

The Partnership

The Fair Lawn Economic Development Corporation (FLEDC), an advocacy organization, is seeking to strengthen the economic vitality and contribution of Fair Lawn's commercial districts and business zones. The FLEDC provides marketing assistance and staff support.

Local lending institutions will provide below-market interest loans to business owners and commercial property owners to improve their business properties and operations, and increase employment of low-to-moderate income workers through the grant funding that is supporting the program.

The Borough of Fair Lawn is also a partner in the FLEDC with both board representation and funding.

Grant funding is being provided by the Bergen County Division of Community Development.

Lending Partners/Contacts



Mr. Rick Kellerman, Vice President
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The Improvement and Modernization Grant Program Elements

The Fair Lawn Economic Development Corporation and its lending partners offer the following financial assistance to improving the commercial vitality to qualified existing and new business and property owners.

Reduced Interest Loan

Loans below prime (as determined by The Wall Street Journal) and fixed at time of loan closing.

Interest Reduction Grant

A prepaid interest grant to applicants meeting the reduced interest grant and County and Federal requirements outlined in this brochure.

Improving Fair Lawn

The Fair Lawn Improvement and Modernization Loan and Grant Program

Fair Lawn Economic Development Corporation
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Fair Lawn Economic Development Corporation (FLEDC)

Improvement and Modernization Loan and Grant Program

Improving the Borough of Fair Lawn

The Fair Lawn Economic Development Corporation (FLEDC) is committed to improving the economic vitality and physical appearance of the commercial property and business districts in Fair Lawn.

A public-private partnership has developed the foundation for a comprehensive business development program that is aimed at providing substantial financial and other incentives to strengthen and improve existing businesses, increase commercial vitality, and attract new investment to the Borough of Fair Lawn and its commercial and business districts.

This program, and the terms and conditions contained herein, is available only through the Fair Lawn Economic Development Corporation.

Program Elements

The owner of a new or existing business or commercial property, within a Fair Lawn Business Zone, can borrow up to \$35,000 for a maximum of 7 years. For those who qualify, loans under this program are offered on a first-come, first-served basis while funding lasts.

The program has two elements.

Reduced Interest Loan. The participating lenders offer loans at one percentage point below prime (as determined by The Wall Street Journal) that is fixed at time of loan closing.

Interest Reduction Grant. For those who qualify, a grant is available that will prepay the interest associated with the loan. The prepayment of the interest (at an interest rate determined by the lender) will – in effect – make possible an interest free loan to the applicant. The prepaid interest will be paid to the lender at the time of the loan closing. The applicant will repay only the principal amount of the loan. To qualify for the grant, the applicant must create one job for a low-to-moderate-income resident of Bergen County within two years of the loan closing. Failure to create the job subjects the applicant to the repayment of the grant.

Terms and Conditions

Loan Use. The loans can be used for business equipment, supplies, and overhead as well as the physical expansion and improvement of a business or commercial property.

Improvements must ensure that the exterior maintenance of the property meets the Borough of Fair Lawn's property maintenance codes – including all codes related to exterior signs and

awnings – and that all improvements are consistent with design recommendations found within the Design Manual of the River Road Improvement Corporation. The loans can not be used to refinance existing debt.

Collateral and Security. All loans must meet the underwriting criteria of the participating lender.

Fees. Up to \$250 in fees associated with processing the loan application, as applicable to the lending institution, will be waived under this program.

Loan Process. Those interested in the loan and grant programs may contact the Fair Lawn Economic Development Corporation's Administrator, D. Smartt, at 201-797-3442, or the participating lenders. The administrator will review program criteria. If the applicant wishes the Interest Reduction Grant, the administrator will review the job creation requirements.

The applicant completes a loan application and submits it to a participating lender. The applicant must have good credit, have the ability to repay the loan, and meet the bank's lending criteria.

With the application's approval by the lending institution, a loan closing is scheduled. If the applicant qualifies for the Interest Reduction Grant, the applicant will, at the time of the closing, execute an agreement to comply with the job creation standards required by the County of Bergen.

Failure to comply with the job creation agreement obligates the applicant to the immediate repayment of the grant.