

**Pacstar Capital Partners has partnered with a leading commercial funding group to provide a myriad different types of business financing to its client companies. Loans types, criteria, and application procedures are outlined in this document. Please give us a call at 480-331-8590 to discuss your financing needs.**

## BUSINESS LOAN PROGRAMS

### SBA 7(A)

*For all owner occupied Businesses*

- a) Purchase, Refinance, Rehab, Construction, Working Capital, Equipment and Debt Consolidation
- b) 75% to 90% Financing (can go higher with professionals)
- c) Max Interest Rate - Prime + 2.75%
- d) Variable and some Fixed Pricing Available
- e) 10 to 25 year Term / 10 to 25 Year Amortization
- f) Prepayment Real Estate - 5/3/1 - No prepayment < 15 yr term
- g) Recourse
- h) Min Loan Amount \$150,000 - Max Loan Amount \$5,000,000

### SBA 504

*For all owner occupied Businesses*

- a) Fixed Asset Purchase, Construction, Refinance
- b) 80% to 90% Financing
- c) Rates Start in the mid to high 5's
- d) Variable/Fixed (1st) and Fixed (2nd) Pricing Available
- e) 10 year Term (1st) / 10 or 20 Year Amortization (2nd)
- f) Declining Pre-Payment Penalty
- g) Recourse
- h) Min Loan Amount \$350,000 - Max Loan Amount \$5,000,000

### USDA -- B&I

*For all investor and owner occupied Businesses*

- a) Purchase, Refinance, Rehabilitation
- b) Towns with less than 50,000 population
- c) 75% to 80% Max Financing
- d) Rates Start in the mid to high 6's
- e) Variable and some Fixed Pricing Available - Recourse
- f) 25-30 year Terms / 25-30 Years Amortization
- g) Declining Pre-Payment Penalty
- h) Min Loan Amount \$350,000 - Max Loan Amount \$10,000,000

### BUSINESS UNSECURED LINES OF CREDIT

*Available for new and existing businesses - this is a Credit Card Program*

- a) Start-Up's and Businesses      Min \$50,000 up to Max \$250,000
- b) Credit Scores need to be > than 720 and they need to have a minimum credit history > 8 years
- c) Current Credit Card Utilization < 30%
- d) Interest Rates:      Initial      As low as 0.00% for 6 to 12 mths  
    After      From 6.99% to 10.99%

### REVENUE BASED SMALL DOLLAR LOAN

*For most all Businesses (no restricted industries with one program)*

- a) Working Capital / Expansion / Inventory
- b) Needs to be in business for 6+ months
- c) Minimum annual Sales is \$150,000
- d) Based off of % of Avg Mthly Sales
- e) Repayment in 4 to 15 months
- f) Min loan Amount \$5,000 - Max Loan Amount \$1,000,000

### SMALL LOAN APR PROGRAM

*Business Loans*

- a) Working Capital / Expansion / Inventory / Equipment
- b) Needs to be in business for > 2 years
- c) Minimum Credit Score is 640
- d) Will take secondary collateral positions
- e) Term 12 to 60 months
- f) Min loan Amount \$25,000 - Max Loan Amount \$500,000
- g) Application / 6 mths of Banks & 4 processing / 3 yrs Bus Tax Returns / 1 yr Pers Tax Return / Interim Fin's / Credit Report

### ACCOUNTS RECEIVABLE FACTORING

*For Businesses*

- a) Flexible Invoice Factoring and Receivables Purchase Line
- b) Industries - Oil and Gas / Printing / Manufacturing / Temporary Staffing / Telecommunications / Transportation / Distributors / Janitorial / Construction / Consulting + more
- c) Specialized Program – available for Progressive Billing / one (1) billing for the Construction Industry and One off transactions
- d) Prohibited Industries - Businesses selling to consumers
- e) Max Advance Rate is 70% to 80%
- f) Small Program      Min \$5,000 to \$500,000  
    Standard Program      Min \$50,000 to \$3,000,000  
    Large Program      Min \$100,000 to \$10,000,000

