhibit space or rental fees at a trade show.
<b>Application steps and deadlines:</b>	Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application and marketing plan. Funding decision made by the Recycling and Energy Development Board which meets at the end of the process each quarter.
<b>Reporting procedures:</b>	Quarterly reports are required and site monitoring visits are made each year. A final report is required.
<b>Total amount of funds available:</b>	The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.
<b>Maximum award amount:</b>	\$30,000 or 50% cost of eligible equipment expenses, whichever is less.
<b>Cash and in-kind match required:</b>	50% matching funds of the total amount requested.
<b>Limitations on use of funds:</b>	<ul style="list-style-type: none"><li>- Marketing materials (i.e. brochures, ads, commercials)</li><li>- Direct mail costs</li><li>- Printing costs</li><li>- Advertising costs</li><li>- Logo development</li><li>- Web site/e-commerce development</li><li>- Trade show booths and space</li><li>- Personnel (20% of total grant amount)</li><li>- Press conference costs (i.e. press packets, etc.)</li><li>- Multimedia presentation</li><li>- Contractual costs</li><li>- Other direct costs integral to the project</li></ul>
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Matching funds may come from a variety of public and private sources, including owners of the business.
<b>How have local organizations used this program?</b>	The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.
<b>Technical term or acronyms unique to this program:</b>	RPAF: Recycling Promotion and Assistance Fund



# Recycling Business Start-up Grant

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)

**Contact** Pam Koons, Sr. Environmental Manager  
**Telephone:** (317) 232-8172

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<b>Program Objective:</b>	The newest addition to IDEM's Recycling Market Development Program, the Recycling Business Start-up Grant, allows first time applicants to use the money to develop a business plan or buy equipment necessary for developing a recycling program.
<b>Type of assistance:</b>	Recycling Business Start-up Grant of up to \$50,000 in matching funds.
<b>Eligible activities and applicants:</b>	Small Indiana businesses that employ fewer than 100 people and that will further economic development efforts through recycling. Projects must be technically feasible for full-scale operation and comply with all applicable environmental, safety and legal regulations. Funding will be awarded on a competitive basis and the applicant must provide 25% matching funds. Preference will be given to products manufactured in Indiana.
<b>Application steps and deadlines:</b>	Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application. Funding decision made by the Recycling and Energy Development Board which meets at the end of the process each quarter.
<b>Reporting procedures:</b>	Quarterly reports are required and site monitoring visits are made each year. A final report is required.
<b>Total amount of funds available:</b>	The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.
<b>Maximum award amount:</b>	\$50,000 or 75% cost of eligible equipment and/or business plan expenses, which ever is less.
<b>Cash and in-kind match required:</b>	25% matching funds of the total amount requested.
<b>Limitations on use of funds:</b>	<ul style="list-style-type: none"><li>- Consulting fees</li><li>- Contractual costs</li><li>- Waste/recycling assessment software</li><li>- Formal assessment final report (for public distribution) printing costs</li><li>- Personnel costs (limit to 20% of total grant amount)</li><li>- Equipment costs. Shipping and installation can be eligible.</li></ul>
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Matching funds may come from a variety of public and private sources.
<b>How have local organizations used this program?</b>	The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.
<b>Technical term or acronyms unique to this program:</b>	RPAF: Recycling Promotion and Assistance Fund

# Recycling Innovations Grant

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)  
**Contact** Pam Koons, Sr. Environmental Manager  
**Telephone:** (317) 232-8172

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<b>Program Objective:</b>	Help Indiana businesses undertake research, development, and implementation projects that promote the economical use of secondary recycled materials or provide source reduction in manufacturing processes.
<b>Type of assistance:</b>	Innovations Grant of up to \$100,000 in matching funds (50% match).
<b>Eligible activities and applicants:</b>	Projects that address innovative research and development or demonstration of manufacturing processes toward near-term commercialization, including pilot plants, plant demonstrations, or field demonstrations of new products. Types of projects include methods to increase the use of recyclables in the manufacturing process, development of advanced technologies and processes for the production of recycled-content products or feedstocks, testing the use of recycled materials in civil engineering applications, and advanced manufacturing methods to reduce scrap generation of increase recyclability of scrap. Applicant must be a commercial manufacturing business operating in Indiana.
<b>Application steps and deadlines:</b>	Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application and research/testing plan. Funding decision made by the Recycling and Energy Development Board which meets at the end of the process each quarter.
<b>Reporting procedures:</b>	Quarterly reports are required and site monitoring visits are made each year. A final report is required to share the findings of the research and testing.
<b>Total amount of funds available:</b>	The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.
<b>Maximum award amount:</b>	\$100,000 or 50% costs of eligible equipment expenses, whichever is less.
<b>Cash and in-kind match required:</b>	50% matching funds of the total amount requested.
<b>Limitations on use of funds:</b>	<ul style="list-style-type: none"><li>- Testing equipment</li><li>- Personnel (up to 50% of total grant amount - related to research)</li><li>- Supplies and/or raw materials relating to research and development</li><li>- Contractual costs</li><li>- Outside testing costs</li><li>- Production of demonstration products</li><li>- Pilot plant scale equipment</li><li>- Rental of heavy equipment</li><li>- Installation and/or repair of necessary equipment</li><li>- Related utilities costs</li><li>- Other direct costs integral to the project</li></ul>
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Matching funds may come from a variety of public and private sources, including owners of the business.
<b>How have local organizations used this program?</b>	The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.
<b>Technical term or acronyms unique to this program:</b>	RPAF: Recycling Promotion and Assistance Fund

## Recycling Promotion and Assistance Fund Attraction Loan

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)

**Contact** Pam Koons, Sr. Environmental Manager  
**Telephone:** (317) 232-8172

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**Program Objective:** This loan is an expansion of the Recycling Promotion and Assistance Fund Loan. Successful recycled-content product manufacturers are wanted to expand their businesses in or relocate to Indiana. Eligible projects will show large waste-diversion potential.

**Type of assistance:** Recycling Promotion and Assistance Fund (RPAF) Attraction Loan: 0% interest loan of up to \$1 million.

**Eligible activities and applicants:** Company must be a successful existing recycled-content product manufacturer or feedstock manufacturer with proven technical, marketing and financial records. Project must significantly increase markets for materials that have limited markets in Indiana.

**Application steps and deadlines:** Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application and business plan. Funding decisions are made by the Recycling and Energy Development Board which meets at the end of the process each quarter.

**Reporting procedures:** Quarterly and annual reports are required and site monitoring visits are made each year. A final report is required.

**Total amount of funds available:** The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.

**Maximum award amount:** \$1 million or 50% cost of eligible expenses, whichever is less.

**Cash and in-kind match required:** 50% matching funds of the total amount requested.

**Limitations on use of funds:** Equipment costs. Shipping and installation can be eligible.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Matching funds may come from a variety of public and private sources, including business owners and banks.

**How have local organizations used this program?** The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.

**Technical term or acronyms unique to this program:** RPAF: Recycling Promotion and Assistance Fund

## Recycling Promotion and Assistance Fund Loan

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)

**Contact** Pam Koons, Sr. Environmental Manager  
**Telephone:** (317) 232-8172

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**Program Objective:** The RPAF program provides zero-interest loans to Indiana businesses for the purchases of equipment specifically needed to remanufacture recyclable materials into finished products or industrial feedstocks. This program is the cornerstone of Indiana's recycling market development initiative. It is administered by the Indiana Department of Environmental Management (IDEM) and operates under the auspices of the Recycling and Energy Development Board.

