



# CASE STUDY: Business & Industry Loan Guarantee

- Lender: Service Credit Union
- Product: Business Guarantee
- Guarantee: 60% / \$25,000,000 loan
- Collateral: 1<sup>st</sup> Priority Greenhouse & land  
2<sup>nd</sup> Priority Equipment and Energy Co-gen
- Purpose: Construct/equip hydroponic facility

North Country Growers: Construct and equip 20 acres of hydroponic greenhouses to produce tomatoes and lettuce for local New England market. Start-up facility in economically depressed Coos County, NH. Guaranteed loan supports local foods project with development costs exceeding \$50 million.

# North Country Growers: Business Guarantee Highlights

- Guarantee issued prior to construction mitigating risk.
- Guarantee sale: Potential market premiums; Annual servicing fee revenue.
- Guarantee mitigates risk of specialized rural collateral and commodity crop production.
- Guarantee mitigates fixed interest rate risk for full term.
- Jobs: Creates 76 quality jobs / with quality benefits.
- Partnership with State of NH for employment & training.
- Energy co-gen facility mitigates impacts to power grid.
- Supports North Country Economic Development Strategy.