### ASSET BASED LENDING PROGRAM

*For all Businesses who are asset rich with some financial issues*

- a) For Businesses needing Working Capital or Refinance
  - 1) Minimum Loan Amount \$1,000,000
  - 2) Maximum Loan Amount \$5,000,000
- b) This will be tied to the following advances:
 

Accounts Receivable	up to 80%
Real Estate (Personal & Business)	up to 75%
Equipment	up to 75%
Inventory	Inv type dictates adv
- c) Term will be for 12 to 36 months
- d) Interest Rate will depend on the size of the transaction but it will run somewhere from 15% up to 20%

### LEASING

*For Businesses*

- a) Specialize in A to C Credits
- b) Purchase and Sale Leaseback
- c) Medical / Technology / Construction / Ag Equipment / FF&E / Energy Efficiency Equipment / Capital Leases / Operating Leases Equipment Finance Agreements / Vendor Programs
- d) Application only up to \$100,000
- e) Min Lease Amount \$10,000 Maximum Lease Amount \$2,500,000
- f) If unable to lease the total amount of soft costs for a project we can tie the remaining amount to our Small Dollar Loan Program

### PURCHASE ORDER FINANCING

#### Available for Finished Products

- a) Payments made to supplier by LOC
- b) Supplier payment is the lower of actual cost or 65% to 75% of customer PO
- c) Fees - 3% of 30 days and 1% for 10 day increments thereafter an if an LOC is issued these cost are passed on which is generally 75 basis points
- d) Minimum \$100,000 with no max

### TRANSITIONAL LOAN FINANCING FOR BUSINESSES

#### For businesses which have a large amount of Machinery & Equipment

- a) Loan Amount \$350,000 to \$5,000,000
- b) Interest Rate Starting at 12%
- c) Term 12 to 18 months of Interest Only
- d) LTV Up to 60% of Liquidation Value
- e) Fees 5.00% Fund Fee  
1.00% for a 3 month extension  
Monthly Collateral Monitoring Fee  
3rd Party Reports & Closing Costs

### PRIVATE EQUITY MEDICAL ABL PROGRAM

#### For Medical Doctors & Physicians / Dentists / Veterinarians / Physical Therapists / Pharmacists

- a) Loan Amount: \$500,000 to \$10,000,000
- b) Uses: Lines of Credit (tied to AR)  
Cash Flow LOC - Term Loans - Delayed Draw  
Equipment Leases & Line of Credit
- c) Interest Rates: Tied to LIBOR or Prime + Spread
- d) Terms: 3 to 5 years

## CREDIT PACKAGE REQUIREMENTS

### CREDIT PACKAGE NEEDED FOR 7(A) - SBA 504 - USDA B&I

- 1) Executive Summary
- 2) Personal Financial Statement
- 3) 3 Years of 1040's
- 4) 3 Years of subject 1120, 1065, Schedule C
- 5) Interim Year to Date Profit & Loss and Balance Sheet
- 6) Resume
- 7) Tri-Merged Credit Report
- 8) Profit and Loss Projections 2 Years (by Month for the first 12)
- 9) Business Plan – STR Report – FDD
- 10) Practice Questionnaire

### CREDIT PACKAGE NEEDED - SMALL BUSINESS LOAN

- 1) Application
- 2) Last filed Business Tax Return
- 3) 6 months of Bank Statements (12 mths if seasonal business)
- 4) 4 months of Card Processing Statements
- 5) Tri-Merged Credit Report
- 6) Color Copy of Driver's License

### CREDIT PACKAGE NEEDED FOR LEASING:

- 1) Application
- 2) Last 3 months of Bank Statements
- 3) Description of the Equipment to be leased and the dollar amount  
\*\* Full Doc will include the above and this additional information
- 4) Interim Year to Date Financial Statement
- 5) 3 Years of subject 1120, 1065, Schedule C'
- 6) Credit Report

