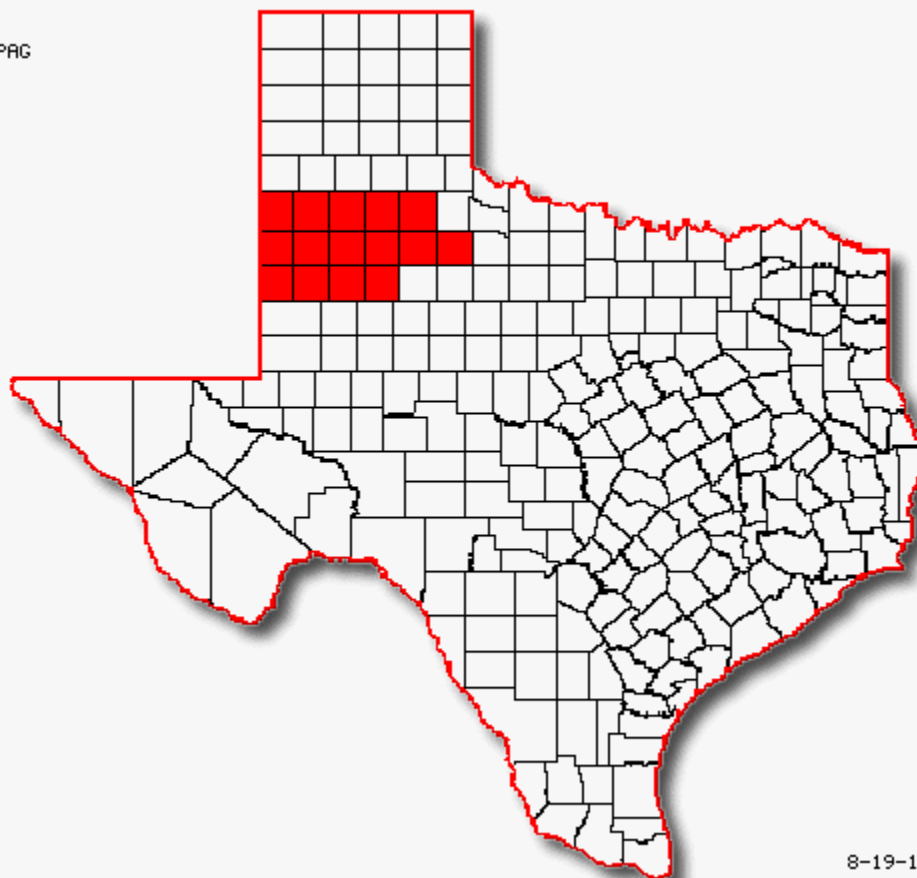


Small Business Finance Sources





● - SPRG



8-19-11

South Plains Asso. Of Govt's.

- State Planning Region 2
- Coverage Area 15 Counties and 47 Cities
- Land Area of 13,618 square miles
- Larger than the states of Connecticut, Delaware, Hawaii, Maryland, Massachusetts, New Hampshire, New Jersey, Rhode Island and Vermont
- Population of the region is 411,659 according to the 2010 census

Revolving Loan Funds

- Established in 1996 with EDA grants
- Initial investment included \$1.5 million in Federal Funds and \$.5Million in private investment
- 61 loans funded for total of over \$8 million
- Projects totaling \$24 Million
- Economic impact of more than 800 jobs saved and/or created

Revolving Loan Funds

- Loan funds used for purchase of fixed assets, financing working capital, and refinancing accounts receivable
- Eligible borrowers include for-profit and non-profit businesses
- Loans made to start-up as well as established businesses
- Must create and/or save 1 job per \$10K loaned

