

Oconee County Capital Matrix

Recommended References

| Source | Website | Contact | Description |
|--|--|--|--|
| The Tri-County Entrepreneurial Development Corporation (TCEDC) | www.tricountyedc.com | Dave Eldridge (727) 422-4459 | TCEDC offers expert, hands-on assistance with overall business planning. It is a local volunteer group of certified SCORE Mentors (Service Corps of Retired Executives) who work closely with Tri-County Tech, Clemson SBDC, and the Oconee Economic Alliance to counsel start-up entrepreneurs and small businesses. TCEDC also operates a local business incubator in Walhalla called the Oconee Business Center. |
| The Clemson Region Small Business Development Center (SBDC) | www.scsbdc.com | Ben Smith 413 Serrine Hall Clemson, SC 29634 Phone: (864) 710.4717 E-Mail: bennys@clemson.edu | The SC SBDC website offers a set of concise, must-read documents on small business capital. Visit the website, click on either "Start a New Business" or "Grow an Existing Business", and then download the materials under "Financial Aspects". You can also contact the agency for free, personal consultation. |
| The U.S. Small Business Administration (SBA) | www.sba.gov | Elliott Cooper, District Director 1835 Assembly St. Columbia, SC 29201 Phone: (803) 765-5339 E-Mail: elliot.cooper@sba.gov Web: www.sba.gov/sc/ | Since its founding in 1953, the U.S. Small Business Administration has provided financing and counseling to American small businesses. The "Small Business Learning Center" of SBA.gov offers over 125 free on-line classes, videos, and archived educational chat sessions. Topics include business start-up, management, finance, marketing, and government contracting. This site offers as much business finance, start-up, and management material as any on the web. |
| U.S. Department of Agriculture - Rural Development (USDA RD) | www.rurdev.usda.gov/sc/ | Jesse T. Risher, Business & Cooperative Programs Director 1835 Assembly Street Columbia, SC 29201 Phone: (803) 253-5163 E-Mail: Jesse.risher@sc.usda.gov | USDA Rural Development is the leading advocate for rural America. The mission area supports rural communities and enhances quality of life for rural residents by improving economic opportunities through a variety of loan and loan-grant combination programs. |
| The SC Department of Commerce - Export Services | scommerce.com/sc-business-network/export-services | Anita Patel (803) 737-0247 apatel@scommerce.com | While there is much valuable business and industry information available through the SC Department of Commerce, please note this page - which addresses services and capital for companies that export (or who would like to begin exporting). |
| 2014 SC Business Resource Guide | http://bit.ly/1xOIXXO | N/A | Includes valuable resource information, including a state-wide list of certified SBA and USDA lending partners. |

Lenders in Oconee County

| Name | Website | Address | Phone | Description |
|---------------------------------|--|--|----------------|--|
| Blue Ridge Bank | www.brwal.com | 118 Bountyland Rd, Seneca, SC 29672 | (864) 888-2298 | Established local bank with a variety of personal and business account products. |
| | | 100 E. Main St., Walhalla, SC 29691 | (864) 638-5444 | |
| | | 100 N. John St., Walhalla, SC 29691 | (864) 638-7909 | |
| Oconee Federal Savings and Loan | www.oconeefederal.com | 813 Bypass 123, Seneca, SC 29678 | (864) 882-0799 | Established local savings and loan association with a variety of personal and business account products. |
| | | 204 W. North Broad St., Walhalla, SC 29691 | (864) 638-3658 | |
| | | 111 W. Windsor St., Westminster, SC 29693 | (864) 647-2051 | |
| Community First Bank | www.c1stbank.com | 1600 Sandifer Blvd, Seneca, SC 29679 | (864) 882-2575 | A full-service bank with locations throughout Oconee County and neighboring Anderson County. |
| | | 449 Highway 123 Bypass, Seneca, SC 29678 | (864) 886-0206 | |
| | | 3685 Blue Ridge Blvd, Walhalla, SC 29691 | (864) 718-0743 | |
| | | 306 E. Windsor St., Westminster, SC 29693 | (864) 647-5487 | |
| Palmetto Bank | www.palmettobank.com | 1094 U.S. Hwy 123, Seneca, SC 29678 | (864) 882-3992 | A full service bank with locations throughout the SC Upstate |
| Carolina Alliance Bank | www.carolinalliancebank.com | 135 Eagles Nest Dr., Seneca, SC 29678 | (864) 904-9993 | A full service lender with several locations in Upstate SC and Western NC. |

