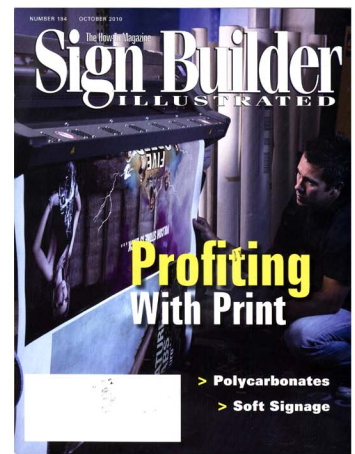


Sign Builder ILLUSTRATED

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Alternative Lending Approved

FASTSIGNS® has announced that it has been approved for a new franchisee lending program created by The Bancorp Bank (“Bancorp”), a wholly owned subsidiary of The Bancorp, Inc. (NASDAQ: TBBK), and Franchise America Finance™.

Bancorp has agreed to provide up to \$4 million to start-up and expanding franchisees for new center development. This capital allows FASTSIGNS to continue its franchise growth momentum and stimulate the economy by creating new permanent and sustainable jobs. FASTSIGNS is only the second franchisor that has been approved by The Bancorp Bank for its new lending program thus far.

“It’s a standard SBA program,” says Mark Jameson, senior vice president of Franchise Development for FASTSIGNS. “[Bancorp] basically did a thorough analysis of our franchise. They approved us for a dedicated \$6 million—\$4 million for new centers and an additional \$2 million for resale. That’ll be dedicated for our growth.

“The non-traditional part of doing it this way is they’ve streamlined the process. They spent ninety days of thoroughly evaluating our model, our franchise, and our success, and what happens is that the approval process for SBA—which can sometimes be 120 days—is now significantly shorter. We can now get a pre-approval on someone inside of ten days. Because we’ve partnered with the bank and they’ve allocated these dollars for just our growth, it allows us to move people through the process much quicker and to guarantee them financing if they meet the base criteria (a minimum net worth of \$250,000 and a good credit profile).”

This national franchise lending program is the only one of its kind, founded on a collaborative effort between the lender and franchisor to provide a predictable model for franchise financing. Specifically created for start-up and expanding franchise businesses, the program is limited to top performing franchise systems. Funding is available nationally for new and existing franchisees (of approved franchisors) who meet predetermined standards set by The Bancorp Bank.

FASTSIGNS also has a new conversion program for independents. “In this program, we’ll actually finance the \$20,000 independent franchise fee. They’ll put down a \$5,600 deposit, and we’ll finance the balance of that \$20,000 at \$400 a month interest-free for thirty-six months,” says Jameson.

For more information, contact FASTSIGNS Franchise Development Department at 800/827-7446 or visit www.fastsigns.com.