

Flynn Commercial Capital Small Business Finance makes the loan through our lending relationships after we have obtained the SBA guarantee. This loan can be in first or second lien position. A term of 25 years is typical and 90% financing for business real estate is common. Interest rates typically float over the New York Major Prime Rate.

Obtaining the loan requires compliance with loan program conditions, procedures, SBA eligibility requirements and qualifying standards.

#### **Loan Program Conditions**

- Acquisition of real estate or limited refinance
- Funds available determined by annual congressional appropriation
- Maximum loan amount is set by Congress (\$2,000,000)
- Term is up to 25 years
- 51% occupancy requirement

#### **Loan Procedures**

- 45-day escrow typical
- All regular real estate closing costs are assessed

#### **Eligibility Requirements**

- “Small business” size definition is determined by SBA
- “Personal Resources” limited; additional down payment may be required from personal sources of liquidity
- Type of business and use of proceeds

#### **Qualifying Standards**

- Cash flow from historical business and personal tax returns
- Equity in line with industry norms
- Good credit
- Management experience creating cash flow
- Down payment availability
- Real estate environmentally clean and of value

#### **Paying Off The Loan**

- SBA 7a Loan Program
- Prepayment penalty, if paying more than 25% of outstanding balance, for 3 years (first year is 5% of the amount of the prepayment, then 3%, and 1%)

**For More Information Please Call (866) 945-3111  
Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)**

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital

The SBA 504 loan program is a cooperative venture between two lenders. The general purpose is to provide 90% financing for business real estate. A Certified Development Company provides the Small Business Administration 504 loan. The loan is a second lien limited up to 90% CLTV. It features a fixed interest rate with a 10-year graduated, decreasing pre-payment penalty. The term is 20 years. The first loan can be any conventional loan arranged by a conventional lender. The SBA 504 loan (second lien) is an auction interest rate.

Obtaining the loan requires compliance with loan program conditions, unique procedures, eligibility requirements and qualifying standards.

### **Loan Program Conditions**

- Acquisition financing only, no refinance
- Funds available limited by annual congressional appropriation
- Maximum loan amount is set by Congress (\$1,500,000 to \$4,000,000)
- Term is limited to twenty years
- 2nd lien to a max of 90% combined loan to value
- 51% occupancy requirement

### **Loan Procedures**

- 2 separate loan applications will be coordinated: conventional, SBA
- 3 separate loans will be made: conventional 1st, interim 2nd, SBA 2nd
- 2.75% (estimate) in 504 loan fees. These fees are usually financed by SBA
- All regular real estate closing costs
- Interest rate on the loan is an auction rate and is a function of the capital markets approximately 90 days after close of escrow or completion of construction and all lien release periods

### **Eligibility Requirements**

- The business qualifies as a small if it does not have a tangible net worth in excess of \$7 million
- Business does not have an average net income in excess of \$2.5 million after taxes for the preceding two years
- Expanding companies only with job growth prospects
- Specific job retention or creation requirements, 1 job for each \$50,000 in 504 loan except for "small manufacturers" which have a \$100,000 job creation or retention goal

### **Qualifying Standards**

- Demonstrate repayment ability from business historical tax returns
- Equity in line with industry
- Good credit
- Management experience creating cash flow
- Down payment availability
- Real estate environmentally clean and of value

### **Maintaining The Loan**

- Lease rate limited to loan payment amount
- Must make scheduled monthly payment only
- Payment made by automatic debit only; on the first day of each month

### **Paying Off The Loan**

- Prepayment penalty 10 years; first year, 100% of 1 years' interest, then decreasing 10% per year (90%-80%-70%-60%-etc.)
- Payoff window limited to 3rd Thursday each month

For More Information Please Call (866) 945-3111

Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital

For commercial properties occupied over 51% by an established operating company.  
Special pricing on Express 504 loans.

