

Business Finance Group (BFG) successfully underwrote, packaged and submitted to SBA a \$208,000 SBA 7a loan for one of the banks we provide consulting services to. The borrower, a bank customer, wanted financing to startup a Caribbean food distribution business. To successfully fund, we had to address the following:

- **Startup Business with Aggressive Sales Projections**

In reviewing the initial financial forecast provided by the borrower, we determined the projections were overly aggressive based on a best-case scenario. We worked closely with the client's chief financial officer to develop financial projections we believed to be more reasonable and attainable. The bank and SBA agreed with our determination.

- **Lack of Direct Management Experience**

The principals did not have direct retail/wholesale food business experience, so we worked closely with the borrower to provide ownership to a family member who had vast food distribution experience as well as worked with the borrower to provide initial letters of support from customers.

- **Source of Capital Injection from Borrowed Funds**

We thoroughly analyzed the impact the borrowed funds had on the individuals and business by incorporating the additional debt burden into the personal draw needs of the individuals, which had a minimal impact on the overall repayment ability of the subject business.

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.