



# Eastern Illinois Economic Development Authority (EIEDA)

*A powerful new financing tool for  
the counties of  
Ford, Iroquois, Piatt, Champaign, Vermillion,  
Douglas, Moultrie, Shelby, Coles, and Edgar*

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**Eastern Illinois**

# **Economic Development Authority**

## ***Overview***

On July 13, 2005, Public Act 94-0203 was signed into law introduced by Representatives Roger L. Eddy, William B. Black, David Reis, Chapin Rose, and Robert F. Flider to create the Eastern Illinois Economic Development Authority (EIEDA). This Authority provides a powerful new financing tool for economic development in the Eastern Illinois Counties of Ford, Iroquois, Piatt, Champaign, Vermillion, Douglas, Moultrie, Shelby, Coles, and Edgar.

## ***Background***

The Authority has the ability to issue up to \$250 million in bonds for economic development purposes. EIEDA will be a general development agency for the counties located in the territory and will be one of only ten such organizations within the State of Illinois.

## ***Products***

EIEDA can issue bonds on behalf of businesses in which debt service is payable exclusively from the earnings of the borrower. In issuing revenue bonds for the borrower, EIEDA acts as a "conduit" or "middle-man." The bonds are sold to insurance companies, banks, mutual funds or brokerage houses on behalf of individuals. The proceeds of the sale are made available to the borrower for the project. The borrower then pays the money back directly to those who bought the bonds.

## ***Advantages***

The major advantages of EIEDA include providing savings of 2-3% lower than conventional financing for manufacturing. EIEDA generally wouldn't seek donations or charge any type of membership fee. EIEDA would operate from fees charged companies to issue these bonds. The Companies that pay these fees recapture the fee by the lower interest rate savings, generally within twelve months of a 20 - 30 year bond.

## *Benefits*

The benefits of EIEDA Bonds include:

**Long term** - Maturity of the bonds is flexible and can range from ten to thirty years

**Low Interest Rate** - Rates are generally 2.0% to 3.0% below Prime Rate. The interest rates are discounted to reflect tax-exempt status. Rates range well below conventional financing

**Flexible Terms** - Interest rates may be fixed or variable and can finance up to 100% of the eligible project costs

**Favorable Terms** - There is no fixed minimum job creation or capital investment requirements, although some jobs have to be created

## *Tax Exempt Bonds*

The Authority has the power to issue Tax Exempt Industrial Revenue Bonds (IRBS). The Internal Revenue Service tax law allows public entities, such as EIEDA to lend their tax exempt status to private entities that are involved in manufacturing under certain conditions. EIEDA issues bonds that are purchased by investors. The interest income received by these investors is exempt from federal income taxation. Therefore they are generally willing to accept a lower rate of return on the bonds, because the after-tax benefits would accrue the same to them. This lower rate is then passed through to the borrower. Tax Exempt issues are generally 200 to 300 basis points (2.0%-3.0%) below prime rate. In today's market a healthy borrower could receive an all-in rate of 2.5% to 3.0%.

## *Volume Cap*

The State of Illinois is entitled to an amount of tax-exempt Volume CAP equal to \$85 in 2007. The State distributes this allocation to cities and state agencies. Allocation of the CAP is very competitive. There are generally more requests than CAP available. EIEDA is eligible to request allotment of this CAP from a \$213 million separate State Agency Pool in January of each calendar year. There are two other allocation rounds available to EIEDA in June and July of each calendar year. A borrower can always option to seek these tax-exempt bonds, from a municipality like a City or Village for example, but a municipality does not have access to the \$213 million State Agency Pool. Although the statewide finance authority has access to this pool and can issue these bonds, the borrower would have to compete with other state-wide applicants to score high

enough on a scoring system to obtain financing. In any case, these other issuer options would still be available if EIEDA were activated. The key is which entity would be able to obtain the CAP. With EIEDA, the borrower would have an additional entity available to access the rare CAP allocation.

## *Application and Fees*

Applications which are complete and accurate will be promptly reviewed and acted upon by the Board of Directors. A non-refundable application fee must accompany a completed application upon submission.

### **Bond Fees**

#### Application Fee

The application fee is \$2,000 and is non-refundable and must be submitted with the application. Please make the check payable to the Eastern Illinois Economic Development Authority.

#### Issuance Fee

This service fee is 80 basis points (0.80%) ( $0.0080 \times$  bond amount) on Private Entities issues and 40 basis points (0.40%) ( $.0040 \times$  bond amount) on Government/Not-for-Profit Issues. Other miscellaneous fees include cost of Authority Counsel which can average \$5,000 to \$10,000 depending upon the complexity of the project.

