

Business Finance Group (BFG) successfully arranged \$616,500 in SBA financing to provide equipment acquisition and permanent working capital for a client located in Long Beach, CA, who operates a recycling center. BFG has successfully arranged several separate financing transactions for this client, including refinancing their recycling center facility and equipment debt in 2007. All of the financing improved our client's cash flow and allowed them to successfully expand their business horizons. To successfully fund, we had to address the following:

Spouse Unwilling to Pledge Residence as Collateral:

When business assets do not fully secure a SBA loan, SBA requires other available assets be pledged as collateral. The personal residence was considered for additional collateral based on its value shown in the personal financial statement. We demonstrated to the SBA that declining real estate market values based upon sales comparables showed a value substantially less than the value indicated on the personal financial statement. This resulted in the SBA not requiring the personal residence for additional collateral. Moreover, our evaluation emphasized the company's improving cash flow and management longevity in the industry mitigated the not fully secured concerns.

**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.**