### CREDIT PACKAGE - AR / PO PROGRAMS:

- 1) Application (checklist of additional information included)
- 2) Current Accounts Receivable Aging (For Medical you will need to Separate by Medicare, Medicaid, Commercial pay)
- 3) Historical collections ratio report
- 4) Current Accounts Payable Aging
- 5) Copy of Purchase Order
- 6) Last 3 years of Business Tax Returns
- 7) Current Interim Financial Statement
- 8) Corp Docs
- 9) Sample Invoice

### CREDIT PACKAGE - TRANSITIONAL PROGRAM:

- 1) Executive Summary
- 2) Current Accounts Receivable and Payable Aging
- 3) Equipment List
- 4) Inventory List
- 5) Corp Docs
- 6) Can work with companies in Chapter 11 - DIP Financing
- 7) Can put a whole program together to include the Real Estate

### CREDIT PACKAGE - MEDICAL ABL PROGRAM:

- 1) Executive Summary
- 2) Current Accounts Receivable Aging (For Medical you will need to Separate by Medicare, Medicaid, Commercial pay)
- 3) Historical collections ratio report
- 4) Current Accounts Payable Aging
- 5) Current Interim Financial Statement
- 6) Last 3 years of Business Tax Returns
- 7) Personal Financial Statement
- 8) Last 3 years of Personal Tax Returns
- 9) Corp Docs

## INVESTMENT PROPERTY LOAN PROGRAMS

### FHA-HUD (221 D4/223 F/223 A7/232)

*For Multifamily, Multifamily Rehabs, and Senior Housing*

- a) Purchase, Refinance, Construction
- b) up to 83% Financing
- c) Rates Start in mid 3's
- d) 35 Year Term / 35 - 40 Year Amortization
- e) Declining Pre-Payment Penalty
- f) Non-Recourse
- g) Min Loan Amount \$3,000,000

### FANNIE MAE

*For Multifamily, Multifamily Rehabs, Senior Housing*

- a) Purchase, Refinance
- b) Cash Out 75% LTV / No Cash Out 80% LTV / Student 70% LTV
- c) Rates Start at 4.25%
- d) 30 Year Term / 30 Year Amortization
- e) Yield Maintenance Pre-Payment Penalty
- f) Recourse - NO Cash Management
- g) Min Loan Amount \$1,000,000

### FREDDIE MAC

*For Multifamily, Multifamily Rehab*

- a) Purchase, Refinance
- b) Max LTV 80%
- c) Rates Start at 4.25% - 5/7/10 year initial Fix Rates - Optional  
1/0 + 10 bps
- d) 30 Year Term / 30 Year Amortization
- e) Flexible Pre-pay Options
- f) Non-Recourse with Std Bad Boy Carve Outs - NO Cash Mgmt
- g) Min Loan Amt \$1,000,000 with Max Loan Amt \$5,000,000

### CONDUIT (CMBS)

*For Class "A" Office, Multifamily, Retail, Hotels, Industrial Warehouse*

- a) Purchase, Refinance
- b) 75% to 85% Max Financing (65% to 75% on Hotels)
- c) Rates in the mid 4's to low 5's – lower if LTV is less than 50%
- d) 10 Year Fixed Pricing
- e) 10 Year Terms / 25-30 Years Amortization
- f) Defeasance (can only defease with US Treasuries)
- g) Non-Recourse except for standard carve outs
- h) Min Loan Amount \$1,000,000

### CMBS LOOK A LIKE PROGRAM

*For Multifamily, Industrial, Office, Retail, Self Storage*

- a) Refinance, Acquisition
- b) 70% Multifamily  
65% Indust/Office/Retail/ Self Storage
- c) Rates Start in the mid 5's to low 6's
- d) 5 to 20 year Terms with up to 30 year Amortization
- e) No defeasance
- f) MSA's > 250,000 Class A or B properties
- g) Non-Recourse
- h) No Reserves or Impounds
- i) Min Loan Amount \$1,000,000 Max Loan Amount \$20,000,000