## Eastern Illinois Economic Development Authority Application

### Legal Name and Address of Applicant.

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
 State of Incorporation \_\_\_\_\_  
 Contact Person/ Title \_\_\_\_\_  
 Phone No \_\_\_\_\_ Fax No. \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Federal Tax ID No./Social Security No. \_\_\_\_\_  
 Number of Full time jobs to be Created \_\_\_\_\_  
 Number of Full time jobs to be Retained \_\_\_\_\_

### Sources and Uses of Funds

#### Project Costs.

#### Sources of Funds.

Land Acquisition _____	Bond Amount _____
Building Acquisition _____	Bank Financing _____
Rehabilitation _____	Other _____
New Construction _____	Other _____
New Mach. & Equipment _____	Other _____
Used Mach. & Equipment _____	Other _____
Architectural & Engineering _____	Other _____
Legal & Professional _____	Other _____
Other _____	Other _____
Other _____	Equity _____
<b>Total Project Costs</b> _____	<b>Total Source of Funds</b> _____

Certification by Applicant: Applicants are hereby notified that the provisions of the Prevailing Wage Act (IL Rev. Stats. 1979, Ch. 48, 39s-1 et seq.) and the Preference to Citizens on Public Works Project Act (IL Rev. Stats. 1979, Ch. 48, 269 et seq.) may apply to the project which is the subject of this application. Construction cost estimates should take into account the effect of these Acts. The applicant certifies by signing the application in the space below that the site for the proposed construction is not located in a Special Flood Hazard Area as defined and designated by the Illinois Department of Transportation, Division of Waterways; and that an investigation has been made to determine if it is not in such area. Applicant authorizes appropriate representatives of the Authority to undertake and complete such background investigation of the applicants company and its principal owners and officers as may be required to fully document this application. Such background investigation may include, but is not limited to, credit bureau and Dunn & Bradstreet reports, police criminal investigation reports, etc. Information developed as a result of such investigation will be held confidential and used only in regard to the review of this application. Applicant hereby certifies that all information contained above and in exhibits attached hereto are true to his/her best knowledge and belief and are submitted for the purpose of obtaining financial assistance from the Authority. The applicant agrees to the fee schedule printed in the application and acknowledges the application fee is non-refundable. The applicant further agrees to allow the use of project information in Authority marketing materials (Rev. 04-13-07)

\_\_\_\_\_  
Signature of Chief Executive Officer

\_\_\_\_\_  
Date

**Eastern Illinois Economic Development Authority**  
**Application**  
**List of Required Exhibits**

Please attach to your application the following exhibits:

**A. History and Background of Applicant** - The history and background information should include: date established, dates of major changes in business, employee and sales growth, dates new products/services lines were established and other major influences on the products produced or services provided. If applicant is a developer, give a detailed description of the applicants performance history in the development and leasing of similar projects, including types of projects, location, dates, types of buildings and users, etc. Include supplemental materials as attachments. Please include information on the type of business including the Standard Industrial Classification Code, Standard Industrial Classification Category, Form of Organization i. e. Sole Proprietorship, Partnership, Corporation, Type State in which incorporated and date of Incorporation. Please state if Applicant is Wholly or Partly Owned by Any Other Business. If "Yes, name the other companies and their percentage of ownership and describe other ownership.

**B. Financial Statements** - For existing businesses, financial statements for the previous three (3) years of operation. Audited and reviewed statements are preferred. In the absence of audited or reviewed financial statements, the applicant is required to complete Three-Year Comparison of Income and Expenses, and Three-Year Comparative Balance Sheet. A Three-Year Projection of Income and Expenses, and a Three-Year Proforma Balance Sheet, including a statement of all underlying assumptions for income and expense projections. For commercial bond sales, a projected cash flow analysis for the project, in the same or similar detail shall be prepared for the entire term of the proposed bond issue and loan. A description of all assumptions used in forecasting income and expenses shall accompany all projections. Debt service expenses should be separated by lending source, and the method of depreciation must be noted. A Personal Financial Statement must be submitted for each individual owning more than 20% of the company. If a sole proprietorship or a partnership is the applicant, both Statements of Personal History, and Personal Financial Statements must be submitted whether or not the principals will be providing a personal guarantee for the loan.

**C. Principal Shareholders** - Please give name, address and % ownership of (5% or more), if corporation; or all partners, if partnership. If ownership of any property financed will be held by a Land Trust, identify the trust, trust address and all

beneficiaries, including the percentage of beneficial interest of each. List the names of and other information regarding primary individuals responsible for the management of the business, including position, ownership percentage if any and date started.

**D. Project Description** - Describe all elements of the proposed project, including land and/or building acquisition, building construction and/or renovation, equipment purchases and installation, etc.; give estimated project time schedule (commencement and completion dates and interim milestone dates if appropriate). Describe the products to be produced or services to be provided at the proposed facility. If the applicant will occupy less than 100% of the building, provide information regarding other tenants. Include tenant name, type of business, amount of space to be leased and term of lease agreement.

**E. Machinery and Equipment Description** - List all major equipment, or categories of equipment whether new or used and cost to be acquired with this loan. Lead time is the Amount of time necessary between placement of an order and delivery. Use attachments if necessary.

**F. Project Location, Site and Building Information** - Please give the mailing address of the project location and information on the property to include Number of Acres or Square Feet, whether or not there is availability of Access roads, Rail siding, Utilities Water, Sewer , Electricity , Natural Gas and Other existing site features and improvements, e.g. terrain, flood hazard areas and other natural features; driveways and parking areas; etc. Describe the significant features of each existing or proposed new building, including age, if existing; general architectural style and features; dimensions; square footage; number of stories; type of construction (masonry, metal, wood frame, etc.); and type of use(s) by square footage.

