

SBA Loan Programs

As a Small Business Administration (SBA) Preferred Lender, we have the ability to get your loan approved quickly.

>> SBA LOAN PROGRAMS INFORMATION

	SBA 7(a) Program	SBA 504 Program	SBA Express Program
Eligibility	Must qualify as a small business according to SBA guidelines. Size varies by industry type. Limitations are set by total revenues or number of employees, depending on the industry. More than 95% of U.S. businesses are classified as "small" by SBA standards. Most manufacturing, wholesale, service and retail businesses are eligible for 7(a) financing.	A business tangible net worth may not exceed \$15,000,000 and after-tax net profits must have averaged less than \$5,000,000 during the previous 2 years of operation.	Must qualify as a small business according to SBA guidelines. Size varies by industry type. Limitations are set by total revenues or number of employees, depending on the industry. More than 95% of U.S. businesses are classified as "small" by SBA standards. Most manufacturing, wholesale, service and retail businesses are eligible for SBA Express financing.
Benefits	<ul style="list-style-type: none"> • Loan terms (up to 25 years) and lower payments • Fully amortized terms with no balloon payments • Flexible use of loan proceeds • Competitive rates • Expert working capital loans available • Preferred SBA Lender Program for quicker approval 	<ul style="list-style-type: none"> • Loan terms (10-20 years) and lower payments • Below market fixed rates on SBA financing • Debenture allows larger projects • Fully amortized terms with no balloon payments • Smaller down payment required • Flexible eligibility requirements 	<ul style="list-style-type: none"> • Terms up to 7 years • Working capital lines of credit • Streamlined loan review process • Competitive rates • Flexible eligibility requirements • No application required
Loan Size	We accept loans of all sizes. The borrower must justify his or her capacity to repay the loan.	We accept loans of all sizes. The borrower must justify his or her capacity to repay the loan. The SBA requires Highland Bank to provide financing for at least 50% of the project's cost.	We accept loans of all sizes. The borrower must justify his or her capacity to repay the loan.
Use of Proceeds	<ul style="list-style-type: none"> • Real estate purchase • Acquisition • Renovation • Construction • Equipment purchase • Start-up • Refinance • Franchise financing • Working capital • Expansion 	<ul style="list-style-type: none"> • Real estate purchase • Acquisition • Renovation • Construction • Equipment purchase • Expansion • Start-up 	Revolving line of credit to finance short term working capital
Equity	An existing business (depending on what is being financed) may need to inject anywhere from 0 to 15% of the total project costs. For a start-up business, you may need to inject 20-30% of total project costs.	You may need to inject 10-20% of total project costs.	An existing business (depending on what is being financed) may need to inject anywhere from 0 to 15% of the total project costs. For a start-up business, you may need to inject 20-30% of total project costs.



At Highland Bank, we offer many choices to give you more access to your banking information at any time that fits your lifestyle. We offer tools to make banking easy and convenient for you.



How to Apply for an SBA Loan

Preparation is key to a quick loan approval.

You can assist by completing the following information:

»» Start-up business:

- Business plan
- Personal tax return for the past 3 years for all owners
- Personal financial statement for all owners
- Resumes for all principals, guarantors and key managers
- Source and amount of down payment
- Available collateral
- Ownership documents

»» Existing business:

- Business tax return for past 3 years
- Interim financial statement
- Personal tax return for past 3 years for all owners
- Personal financial statement for all owners
- Business debt schedule
- Ownership documents

Using this initial information, your Highland Bank loan officer will determine the best program and structure for your loan request based on your business experience, cash flow, collateral, credit and other financial strengths. After a positive initial analysis, your loan officer will guide you through the process of getting your loan approved and funded.

The closing process and time varies with each loan program. The process begins with our **48-hour response to your complete application.**

»» As a community bank, we offer additional financial products and services tailored to fit your needs:

- Business checking accounts
- Business loans and lines of credit
- Credit Cards
- Safe Deposit Boxes
- Notary and signature guarantee services
- Wire Transfer Services
- Internet Banking
- Cash Management Services
- Investment Services
- Mortgage Services

»» U.S. SMALL BUSINESS ADMINISTRATION

America's Small Business Resource

The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of business loans, loan guarantees and disaster loans worth more than \$45 billion, in addition to a venture capital portfolio of \$13 billion, SBA is the nation's largest single financial backer of small businesses. Last year, the SBA offered management and technical assistance to more than one million small business owners. The SBA also plays a major role in the government's disaster relief efforts by making low-interest recovery loans to both homeowners and businesses. America's 25 million small businesses employ more than 50 percent of the private work force, generate more than half of the nation's gross domestic product, and are the principal source of new jobs in the U.S. economy.

For more information regarding our SBA Loan Programs, please

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