**Type of assistance:** Recycling Promotion and Assistance Fund (RPAF) Loan: 0% interest loan of up to \$500,000.

**Eligible activities and applicants:** Company must operate in Indiana or will operate in the state as a result of the project. All projects must occur in Indiana; be based on a technology that has been demonstrated beyond the research stage, be technically feasible for full-scale operation; and comply with all applicable environmental, safety and legal regulations. Commercially proven projects are preferred.

**Application steps and deadlines:** Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application and business plan. Funding decisions are made by the Recycling and Energy Development Board which meets at the end of the process each quarter.

**Reporting procedures:** Quarterly and annual reports are required and site monitoring visits are made each year. A final report is required.

**Total amount of funds available:** The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.

**Maximum award amount:** \$500,000 or 50% cost of eligible expenses, whichever is less.

**Cash and in-kind match required:** 50% matching funds of the total amount requested.

**Limitations on use of funds:** Equipment costs. Shipping and installation can be eligible.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** Matching funds may come from a variety of public and private sources, including business owners and banks.

**How have local organizations used this program?** The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.

**Technical term or acronyms unique to this program:** RPAF: Recycling Promotion and Assistance Fund

# Renewable Energy Systems and Energy Efficiency Improvements (9006)

**Agency** USDA Rural Development

**Address** 2411 N. 1250 W.

Deputy, IN 47320

**P.O. Box**

**Telephone** (812) 873-1100

**Fax** (812) 873-1200

**TDD**

**Website** <http://www.rurdev.usda.gov>

**Contact** Dean Edwards, Program Director, Business Program Cooperative Services

**Telephone:** (317) 290-3100

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<b>Program Objective:</b>	To help fund Renewable Energy System projects or Energy Efficiency Improvement projects through grants, loan guarantees, or the combination of both grants and loan guarantees.
<b>Type of assistance:</b>	Grants and Loan Guarantees
<b>Eligible activities and applicants:</b>	<p>All eligible projects must be in a rural area or in a community with a population of less than 50,000 that is not adjacent to a larger urban area.</p> <p>Any agricultural producer that generates over 50% of their gross income from farming or ranching operations, or any small business that meets the small business definition provided by the U. S. Small Business Administration and is located in an eligible rural community.</p> <p>Renewable Energy Systems that are eligible include systems that produce energy from: wind, solar, biomass, geothermal, and hydrogen. Energy Efficiency Improvements that are eligible include: any improvement to an existing facility, building, or process that reduces the overall energy consumption, or reduces the amount of energy used per square foot.</p>
<b>Application steps and deadlines:</b>	Applications are received by USDA only an annual basis. Funds to implement this program are allocated each fiscal year (October 1 - September 30) and must be obligated in the year allocated. Fiscal 2008 applications must be received by 4:30 PM on June 16, 2008. Applications are only accepted at Rural Development's state office.
<b>Reporting procedures:</b>	
<b>Total amount of funds available:</b>	For FY 2008 there is approximately \$15.8 million in funding for competitive grants and \$204.9 million in authority for guaranteed loans.
<b>Maximum award amount:</b>	<p>Grants of up to \$250,000 for Energy Efficiency Improvement projects, or Grants of up to \$250,000 for Energy Efficiency Improvement projects, or \$500,000 for Renewable Energy System projects, never to exceed 25% of the project amount.</p> <p>Loan guarantees on loan amounts of up to \$10,000,000, never to exceed 50% of the project amount.</p> <p>A combination of both a grant and a loan guarantee, within the above dollar limitations, never to exceed 50% of the project amount.</p>
<b>Cash and in-kind match required:</b>	Applicants must provide their remaining matching funds from non-Federal sources to complete their project. Grants require a 75% cash match. Loan guarantee projects and combination grant/loan guarantee projects require a 50% cash match. Sources of matching funds can be from personal resources or conventional loans.
<b>Limitations on use of funds:</b>	Projects involving residential property are not eligible.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	All regulated lending institutions are eligible to participate in the guaranteed loan portion if they are in good standing. Check with your current lender first.
<b>Technical term or acronyms unique to this program:</b>	RD: Rural Development USDA: United States Department of Agriculture SO: State Office FY: Fiscal Year

# Renewable Energy Systems and Energy Efficiency Improvements Grant and Loan Progra

**Agency** USDA Rural Development  
**Address** 2411 N. 1250 W. *P.O. Box*  
Deputy, IN 47320  
**Telephone** (812) 873-1100 **Fax** (812) 873-1200 **TDD**  
**Website** <http://www.rurdev.usda.gov>

**Contact** Jerry Hay, Cooperative Development Specialist  
*Telephone:* (812) 873-1100  
Sharon Ellison, BP Technician  
*Telephone:* (317) 290-3100

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<b>Program Objective:</b>	To assist agricultural producers and rural small businesses to reduce energy costs and consumption and help meet the nation's critical energy needs.
<b>Type of assistance:</b>	Grants and guaranteed loans.
<b>Eligible activities and applicants:</b>	Applicants must be an agricultural producer or rural small business. Individual applicants must be citizens of the United States and must demonstrate financial need. The applicant must be the owner of the system and control the operation of the proposed project. The proposed project must be for the purchase of a renewable energy system or to make energy efficiency improvements and must be located in a rural area. For more information, please visit <a href="http://www.rurdev.usda.gov/rbs/farmbill/index.html">www.rurdev.usda.gov/rbs/farmbill/index.html</a> .
<b>Application steps and deadlines:</b>	Separate applications must be submitted for renewable energy systems and energy efficiency improvement projects. Applicants can only submit one application for renewable energy systems and one application for energy efficiency improvements. The application deadline for FY 2007 is May 18.
<b>Reporting procedures:</b>	The grantee will provide periodic reports as required by the grantor. A financial status report and project performance report will be required on a quarterly basis.
<b>Total amount of funds available:</b>	\$176.5 million in guranteed loans and \$11.7 million in grants for FY 2007 on the national level.
<b>Maximum award amount:</b>	Renewable Energy Systems: Minimum: \$2,500, Maximum: \$500,000 Energy Efficiency Improvements: Minimum: \$1,500, Maximum: \$250,000 Guaranteed loan limit to borrow is \$10 Million.
<b>Cash and in-kind match required:</b>	Maximum cash match is 25% of grant amount for eligible purposes. No in-kind match eligible.
<b>Limitations on use of funds:</b>	The grant will not exceed 25% of the eligible project cost and will be made only to those who demonstrate financial need.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Business Industry and Guaranteed Loan Program.
<b>How have local organizations used this program?</b>	None listed.
<b>Technical term or acronyms unique to this program:</b>	RBS: Rural Business Cooperative Service

