

Business Finance Group (BFG) successfully arranged \$610,000 in business acquisition financing for our dental practice client to expand to a second location. To successfully fund, we had to address the following:

Business Acquisition Financing Risk

We overcame business acquisition/expansion financing risk concerns in the current general economic environment considered to be in contraction. We convincingly demonstrated that the dental practice will show combined increase revenues and profits after the acquisition, primarily due to the experience our client's and the potential for improvement of the practice being acquired. The practice being acquired is part of a well known 200 location dental business with locations throughout California and Arizona.

Less Than 100% Collateral

Although total collateral coverage is only 18% of the loan amount, our focus of this being more of a cash flow supported transaction overcame the limited collateral issue.

SBA Submission non PLP

We submitted this transaction as a non PLP loan which required us to respond to several SBA questions and concerns before we successfully obtained SBA loan approval. SBA requires verified tax returns from the seller. However, they were not available, so the SBA allowed us to use financial statements certified by the seller's CFO.

While many lending participants have either substantially reduced or eliminated their loan participation, Business Finance Group (BFG), with its core community bank lending partners, has continued to be a very active participant and is positioned well to assist small businesses to expand their business horizons.

BFG has more than 40 years of combined lending experience. Please call one of our qualified staff to discuss how Business Finance Group can provide small business financing assistance.