



Access Florida Finance Corporation  
**Minority Business Newsletter**  
November 2007

**MOTIVATIONAL THOUGHT:**

*"There is one quality that one must possess to win, and that is definiteness of purpose, the knowledge of what one wants, and a burning desire to possess it." — Napoleon Hill*

**Financing Solutions for Small Businesses**

United States Small Business Administration (SBA) 504 loans are designed to help finance small business growth and specifically address many of the problems that small businesses face:

Problem: Small business owners struggle with large down payment commitments.

Solution: 504 loans typically require a 10 percent down payment commitment, far less than conventional loans. Additionally, a small business owner's equity share of his/her company may be used to meet down payment requirements.

Problem: Long-term, quality financing is hard to find.

Solution: 504 loans can be obtained for 10- and 20-year terms. Loans are assumable by qualified, acquiring businesses.

Problem: Rent expenses are difficult to finance.

Solution: 504 loans can be used to acquire buildings and equipment. Many small business owners use the proceeds of 504 loans to purchase buildings or retail space – and no longer pay rent. In most cases if a borrower company occupies 51 percent of a building, it can lease the remaining 49 percent (providing an immediate income stream).

Problem: Many small businesses need more money than an SBA micro-loan provides but are too small for conventional bank loans.

Solution: 504 loans are designed specifically for small businesses with net worth below \$7.5 million and after tax profits below \$2.5 million. 504 loans can be used to fund up to \$2.0 million of a project.

Problem: Conventional banks and economic developers don't understand small businesses and therefore don't want to help finance them.

Solution: 504 loans are available for almost any type of business that needs financing for real estate or equipment.

Problem: Our business is too small to receive tax credits and other economic development assistance.

Solution: 504 loans promote economic development and are an excellent source of inexpensive financing for small businesses. Any business that will use loan proceeds to create jobs will be considered.

Problem: Fees and expenses of conventional loans make them out of reach.

Solution: 504 loan fees, other up-front costs and expenses may be financed with the loan.

Access Florida Finance Corporation partners with Florida First Capital Finance Corporation <http://www.ffcfc.com/> on SBA 504 Loans. For further information contact Paula Duncan at 850-878-0275 or [Paula.Duncan@AccessFloridaFinance.com](mailto:Paula.Duncan@AccessFloridaFinance.com).

### **The Top 5 Nurturing Qualities That Attract Clients**

1. Being trustworthy, knowledgeable, considerate, and helping people feel quickly at ease.
2. Being incredibly courageous and full of experiences: just being around you accelerates the growth of others.
3. Having a positive attitude and providing good mirroring and role modeling.
4. Listening well.
5. Encouraging and challenging people to "step outside the box" and grow at their own speed.

### **Upcoming Events**

November 13, 2007

Small Business Financing Seminar  
1445 Dolgner Place, Sanford, FL 32771

Speaker Robert J Goetz. For contact information call, 407.321.3495 ph., fax 407.321.4184 or email [GoetzR@scc-fl.edu](mailto:GoetzR@scc-fl.edu)

November 14 - 16, 2007

The Office of Supplier Diversity presents MatchMaker 2007 at the Rosen Shingle Creek Resort in Orlando, FL. For more information, please visit [www.FLMATCHMAKER.com](http://www.FLMATCHMAKER.com).

November 29, 2007

Bringing It All Together - Writing the Business Plan  
SBDC at the University of Central Florida  
315 East Robinson Street, Suite 100  
Orlando, FL 32801

Fee is \$30. Seating is limited. Please contact us by calling **407.420-4850, 407.420.4862** fax, or email [sbdc@bus.ucf.edu](mailto:sbdc@bus.ucf.edu). Pre-payment and pre-registration are required. Payment and registration must be received by 5 pm, 2 days (48 hrs) prior to the seminar.

If you know of any upcoming events in your area, we would love to hear about them. Send information for our consideration to [info@AccessFloridaFinance.com](mailto:info@AccessFloridaFinance.com).

### **We want to hear from you**

We want to know what you think.

You can help us serve you better by sharing your thoughts with us. Please visit <http://www.indigokey.com/AccessFloridaFinance/> to take an informal survey about your business needs and what you would like to see featured in this newsletter so that we may better assist you. You can also “opt-in” for future communications from Access Florida Finance Corporation.



Send your comments and suggestions to [info@AccessFloridaFinance.com](mailto:info@AccessFloridaFinance.com).

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