| Lenders in Oconee County, continued | | | | |
|-------------------------------------|----------------------------|---|----------------|---|
| Name | Website | Address | Phone | Description |
| South State Bank | www.southstatebank.com | 201 Bypass 123, Seneca, SC 29678 | (864) 888-2265 | A full service bank with locations across SC, NC, and GA. |
| First Citizens Bank | www.firstcitizenonline.com | 1007 Bypass 123, Seneca, SC 29678 | (864) 882-8845 | A full service bank with locations throughout SC and GA. |
| | | 3819 Blue Ridge Blvd, Walhalla, SC 29691 | (864) 638-9652 | |
| | | 200 W. Windsor St., Westminster, SC 29693 | (864) 647-9516 | |
| BB&T | www.bbt.com | 975 Bypass 123, Seneca, SC 29678 | (864) 885-5090 | A full service bank with locations throughout 12 states plus Washington, D.C. |
| SunTrust Bank | www.suntrust.com | 1439 Sandifer Blvd, Seneca, SC 29678 | (864) 882-7440 | A full service national bank with locations throughout the U.S. |
| Wells Fargo Bank | www.wellsfargo.com | 301 Main St., Seneca, SC 29678 | (864) 885-5600 | A full service national bank with locations throughout the U.S. |
| TD Bank | www.tdbank.com | 104 Mill Road, Seneca, SC 29678 | (864) 882-9982 | A major full service national bank with its southeastern regional HQ in nearby Greenville SC. |
| Bank of America | www.bankofamerica.com | 1313 Sandifer Blvd, Seneca, SC 29678 | (864) 882-0032 | A full service national bank with locations throughout the U.S. |

| Popular SBA Loan Programs | | | | | |
|---------------------------|---|---|---|---|--|
| Program | Loan Type | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| General 7a Loans | Loan Guarantee | Working capital, machinery and equipment, furniture and fixtures, land and building, leasehold improvements, and debt refinancing | Must be for-profit and meet SBA size standards; show good character, credit management and ability to repay. Must be an eligible type of business. | Maximum loan amount \$5,000,000 Maximum guaranty to one borrower \$3,750,000 Maximum guaranty percentage 85% for loans of \$150,000 or less | Elliott Cooper, District Director 1835 Assembly St. Columbia, SC 29201 Phone: (803) 765-5339 E-Mail: elliott.cooper@sba.gov Web: www.sba.gov/sc/ |
| SBAExpress Loans | Express Loans Guarantee | Streamlined and expedited loan procedures; revolving lines of credit (up to 7 year maturity) or for a term loan same as 7a | Must be for profit and meet SBA size standards. Same as 7(a) | \$1,000,000 through September 26, 2011; \$350,000 maximum, thereafter. Maximum 50% guaranty | |
| Non-7a Microloans | Direct Loan (provided through intermediary) | Working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. Cannot be used to repay existing debt or purchase real estate. | Small businesses and certain types of nonprofit child-care centers needing small-scale financing and technical assistance for start-up or expansion | Maximum loan amount is \$50,000. Term of loan cannot exceed 6 years. | |
| 504 Loan | Direct Loan (Provided through Certified Development Companies - CDCs licensed by SBA) | Fixed-asset projects such as purchasing land, improvements, construction, renovation of facilities or purchasing long-term machinery and equipment | For-profit businesses: Applicants must not have a tangible net worth in excess of \$15 million and cannot have an average after-tax net income in excess of \$5 million. | Loan maximum ranges from \$5 million to \$5.5 million Loan maturity can be 10 or 20 years | |
| Patriot Express | Loan Guarantee | Equipment, inventory, working capital, expansion, start up costs, deployment absence costs and real estate. Same as 7a. | Same as 7a. In addition, business must be owned and controlled by veteran, active duty military, National Guard member or spouse of any of these or a widowed spouse of a service member or veteran who died during service or of a service connected disability. | Maximum loan amount \$500,000 Maximum guaranty percentage 85% for loans of \$150,000 or less 75% for loans greater than \$150,000 | |

