## EXHIBIT 1 ED B - CONTRACTORS LOAN GUARANTEE FACT SHEET

| Purpose                              | Assist in the development/expansion of small businesses by providing the opportunity to enter into contracts with eligible organizations.                                  |  |  |
|--------------------------------------|--|--|--|
|                                      | Participants in this guarantee may obtain new loans or non-revolving lines of credit to pay expenses necessary to perform on an eligible contract.                         |  |  |
| Business Eligibility<br>Requirements | Business is unable to obtain conventional financing at reasonable terms.   |  |  |
|                                      | Business employs 250 or fewer full-time equivalent employees at time of application.   |  |  |
|                                      | Business must have been in operation for at least 12 months.   |  |  |
|                                      | Business is located in Wisconsin.  |  |  |
|                                      | Owner is current in child support payments and not in default on any WHEDA loans.  |  |  |
|                                      | The project will create or retain jobs.  |  |  |
| Eligible Contracts                   | This guarantee is available to a business which has been awarded a contract/sub-contract, purchase order, or other instrument approved by WHEDA from any of the following: |  |  |
|                                      | o Local government agency;   |  |  |
|                                      | State or Federal agency;   |  |  |
|                                      | <ul> <li>Businesses with gross annual sales of at least \$5 million.</li> </ul>  |  |  |
| Eligible Uses of Loan<br>Proceeds    | Expenses necessary to complete an awarded contract or purchase order, which may include:   |  |  |
|                                      | o Employee salaries, wages, and benefits;  |  |  |
|                                      | <ul> <li>Inventory, supplies and specific equipment needed to perform the contract.</li> </ul>   |  |  |
| Terms and<br>Conditions              | Maximum guarantee is the lesser of 50% or \$750,000.   |  |  |
|                                      | Maximum guarantee term is the term of the underlying contract, purchase order, or other instrument approved by WHEDA. Equipment loans can be up to 5 years.                |  |  |
|                                      | Interest rate is set by the lending institution and is subject to WHEDA approval – variable rate loan may not exceed Prime + 2.75%.  |  |  |
|                                      | Loan must be secured by either and/or all of the following:  |  |  |
|                                      | <ul> <li>If Working Capital – General Business Security Agreement and/or Assignment<br/>of Contract Proceeds;</li> </ul>   |  |  |
|                                      | <ul> <li>If Equipment – General Business Security Agreement and/or Specific Security<br/>Interest.</li> </ul>  |  |  |

| How Application      | Lender completes and submits the Eligibility Checklist for Delegated Underwriting – Contractors Loan Guarantee Program.  WHEDA reviews the complete application and renders a decision upon completion of its underwriting process.  WHEDA intends to maintain the parameters of the Contractor Loan Guaranty Program set forth in this term sheet until the earlier of: (a) June 30, 2020, or (b) \$10,000,000 in guaranty authority has been used. WHEDA reserves the right to change the parameters at any time. |  |  |
|----------------------|---|--|--|
| Process Works        |   |  |  |
|                      |   |  |  |
|                      |   |  |  |
| Fees                 | Closing fee*:  o 3.0% of the guaranteed amount on the loan.  *Closing fee may be financed and included in the loan request but will not be guaranteed.  |  |  |
|                      |   |  |  |
| For More Information | Contact a Commercial Lending Officer  |  |  |
|                      | WHEDA Madison Office<br>201 West Washington, Ste. 700<br>Madison, WI 53703  | 1-800-334-6873                         |  |
|                      | WHEDA Milwaukee Office<br>611 W. National Avenue, Suite 110<br>Milwaukee, WI 53204  | 1-800-628-4833                         |  |
|                      | TTY/TTD (Teletypewriter/Telecommunication [   | 1-800-943-9430<br>Device for the Deaf) |  |
|                      | www.wheda.com   |  |  |

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