## Rural Business Enterprise Grants

**Agency** USDA/Rural Development

**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278

**P.O. Box**

**Telephone** (317) 290-3100      **Fax** (317) 290-3127      **TDD** (317) 290-3343

**Website** <http://www.rurdev.usda.gov>

**Contact** Dean Edwards, Program Director, Business Program Cooperative Services

**Telephone:** (317) 290-3100

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<b>Program Objective:</b>	To finance and facilitate the development of small and emerging private businesses in rural areas of not more than 50,000 population.
<b>Type of assistance:</b>	Funds are used for the acquisition and development of land and the construction of buildings to be leased to small and emerging businesses, purchase of equipment to be leased to small and emerging businesses, for access streets and roads, parking areas, utility and service extensions that will benefit small and emerging businesses, to provide technical assistance to small and emerging businesses and to set up and fund local revolving loan fund programs.
<b>Eligible activities and applicants:</b>	Public bodies and private non-profit corporations and Federally- recognized Indian Tribal groups are eligible.
<b>Application steps and deadlines:</b>	Applications are processed in the RD state office. Applications accepted continuously. However, funding occurs on an annual basis usually around each April 30th. Awards are subject to project priority and the availability of funds.
<b>Reporting procedures:</b>	As stated in regulations.
<b>Total amount of funds available:</b>	Funding levels vary from year to year. Contact USDA/Rural Development for current information.
<b>Maximum award amount:</b>	Limited by allocation of federal funds. Usually \$100,000 or less.
<b>Cash and in-kind match required:</b>	None required, but those with matching funds receive priority in funding.
<b>Limitations on use of funds:</b>	Grants cannot be used for agriculture production, comprehensive area type planning, etc. At least 51% of the outstanding interest in the project has membership or is owned by those who are citizens of the U.S.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	None listed.
<b>How have local organizations used this program?</b>	Warren Co. Local Economic Development Agency Area 5 Agency in Aging and Community Fayette Co. Industrial Development Corp. Morgan Co. Economic Development Corp.
<b>Technical term or acronyms unique to this program:</b>	RBEG - Rural Business Enterprise Grant  RD - Rural Development  USDA - United State Department of Agriculture

## Rural Business Opportunity Grant (RBOG)

**Agency** USDA/Rural Development

**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278

**P.O. Box**

**Telephone** (317) 290-3100      **Fax** (317) 290-3096      **TDD** (317) 290-3343

**Website** <http://www.rurdev.usda.gov>

**Contact** Dean Edwards, Program Director, Business Program Cooperative Services

*Telephone:* (317) 290-3100

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<b>Program Objective:</b>	This program seeks to improve the economic conditions of rural areas by providing technical assistance for business development and economic development planning.
<b>Type of assistance:</b>	Grants are awarded annually on a nationally competitive basis.
<b>Eligible activities and applicants:</b>	To be eligible for RBOG grants applicants must be a public body, nonprofit corporation, Indian tribe, or cooperative with members that are primarily rural residents. Eligible activities include paying the cost of providing economic planning for rural communities, technical assistance for rural businesses, or training for rural businesses, or training for rural entrepreneurs or economic development officials.
<b>Application steps and deadlines:</b>	The deadline for the receipt of applications in the Rural Development State Office is typically each March 31st. For further information, entities wishing to apply should contact the state Rural Development office in their state.
<b>Reporting procedures:</b>	No information available.
<b>Total amount of funds available:</b>	Funding levels vary from year to year. Please contact the Rural Development Office in your state to obtain the current fiscal year information.
<b>Maximum award amount:</b>	No grants will exceed \$50,000, unless it is a multi-state project where funds may not exceed \$150,000.
<b>Cash and in-kind match required:</b>	No match required.
<b>Limitations on use of funds:</b>	Funds may not be used for: 1) duplication of current services or to replace or substitute support previously provided; 2) pay costs of preparation of application; 3) costs incurred prior to effective date of the grant; 4) fund political activities; or 5) acquisition of real estate, building construction or development.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	None listed.
<b>How have local organizations used this program?</b>	No information available.
<b>Technical term or acronyms unique to this program:</b>	RBOG: Rural Business Opportunity Grant



## Rural Capacity Grants: A) Entrepreneurial Support, & B) Workforce and Education Deve

**Agency** Indiana Office of Community and Rural Affairs  
**Address** One N. Capitol, Suite 600 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (800) 824-2476 **Fax** (317) 233-3597 **TDD**  
**Website** <http://www.in.gov/ocra>

**Contact** Geoff Schomacker, Project Manager  
*Telephone:* (317) 232-8909  
Heather Powell, Project Manager  
*Telephone:* (317) 234-1252

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**Program Objective:** The Rural Capacity Grants (RCG) were created to generate partnership and leverage resources in rural Indiana communities. In 2006, OCRA created a competitive grant process that challenged communities to develop creative ways to build capacity in workforce and educational development and in rural entrepreneurship.

The Rural Entrepreneurial Support grants help promising rural entrepreneurs find mentoring, training and resources. OCRA will ensure that entrepreneurs know where to turn for funding, business plan development, marketing, and information needed to build or expand a successful business.

The Workforce and Educational Development grants bring Hoosiers' skills up to globally competitive levels by creating the opportunity for each worker to move at least one step up the talent scale. Those steps range from increasing literacy to developing strategic skills.

**Type of assistance:** Grant funds.

**Eligible activities and applicants:** The goal of the grants are to spark discussions between as many community entities as possible. A not-for-profit properly registered with the Secretary of State, educational or governmental entities, local economic development organizations, Chambers of Commerce, workforce boards, Small Business Development Centers, Community Foundations and other non-profit organizations are eligible to apply as lead applicant. As previously stated in the above questions, partnerships are required.

Previous Rural Capacity grantees are eligible to apply provided that satisfactory progress has been made on the current grant project and all quarterly reports have been submitted to OCRA.

Projects should be innovative, new, or clearly expanded projects that support the objectives of the program.

**Application steps and deadlines:** Applications are being accepted on an ongoing basis. Please visit [www.in.gov/ocra](http://www.in.gov/ocra) for application and contact information.

**Reporting procedures:** Quarterly progress reports that include a narrative and financial expenditures section as well as an update on the objectives outlined in the proposal and grant agreement.

**Total amount of funds available:** N/A

**Maximum award amount:** \$150,000.

**Cash and in-kind match required:** The required local cash match for a project is 20% of the amount of the grant funds requested. OCRA will match Community Foundation cash match dollars up to \$2500.

Federal and other state funds may not be used as local match. The Rural Capacity Program encourages collaboration and the leveraging of local resources to address the challenges faced by a community. The intent is to promote local community investment in the project. Philanthropic foundations, especially community foundations, are strongly encouraged to participate and provide cash match. Such match will be favorably factored into the scoring of the grant application. Please note that a match from Community Foundations or endowments, which originated as CAPE monies from Lilly will not be considered as the philanthropic match. The intent is to promote and encourage additional philanthropic giving.

**Limitations on use of funds:** Funds cannot be used for capital equipment over \$5,000, administrative costs over 10% of the grant amount, operational expenses such as rent, utilities, insurance, non-project related salaries, funding to purchase or improve a facility, costs to supplant existing funds, or direct financial support to provide start-up or operational capital to businesses.

## Rural Capacity Grants: A) Entrepreneurial Support, & B) Workforce and Education Deve

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?**

No information available.

**How have local organizations used this program?**

This is not intended to be an exhaustive list but to provide the applicant with an understanding of the intent of the Rural Capacity Grants.

Rural Entrepreneurial Support: Examples of projects include, but are not limited to: those designed to facilitate new business or minority business development; identify, train and mentor entrepreneurs; foster relationships between banking and investor networks with entrepreneurs; programs aimed at providing resources to “early stage” businesses to promote the success of the business and entrepreneur and; those designed to foster an entrepreneurial culture.

Workforce and Education Development: Examples of projects include: training programs designed to meet the job market of the area being served; educational projects intended to increase basic skills, such as literacy and math, of the workforce; projects that seek to increase problem-solving, conflict resolution or other workplace related soft skills and; other projects which address critical education and workforce development issues.