| Popular SBA Loan Programs, continued | | | | | |
|---------------------------------------|----------------|---|--|---|--|
| Program | Loan Type | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| Community Advantage | Loan Guarantee | Same as 7a | Same as 7a | Maximum loan amount \$250,000 Other terms & conditions same as 7a | Elliott Cooper, District Director 1835 Assembly St. Columbia, SC 29201 Phone: (803) 765-5339 E-Mail: elliott.cooper@sba.gov Web: www.sba.gov/sc/ |
| Export Working Capital Program (EWCP) | Loan Guarantee | Short-term, working capital loans for exporters. May be transaction based or asset-based. Can also support stand-by letters of credit. | Small business looking to develop or expand their export activities | Maximum loan amount \$5 million 90% loan guaranty (Up to \$4.5 million maximum guaranteed amount) | |
| Small/Rural Lender Advantage | Loan Guarantee | Designed to accommodate the unique loan processing needs of small community/rural-based lenders by simplifying and streamlining loan application process and procedures | Local communities, particularly those facing the challenges of population loss, economic dislocation, and high unemployment | Maximum loan amount \$350,000 Maximum guaranty percentage 85% for loans of \$150,000 or less 75% for loans greater than \$150,000 | |
| Small Loan Advantage | Loan Guarantee | Working capital, machinery and equipment, furniture and fixtures, land and building, leasehold improvements, and debt refinancing | Must be for-profit and meet SBA size standards | Maximum loan amount \$250,000 | |
| International Trade Loans | Loan Guarantee | Acquisition, construction, renovation, modernization, improvement and expansion | Small businesses that can expand existing export markets or develop new export markets. and that have been adversely affected by international trade | Maximum loan amount \$5 million Maximum loan guaranty \$4.5 million | |

| Popular USDA Loan Programs | | | | | |
|---|--------------------------|---|---|---|---|
| Program | Loan Type | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| Business and Industry Guarantee Loans | Loan Guarantee | Most legal business purposes except production agriculture. Include acquisition, start-up and expansion of businesses that create rural employment | Apply through federal or state chartered banks, credit unions, or savings and loan associations | Lender and borrower negotiate terms Interest rate tied to published rate that may change no more than on a quarterly basis | Jesse T. Risher, Business & Cooperative Programs Director 1835 Assembly Street Columbia, SC 29201 Phone: (803) 253-5163 Email: Jesse.risher@sc.usda.gov Web: www.rurdev.usda.gov/sc/ |
| 9007 Rural Energy For America Program | Loan Guarantee and Grant | Construction, improvements, purchase and installation of equipment, energy audits, permit fees, professional service fees, business plans and feasibility studies | Agricultural producers and rural small businesses | Applicants must meet specific selection criteria Loans cannot exceed 50% of eligible project costs Grant cannot exceed 25% of eligible project costs | |
| Rural Energy for America Program Grants | Grant | Grants for energy audits and renewable energy development assistance | Farmers, ranchers, rural small businesses, agricultural producers, rural electric cooperatives | Grants awarded on a competitive basis and can be up to 25% of total eligible project costs Grants are limited to \$50,000 for renewable energy feasibility studies | |

