

REFINANCING SOLUTIONS

CONSOLIDATE AND REFINANCE DEBT

SBA 504 Loan Program

504 REFINANCE IS GREAT FOR:

- Accessing cash/working capital
- Pending balloon payments
- Stretching payments out over a long loan term
- Consolidating multiple loans
- Minimizing out-of-pocket costs

BENEFITS FOR BORROWERS

- Equity in the collateral often fulfills the down payment requirement
- Low, fixed interest rate on 504
- Long loan term (up to 25 years)
- Access cash in the building
- Consolidate multiple loans
- Payment stability
- Improves cash flow
- Protection from balloon payments

KEY POINTS

- **Cash-out: 85% LTV**
 - *up to 20% of the appraised value as cash out for qualifying business expenses*
- **No Cash-out: 90% LTV**
- Appraisal: prefer at application and required for funding
- Loans with government guarantees are not eligible (7(a), 504, USDA)
- Other assets can be used as collateral for LTV (if no cash-out)
- Must still meet all other SBA eligibility guidelines
- Same insitution debt refinancing is eligible

ELIGIBLE BUSINESSES

- Must be a for-profit, owner-occupied small business in the U.S.
- In operation for at least 2 years
- No change in ownership in the prior 2 years
- Fulfills the normal job requirements of the 504
- Property being refinanced at least 51% owner-occupied -OR- is long-term equipment

QUALIFIED DEBT

- Mortgage to be refinanced must be at least 2 years old
 - Note: an extension of an existing note is fine
- Substantially all of the debt to be refinanced (85%) must originally have been used for the purchase or improvement of fixed assets
- Payment history on loan(s) to be refinanced current for at least 12 months
- Property to be refinanced is owner-occupied
- Cannot be a government-guaranteed loan (7a, USDA, 504)

CASH OUT: ELIGIBLE USES

- Salaries
- Rent, Repairs, Maintenance
- Inventory, Utilities
- Reduce a line of credit
- Other obligations of the business that were incurred, but not paid, prior to the date of application or that will become due for payment within 18 months after the date of application

CASH-OUT: INELIGIBLE USES

- Owner's personal expenses
- Acquiring a new business
- A change of ownership with partner buyout
- Capital expenditures

INTEREST RATE & TERMS

- Fixed-rate
- Fully amortized over the life of the loan (no balloons)
- Real estate – a 10 or 20-year term
- Rate locked when debenture is sold
- Effective rate for refi is 0.0015% higher than regular 504 loan due to higher servicing fees

LOAN STRUCTURE

- \$5 million limit on 504 portion (typical projects; \$5.5 million manufacturers)
- Bank's loan must be equal to, or greater than, the SBA 504 debenture amount
- Cash out cannot exceed 20% of appraised value

JOB CREATION/RETENTION

- One job for every 75,000 of the debenture (for most projects)
- One job for every 120,000 of the debenture (for manufacturers)
- Projects are excluded from the job requirement goals if a Public Policy Goal is fulfilled (see below)

PUBLIC POLICY GOALS

- Rural development
- Expansion of a Minority, Woman or Veteran-Owned Business
- Enhanced economic competition
- Expansion of exports
- Business district revitalization
- Labor surplus areas
- Generating renewable energy or reducing energy consumption 10%+

REFINANCE WITH EXPANSION

- Allows for the refinance of existing qualified debt in conjunction with a new project such as land, building or equipment purchase(s).
- Refinance portion cannot exceed 50% of the new expansion costs



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

REFI CHECKLIST

All items listed above, 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



Refi Structuring

REFINANCE STRUCTURE 1: NO CASH OUT

- Refinancing: Existing \$1.8 million commercial real estate loan
- Property appraises at \$2M

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|-------------------------|--------------------|
| Appraised Value | \$2,000,000 |
| Outstanding Debt | \$1,800,000 |

LOAN STRUCTURE

| | | | |
|------------------------|-------------|--------------------|--|
| Bank | 50% | \$1,000,000 | |
| SBA 504 (Growth Corp) | 40% | \$800,000 | |
| Borrower Equity | 10% | \$500,000 | |
| Total Refinance | 100% | \$2,000,000 | |

COMMENTS: The third-party loan must be equal to, or greater than, the SBA 504 debenture amount. The SBA piece cannot exceed 40% of the appraised value.

REFINANCE STRUCTURE 2: CASH OUT

- Refinancing: Existing \$1 million CRE loan, \$400 thousand cash-out
- Property appraises at \$2M

| | |
|------------------------------------|--------------------|
| Appraised Value | \$2,000,000 |
| Qualified CRE Debt | \$1,000,000 |
| Business Operating Expenses | \$400,000 |

LOAN STRUCTURE

| | | | |
|------------------------|-------------|--------------------|--|
| Bank | 35% | \$700,000 | |
| SBA 504 (Growth Corp) | 35% | \$700,000 | |
| Borrower Equity | 30% | \$600,000 | |
| Total Refinance | 100% | \$2,000,000 | |

COMMENTS: The LTV does not exceed 85% and the cash-out portion does not exceed 20% of the appraised value

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 Certified Development Company (CDC) 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.

