



## We Know SBA Loans!

The SBA Loan Program enables business owners to purchase an industrial or commercial building at below-market interest rates, with as little as a ten percent down payment. Loan funds may be used to purchase and improve an existing building or to construct a new facility.

### How Much Can I Borrow?

Up to 90% of the building purchase price plus tenant improvements or 90% of the appraised value of the property, whichever is less. There is no maximum project size.

### Typical Loan Structure:

The bank makes a first trust deed loan for 50% or more of the total project. CDC/SBA makes a second trust deed SBA guaranteed loan for up to 40% of the total project; the borrower down payment is 10%. (CDC is a non-profit organization that makes SBA guaranteed loans).

### What are the Terms, Rates and Fees?

The bank loan is amortized over 25 years and usually has a call provision at 10 years.

### Are There Any Requirements to Qualify for this Program?

Most small businesses meet eligibility requirements. The business must occupy at least 51% of the building. Business net-worth cannot exceed \$6 million, and the average after-tax net profit for the last two years may not exceed \$2 million. There are special incentives for Minority owned, Woman owned, and Veteran owned businesses.

### It's Easy to Apply...

When applying for an SBA loan - as with any loan - you are asked to fill out a standardized application and provide specific documentation. At San Diego National Bank we provide a checklist to simplify the process. We also do all of the analysis, packaging, and SBA/CDC interfacing for you. We make the process easy!

### What's the Turnaround Time?

#### 72-Hour Prequalification/On time loan closings

Our experienced lenders can provide you with loan pre-qualification for most requests in just 3 business days. The time from application submission to disbursement of funds normally takes from 30 to 90 days, depending on the complexity of the loan. We will serve you with professionalism and honesty and will help you choose the loan program that's best for you and your company.

### What's the Next Step?

Call San Diego National Bank's representative, **Steve Lopez at 619-744-2132**. He will deliver an application, provide you with a loan breakdown and cost estimate and answer any questions you may have.