A competitive project would facilitate partnerships with various community agencies, community foundations, private sector entities, financial institutions, Chambers of Commerce, local economic development organizations, educational institutions and other interested parties.

**Technical term or acronyms unique to this program:**

RCG: Rural Capacity Grants

OCRA: Indiana Office of Community and Rural Affairs

Rural: Projects funded through the Rural Capacity Grant Program must serve beneficiaries in rural communities. A rural community is defined by the U.S. Department of Housing and Urban Development (HUD) as having a population of 50,000 or less. County-wide or regional projects may have a population total greater than 50,000, but cannot benefit a city or town with a population greater than 50,000.

## Rural Economic Development Grants and Loans

**Agency** USDA/Rural Development  
**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278  
**Telephone** (317) 290-3100 **Fax** (317) 290-3127 **TDD** (317) 290-3343  
**Website** <http://www.rurdev.usda.gov>  
**Contact** Dean Edwards, Program Director, Business Program Cooperative Services  
*Telephone:* (317) 290-3100

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**Program Objective:** To finance rural economic development and rural job creation projects based on sound economic and financial analysis.

**Type of assistance:** Funds are used to provide grants and zero-interest financing for business and community development projects including business expansion and start-up, incubator projects, medical and training projects, and project feasibility studies.

**Eligible activities and applicants:** Funds are advanced to electric and telephone utilities who oversee and relend the funds to third party recipients via a revolving loan fund.

**Application steps and deadlines:** Applications from electric and telephone utilities are processed in the state office but selections are made quarterly in the national office based on a national competition for available funds. Completed applications are accepted on a continuing basis.

**Reporting procedures:** As stated in regulations.

**Total amount of funds available:** Funding levels vary from year to year. Contact USDA/Rural Development for current information.

**Maximum award amount:** \$300,000 Grant. \$740,000 Loan. \$1,040,000 Combined Grant and Loan.

**Cash and in-kind match required:** Supplemental funding must be provided by the third party recipient in an amount equaling at least 20% of the amount borrowed. No in-kind contributions are accepted as supplemental financing.

**Limitations on use of funds:** Only RD electric and telephone utilities that are not delinquent on any Federal debt or in bankruptcy proceedings are eligible to apply. Funds cannot be used for the borrower's electric or telephone operation and other limitations are stated in the regulations.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** None listed.

**How have local organizations used this program?** South Central Indiana Rural Electric Membership  
Johnson Co. REMC  
Daviess-Martin County Rural Electric Membership

**Technical term or acronyms unique to this program:** REA - Rural Electrification Administration  
RD - Rural Development  
USDA - United State Department of Agriculture  
REMC - Rural Electric Membership Corp.

# Shovel Ready Program

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 600  
Indianapolis, IN 46204 **P.O. Box**  
**Telephone** (317) 232-8800 **Fax** (317) 233-5123 **TDD**  
**Website** <http://www.iiedc.in.gov>  
**Contact** Brad Moore, Project Manager  
**Telephone:** (317) 233-6796

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**Program Objective:** The Shovel Ready Program is geared toward improving the marketability of Indiana communities in the site selection process. The program plays a vital role in state economic development by helping companies and communities identify sites that can be rapidly developed. To be Shovel Ready certified, a site must have undergone an environmental process and qualified for expedited permitting with state regulatory agencies to allow quick investment and expansion. The Shovel Ready Program lowers the cost of site development, improves efficiency of state permitting and enhances the marketability of the site. Because site information is available before development, potential risks of investing and improving new land are reduced for businesses.

The goals of the Shovel Ready Program include to:

- Help local communities prepare sites for development by pre-permitting a site as much as possible;
- Certify sites to help companies more easily navigate the selection and permitting process;
- Generate a list of remaining permits necessary for a specific site;
- Help fast-track the remaining state, federal and local business/industry specific permits; and
- Provide marketing assistance through the IEDC site selection database.

**Type of assistance:** Grants.

**Eligible activities and applicants:**

Minimum Standards for Certification include:

- Executive level community support (Mayor, County Commissioner, Town Council President) demonstrating a local commitment to expedite, when possible, local permitting;
- Ownership of property clearly identified; property should be owned or optioned by local economic development organization, local unit of government, developer, end user or utility;
- Sufficient infrastructure in place;
- Identify water bodies and receiving streams at the site, including a Waters of the State determination;
- Topography maps associated with site are supplied; and
- Environmental assessment of property complete through appropriate Phase I, and if indicated, a Phase II evaluation.

**Application steps and deadlines:**

Applications with all relevant attachments for the Shovel Ready Program are due on the dates outlined on the IEDC website. Four paper copies of the application, including one original copy, and one computer disk copy (CD) of the application should be submitted to: Indiana Economic Development Corporation, attention: Brad Moore, One North Capitol, Suite 700, Indianapolis, IN, 46204. Incomplete applications will not be considered.

The IEDC will review the applications for completeness and use a pre-approved scoring system to rank the applicants. Applicants will be competitively evaluated and certified based on the information submitted in the application. The IEDC is committed to maintaining a diverse selection of certified sites, including both Greenfield and remediated sites. There is no minimum or maximum acreage requirement. The FASTeam will evaluate and approve the applicants. If you submit a complete application and do not receive certification for the current scoring round, you may reapply for Shovel Ready certification using your existing application for up a one-year period. In order to reapply, you must send a cover letter and any material changes to your original application.

For more information, please visit  
<http://www.indianashovelready.com>

**Reporting procedures:**

The applicant will be required annually to notify the IEDC of any changes or deviations, such as zoning or infrastructure changes, from their original application. Failure to submit updates could lead to the loss of the Shovel Ready certification.

If awarded Shovel Ready certification, the site information will be listed on the Indiana Statewide Site and Building Database Management System. A requirement of ongoing Shovel Ready eligibility will be to stay in compliance with the reporting requirements of the Site and Building Database Management System.

**Total amount of funds available:**

N/A.

## Shovel Ready Program

<b>Maximum award amount:</b>	<p>Certified sites have been eligible for 50% matching grants to assist with eligible costs associated with applying for the Shovel Ready program. Eligible expenses may qualify for up to a \$10,000 maximum grant if Shovel Ready Certification is awarded.</p> <p>Eligible Costs:</p> <ul style="list-style-type: none"><li>- Title verification fees</li><li>- Phase I Environmental Assessment</li><li>- Wetland Delineation</li><li>- Printing and/or copying fees in preparing binders and/or disks for application</li><li>- Photography fees (Aerial photos, etc.)</li><li>- Fees to obtain maps required by the application</li><li>- Other costs determined to be eligible for reimbursement by IEDC and FASTeam</li></ul>
<b>Cash and in-kind match required:</b>	<p>Documentation is sent to the FASTeam for eligible/ineligible costs associated with completing the Shovel Ready application. If the FASTeam determines that the proper documentation exists for \$5,000 in total costs which are eligible, for example, then the applicant gets a check for \$2,500, etc. \$10,000 is the maximum award.</p>
<b>Limitations on use of funds:</b>	<p>Ineligible Costs:</p> <ul style="list-style-type: none"><li>- Costs associated with building infrastructure for the site</li><li>- Costs incurred more than 6 months prior to the application deadline</li><li>- Costs incurred after the application deadline</li><li>- Costs incurred by the applicant for items not required in the application</li><li>- Other costs determined to be ineligible for reimbursement by IEDC and FASTeam</li></ul>
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	<p>The Brownfield Program and the IEDC's IDGF (Industrial Development Grant Fund) could potentially be used with Shovel Ready.</p>
<b>How have local organizations used this program?</b>	<p>Local organizations have used this program to lower the cost of site development, improve efficiency of state permitting, and enhance the marketability of their site. The program identifies sites which have undergone extensive title work, proof of ownership, legal and environmental review, and qualify for expedited permitting with state regulatory agencies.</p>
<b>Technical term or acronyms unique to this program:</b>	<p>IEDC: : Indiana Economic Development Corporation IDEM: Indiana Department of Environmental Management IDNR: Indiana Department of Natural Resources INDOT: Indiana Department of Transportation FASTeam: Fast Access Site Team (This consists of the various state agencies who contribute to the Shovel Ready program.)</p>