| Upstate SC Non-Bank Lenders | | | | | |
|---|---|---|--|--|---|
| Lender | Programs/Products | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| Appalachian Development Corporation (ADC) | SBA 504 Loan Program Appalachian Loan Fund USDA B&I Loan USDA IRP Loan | Acquisition and/or renovation of capital assets including land, buildings and equipment Various general business purposes depending upon the loan program. | Businesses within the counties of Anderson, Cherokee, Greenville, Oconee, Pickens, and Spartanburg as well as a secondary area of anywhere in the state of South Carolina | Loan maximum ranges from \$1.5 million to \$5 million Loan maturity can be 10 or 20 years Loans from \$25,000 to \$10,000,000 | Brad Schneider Appalachian Development Corporation 3531 Pelham Road, Suite 100 Greenville, SC 29615 Phone 864-382-2350 Web: www.adcloans.com |
| Community Works Carolina | Micro Business Loan Program | Equipment, Machinery, Inventory, Lease Improvements, and/or Working Capital | Businesses in the counties of Anderson, Cherokee, Greenville, Oconee, Pickens, Spartanburg, Abbeville, Laurens, Union, York, Chester, Lancaster, Greenwood, McCormick, and Edgefield. | Loans up to \$50,000; terms up to 72 months. Fixed interest rate. Must attend entrepreneurial training sessions. | Archie Johnson CommunityWorks Carolina 107 West Antrim Dr. Greenville, SC 29607 Phone: (864) 235-6331 E-Mail: AJohnson@cwcarolina.org Web: www.cwcarolina.org |
| | Business Builder Loan Program | Equipment, Machinery, Inventory, Lease Improvements, and/or Working Capital | | Loans up to \$5,000 for terms up to 48 months. Must attend entrepreneurial training sessions. | |
| Michelin Development Company | Revolving Loan Fund (RLF) | Funding working capital and fixed assets for small business | Socially and economically disadvantaged companies within upstate (Abbeville, Anderson, Cherokee, Greenville, Greenwood, Laurens, Oconee, Pickens, Spartanburg and Union). Must be accepted by advisory committee | Maximum loan amount of \$100,000 and a minimum loan amount of \$10,000. Term limit of five years Technical assistance available; at Prime rate; job investment required | John Tully, President PO Box 2567 Greenville, SC 29601 Phone: (864)751-4809 Email: john.tully@us.michelin.com Web: www.michelindevelopment.us |

| Other Non-Bank Lenders in South Carolina | | | | | |
|--|--|---|---|---|--|
| Lender | Programs/Products | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| BCI Lending Services, also known as Business Carolina, Inc. | SBA 504 SBA 7(a) SBA 7(a) Patriot Express Loan USDA B&I Loan USDA IRP Loan | Various general business purposes depending upon which loan is applied for | Specific eligibility requirements depending upon loan applied for. Small for-profit businesses, veterans, rural businesses, widowed spouse of service member | Fully amortizing (no balloon) Guarantees: if less than \$150,000 up to 85% or if over \$150,000 up to 75% | Ed Kesser, Executive Vice President 1523 Huger Street, Suite A Columbia, SC 29201 Phone: (803) 461-3831 Web: www.bcilending.com |
| Business Development Corporation (BDC) of South Carolina/Certified Development Corporation of South Carolina (CDC) | SBA 7 (a) and 504 Loans. Maintains loan loss reserve for the SC Capital Access Program (CAP) and for the SC State Small Business Credit Initiative Capital Access Program (SC SSBICI CAP) | 7(a) loans are for various general business purposes, including fixed assets and working capital. 504 Loans are for fixed assets (land, buildings, machinery and equipment). | Specific eligibility requirements in accordance with SBA eligibility criteria. For-profit business that conducts business in the state of South Carolina | 7(a) Guaranty loans up to \$5,000,000. 504 loans up to \$5,000,000, or \$5,500,000 for manufacturing firms 7(a) loans - 5 to 20 years, depending on the purpose of the loan. 504 loans - 10 years for machinery and equipment, or 20 years for real estate. | Connally Bradley, Vice President Sherri Searce, Vice President Peter Shand, Sr. Vice President P.O. Box 21823 Columbia, SC 29221 Phone: (803) 798-4064 Email: mail@bdcfsc.org Web: www.bdcfsc.org |
| Jobs-Economic Development authority (JEDA) | Bond issuance. Statewide conduit issuer of special obligation revenue bonds | Largely fixed-asset financing | Any for-profit or nonprofit business or institution. JEDA determines tax-exempt eligibility. | Does not underwrite a credit, simply provides tax exempt status All terms and conditions are the lenders. | Harry Huntley 1201 Main Street, Suite1600 Columbia, SC 29201 Phone: (803) 737-0627 Email: hhuntley@scjeda.com Web: www.scjeda.com |
| Provident Business Financial Services | SBA 504 Loan guaranty | Land acquisitions, construction, machinery and equipment renovations (generally fixed assets) | For-profit small businesses, as defined by the SBA, with a demonstrated need Net worth less than \$7 million and net profit less than \$2.5 million | Long-term financing ranges from 10 to 20 years with fixed note financing and low down payment | Keith Black, President 3937 Sunset Blvd., Suite D West Columbia, SC 29169 Phone: 803-791-0071 Email: kblack@providentbfs.com Web: www.providentbfs.com |

