

SBA 504 LOANS

QUICK REFERENCE GUIDE



WHAT IS THE 504 LOAN PROGRAM?

The 504 Loan Program is owner-occupied real estate and equipment financing. SBA created the 504 to provide small businesses with long-term, fixed-rate financing for the expansion of their business.

WHO QUALIFIES?

- Most for-profit, owner-occupied small businesses in the U.S.
- Net worth less than \$15 million
- Net profit after-tax (2 year average) of no more than \$5 million (including affiliates)
- Will occupy at least 51% of the project property, or 60% of a new construction
- Equipment will be used for business operations

BENEFITS FOR BORROWERS

- Low down payment (10% in most cases)
- Low, fixed interest rate on 504
- Long loan term
- Include soft costs
- Include leasehold improvements
- Payment stability
- Preserves working capital
- Protection from balloon payments
- Keep your lender

BENEFITS FOR LENDERS

- Reduces exposure to 50%
- Bank gets first lien position
- Debt refinance for loans with high loan-to-value ratios
- Preserves borrower's working capital
- CRA credits
- Includes eligible soft costs
- Use of SBA guarantee enhances credit
- Unique marketing tool

OCCUPANCY

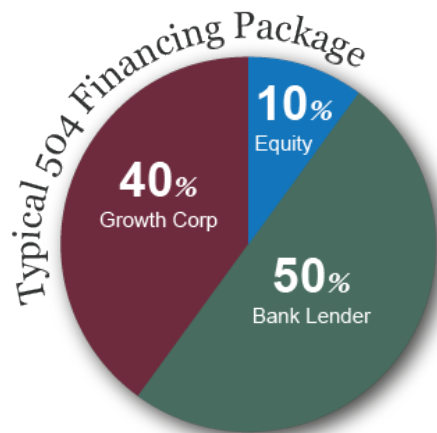
- 51% for existing facilities/buildings (renovations and expansions)
- 60% for new construction (must occupy 80% within ten years)

ELIGIBLE USES OF FUNDS

- Land
- Acquisition of an existing building
- New construction
- Building expansion or renovation
- Long-term equipment
- Refinance of qualifying debt
- Furniture and fixtures
- Leasehold improvements
- Professional fees
- Other costs such as appraisals, fees, permits, etc.

INELIGIBLE USE OF FUNDS

- Working capital
- Inventory
- Goodwill assets from business purchase
- Franchise fees
- Investment in rental real estate



TYPICAL FINANCING STRUCTURE

- 50% of the project's total cost is provided by a lending institution
- 40% is provided by Growth Corp as a 504 loan
- 10% equity is provided by the applicant small business/borrower (higher equity requirements exist for start-ups or special purpose properties)

INTEREST RATE & TERMS

- Fixed-rate
- Fully amortized over the life of the loan (no balloons)
- Real estate – 10, 20, 25-year term
- Equipment – 10-year term
- Rate locked when debenture is sold

LOAN AMOUNT LIMITS (SBA PORTION)

- \$5 million (typical projects)
- \$5.5 million (manufacturers)
- \$5.5 million (energy initiatives or public policy goals met)
- No maximum lending limit on participating lender's portion

JOB CREATION/RETENTION

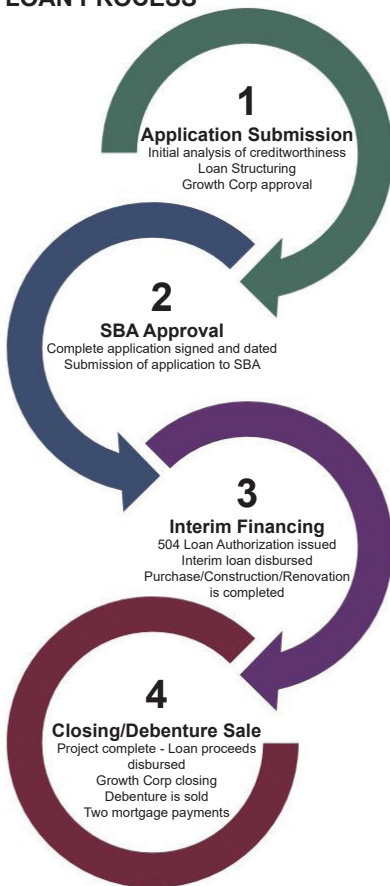
- One job for every 65,000 of the debenture (for most projects)
- One job for every 100,000 of the debenture (for manufacturers)
- Projects are excluded from the job requirement goals if a Public Policy Goal is fulfilled

PUBLIC POLICY GOALS

- Rural development
- Women, Minority, or Veteran ownership
- Enhancing economic competition
- Expanding exports
- LEED certified projects
- Revitalizing economic development areas
- Generating renewable energy
- Reducing energy consumption by at least 10%



504 LOAN PROCESS



TYPICAL 504 PROJECTS

- Medical facilities
- Manufacturers
- Industrial buildings
- Office buildings and condos
- Child care facilities
- Restaurants
- Animal care facilities
- Warehouses
- Assisted living facilities
- Sports arenas
- Professional offices
- Retail stores
- Mini storage facilities
- Irrigation equipment
- Grain elevators
- Printing presses
- Auto repair centers

APPLICATION CHECKLIST

- Corporate tax returns for business and affiliates
- Interim financial statements for business and affiliates
- Schedule of debts
- Most recent aging of accounts receivable and payable
- Two-year projection of income and expenses with assumptions
- Owner's personal financial statement
- Owner's last 3 years income tax returns
- Copy of Driver's license
- Personal data sheet
- Detailed breakdown of costs
- Documentation of equity injection
- Articles of Incorporation, Bylaws and/or Operating Agreement
- Real estate appraisal
- Environmental Report
- Application deposit

ITEMS TO COLLECT EARLY IN THE PROCESS

- Life insurance
- Real estate appraisal
- Environmental report

It's vital to obtain these items early in the process as they can be time consuming



504 DEBT REFINANCE

3 KEY POINTS

1. No Cash Out

Advance Rate - 90% loan to value max

2. Cash Out

Advance Rate - 85% loan to value max

3. Credit Quality

Minimum 12 mo history of no late (30+) payments

REFI CHECKLIST

All items listed above (for application checklist), plus:

- Copies of current promissory note and recorded mortgage for debt being refinanced
- Transcript showing the borrower has been current on all payments for the debt being refinanced for at least one year OR from the date the loan was issued if same institution debt
- Detailed breakdown of original project costs
- Documentation of equity injection if the appraised value of the project assets is not sufficient to meet equity requirements
- Real estate appraisal dated within 12 months of the application

The 504 Loan Program is partnership at its best. There's simply no other product on the market that offers entrepreneurs an affordable way to grow their business, gives banks a low-risk addition to their menu of lending solutions and promotes job growth and economic development in communities across the country.

Growth Corp is a not-for-profit organization empowered by the U.S. Small Business Administration to marshal the 504 Loan Program to small businesses throughout the state of Illinois, and parts of Missouri, Indiana, Iowa and Kentucky. Growth Corp is focused exclusively on local economic development and job creation. In 2017 alone, Growth Corp facilitated the investment of more than \$237 million into the small business community, which created and/or retained hundreds of jobs.

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