

## Participating Banks

### **Buckeye Community Bank**

- Linda O'Malley, 440.233.3941

### **CF Bank**

- Anne Cheh-Falb, 216.468.6137

### **Chase Bank**

- Bryan Mesick, 216.475.5300

### **Citizens Bank**

- Jerome Smith, 216.407.8497

### **Dollar Bank**

- Dennis Boose, 216.736.8949

### **Economic and Community Dev. Institute**

- Sam Falsone, 216.912.5655

### **Faith Community United Credit Union**

- Brad West, 216.271.7111

### **Fifth Third Bank**

- James Kannam, 216.581.5100

### **First Federal of Lakewood**

- Ron Schultz, 216.239.5905

### **Grow Cuyahoga Fund**

- Sheldon Bartell, 614.499.0476

### **Growth Capital Corporation**

- John Kropf, 216.592.2343

### **Huntington Bank**

- Will Dalman, 216.515.0360

### **Key Bank**

- Jason Drake, 216.220.2636

### **Liberty Bank**

- Jay Valerian, 216.359.5580

### **Lorain National Bank**

- Kevin Ball, 440.244.8038

### **Peoples Bank**

- Dell Duncan, 216.973.1816

### **PNC Bank**

- Lisa Rucker, 216.222.3435

### **U.S. Bank**

- Ben Robinson, 216.402.3798

## Technical Assistance Providers

### **Urban League of Greater Cleveland:**

216.622.0999

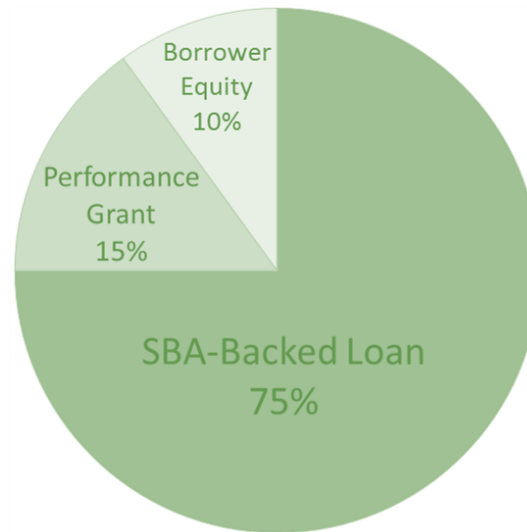
**Hispanic Business Center:** 216.281.4422

**Ohio SBDC at CSU:** 216.321.1633

**Women's Business Center/ECDI:**

216.912.5655

A supplemental equity program for small businesses, funded by the City of Maple Heights and Cuyahoga County.



Qualifying small businesses will be provided with a 15% performance grant, which will supplement their own equity contribution to a project, improving loan-to-value and leverage, decreasing risk, and facilitating business expansion.

# Maple Heights Small Business Partnership Program

The City of Maple Heights is a *Winning City to Grow Your Small Business*



**Annette M. Blackwell**

**Mayor, City of Maple Heights**



# Terms

**MAXIMUM:** \$50,000 but no greater than 15% of a project.

**PAYMENT:** If municipal requirements are met, the participant is not required to pay back the performance grant.

**TERM:** Three years, based on performance and job creation.

**MANUFACTURING:** The City will permit a higher performance grant based on eligible improvements and required job retention and creation requirements. Required to create 1 full time job for every \$35,000 in funding.

**ADDITIONAL REQUIREMENTS:**

1. Owner Equity of at least 10%.
2. Technical Assistance from SBDC.
3. SBA Loan covering 65-75% of project\*.
4. Use must fall under one of the following: retail, restaurant, small office, manufacturing or professional services.
5. Forgivable loans may only be used for Property Acquisition, new construction, machinery and equipment purchase and exterior and interior renovation.
6. Matching Grants may only be used for façade improvements and signage.
7. One (1) full time job must be created.
8. Required reporting of job creation.



\* A portion of this funding may be provided by the HFLA of Northeast Ohio instead of an SBA bank loan. The HFLA loan can be no more than 10% of the project or \$10,000, whichever is less. This no-interest loan is repaid over three years and subordinated to the SBA bank loan. Please contact the HFLA to determine if an HLFA loan is right for your business.

**HFLA of NE Ohio Contact:**

**Michal Marcus, 216.378.9042, [michal@hflaclev.org](mailto:michal@hflaclev.org)**

# Overview

Project funding consists of an SBA Loan from a Participating Lender, a Performance Grant from a Participating Municipality, and owner equity.

Additional funding is available from the HFLA of Northeast Ohio in the form of a 0% interest loan of \$10,000 or 10% of the project, whichever is less.

The program combines funding from SBA Lenders, private funding, and local governments with resources from the applicant.

This leveraging of resources makes difficult projects possible and solves funding gaps, creating jobs, opportunities, and economic development.

# Process

- Interested businesses should contact the Economic Development Department to begin the intake process. Contacts are listed on this brochure under "Your First Step."
- The City will review the project for eligibility.
- Following review, qualifying businesses will be issued a letter, which will also be provided to the SBA, the Technical Assistance (TA) provider, one or more Participating Banks and the HFLA, if this option is being used. The letter will include conditions to be met prior to disbursement.
- Businesses may select any of the Participating Lenders to obtain approval for their SBA Loan.
- The applicant will be referred to a Small Business Development Center (SBDC) for the required technical assistance, business plan support, and counseling.
- Once the approval is complete, the lender will issue commitment.
- When the project is complete and all requirements are met, the SBA Loan, Performance Grant, and the HFLA loan are to be distributed at the same time.

# Your First Step!

Contact the Economic Development Department. We will give you essential program information and help you determine if the Maple Heights Business Partnership Program is right for your startup or expansion.

Jennifer L. Syx  
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[jsyx@mapleheightsohio.com](mailto:jsyx@mapleheightsohio.com)  
234.678.1135

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[jahanna@mapleheightsohio.com](mailto:jahanna@mapleheightsohio.com)  
234.678.1135

Visit our City's Webpage:  
<http://www.citymapleheights.com/MapleHeightsSmallBusinessPartnershipProgram>

**Or Stop in to See Us:**  
Maple Heights City Hall  
5353 Lee Road  
Maple Heights, OH 44137