### CTL (CREDIT TENANT LEASE/NNN)

*For BBB+ or better Credit Rated Tenants*

- a) Purchase, Refinance
- b) 90 to 95% Financing
- c) Rates Start in the mid to high 5's
- d) Fixed Pricing
- e) Term and Amortization will match or not to exceed the  
outstanding life of the lease agreement
- f) Defeasance Pre-Payment Penalty
- g) Non-Recourse > \$3,000,000
- h) Min Loan Amount \$1,000,000

### CUSO LOAN PROGRAM

*For Investment Properties Nationwide*

- a) Loan Amount \$350,000 to \$10,000,000
- b) Interest Rate 4.75% +
- c) Term / Amort up to 10 yrs with 25 yr Amortization
- d) LTV up to 80%
- e) Other Will consider Non-Recourse  
No Pre-payment Penalty  
Credit Score > 680  
Owner can live out of market

### BRIDGE / TRANSITIONAL LOAN PROGRAM

*For Borrowers who have unstabilized properties and shorter term business plans*

- a) Cash Out / Purchase / Refinance
- b) Property Type - Multi-Family/Office/Retail/Self Storage/  
Multi tenant
- c) Minimum Amount \$1,000,000 to Max Amount \$20,000,000
- d) LTV - up to 70%
- e) Interest Rate starting in the low 6's - Fixed/Floating/Hybrid
- f) Interest Only available up to 3 years
- g) Min DSCR 1.00x
- h) Term up to 7 years
- if) Non-Recourse
- j) Loan fees 1 to 2 pts in and 1 pt out
- k) Pre-payment flexibility

### COMMUNITY BANK LENDING PROGRAM

*For Commercial Real Estate Regionally*

- a) Acquisition, Refinance, Bridge
- b) Minimum Loan Amt \$1,000,000 to Max Loan Amt \$5,000,000
- c) Leverage is dependent on the characteristics of the  
individual transactions and sponsors experience and financial  
strength
- d) Pricing is either Floating over Prime or Fixed 1 to 5 years
- e) Term is up to 5 years
- f) Amortizing Loans with short interest only periods
- g) Nearly all transactions require recourse ranging from 25%  
to 100%

Loan Types: Investment Grade Properties  
Multifamily (Class A/B - Occupancy > 70%)  
Manufactured Housing (100+ pads - 3 star +)  
Student Housing  
USDA backed projects nationwide  
GSA Properties  
NNN Properties

### LAND LOANS

*For Commercial Lots / Residential subdivisions / Farm Land*

- a) Purchase, Refinance
- b) LTV's
 

Purchase	50%	Remote	25%
Refinance	40%	Farm	55%
- c) Interest Rate - 11.90% to 14.90%
- d) Term - 3 years Interest Only
- e) No Pre-Payment Penalty
- f) Fee charged is 8.00%
- g) Min Loan Amt \$150,000 to Max Loan Amt \$1,500,000

### SMALL BALANCE BRIDGE LOANS

*For almost all property types*

- a) Rates start at 12.99%
- b) 3 / 5 / 15 year Term 25/30 year Amortization
- c) 3 to 6 Points
- d) 65% LTV Refinance - 70% LTV Acquisition
- e) Min Loan Amount \$150,000 Max Loan Amount \$2,500,000

**CREDIT PACKAGE REQUIREMENTS**

**CREDIT PACKAGE NEEDED FOR AGENCY PROGRAM:**

- 1) Executive Summary
- 2) Resume
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Trailing 12 month Profit and Loss
- 8) Current Detailed Rent Roll
- 9) Color Pictures both Interior and Exterior
- 10) Credit Report on all Principals - any Short Sales/Deed in Lieu/Foreclosures

**CREDIT PACKAGE NEEDED FOR CMBS/LOOK A LIKE:**

- 1) Executive Summary
- 2) Resume
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Trailing 12 month Profit and Loss
- 8) Current Detailed Rent Roll
- 9) Color Pictures both Interior and Exterior
- 10) Credit Report on all Principals - any Short Sales/Deed in Lieu/Foreclosures