## Skills Enhancement Fund (SEF)

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 600  
Indianapolis, IN 46204 **P.O. Box**  
**Telephone** (317) 232-8800 **Fax** (317) 233-5123 **TDD**  
**Website** <http://www.iedc.in.gov>  
**Contact** , Program Manager  
**Telephone:** (317) 232-8800

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<b>Program Objective:</b>	Provide financial assistance to existing, new and expanding businesses committed to training their employees. Trainees must be Indiana residents.
<b>Type of assistance:</b>	Financial assistance in the form of a grant for reimbursement of eligible training costs. Instructional costs to train new or existing employees including; instructor wages, tuition, and training materials.
<b>Eligible activities and applicants:</b>	Eligible applicants include Indiana manufacturing companies, distribution centers, or regional corporate headquarters. Eligible uses include: basic skills; transferable-skills; company specific skills, and quality-assurance needed to support existing and future capital investment.
<b>Application steps and deadlines:</b>	1) An Indiana Economic Development Corporation (IEDC) regional program manager contacts and meets with the company to discuss project; 2) The company completes and submits a formal application. Applications are reviewed on a regular basis (typically every two weeks). 3) The IEDC determines eligibility and appropriate award amount. If award is made, the IEDC issues a commitment letter and grant agreement to the company.
<b>Reporting procedures:</b>	Company submits quarterly reports to the IEDC detailing job creation and investment figures.
<b>Total amount of funds available:</b>	Grant is dependent on total cost of training budget, company's projected investment, number and types of jobs being trained, and average wages.
<b>Maximum award amount:</b>	Companies can receive reimbursement not to exceed \$200,000 for retraining existing workers. Supplemental grant awards may be available for training new jobs.
<b>Cash and in-kind match required:</b>	Grant covers up to 50% of eligible training costs.
<b>Limitations on use of funds:</b>	Businesses that receive SEF training assistance must commit to continue their operations at the location where the SEF training assistance is provided for at least five years after the date that the training grant is completed and closed. If a business fails to meet the five-year commitment, the business must repay the full amount of the SEF training assistance received. Indiana companies receiving SEF Funds must be in good standing with State regulatory agencies.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Companies sometimes use the IEDC Technology Enhancement Certification for Hoosiers (TECH) Fund and the Department of Workforce Development (DWD) Advance Indiana training programs to supplement this program.
<b>How have local organizations used this program?</b>	SEF grants are only awarded to eligible companies.
<b>Technical term or acronyms unique to this program:</b>	SEF: Skills Enhancement Fund IEDC: Indiana Economic Development Corporation

## Small Issue Manufacturing Bond Program

**Agency** Indiana Finance Authority

**Address** One N. Capitol, Room 900  
Indianapolis, IN 46204

**P.O. Box**

**Telephone** (317) 233-4332      **Fax** (317) 232-6786      **TDD**

**Website** <http://www.in.gov/ifa>

**Contact** Cindy Pierson, Program Manager

**Telephone:** (317) 233-4335

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<b>Program Objective:</b>	This program makes tax-exempt bond financing affordable for small manufacturers throughout Indiana. IFA operates the program through agreements with banks that have an active interest in tax-exempt lending and investment. Tax-exempt bonds are used to lower the cost of financing for qualified projects.
<b>Type of assistance:</b>	Bond issue must be \$3,000,000 or smaller. The bank may apply its own credit standards and must purchase and hold all bonds. The bank must select and negotiate lower fees with nationally-recognized bond counsel from Indiana. Bonds are not guaranteed by the State of Indiana.
<b>Eligible activities and applicants:</b>	Borrowers must be Indiana businesses or not-for-profit corporations which qualify for tax-exempt financing under federal law. Manufacturing projects must secure an allocation of Volume Cap (see IFA website). Funds must be used to purchase real estate and/or equipment or to construct new facilities.
<b>Application steps and deadlines:</b>	Projects are approved at a single meeting of the IFA Board. Application materials are due four weeks before each monthly board meeting. The total application fee is \$3,000 and must accompany the application.
<b>Reporting procedures:</b>	Specified in the bond documents.
<b>Total amount of funds available:</b>	Not Applicable.
<b>Maximum award amount:</b>	\$3,000,000
<b>Cash and in-kind match required:</b>	Not applicable.
<b>Limitations on use of funds:</b>	Must qualify under Federal Law.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	Manufacturing companies and certain not-for-profit organizations have utilized tax-exempt bonds in their financing structure to lower the interest rate.
<b>Technical term or acronyms unique to this program:</b>	IFA: Indiana Finance Authority Volume Cap: The capacity in a state, under federal law, to issue certain types of tax-exempt bonds. IFA controls the allocation of volume cap for the State of Indiana. Competitive allocation rounds are held monthly January through October for manufacturing projects. See the Volume Cap sheet.

## Surety Bond Guarantee Program

**Agency** US Small Business Administration

**Address** 8500 Keystone Crossing, Suite 400  
Indianapolis, IN 46204

**P.O. Box**

**Telephone** (317) 226-7272      **Fax** (317) 226-7259      **TDD** (317) 226-5338

**Website** <http://www.sba.gov>

**Contact** Michael Hasler, Business Development Specialist

*Telephone:* (317) 226-5284

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<b>Program Objective:</b>	To assist small and emerging contractors in obtaining bid, payment and performance bonds on a reasonable basis.
<b>Type of assistance:</b>	Provides surety bond guarantees to participating Treasury listed surety companies. The surety bond agent is the point of contact for the small business.
<b>Eligible activities and applicants:</b>	Any contractor having average annual sales for the past 3 years of \$6,000,000 or less.
<b>Application steps and deadlines:</b>	Potential applicants must apply through a participating surety agent. The agent will supply application forms to those small businesses considered to be acceptable. The surety company will supply the bond if SBA guarantees. The SBA charges the contractor .6% of the contract amount for all payment and performance bonds guaranteed.
<b>Reporting procedures:</b>	Not applicable.
<b>Total amount of funds available:</b>	Not applicable.
<b>Maximum award amount:</b>	Total face value of the contract cannot exceed \$2,000,000. There is no minimum.
<b>Cash and in-kind match required:</b>	Not applicable.
<b>Limitations on use of funds:</b>	Not applicable.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Lines of credit, contract financing and short term loans.
<b>How have local organizations used this program?</b>	Not applicable.
<b>Technical term or acronyms unique to this program:</b>	SBA: Small Business Administration