**G. Financing** - Please list Existing Financing Arrangements including List lines of credit, current loans, etc. Identify bank and account officer. Also provide information on the Proposed Bond Purchaser, If a Commitment Letter or Letter of Interest has been received, please attach a copy. Please identify if there will there be a public placement of the bond issue. If yes, give the name of the underwriter or investment banker.

**H. Guarantees** - If repayment of the bond issue is to be guaranteed by an entity other than the Borrower, please list the name and address of the guarantor (s), and their relationship to the Borrower. Please indicate if the owners and/or partners of the business or other

interested parties going to personally guarantee repayment of the bonds. Please identify if there will be additional credit enhancement, e.g. insurance, letter of credit, etc. If unstated, the Authority will assume personal guarantees will be provided by all owners of 20% and over.

**I. Collateral** - Describe fully the collateral to be offered to WKRDA as security for the loan, e.g. first or second mortgage, first or second lien on equipment, personal guarantees, corporate guarantee, co-signer, etc.

**J. Employment** - Please provide information on the Current and Projected Employment. One of the principal purposes of WKRDA is to create new, permanent jobs and/or assist in the retention of existing jobs. The Authority places much importance on job creation/retention in arriving at its final decision regarding approval or disapproval of loan applications. The Applicant is urged to be as thorough and accurate as possible in arriving at employment estimates. Total Current and Projected: Employment, Annual Payroll and Production Shifts Employment Categories as follows: Professional, Clerical, Administration, Skilled, Semi-Skilled, Unskilled, Other, Total, The Annual Payroll, and Number of Shifts per Day

**K. Tenant and Employment Information** - Describe the provisions of a lease if applicable including the Tenant Company, and Type of User, Lease Type (Gross or Net), Dollar Amount per square foot, Amount of square feet leased, Term of Lease, The status of the Lease (intent or Pre-Leas agreement), Describe the assumptions used for employment projections. If this application pertains to the retention of existing jobs, please state the number of employees to be retained, and explain why these jobs would be eliminated or reduced if the loan is not provided. Please estimate the number of construction jobs to be created as a result of this project. and estimate the number of months construction workers will be employed.

**L. Community Impact and Economic Feasibility Information** - Describe the project's overall impact on the surrounding community, e.g. increased traffic, generation of retail sales and real estate taxes to the community, environmental impact, employment opportunities, quality of life, etc. State why the project is necessary. Explain why Authority financing is necessary for this project to be successful (include supplemental materials, if any). a. For industrial projects, document the increased need for the products to be produced and describe marketing methods to be used in the distribution of the product(s). List major customers, competitors and suppliers. b. For commercial projects, provide a market analysis study for the project which includes information on comparative buildings or developments in the project area, describe your competition and market rents in

the area, access to the site and a brief history on the leasing agent for the development, etc. What impact will this project have on the local office/retail markets?

**M. Professional Representation for the Applicant** - Please Provide the Name, Address, City, State, Zip, Contact Person, Telephone, and Fax for the following: General Counsel:, Bond Counsel:, Accountant:, Other Consultant:

**N. Municipal Notification Information** - The Authority is required to provide notice to the municipality or other unit of government that exercises planning and subdivision control over the project site for which it has been requested to issue bonds. Please furnish the name of the city or village clerk or other municipal official and accurate mailing address for foregoing municipality or other unit of government. Failure to complete this section accurately could result in delays in closing the bond issue, or in the inability of the Authority to issue the bonds. Please provide Name (City/Village Clerk or other official), Address, City State Zip, Phone

**O. Personal Information** - Please complete a separate sheet for each owner of more than 20%. the Name of Individual, Home Address, City State Zip, Social Security Number, Date of Birth, Name of Accountant, Name of Attorney, Name of Banker, Personal References. Please list companies, excluding not-for-profit and charitable organizations, of which you are currently an executive or managing officer or director. Please provide Company Name, Position. Please list companies in which you are currently a shareholder with a 5% or greater equity interest. Please provide Company Name Number of Shares, Percentage Ownership. Please list (most recent first) your previous employment or business ventures, position, start date, end date and reasons for leaving. Please disclose if applicable that Within the last five years if you have filed, or has there been filed against you, against any corporation of which you are or were an executive officer, director, or greater than 10% beneficial owner, or against any partnership of which you are or were a general partner, a petition under the federal bankruptcy laws or any state insolvency law. Whether you have been convicted in a criminal proceeding or are you a named subject of a pending criminal proceeding (excluding traffic or other minor violations). Whether you have been, or are you, a plaintiff or defendant in a civil or criminal proceeding. Excluding indebtedness secured by homes, autos, or other personal effects and excluding credit cards, whether you have or a member of your immediate family been indebted to the Company (or a subsidiary) in the last five years in an amount exceeding \$50,000? If yes please give; Name of debtor and relationship to you; Amount of high debt; Current amount of debt; Rate of interest paid or charged in indebtedness:

Rev 08-13-07