**CREDIT PACKAGE NEEDED FOR CLT FINANCING:**

- 1) Executive Summary
- 2) S&P Credit Rating Report
- 3) Lease Agreement
- 4) Interim Year to Date Profit & Loss and Balance Sheet
- 5) Color Pictures

**CREDIT PACKAGE NEEDED FOR CUSO PROGRAM:**

- 1) Executive Summary
- 2) Resume
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Trailing 12 month Profit and Loss
- 8) Current Detailed Rent Roll
- 9) Color Pictures both Interior and Exterior
- 10) Credit Report on all Principals - any Short Sales/Deed in Lieu/Foreclosures

**CREDIT PACKAGE FOR BRIDGE/TRANSITIONAL**

- 1) Executive Summary
- 2) Resume
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Application 1003
- 8) Current Detailed Rent Roll
- 9) Color Pictures both Interior and Exterior
- 10) Credit Report on all Principals

**CREDIT PACKAGE NEEDED FOR BANK PROGRAM:**

- 1) Executive Summary
- 2) Resume
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Trailing 12 month Profit and Loss
- 8) Current Detailed Rent Roll
- 9) Color Pictures both Interior and Exterior
- 10) Credit Report on all Principals - any Short Sales/Deed in Lieu/Foreclosures

**CREDIT PACKAGE NEEDED FOR LAND PROGRAM:**

- 1) Executive Summary
- 2) Application 1003
- 3) Personal Financial Statement & RE Owned Schedule
- 4) 3 Years of 1040's
- 5) 3 Years of subject 1120, 1065, Schedule C
- 6) Interim Year to Date Profit & Loss and Balance Sheet
- 7) Location map
- 8) Marketing material for the property
- 9) Credit Report on all Principals

**CREDIT PACKAGE FOR SMALL BRIDGE PROGRAM:**

- 1) 1003 Application
- 2) Last 3 years of Personal Tax Returns
- 3) Credit Report
- 4) Last 3 years of Tax Returns on the Property
- 5) Current Interim Financial Statement on the Property
- 6) Detailed Rent Roll

## SPECIALTY LOAN PROGRAMS

### SMALL CONVENTIONAL FRANCHISE FINANCE

*For Concepts that are > 2 yrs old with at least 20 locations*

- a) Up to 80% Loan to project cost / Loan to value
- b) Min Loan Amount \$100,000 Max Loan Amount \$1,500,000
- c) Interest Rates between 8.00% to 9.00% - Term 5 to 7 years
- d) Loan Fee up to 5.00% - No prepayment penalty
- e) No outside collateral required (don't require a 2nd on home)
- f) Loan on non-real estate operations only

### AGRICULTURAL LOANS - REAL ESTATE

*For all Full Time Farmers*

- a) Purchase / Refinance of Real Estate
- b) 70% Max Financing
- c) WSJ Prime / LIBOR / T-Bill
- d) Variable and Fix Rates
- e) Debt to Assets Ratio 50% (if higher we can use the FSA Program)
- f) 3 to-30 year Terms / 25-30 Years Amortization
- g) Min Loan Amount \$200,000 for Purchase or Refinance of RE

### LEVERAGELINE (STOCK LOAN)

*For Individuals who have a stock portfolio*

- a) Opportunity Capital
- b) Minimum Loan Amount \$100,000
- c) Advance rate of 50% to 65% for Traded Stock
- d) Usually you will need to move the Trading Account
- e) Rates are very competitive

### STATED REAL ESTATE LOAN PROGRAM

*For all Multifamily / Office / Retail / Warehouse / Self-Storage / Automotive Services / Mobile Home Parks*

- a) Purchase / Refinance / Cash Out of Real Estate
- b) Rates start at 6.00%
- c) 5 & 7 yr Hybrid Options - 20 / 25 / 30 year Amortizations
- d) 70% to 80% LTV depending on Property Type
- e) Out of State Investors OK
- f) Minimum Credit Score 650
- g) 75% Economic Occupancy and a 1.20 DSCR
- h) Min Loan Amount \$250,000 to Max Loan Amount \$2,000,000