## Tax-Exempt Bond Financing

**Agency** Indiana Finance Authority  
**Address** One N. Capitol, Room 900  
Indianapolis, IN 46204 **P.O. Box**  
**Telephone** (317) 233-4332 **Fax** (317) 232-6786 **TDD**  
**Website** <http://www.in.gov/ifa>

**Contact** Cindy Pierson, Program Manager  
**Telephone:** (317) 233-4335

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<b>Program Objective:</b>	To lower the cost of financing for manufacturing projects and certain other qualified projects.
<b>Type of assistance:</b>	IFA can issue tax-exempt private activity bonds to finance manufacturing projects, pollution control facilities and certain other exempt facilities. IFA can also issue bonds on behalf of certain non-profit (501(c)(3)) organizations. Bonds are not guaranteed by the State of Indiana.
<b>Eligible activities and applicants:</b>	Same as Type of Assistance guidelines.
<b>Application steps and deadlines:</b>	Application materials are due four weeks before each monthly board meeting. The application fee is \$3,000 and must accompany the application.
<b>Reporting procedures:</b>	Specified in the Bond Documents.
<b>Total amount of funds available:</b>	Approximately \$500,000,000 in private activity bond volume is available in the state of Indiana each year. 501(c)(3) bonds do not require an allocation of volume cap (see IFA website).
<b>Maximum award amount:</b>	\$10,000,000 for private activity bonds. A borrower must receive an allocation of volume cap to take advantage of tax-exempt bond financing.
<b>Cash and in-kind match required:</b>	Not applicable.
<b>Limitations on use of funds:</b>	Federal law limits the types of activities which are eligible for tax-exempt bond financing. Potential borrowers may wish to discuss eligibility with bond counsel.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Industrial development projects may be eligible for other state and local economic development programs, but federal law may limit the amount of additional financing.
<b>How have local organizations used this program?</b>	Manufacturing companies and certain not-for-profit organizations have utilized tax-exempt bonds in their financing structure to lower the interest rate.
<b>Technical term or acronyms unique to this program:</b>	Private activity bonds - A type of bond issued by governmental entities on behalf of private businesses. IFA - Indiana Finance Authority Volume Cap - The capacity in a state, under federal law, to issue certain types of tax-exempt bonds. IDFA controls the allocation of volume cap for the State of Indiana. Competitive allocation rounds are held monthly January through October for manufacturing projects. See Volume Cap Sheet

# Technology Enhancement Certification for Hoosiers "TECH" Fund

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 600 *P.O. Box*  
Indianapolis, IN 46204  
**Telephone** (317) 232-8800 **Fax** (317) 233-5123 **TDD**  
**Website** <http://www.iedc.in.gov>  
**Contact** , Program Manager  
*Telephone:* (317) 232-8800

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**Program Objective:** To help Indiana companies provide information technology certification for their employees to meet the demands of the new information economy.

**Type of assistance:** Reimbursement Grant Program

**Eligible activities and applicants:** Indiana companies that employ Indiana residents (U.S. citizens only) in advanced information technology occupations.

**Application steps and deadlines:**  
1) An Indiana Economic Development Corporation (IEDC) regional program manager contacts and meets with the company to discuss project;  
2) The company completes and submits a formal application. Applications are reviewed on a regular basis (typical every two weeks).  
3) The IEDC determines eligibility and appropriate award amount. If award is made, the IEDC issues a commitment letter and grant agreement to the company.

**Reporting procedures:**  
Grantees will receive reimbursement when a copy of employee certification by an industry certified trainer is submitted to commerce. Typically, reimbursement for eligible costs will be forwarded to awardees in two weeks.  
  
Grantees will submit a quarterly report on the training status of employees participating in the grant program.

**Total amount of funds available:** Grant is dependent on total cost of training budget and number of employees being certified.

**Maximum award amount:** The maximum grant award for any one company is \$50,000 or \$2,500 per employee, or 50% of the training budget, whichever is less.  
  
Grant covers up to 50% of the training budget, \$50,000 or \$2,000 per employee, whichever is less.

**Cash and in-kind match required:** Not applicable.

**Limitations on use of funds:** Funds will be released only when the employee has successfully completed the training module(s) and received a certification (i.e. training certificate) from an industry certified trainer.  
  
Costs not eligible for reimbursement includes travel costs, equipment costs, administrative costs, and other costs specified by the Indiana Economic Development Corporation guidelines.

**Which finance programs/tools are particularly well suited to be used in conjunction with this program?** The TECH program can be leveraged with the IEDC grants from the IEDC's Skills Enhancement Fund and Department of Workforce Development's Training Acceleration Grant program to help fund a wide variety of training needs.

**How have local organizations used this program?** Indiana companies use this fund to supplement their annual training budget for new IT certifications.

**Technical term or acronyms unique to this program:** TECH: Technology Enhancement Certification for Hoosiers  
IT: information technology

## Three R's Assessment Grant

**Agency** Indiana Department of Environmental Management  
**Address** 100 N. Senate Avenue, MC 65-42 IGCN 1255 **P.O. Box**  
Indianapolis, IN 46204  
**Telephone** (800) 451-6027 **Fax** (317) 232-8406 **TDD**  
**Website** [http://www.in.gov/idem/resources/grants\\_loans/](http://www.in.gov/idem/resources/grants_loans/)  
**Contact** Dennis Harris, Program Manager  
**Telephone:** (317) 232-8172

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<b>Program Objective:</b>	Encourage Indiana's manufacturing and commercial sectors to investigate ways to reduce their waste streams through source reduction, recycling, reuse, and/or use of recycled-content products or feedstocks.
<b>Type of assistance:</b>	Three R's Assessment Grant of up to \$6,000 in matching funds.
<b>Eligible activities and applicants:</b>	Manufacturing and commercial businesses in Indiana may use funding to address the assessment of waste generation and identify alternatives that reduce the waste stream through source reduction; recycling; or reuse, or that assess the use of recycled-content feedstocks or products as a way to reduce the use of virgin materials. Only nonhazardous materials are eligible for the program. Assessments may include; review of waste generation and potential for reduction and recycling; evaluation of specific process changes to increase waste reduction, recycling, reuse, and/or use of recycled-content products or feedstocks.
<b>Application steps and deadlines:</b>	Quarterly application process beginning with preproposal letter to determine eligibility, followed by formal application and assessment plan. Funding decision made by the Recycling and Energy Development Board which meets at the end of the process each quarter.
<b>Reporting procedures:</b>	Quarterly reports are required and site monitoring visits are made each year. A final report is required.
<b>Total amount of funds available:</b>	The RPAF Program is supported by a \$.25 fee on each ton of solid waste disposed in most Indiana landfills.
<b>Maximum award amount:</b>	\$6,000 or 50% matching funds, whichever is less.
<b>Cash and in-kind match required:</b>	50% matching funds of the total amount requested.
<b>Limitations on use of funds:</b>	<ul style="list-style-type: none"><li>- Consulting fees</li><li>- Contractual costs</li><li>- Waste/recycling assessment software</li><li>- Formal final report (for public distribution) printing costs</li><li>- Personnel costs (limit to 20% of total grant amount)</li><li>- Other necessary project costs</li></ul>
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Matching funds may come from a variety of public and private sources, including business owners.
<b>How have local organizations used this program?</b>	The RPAF Program also provides a formal review process and due diligence evaluation of projects. This may be helpful to local organizations (such as solid waste management districts) in project participation.
<b>Technical term or acronyms unique to this program:</b>	RPAF: Recycling Promotion and Assistance Fund