## Program Highlights

- Max 1st Mortgage loan amount      \$2,000,000
- Combined LTVs to                      93% LTV
- 30-year Fixed Rates
- Underwritten to the stated personal income, not business cash flow
- Fully Amortizing 30-year term
- No call provisions or balloon payments

## Qualifying Parameters

This program is designed for speed so the paperwork is minimized and the closing process is expedited. The borrower does not provide tax returns or financial statements.

- Borrower in business for a minimum of 2 years
- Borrower occupies greater than 51% of subject property
- Borrower provides a completed SBF loan application or a completed 1003 application with our SBF supplements
- Minimum average credit scores of 680
- Stated income must provide at least 1.5:1.0 DSCR including payments on the CDC debenture

## Program Options

Eligible commercial property types for this program are more limited.

- Hybrid and ARM rate options
- Multiple prepayment penalty options
- Ability to prepay up to 20% of principal within any rolling 12-month period without prepayment penalty

**For More Information Please Call (866) 945-3111**  
**Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)**

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital

Our “Express” program is designed for business owners who want to maximize their loan-to-value (“LTV”) and minimize the required paperwork. Eligible commercial properties are more than 50% owner-occupied.

## Program Highlights

Max 1st Mortgage loan amount	\$2,000,000
Purchase to	70% LTV
Refinance to	60% LTV
Cash out to	50% LTV

## Qualifying Parameters

- Borrower in business for a minimum of 2 years
- Borrower provides a completed SBF loan application or a completed 1003 application with our SBF supplements
- Minimum average credit score of 680 for purchase and rate term refinance
- Minimum average credit score of 700 for cash out refinance

## Program Options

- Preferred pricing for lower LTV loans
- Fixed, Hybrid, and ARM rate options
- Fully Amortizing 30-year term
- No call provisions or balloon payments
- Multiple prepayment penalty options
- Ability to prepay up to 20% of principal within any rolling 12-month period without prepayment premium

For More Information Please Call (866) 945-3111  
Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital

Our popular, high loan-to-value (“LTV”) program considers business and personal income, as well as traditional property income, and is designed for business owners with commercial property more than 25% owner-occupied. Borrower provides a completed loan application and a complete set of supporting documents, including:

- 2 years personal and business tax returns and current interim business financial statements
- Credit reports
- Debt schedules
- Other applicable docs

### Program Highlights

Max 1st Mortgage loan amount	\$5,000,000
Purchase to	90% LTV
Refinance to	85% LTV
Cash out to	75% LTV
Targeted DSCR of	1.2:1 based on combined income sources
Minimum average credit score	600

### Program Options

- Preferred pricing for larger loans and lower LTV loans
- Fully Amortizing 30-year term
- No call provisions or balloon payments
- Multiple prepayment penalty options
- Ability to prepay up to 20% of principal within any rolling 12-month period without prepayment premium

For More Information Please Call (866) 945-3111  
Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital

Our Investor program is designed for multi-use commercial, mixed-use and multifamily properties. Eligible multifamily properties include apartments with 5+ units and mixed-use properties with less than 50% commercial.

## Program Highlights

1st Mortgage loan amount	\$5,000,000
Maximum LTV	75% LTV
30-Year Fixed Rates	
Fully Amortizing 30-year term	
No call provisions or balloon payments	

## Qualifying Parameters

- Minimum average credit score of 680
- 90% or better stabilized occupancy within the last 90 days
- 50% or less owner occupancy

## Program Options

- Preferred pricing for larger loans and lower LTV loans
- Hybrid and ARM interest rate options
- Multiple prepayment penalty options
- Ability to prepay up to 20% of principal within any rolling 12-month period without prepayment premium

For More Information Please Call (866) 945-3111  
Or visit our website at [www.flynncommcap.com](http://www.flynncommcap.com)

Our lending experts are ready at a moments notice to provide you with the expertise and competitive edge in all aspects of commercial real estate financing.

All loans are subject to credit and property approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. ©2008 Flynn Commercial Capital