### CASH FLOW LOANS FOR BUSINESSES

*Fully Amortizing Senior and Second Lien cash flow loans for Owner Operators*

- a) Suited for companies who have additional capital needs beyond what their existing senior lender is willing to provide
- b) Companies with Revenues between \$5,000,000 to \$100,000,000
- c) Cash Flow Loans - 12 to 24 months
- d) Must have strong cash flow
- e) No Real Estate Companies / Oil & Gas / High CapEx businesses
- g) Uses of Capital: Inventory/Acquisition/WC/Bank kick-outs
- h) Min Loan Amount \$100,000 to Max Loan Amount \$5,000,000

### WORKING CAPITAL HEALTHCARE PROFESSIONALS

*For Licensed Medical Professionals*

- a) Loan Amount: \$20,000 to \$500,000
- b) Interest Rate: 6.99% to 17.99%
- c) Term: Up to 10 years
- d) Other: No hard collateral  
Won't appear on personal credit report  
Minimum Credit Score of 630  
Minimum Personal Income of \$75,000  
Tax Liens < \$175,000  
Bankruptcy discharged / dismissed > 3 years

### PRIVATE EQUITY FOR BUSINESSES

*For Businesses with 2 x's Cash Flow without sufficient collateral and Real Estate transactions needing additional leverage*

- a) Purchase / Refinance
- b) Loan Amount: \$150,000 to \$1,000,000
- c) Interest Rate: From 11% to 15%
- d) LTV - Real Estate Up to 75%
- e) Term: 12 to 24 months
- f) Other Refinance MCA's  
Payoff Tax Liens

### HOA LOAN PROGRAM

*For all Homeowner Associations*

- a) Purchase Real Estate / Equipment / Land Leases / Capital maintenance projects
- b) Rates are tied to either T-Bill's + or Prime with some index
- c) Rates can be Fixed
- d) Collateral is generally an Assignment of Common Charges / Assessments - Real Estate if purchased or refinanced will have lien
- e) LTV - 100% of the capital expenditures & equipment - with RE some type of down payment maybe required

### LEASING FOR FRANCHISES

*For New Franchisee or an experienced Multi-Unit operator*

- a) Loan Amount: \$5,000 to \$1,000,000
- b) Application only: Up to \$250,000
- c) Terms: Up to 84 months
- d) Industries: Food / Restaurant Market  
Lodging / Hotel Market  
Business Services Market  
Automotive Market

### HIGH LTV BRIDGE PROGRAM

*For all Stabilized Income Producing Properties*

- a) Loan Amount: \$1,000,000 to \$30,000,000
- b) Interest Rate: From 11% to 12.50% I/O
- c) LTV Up to 85%
- d) Term: 12 to 24 months
- e) Loan Fees: 3 points
- f) Location: Nationwide
- g) Recourse: Full Recourse

### REVENUE BASED MONTHLY PROGRAM

*For most all Businesses with \$36,000 to \$600,000 of Revenues*

- a) Working Capital / Expansion / Inventory
- b) Needs to be in business for 3 years
- c) PG must have a 10 yr credit history and a 650 FICO
- d) Based off of annualizing received Bank Statements
- e) Repayment of 120 months
- f) Min loan Amount \$5,300 - Max Loan Amount \$25,000
- g) No need to pay off other daily/weekly MCS/ACH Balances
- h) No-prepayment penalty - only remaining principal due

### OTHER INDUSTRIES FINANCED

- a) Insurance Agencies
- b) Hydroponics
- c) Finance Insurance Premiums
- d) Technology Companies
- e) Vending Machine Business
- f) Coin Operated Laundry
- g) Dry Cleaners
- h) Equity for an Apartment Complex
- i) Bus Financing
- j) Charter Schools
- k) Gentleman's Club
- l) Marijuana
- m) Golf Courses
- n) Ethanol Plants
- o) Flagged Car Dealerships
- p) Mez for a Hotel Acquisition