

FROM THE GARAGE TO THE STOREFRONT

East Texas Regional Development Company

www.ETRDC.com

903.218.6411



Why should I invest in a storefront?

- Professionalism
- Advertising
- Community
- Code Compliance
- Wealth



Reasons not to invest in a storefront?

- I need to get out of the house.
- I'm bored with my present job.
- I want to be my own boss!



What should you consider?

- Neighborhood
- Signage
- Window Displays
- Surrounding Businesses
- Traffic Flow
- Parking
- **CODE COMPLIANCE**



So you think you are ready?

- Business Plan
- Financial Projections
- Personal Tax Returns
- Business Tax Returns (Existing Businesses)
- Schedule of Current Debt
- Updated Resume
- AND MORE!

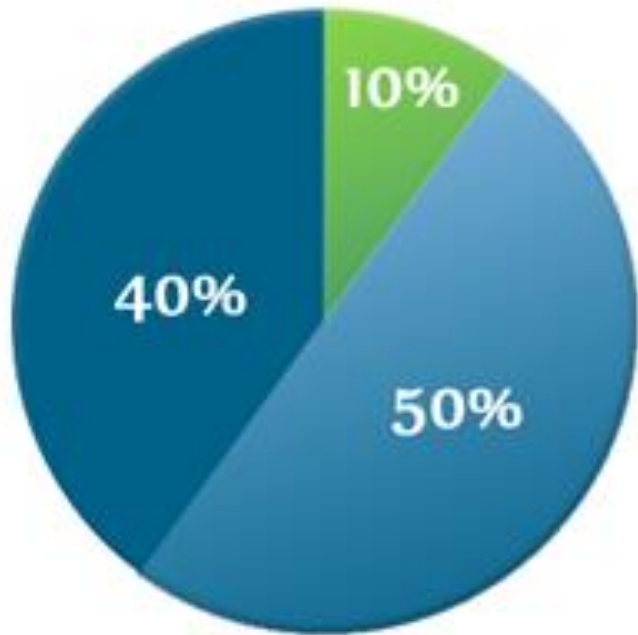


The SBA 504 Loan Program

- Designed for commercial real estate acquisition, construction and remodeling
- Up to \$5,000,000 (\$12,500,000 total project)
- Offers a fixed, below market, interest rate
- Offers a term of up to 25 years
- Equity injection requirement of 10-20%
- Involves a third party lender



Typical loan structure for the SBA 504



Conventional loan (1st)	\$2,500,000	50%
SBA 504 loan (2nd)	\$2,000,000	40%
Owner down payment	\$500,000	10%
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Total project	\$5,000,000	100%

How do I determine how much equity I need?

- **10%** - If you have been in business for over two years and the property is not special purpose, meaning it can easily be converted.
- **15%** - If you are start up or the property is considered special purpose (gas stations, hotels etc.)
- **20%** - If you are a start up AND the property is considered special purpose.

Now what?

- Visit www.ETRDC.com or call 903.218.6411
- Visit www.collinsbdc.com or call 972.985.3770
 - Feasibility
 - Business Plans
 - Financial Projections
 - Loan Prep
 - MORE!

