

THE FUND PARTNER ORGANIZATIONS

The St. Joseph Development Fund is comprised of financial commitments from two non-profit organizations and the City of St. Joseph. These are the Partner Organizations:

- **City of St. Joseph**
- **Cornerstone Alliance & Chamber of Commerce**
- **The St. Joseph Improvement Association**

Representatives for each of these partner organizations include:

- **Mayor Mary Goff & City Manager Frank Walsh**
- **Wendy Dant Chesser & Pat Moody**
- **Bob Gerbel & Larry Schuler**

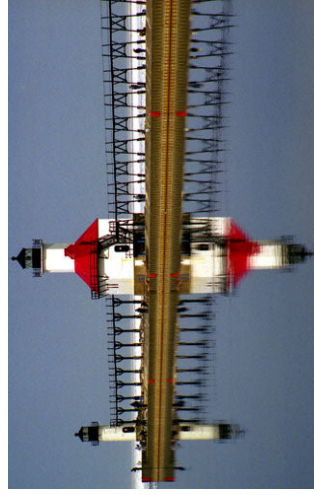
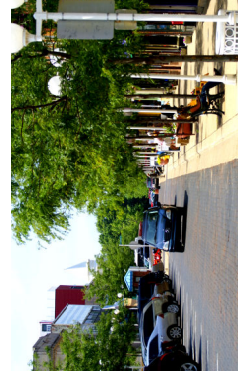


THE ST. JOSEPH IMPROVEMENT ASSOCIATION

Mission: To financially assist in the retention and attraction of healthy, vibrant, customer-focused business entities, which will help grow the retail base of the entire region.

THE ST. JOSEPH DEVELOPMENT FUND

St. Joseph Development Fund
 C/O City Manager's Office
 700 Broad Street
 St. Joseph, MI 49085
 Phone: (269) 983-5541
 Fax: (269) 985-0346
 E-mail: walsh@sjcity.com



THE ST. JOSEPH DEVELOPMENT FUND

GUIDELINES AND APPLICATION PROCESS

TEL : (2 6 9) 9 8 3 - 5 5 4 1

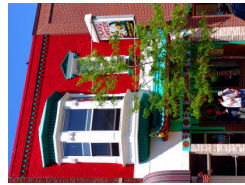
THE ST. JOSEPH DEVELOPMENT FUND GUIDELINES

The St. Joseph Development Fund was established in 1998 to provide financial assistance to stimulate commercial and retail businesses in the city's Central Business District.

Established as a \$1-million dollar revolving loan fund with Cornerstone Alliance serving as the fiscal agent, The Fund was designed to earmark roughly half of the corpus to assist existing retail and service business entities in the City of St. Joseph, and the other half for use in attracting new businesses in those categories to the community.

The application process includes filing a formal request through the City Manager's Office in the city,

complete with this form, a formal business plan, an official application for the loan, and identification of an acceptable form of collateral to back the loan.

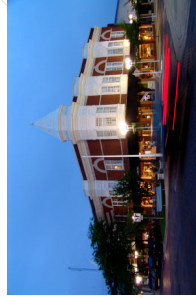


INTEREST RATE PLANS

There are three basic options considered by The Fund when application is made for a loan:

- ◆ 0-to-3 year notes are Interest Free
- ◆ 4-to-5 year notes are at 2% Interest
- ◆ 6-to-7 year notes are at 4% Interest

Other variations may be allowable, pending board approval. Loans may be used for inventory acquisition, start-up costs, leasehold improvements and more.



COLLATERAL REQUIRED

First position collateral consideration must be offered sufficient to cover at least two-thirds (66%) of the amount borrowed.

Application to The Fund

Please answer the following questions when making application to The St. Joseph Development Fund.

Define your business type:

- Retail
 Service
 Other (Please describe)

Select your desired loan term*:

- 0-to-3 Years
 4-to-5 Years
 6-to-7 Years

Define your previous experience:

- First time in business...
 1-to-5 years experience...
 5 years or more...

Categorize your collateral:

- Real Estate
 Securities
 Other (Please Describe)

Please provide a brief description of your plan and request:

Name _____

Address _____

Phone _____

* Please note that there are no guarantees, and all decisions of The Fund Board will be final when presented regarding this request.

THE ST. JOSEPH DEVELOPMENT FUND

St. Joseph Development Fund
 C/O City Manager's Office
 700 Broad Street
 St. Joseph, MI 49085

Phone: (269) 983-5541
 Fax: (269) 985-0346
 E-mail: walsh@sjcity.com

