

SBA 7(a) Loan Program

SBA 504 Loan Program

Use of Funds	<ul style="list-style-type: none"> › Owner Occupied Commercial Real Estate - Purchase, Refinance & Expansion › Owner Occupied Real Estate Construction › Machinery and Equipment › Business Acquisitions › Fixtures and Furniture › Inventory and Other Business Assets › Working Capital › Tenant Improvements › Debt Refinance (subject to specific eligibility requirements) 	<ul style="list-style-type: none"> › Owner Occupied Commercial Real Estate - Purchase & Expansion › Owner Occupied Real Estate Construction › Long Term Machinery and Equipment › Fixed Assets for Business Acquisition › Building Expansion › Start Ups
Loan Amount	› \$250,000 to \$2,000,000	› \$500,000 to \$6,000,000
Loan to Value	› Up to 90%	› Up to 90%
Interest Rate	› Variable Rate based on a spread over the WSJ Prime Rate	<ul style="list-style-type: none"> › SWS, FSB 1st Lien - Variable Rates › SBA 504 Debenture (2nd lien) - Fixed rate set by the SBA (term of the loan)
Terms	<ul style="list-style-type: none"> › Up to 25 years for Commercial R/E › Up to 10 years for Equipment and Business Acquisitions › Up to 7 years for Working Capital › Fully amortized over the life of the loan (no balloon) 	<ul style="list-style-type: none"> › 1st Lien up to 25 years (Comm. R/E) › 2nd Lien up to 20 years for R/E › 1st & 2nd Liens up to 10 years for Equipment › Fully amortized over the life of the loan (no balloon)
Borrower's Injection	› As low as 10% on Commercial R/E	<ul style="list-style-type: none"> › 10% Standard › +5% if Special Use › +5% if Start Up
Fees	<ul style="list-style-type: none"> › One time SBA loan guarantee fee based upon guaranteed amount › No loan origination fee 	<ul style="list-style-type: none"> › SWS, FSB 1st Lien: Origination Fee › SBA 504 Debenture: Set by CDC/SBA
Recourse	<ul style="list-style-type: none"> › Personal Guarantees required for all individuals owning 20% or more › Corporate Guarantees may be required for affiliated companies 	<ul style="list-style-type: none"> › Personal Guarantees required for all individuals owning 20% or more › Corporate Guarantees may be required for affiliated companies
Other Considerations	› Appraisal and Environmental Reports	› Appraisal and Environmental Reports
Benefits for Borrowers	<ul style="list-style-type: none"> › Finance up to 90% of the project with commercial real estate › Low equity contribution (preserves working capital) › Fully amortizing loans › Most soft costs may be rolled into the project financing 	<ul style="list-style-type: none"> › SWS, FSB will finance up to 50% of the project at a long term, variable rate › CDC will finance up to 40% of the project at a fixed rate › Low equity contribution - as little as 10% of project (preserves working capital) › Most soft costs may be rolled into the project financing