



Al Tech Loan Fund Fact Sheet

BACKGROUND:	The Albany County Business Development Corporation (ACBDC) established the Al Tech Trust Fund with a one-time grant from the U.S. Economic Development Administration (EDA). The Capital Region Chamber of Commerce began administering the program in 1994. From inception through 2016, the program funded over 180 loans exceeding \$47 million in financing to small businesses located in Albany County.
HOW IT WORKS:	Under the program, Al Tech provides loans up to \$1 Million which can be used for acquisition or renovation of owner-occupied real estate, purchase of fixed assets, and working capital.
INTEREST RATE:	The rate calculated is 75% of the published WSJ prime interest rate on the date of the closing.
LOAN TERM:	Loan terms are typically five years with amortizations up to 15 years depending on the use of the proceeds.
ELIGIBLE COMPANIES:	Manufacturing, technology, retail, wholesale and service businesses located in or looking to locate in Albany County. An applicant must demonstrate a need for financing as well as a means for repayment.
ELIGIBLE PROJECTS:	Acquisition or renovation of applicant-occupied real estate, purchase of fixed assets, and working capital. There has to be a demonstrated need for the loan. Ineligible projects include non-owner occupied investment real estate, research and development, and the refinancing of any existing debt.
JOB REQUIREMENT:	Al Tech generally requires that a business create employment opportunities after the loan is funded. Consideration is also given to retention of existing jobs. Special efforts will be made for minority and women-owned businesses, technology businesses, and labor intensive industries.
LOAN COLLATERAL:	All appropriate business assets, including real estate, fixed assets, accounts receivable, etc.
GUARANTIES:	Personal guaranties and on occasion, personal assets are required to collateralize the loan.

LIFE INSURANCE: An assignment of life insurance in the amount of the loan is required on the owners and if deemed necessary, on key management personnel.

PROCESS: The ACBDC Board of Directors meets on a monthly basis to review loan applications. **A complete application package needs to be submitted two weeks prior to a meeting.** The following information is required to review an applicant:

- **Completed application**
- **History and background** (Business Plan)
- **Federal Tax returns** (Business and Personal) for the past three years
- **Personal financial statement** for principals with 20% or more ownership
- **Business financial statements** (income statement and balance sheet) for the past three years
- **Interim financial statements** no older than 90 days (internally prepared)
- **Projections** (at least two years, monthly)
- **Statement on the Sources and Uses of funds** (quotes, invoices, employment projections and working capital needs to be reflected in financial projections)
- **Description of assets** (business or personal) being offered to secure the loan

FEES: Albany County Business Development Corporation charges a \$500 non-refundable application fee.

For more information please contact John Skrobela

Phone: (518) 431-1423 Fax: (518) 431-1493

Website: www.capitalregionchamber.com

Email: jskrobela@capitalregionchamber.com

AI Tech is an equal opportunity lender and business assistance provider