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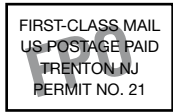
Partnering for Success

SITUATION:

Fairfield, New Jersey is home to a woman- and minority-owned company that has grown during its 19-year history to become a leading provider of office cleaning and janitorial services in the extended metropolitan area. With recent additions to its client base, Manhattan Maintenance Company (MMC) has expanded operations and now services more than 10 million square feet of office space every night. To keep pace with its success and new opportunities, MMC needed access to capital and turned to the EDA for help.

RESULT:

Through the state's Main Street Business Assistance Program, the EDA partnered with MMC's bank to provide a \$150,000 participation in a \$600,000 loan, along with a 50% guarantee supporting an additional \$100,000 in financing. In addition to refinancing existing debt, the EDA's financing will allow MMC to increase its staff by 25% and continue expansion into a new niche product line.



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