



FFCFC 504 Loans: A Smarter Financing Option for Your Small Business Clients

As a CPA and trusted business advisor, your clients often turn to you for advice on finding reliable financing for growing and expanding their small businesses. But finding a smart financing option isn't always easy. High cash outlay requirements, uncertain interest rates and a short repayment/payback period can make conventional loans unappealing or unavailable.

For more than 25 years, Florida First Capital has helped thousands of clients throughout the state achieve their small business dreams through its 504 Loan Program, and we can help your clients too. We are the *experts* to turn to in Florida for smart small business financing.

We Make the Process Easy

Florida First Capital is dedicated to making the process an easy one for your clients. Our loan officers are trained professionals who are eager and, better yet, qualified to help your clients with their financing requests.

Our loan officers will work directly with your clients throughout the entire process. They will assist with paperwork, answer any questions that may arise and work to make both the application and credit processes smooth and easy ones.

We Have the Resources

Your clients will get all the information they need from us regarding the 504 Loan Program. You can rest assured that we have more resources and ways to finance your clients small business needs than ever before.

The Right People

No other Certified Development Company in the state is as committed to the success of its customers as Florida First Capital. Our highly trained and vastly experienced staff of loan officers and underwriting, closing and servicing professionals ensure the best and most complete service the industry has to offer. Refer your clients to Florida First Capital for their 504 financing needs and you can rest assured in the confidence that our top priority is serving your clients in their best interest.

Florida First Capital:
The State's Most Complete Certified Development Company

Founded by the State of Florida in 1983 as a statewide Certified Development Company, FFCFC was privatized in 1997 and operates as a federally regulated, nonprofit corporation.

From Pensacola to Key West, FFCFC's mission is to foster economic development by working with the SBA and private sector lenders to provide financing to small businesses.

FFCFC is a charter member of the Florida Finance Network, an alliance of State of Florida founded economic development agencies.



Start your CPA firm's relationship with Florida First Capital. Contact a Loan Officer today.



Florida First Capital Finance Corporation

Toll Free: 888.320.5504 • Email: info@ffcfc.com
Online: <http://ffcfc.com>



FFCFC 504 Loan Program: A Value-Added Service for Growth and Expansion

The FFCFC 504 Loan Program provides your small business clients with a smarter financing option for the acquisition of fixed assets: either real estate or long-life equipment. This powerful and unique financing tool is the most effective way to help your small business clients grow and expand. The 504 loan program offers many advantages over conventional financing programs as well as provides an excellent value-added service for your CPA firm.



The FFCFC Advantage

- **Quick turnaround time:** Approval decisions are made by our loan committee on a daily basis.
- **Lowest effective rates:** Borrowers pay the lowest effective rates permitted by law on 504 Loans.
- **Easy closing process:** Simultaneous closings for turnkey projects.
- **Experienced attorneys:** Borrowers have access to a specialized statewide network of local FFCFC closing attorneys.
- **Professional staff:** Our highly trained and vastly experienced staff of loan officers and underwriting, closing and servicing professionals ensure the best and most complete service the industry has to offer.
- **Full service offices:** From Pensacola to Key West, we have Florida covered!

Loan Structure

A commercial lender provides a first mortgage loan of 50% of the total project cost. FFCFC funds 40% of the project cost at a below-market, fixed interest rate and takes a second mortgage position. The borrower puts in as little as 10% equity.

Advantages for Your Clients:

- Up to 90% commercial financing with amortization terms up to 20 years.
- Below market, true fixed interest rates – no ARMs.
- **(NEW)** Businesses with a maximum tangible net worth of not more than \$15 million and average net income after Federal income taxes (excluding carry-over losses) for the two full fiscal years prior to application of not more than \$5 million are now eligible for 504 financing (temporary until the SBA publishes a permanent regulation).
- **(NEW)** Loan amounts up to \$5 million for standard and public policy projects and \$5.5 million for manufacturing and green initiative projects (SBA amounts only; no limit on overall project dollar size; permanent program change).
- Projects from \$125,000 and up.

Use of Proceeds:

- Acquisition of land and buildings.
- Construction, modernization, expansion or renovation of existing facilities.
- **(NEW)** Debt refinancing to be used for refinancing of qualified existing debt without business expansion (temporary program).
- Green initiative projects.
- Purchase and installation of long-life machinery and equipment.
- Purchase of furniture, fixtures and equipment.

Benefits for Your CPA Firm:

- Broadens your scope of providing services that are in the best interest of your clients.
- Value-added source for increased client retention.
- Turnkey program – FFCFC takes care of all communications, paperwork, coordination of project participants, underwriting, closing and servicing of the loan for its life.
- Firm is eligible to receive a referral fee from the first mortgage lender.

A Small Business Window to Wall Street

Certified Development Companies like FFCFC, a nonprofit corporation, fund all 504 loans through the sale of bonds, thus giving the 504 program the economies of scale to access public capital markets. Combined with the SBA guaranty, the 504 program enables small businesses to access funding at the lowest possible cost.

(REV 3-1-11)