| Statewide Capital Access Programs | | | | | |
|--|--|---|--|---|---|
| Program | Loan Type | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| SC Capital Access Program (SC CAP) | Loans to banks who use the funds to help make business loans. Each of these programs are managed by Business Development Corporation of SC (BDC). | For either program, any business loan (short or long-term) to a corporation, partnership, joint venture, sole proprietorship, cooperative or other entity that carries on a business activity for- profit in the state of South Carolina. | Retail/service with annual sales not exceeding \$2,000,000. Wholesale with annual sales not exceeding \$5,000,000. Manufacturing with no more than 50 employees. | Under the SC CAP, the maximum loan amount shall not exceed \$100,000 and the aggregate principal amount of all enrolled loans to the borrower shall not exceed \$250,000. | Stephanie Bell 111 Executive Center Drive Columbia, SC 29210 Phone: (803) 744-0302 Email: sbell@bdcfsc.org Web: www.bdcfsc.org |
| South Carolina State Small Business Credit Initiative Capital Access Program (SC SSBICI CAP) | | | For the SC SSBICI CAP, any business with no more than 500 employees. | Under the SC SSBICI CAP, the maximum loan cannot exceed \$5,000,000. | Ryan Barnes 111 Executive Center Drive Columbia, SC 29210 Phone: (803) 744-0312 Email: rbarnes@bdcfsc.org Web: www.bdcfsc.org |
| Carolina Center for Foreign Investments (CCFI) | Using the U.S. EB-5 Immigrant Visa law as an incentive, this program is designed to attract foreign investment and its resulting job creation to SC. | A foreign investor seeking an EB-5 immigrant visa through CCFI (a designated Regional Center) must generally make a qualifying investment of \$1 million that results in the creation of at least 10 jobs. Certain rural, high unemployment or Targeted Employment Areas (TEA) require a smaller capital investment of \$500,000. | Carolina Center for Foreign Investment is a designated Regional Center that focuses solely on qualifying projects within targeted employment areas. | For more information, visit CCFI website. | Alan Ballew PO Box 2487 101 N. Main Street, Suite 1400 Greenville SC 29602 Phone: (864) 242-5151 Web: www.carolinaregionalcenter.com |