## Trade Adjustment Assistance for Firms

**Agency** Great Lakes Trade Adjustment Center  
**Address** 506 East Liberty Street, 3rd Floor *P.O. Box*  
Ann Arbor, MI 48104  
**Telephone** (734) 998-6213 **Fax** (734) 998-6224 **TDD**  
**Website** <http://www.gлтаac.org>

**Contact** Ruth Ann Church, Project Manager of Marketing & Sales  
*Telephone: (734) 998-6596*

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<b>Program Objective:</b>	To assist small/medium-sized manufacturers better-compete against foreign imports.
<b>Type of assistance:</b>	a) Recovery strategy development and project planning assistance for trade-injured firms, and b) cost-shared implementation assistance (of business improvement projects identified in the planning process).
<b>Eligible activities and applicants:</b>	Applicants should be manufacturers who have lost sales and reduced employment due to import competition.
<b>Application steps and deadlines:</b>	Call or e-mail the Great Lakes TAAC for assistance.
<b>Reporting procedures:</b>	None listed.
<b>Total amount of funds available:</b>	Varies on annual basis.
<b>Maximum award amount:</b>	\$75,000 in federal funds for technical assistance implementation, typically over a 2-3 year period.
<b>Cash and in-kind match required:</b>	Firm typically pays \$1,000-\$3,000 for planning, assistance; matches technical assistance expenditures with the program 50/50 (for private sector consultants to implement projects). Management must dedicate adequate time and effort to planning process and business improvement project participation.
<b>Limitations on use of funds:</b>	Funds can only be used to pay for project-specific consulting assistance. Program funds cannot be used for: physical assets; regular, recurring business expenses; cash infusions; or costs already incurred.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Formal partnerships with other programs can be explored on a case-by-case basis. TAA participation does not preclude client firms from accessing other business assistance resources.
<b>How have local organizations used this program?</b>	The Great Lakes TAAC has over 20 years of success helping Indiana manufacturers improve their global competitiveness. Recent technical assistance projects include: productivity improvement; new product development; lean manufacturing; ISO certification; marketing plan development; cost accounting; MIS; marketing material/website development; sales rep selection; and ERP selection/implementation.
<b>Technical term or acronyms unique to this program:</b>	TAA: Trade Adjustment Assistance  Trade Remedy: This is not an "export program" although exporting could be, in appropriate cases, included in the plan.

## Trade Show Assistance Program (TSAP)

**Agency** Indiana Economic Development Corporation  
**Address** One North Capitol, Suite 600  
Indianapolis, IN 46204 **P.O. Box**  
**Telephone** (317) 232-8800 **Fax** (317) 233-5123 **TDD**  
**Website** <http://www.iedc.in.gov>  
**Contact** Office of International Development,  
*Telephone:* (317) 232-8800

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<b>Program Objective:</b>	The Trade Show Assistance Program (TSAP) provides financial assistance for small Indiana businesses to participate in international trade shows. TSAP is designed to promote Indiana exports by encouraging companies to explore overseas markets.
<b>Type of assistance:</b>	Reimbursement grants.
<b>Eligible activities and applicants:</b>	<p>Small businesses eligible for this program are to be defined as a manufacturing concern with worldwide employment of 500 employees or less within the preceding 12 months (this includes parent companies, subsidiaries, divisions of, etc). Eligible businesses must also manufacture at least 51% of their product in Indiana to be eligible for funding.</p> <p>Indiana businesses may receive reimbursement to cover the cost of exhibit space rental fees (i.e. floor space, walls, table, chairs, carpet).</p>
<b>Application steps and deadlines:</b>	<p>Call the Indiana Economic Development Corporation, Office of International Development for an application. Firms must be pre-qualified with the IEDC in order to receive reimbursement. Applications must be submitted three months prior to the date of the show you plan to attend.</p> <p>To receive assistance, firms must:</p> <ul style="list-style-type: none"><li>-promote their company's products at the applicable trade show;</li><li>-have an official company representative attend the show;</li><li>-have less than 500 employees worldwide;</li><li>-manufacture at least 51% of their product in Indiana;</li><li>-provide market research for applicable market.</li></ul> <p>Also, companies:</p> <ul style="list-style-type: none"><li>-may utilize the program one (1) time per fiscal year</li><li>-may not receive funding to attend the same show every year</li><li>-may not exhibit by catalog only</li></ul> <p>While companies may not use TSAP funding to attend the same trade show for two consecutive years, they may apply for funding to attend a different show in the same market for two consecutive years.</p> <p>Full stay at the show is required. Those companies not exhibiting ALL days of the show are disqualified from receiving funding from TSAP.</p>
<b>Reporting procedures:</b>	Participants must provide post show, six and twelve month evaluations.
<b>Total amount of funds available:</b>	\$200,000 per fiscal year.
<b>Maximum award amount:</b>	The maximum amount of funding is \$5,000, or 100% of exhibit space rental fees, whichever is less. Companies may not receive more than \$5,000 in funding per fiscal year. The State Fiscal Year runs from July 1 through June 30. Funding for trade shows is limited to one (1) show per company per fiscal year.
<b>Cash and in-kind match required:</b>	None.
<b>Limitations on use of funds:</b>	Reimbursement covers the following expenses: actual floor space, walls, carpet, table and chairs only.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	N/A
<b>How have local organizations used this program?</b>	Many Indiana companies have benefited by using this program to attend shows in new export markets.

**Trade Show Assistance Program (TSAP)**

Technical term or  
acronyms unique to  
this program:

