



Partnering to help small businesses grow and prosper through innovative financing.  
Summer Newsletter - July 2018

## **Business Spotlight: M2.Shocks expands business with help of MRPC's small business loans program**



ROLLA — RPS Manufacturing, LLC, doing business as M<sup>2</sup>.Shocks, has been in business since 2003, creating custom performance shocks for the power sports market worldwide.

Marcus McBain, owner, has a diverse background in the racing world as first a consultant, then instructor and now custom shock manufacturer for the drag race market. Recently, with the help of Meramec Regional Planning Commission's (MRPC) small business loans program, McBain decided to expand his operation to include three new production lines - to better serve the Harley Davidson, Metric Sport Bikes and road racing markets.

To expand the business, McBain used MRPC's Revolving Loan Fund (RLF) program as part of his financing package. The RLF is a long-term fixed rate loan typically between \$20,000 and \$100,000, or up to 40 percent of the total project. With an RLF loan, one job per \$20,000 loaned must be created or retained. McBain has already hired two new employees and plans to hire a third. These loans can be used for purchase of land or buildings, renovations, machinery/equipment, furniture and fixtures, working capital or inventory and soft costs. Meramec Regional Development Corporation (MRDC), who oversees MRPC's loan programs, works in partnership with local banks on all projects.

McBain worked with Jon Rapp, vice president and branch manager of Phelps County Bank in St. James.

M<sup>2</sup>.Shocks has been very successful in the industry creating shocks for customers in the United States, as well as exporting to customers overseas. The problem, and thus the expansion, came because M<sup>2</sup>.Shocks production relies on parts outsourced by other vendors in order to create the final product – the shocks. There was an ongoing problem of the parts not being readily available, which resulted in delayed manufacturing and an inability to keep up with clientele demand. In order to fix this, McBain decided to expand his business to include the manufacturing of the parts required to construct the final product and prevent delays with customers in the future.

“We set world records 14 times last year with our customers,” McBain said. “We are the leading manufacturer in the motorcycle drag race market, and now we intend to have the same success in our new markets.”

M<sup>2</sup>.Shocks is located at 2301 Old St. James Road, Rolla and is open from 9 a.m. to 5 p.m. Monday through Saturday. For more information about M<sup>2</sup>.Shocks and its custom shock operation, visit them at [www.m2shocks.com](http://www.m2shocks.com) or find them on Facebook at [www.facebook.com/M2.Shocks](https://www.facebook.com/M2.Shocks).



## Small Business Administration announces new 25-year terms

SBA has released to the Federal Register for Public Inspection the Notice that SBA is making

SBA honored MRDC during Small Business Week for its work in small business loans within the St. Louis Small Business Administration District. Pictured (L-R): Brian Rogers, President of Small Business Week of Eastern Missouri, INC.; Maria Bancroft, Meramec Regional Planning Commission Business Loan Specialist; Maureen E. Brinkley, SBA St. Louis District Director

available a 504 Loan, and the debenture that funds it, with a 25-year maturity. This is in addition to the 10- year and 20-year 504 Loan and debenture that are currently available in the 504 loan program. The Notice was published in the Federal Register on April 4, 2018.

This new 25-year 504 debenture will be made available for 504 projects that are approved on or after April 2, 2018.

The term of a 504 debenture for any 504 project approved prior to April 2, 2018 may not be extended to 25 years. In addition, the term of the third party loan accompanying a 25-year 504 loan must be at least 10 years.

## MRDC Contacts

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Meramec Regional Development Corporation is a 501 (c) 3 not-for-profit corporation that is also a Small Business Administration Certified Development Company (CDC). MRDC serves primarily Crawford, Dent, Gasconade, Maries, Osage, Phelps, Pulaski and Washington counties. MRDC is a local volunteer board making local decisions that result in job creation and retention for the Meramec Region.

## MRDC Board

### Members

#### Crawford County

Matt Raby  
Tim Lorraine

## 2018 Loan Activity

Approved by MRDC:

1. Meramec Vineyards Winery (RLF) — \$78,000
2. Eagles Landing (RLF) — \$26,600
3. Country Feeds (RLF) — \$135,000
4. Aging Made Easy (RLF) — \$62,175
5. M2Shocks (RLF) — \$76,510
6. LJNL (IRP) — \$134,483
7. Mid America Resorts (SBA Debt Refi Loan) — \$455,000

Recommended by MRDC and Approved by SBA:

1. Meramec Vineyards Winery (SBA) — \$215,000

July 2017 - Present

- Total RLF Loan Funds Borrowed — \$378,285
- Total IRP Loan Funds Borrowed — \$134,483
- Total SBA Loan Funds Borrowed — \$670,000
- Total Leveraged Private Funds — \$1,918,377
- Total Jobs Created and Retained — 114

Catie Ringeisen, Treasurer

### **Dent County**

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Michael Homeyer, Secretary

Vacancy

### **Gasconade County**

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Tim Comerford

James Marcellus (Exec.

Committee)

Gary Hicks

### **Pulaski County**

Carol Carson

Vacant

Vacant

### **Washington County**

Don Thompson

Darlene Weber, President

Vacant

### **MRDC At Large Member**

Marla Stevenson (Exec.

Committee)

## **Upcoming MRDC Meetings**

## **Lending Resources**

MRDC can assist with the following lending resources:

- SBA 504
- MRPC Revolving Loan Fund (RLF)
- MRPC Intermediary Relending Program (IRP)
- SBA 7a Packaging

## **SBA 504 Interest**

- SBA 504 20-year debentures in June 2018 carried a fixed interest rate of 3.65812 percent.
- SBA 504 10-year debentures (bi-monthly) in May 2018 carried a fixed interest rate of 3.29883 percent.

## **Business Resources**

For more business resource information, visit:

- Small Business Administration: [www.sba.gov](http://www.sba.gov)
- University of Missouri Extension: [www.missouribusiness.net](http://www.missouribusiness.net)
- Small Business and Technology Development Center: <https://missouribusiness.net/center/missouri-university-of-science-technology-sbtdc/>
- SBA SCORE: [www.score.org](http://www.score.org)

## **Lender of the Year**

- August 15th
- September 19th \*
- October 17th
- November 21st \*
- December 19th

\* Indicates a loan review committee meeting

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MRPC Chairman and Maries County Presiding Commissioner Ray Schwartze (left) and Darlene Weber, president of Meramec Regional Development Corporation, present First State Community Bank (FSCB) the Lender of the Year Award at the MRPC 2017 Annual Dinner. Donald Thompson, president of FSCB, accepts the award. The 2018 Lender of the Year will be announced Oct. 25, 2018, at MRPC's Annual Dinner in Hermann.

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