

Business Finance Group (BFG) successfully arranged a \$1.6 million conventional equipment loan to pay off its existing SBA loan that BFG arranged in 2004. In addition to a two percentage point interest rate reduction, the family residence which was pledged for the SBA loan was released with this refinancing. The client, an aerospace company located in Corona, CA, manufactures aircraft parts. BFG has successfully arranged several separate financing transactions for this client (after assisting them with a financial turnaround from the negative affects of “9-11”), including refinancing equipment leases in 2004, financing the purchase of a 5-axis gantry machine in 2005, obtaining revolving line of credit in 2006, financing the purchase of a 4-axis horizontal machine in 2007 and financing the purchase of the 55.56% ownership interest held by an investor in their manufacturing facility in 2007 so that could have 100% ownership. All of the financings we arranged improved our client's cash flow and allowed them to successfully expand their business horizons. To successfully fund the latest transaction, we had to address the following:

**1. Collateral value based upon appraisal exceeded 90% loan to value**

We worked closely with the equipment lender to allow the appraiser to extrapolate the equipment values over the life of the loan. In doing so, we were able to demonstrate that the loan to value did not exceed the 90% maximum allowed.

Post Note: After completing our first financing with this company in 2004, we met with its Vice President who said the reason he invited us to his office was because we were not like typical loan brokers. He said we add value which has proven to be correct. The latest round of financing we accomplished allowed the company to be in the enviable position of having several lenders, among them major banks, compete for their business. That turnaround company of 2004 is a distant memory.

**To ensure the success of obtaining suitable business financing or business insurance for our clients, we thoroughly analyze and evaluate every transaction engagement.**

**We look forward to working with you and your clients, who you feel require business financing and/or business insurance to allow their businesses to successfully expand their business horizons.**