TSAP - Trade Show Assistance Program

## Value-Added Producer Grants

**Agency** USDA/Rural Development

**Address** 5975 Lakeside Boulevard  
Indianapolis, IN 46278

**P.O. Box**

**Telephone** (317) 290-3100      **Fax** (317) 290-3127      **TDD** (317) 290-3343

**Website** <http://www.rurdev.usda.gov>

**Contact** Jerry Hay, Cooperative Development Specialist

*Telephone:* (812) 873-1100

Sharon Ellison, BP Technician

*Telephone:* (317) 290-3100

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<b>Program Objective:</b>	In an effort to help farmers and ranchers cut out the "middlemen," the Value-Added Producer Grants (VAPG) are made to enable producers to develop businesses that produce and market value-added agricultural products.
<b>Type of assistance:</b>	Planning grants and working capital grants.
<b>Eligible activities and applicants:</b>	Eligible applicants include: independent producers; farmer or rancher cooperatives; agricultural producer groups; and majority-controlled producer-based business ventures. Eligible purposes include: planning activities, such as conduction feasibility studies and developing business plans for processing and marketing value-added agricultural products; and working capital expenses for processing and marketing value-added agricultural products, including inventory, salaries, and office supplies. It is the policy of the Secretary of Agriculture to fund a broad diversity of projects that help increase the agricultural producers' customer base and share of the food and agricultural system profit.
<b>Application steps and deadlines:</b>	<p>Applications are only accepted during the application period published in the Federal Register through an annual Notice of Solicitation of Applications (NOSA). For 2009, the NOSA was published after October 1, 2008, beginning of our fiscal year. To obtain an application, please visit: <a href="http://www.rurdev.usda.gov/rbs/coops/vadg.htm">www.rurdev.usda.gov/rbs/coops/vadg.htm</a>. Recipients will need to submit documentation substantiating information regarding ownership, finances, and support referenced in the application. Those groups receiving working capital awards will need to provide feasibility studies and business plans.</p> <p>Planning grants will be evaluated based on the following criteria: nature of the proposed venture; qualifications of those doing the work; commitments and support; project leadership; work plan/budget; amount requested; project cost per owner-producer; business management capabilities; sustainability and economic impact; business size; administrative points. Working capital grants will be evaluated based on the following criteria: business viability; customer base/increased returns; commitments and support; management team/work force; work plan/budget; amount requested; project cost per owner-producer; business management capabilities; sustainability and economic impact; administrator points.</p>
<b>Reporting procedures:</b>	Recipients will need to report on the progress of the project on a semi-annual basis, with a final report due at the end of the project.
<b>Total amount of funds available:</b>	\$18.4 million for FY 2008.
<b>Maximum award amount:</b>	No minimum. \$300,000 maximum for working capital grants. \$100,000 maximum for planning grants.
<b>Cash and in-kind match required:</b>	Matching funds are required. Applicants must verify in their applications that matching funds are available for the time period of the grant. Matching funds must be at least equal to the amount of the grant funds requested. Unless provided by other authorizing legislation, other Federal grant funds cannot be used as matching funds. Matching funds must be spent at a rate equal to or greater than the rate at which the grant funds are expended. Matching funds must be provided by either the applicant or by a third party in the form of cash or in-kind contributions. Matching funds must be spent on eligible expenses and must be from eligible sources if they are in-kind contributions.
<b>Limitations on use of funds:</b>	Funds may not be used to: pay costs of preparing the application package for funding the VAPG program; plan, repair, rehabilitate, acquire, or construct a building or facility; purchase, rent, or install fixed equipment including processing equipment; purchase vehicles, including boats; pay costs incurred prior to receiving this grant; fund political activities; (including a processing facility); fund research or development; pay for production-related expenses; purchase land.
<b>Which finance programs/tools are particularly well suited to be used in</b>	None.

## Value-Added Producer Grants

**conjunction with this program?**

**How have local organizations used this program?**

Recent Indiana recipients of VAPG grant money have used the funds to do such things as complete feasibility steps for a corn-based dry mill ethanol plant in Randolph County, assess the feasibility of building a 50 Million Gallon per year plant in Fulton County, and for a marketing campaign to kick-off the Cooperatives' "Grow the Wine Trail!" unique wine trail highlighting Indiana's Wineries.

**Technical term or acronyms unique to this program:**

VAPG: Value-Added Producer Grants  
USDA: United States Department of Agriculture



## Venture Capital

**Agency** Centerfield Capital Partners L.P.  
**Address** 3030 Market Tower  
Indianapolis, IN 46204, **P.O. Box**  
**Telephone** (317) 237-2323 **Fax** (317) 237-2325 **TDD**  
**Website** <http://www.centerfieldcapital.com>

**Contact** Tom Hiatt, Founding Partner  
**Telephone:** (317) 237-2323  
Faraz Abbasi, Partner  
**Telephone:** (317) 237-2323

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<b>Program Objective:</b>	Centerfield Capital Partners provides growth, expansion, LBO, MBO and recapitalization capital to privately held companies in the central region of the United States.
<b>Type of assistance:</b>	Equity or debt financing for rapidly growing companies. Investments usually in the form of subordinated debt, preferred stock or convertible debt or a combination of these securities.
<b>Eligible activities and applicants:</b>	Companies participating in rapidly growing markets, such as healthcare, telecommunications, information technologies, financial services and specialized manufacturing are eligible. Generally, companies have revenues of \$5 million to \$100 million and positive cash flow.
<b>Application steps and deadlines:</b>	Submit a business plan to the contact person(s) above.
<b>Reporting procedures:</b>	The general partners establish active, supportive relationships with the management of companies in which they invest. Centerfield Capital Partners is usually represented on a company's Board of Directors. In larger financings, which may require several investors, Centerfield Capital Partners may act as the lead investor or may adopt a less active role if another professional investor is providing leadership.
<b>Total amount of funds available:</b>	Approximately \$160 million.
<b>Maximum award amount:</b>	\$8,000,000
<b>Cash and in-kind match required:</b>	Typical Centerfield's ownership of underlying equity in a portfolio company ranges from 5% to 50%.
<b>Limitations on use of funds:</b>	Acquisitions, Working Capital, Growth, Management Buyouts, Recapitalizations
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Other venture capital funds, owner equity, debt financing (e.g., bank loans), loan guarantees.
<b>How have local organizations used this program?</b>	Powerway, Inc., Indianapolis, Indiana, is a leading provider of advanced e-business software solutions and services. The company's products improve quality and engineering performance in manufacturing enterprises and throughout their supply chains. During the past decade, Powerway has focused on providing a broad, integrated suite of software tools to control processes and documents in manufacturing companies, primarily in the aerospace, automotive, consumer goods, medical devices, pharmaceuticals, heavy metals, defense, plastics and transportation.  Other local firms locally which we have invested include DCL Labs, eGIX, Thermafiber, Roehm Marine, and Standard Locknut.
<b>Technical term or acronyms unique to this program:</b>	Venture Capital: Capital invested in the ownership of new or growing companies. Mezzanine investor, subordinated debt and private capital provider.

## Volume Cap Allocation

**Agency** Indiana Finance Authority  
**Address** One N. Capitol, Room 900  
Indianapolis, IN 46204 **P.O. Box**  
**Telephone** (317) 233-4332 **Fax** (317) 232-6786 **TDD**  
**Website** <http://www.in.gov/ifa>

**Contact** Cindy Pierson, Program Manager  
**Telephone:** (317) 233-4335

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<b>Program Objective:</b>	To allocate the limited amount of volume cap the State receives to those projects which provide the greatest economic benefits to the State.
<b>Type of assistance:</b>	An allocation of volume cap is not a cash award but a reservation of a limited resource that enables a company to obtain tax-exempt financing. Certain not-for-profits do not require an allocation of volume cap to issue bonds.
<b>Eligible activities and applicants:</b>	Manufacturing companies, certain exempt facilities and low-income, multi-family housing projects.
<b>Application steps and deadlines:</b>	Applications for manufacturing and exempt facility projects are due the last Monday of the month; awards are made at the IFA Board Meeting of the following month. Volume cap awards for low-income, multi-family housing projects is determined by the Indiana Housing and Community Development Authority.
<b>Reporting procedures:</b>	Recipients of volume cap must report on job creation and investment goals for three years after receiving the award.
<b>Total amount of funds available:</b>	Approximately \$500,000,000 per calendar year.
<b>Maximum award amount:</b>	\$10,000,000 (unless eligible for a multi-year commitment) for manufacturers and exempt facility projects. \$20,000,000 for multi-family housing projects.
<b>Cash and in-kind match required:</b>	Not applicable.
<b>Limitations on use of funds:</b>	Federal law limits the types of activities which are eligible for tax-exempt bond financing. Potential borrowers may wish to discuss eligibility with bond counsel.
<b>Which finance programs/tools are particularly well suited to be used in conjunction with this program?</b>	Not applicable.
<b>How have local organizations used this program?</b>	A borrower must receive an allocation of volume cap to take advantage of tax-exempt bond financing.
<b>Technical term or acronyms unique to this program:</b>	Tax-exempt bond financing or private activity bonds - a type of bond issued by governmental entities on behalf of private businesses. IFA: Indiana Finance Authority