| Regional Angel and Venture Capital Sources | | | | | |
|--|---|--|--|--|--|
| Source | Description | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| SC Crowd Fund | SC Chamber of Commerce-created marketplace for entrepreneurs, small business, and non-profits to solicit donations and investments. Two portals: (1) Donation Crowdfunding and (2) Private Placement Investing for accredited investor opportunities. | Could support any business or non-profit need (working capital, fixed assets, renovations, construction, etc.) Helping companies get started and grow to the next level. | Entrepreneurs, Small Businesses, and Non-Profits. For the Private Placement Investment portal, those individuals investing their capital in businesses must be accredited investors. | Flexible terms and conditions depending on the preferences of the investor and the capital seeking entity. | SC Small Business Chamber of Commerce 1717 Gervais St. Columbia, SC 29201 Phone: (803) 252-5733 E-Mail: sbchamber@scsbc.com Web: www.scsbc.org |
| Upstate Carolina Angel Network | Angel capital (equity investment) generally \$100,000 - \$500,000 | Could support any business need, but typically finances "go-to-market" strategy and scaling for companies with high growth potential. | For-profit businesses. UCAN has stated application process | Equity investment terms vary with each agreement. | Matt Dunbar, Managing Director 411 University Ridge Greenville, SC 29601 Email: matt@upstateangels.org Web: www.upstateangels.org |
| InvestSC, SC Venture Capital Program | Venture capital equity investment through four firms with dedicated fund usage for SC companies. | Could support any business need (working capital, fixed assets, renovations, construction, etc.) Helping companies get started and grow to the next level | For profit companies operating in South Carolina | Contact organization for terms and conditions | Harry Huntley, Executive Director 1201 Main St., Suite 1600 Columbia, SC 29201 Phone: (803) 737-0627 E-mail: hhuntley@investsc.org |
| SC Launch! | Professional expertise, business counseling, commercialization, financial assistance. | Assistance with professional expertise, (e.g. accounting, legal, finance, marketing, etc.). Loan and equity financing for business start-up and growth | For profit SC companies. Need to have IP secured. Generally in start-up and growth phase. To be included company must have SC Launch Board approval | Counseling and financing provided on a case by case basis | Greg Hillman, Interim Director 1000 Catawba Street Columbia, SC 29201 Phone: (843) 760-3280 Email: greg.hillman@scra.org Web: www.sclaunch.org |
| Alerion Ventures | Evergreen venture capital firm focused on early stage scalable start-ups. | Could support any business need, but typically finances "go-to-market" strategy and scaling for companies with high growth potential. | Based in Charleston, SC, Alerion prefers (but is not limited) to partner with entrepreneurs in the Southeast. | Equity investment terms vary with each agreement. | 105 Broad St. P.O. Box 954 Charleston, SC 29401 Web: http://Alerion.Ventures |

| Regional Private Equity Firms and Investment Banks | | | | | |
|--|---|---|--|---|---|
| Firm | Description | Uses | Eligible Applicants | Terms and Conditions | Agency Contact Information |
| Azalea Capital | Greenville-based private equity firm | Facilitated management buyouts, recapitalizations, growth plans, and more. | Typically, lower middle market companies with revenues of \$10 to \$100 million. | Equity investment terms vary with each agreement. | One Liberty Square 55 Beattie Place Suite 1500 Greenville, SC 29601 Phone: (864) 235-0201 Web: www.azaleacapital.com |
| The Capital Corporation | Greenville-based investment bank | Specializes in securing capital for lower middle market companies with revenues of \$10M to \$100M. Also assists clients with selling and acquiring businesses. | Typically, lower middle market companies with revenues of \$10 to \$100 million. | Terms vary with each agreement. | 84 Villa Road Greenville, SC 29615 Phone: (864) 672-8400 Web: www.thecapitalcorp.com |
| Mt. Vista Capital | Greenville-based investment bank | Financial advisory and business valuation services for growth, merger, and acquisition activities. | Typically, middle market companies | Terms vary with each agreement. | 412 Hidden Hills Dr. Greenville, SC 29605 Phone: (864) 423-2347 Web: www.mtvistacapital.com |
| Sandlapper Capital Investments | Greenville-based private equity and consulting firm | A combination of equity investment and consulting services for high growth potential companies. | Flexible for companies across multiple industries. Please visit website. | Terms vary with each agreement. | 800 E. North St. 2nd Floor Greenville, SC 29601 Phone: (864) 679-4701 Web: www.sandlappercapital.com |
| Watermark Advisors | Greenville-based investment bank | Specializes in helping clients raise debt and equity capital from third parties to finance growth, recapitalizations, business expansions, acquisitions, and partner buyouts. | Flexible for companies across multiple industries. Please visit website. | Terms vary with each agreement. | 531 South Main Street, ML-9 P.O. Box 1963 Greenville, SC 29601 Phone: (864) 527-5960 Web: www.watermarkadvisors.com |

