TRI COUNTY COUNCIL FOR WESTERN MARYLAND

REVOLVING LOAN FUND

FUNDING THE GAP, FUELING THE DREAM

Tri County Council for Western Maryland's Revolving Loan Fund (RLF) is a trusted lending program designed to support small businesses across Western Maryland. This community-driven, flexible source of capital fills funding gaps where traditional financing falls short. The RLF offers entrepreneurs and small businesses in Allegany, Garrett, and Washington Counties accessible pathways to the capital needed to start, grow, and thrive.

BUILDING COMMUNITY WEALTH, ONE BUSINESS AT A TIME

The RLF strengthens the economic foundation of the region by empowering businesses that lack access to the capital they need. The RLF builds community wealth, creates and retains jobs, and fuels a more robust economy. When each repaid loan revolves back into the fund, every dollar invested multiplies its impact, supporting more businesses and creating a stronger Western Maryland for years to come.

PRIORITIES

- Creates and retains permanent jobs and expands opportunities throughout the region
- Builds wealth and grows economic vitality in the Tri County region by helping businesses start, expand, and flourish
- Assists under-resourced businesses throughout the region
- Ensures risk-tolerant capital access across a diverse range of industries
- Supports small businesses in times of economic uncertainty

IMPACT *BY THE NUMBERS*

ACTIVE LOAN PORTFOLIO

- 66 clients
- $11,575,730 lent
- $8,706,095 balance

(outstanding loan amount)

SINCE 1981 **DATA AS OF APRIL 2026*

- 342 projects
- $33,436,147 lent
- $115,270,380 leveraged
- 2,477 jobs retained
- 2,614 jobs created

ELIGIBILITY

The RLF is designed to **support businesses** registered and in good standing with the State of Maryland located **in Allegany, Garrett, or Washington County**, Maryland.

ELIGIBLE USES

- Business acquisition or expansion
- Commercial real estate acquisition (owner-occupied)
- Leasehold improvements and building improvements
- Equipment, machinery, and fixed asset purchases
- Start-up costs
- Working capital
- Professional or technical assistance
- Refinancing existing debt with sound economic justification

LOAN TERMS

- Loan amounts: **$10,000 to $1,000,000**
- Interest rate: at or below WSJ Prime
- Up to 15 years for real estate and fixed assets
- Up to 5 years for working capital

FEES

Non-refundable application fee:
- $50 for loans between $10,000 - $25,000
- $250 for loans above $25,000

Loan origination fee:
- 1.0% to 1.5% assessed at closing
- $100 for loans between $10,000 - $25,000

$1,000 **closing attorney fee** and other **3rd party fees** may apply

REQUIREMENTS

- Completed business plan with realistic financial projections
- Completed personal financial statement
- Three years of business and/or personal tax returns
- Acceptable credit score
- An equity injection may be required
- Measurable job retention or job creation

READY TO START?

SCAN FOR ***REVOLVING LOAN FUND INQUIRY FORM***

COLLATERAL REQUIREMENTS

Collateral is *required* for all loans over $25,000.

Acceptable collateral:

- Real estate lien
- Machinery and equipment liens
- Personal guarantees required from all owners with 20% or greater ownership interest
- Key Man Life Insurance on owners essential to the business, in the absence of a succession plan

UNDERWRITING CRITERIA

Flexible underwriting practices apply, depending on industry, credit score, and business plan

Factors considered include:

- Repayment capacity and debt service coverage
- Financial strength of the company and guarantors
- Industry and management experience
- Collateral protection

GET STARTED BY VISITING TCCWMD.ORG!

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RMC Rural Maryland Council