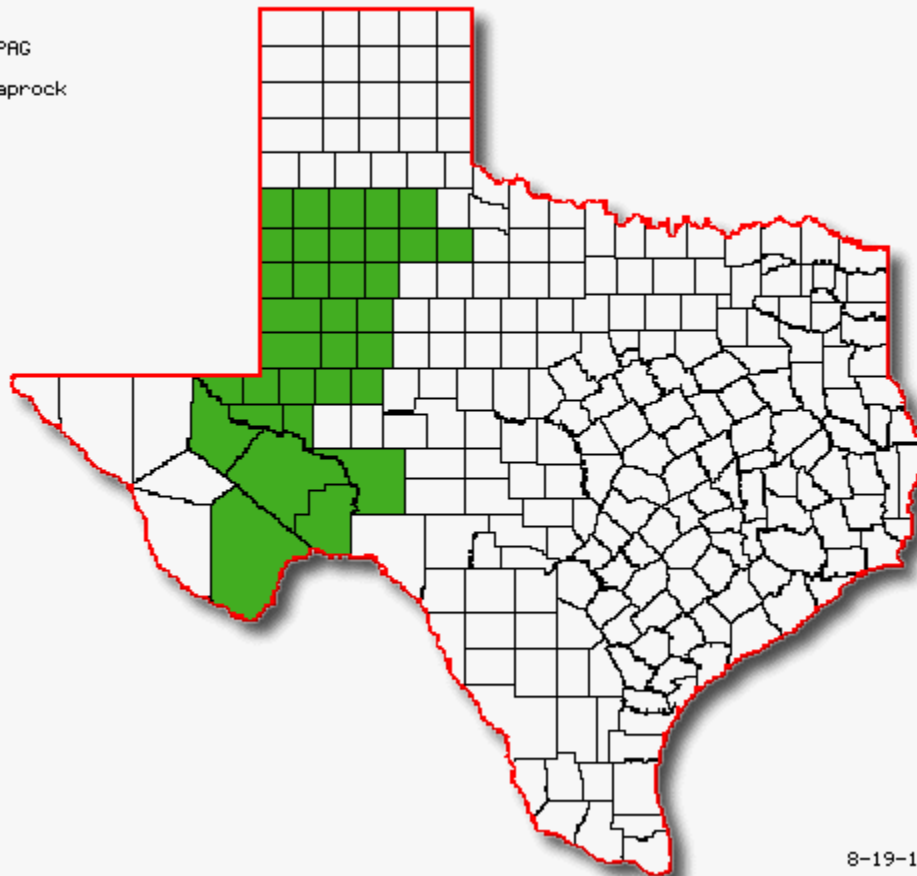


Caprock Business Finance Corp.

- **1982 SPAG established separate non-profit certified development corporation**
- **Authorized by U.S. Small Business Administration to underwrite, originate, and service 504 loans**
- **Actively packages SBA 7(a) loan applications**



- - SPRG
- - Caprock



8-19-11

Caprock Business Finance Corp.

- 504 eligible loans include purchase of land and buildings, construction, renovations, purchase of equipment, and some refinancing
- 7(a) loans include land and buildings, working capital, FFM&E
- All eligible businesses must be for-profit and include start-ups as well as established



Caprock Business Finance Corp.

- **1982 First loan made (\$303,000)**
- **To date, 227 loans made with total funds of more than \$87 Million**
- **Total project value of more than \$225 Million**
- **5,100 jobs created/retained**



Roadblocks to Financing

- Tight credit conditions in the commercial banking system
- Lack of information available to certain small business owners
- Risks associated with current economic conditions
- Lack of awareness of alternative loan products



Removing the Roadblocks

- Offering partnerships to commercial banking industry
- Reducing the overall risk exposure for commercial banks to encourage lending
- Access to alternative loan programs through educational efforts
- Application packaging streamlines the process







Master
Cleaners

Master Cleaners

6006



NO CLIMBING
WALKING OR
JUMPING
FROM ROCKS

BODYWORKS

FITNESS & WELLNESS
C E N T E R





\$2 OFF SUPER QUACK
7 TO 8AM & 8 TO 9PM
ARMOR ALL
SPECIAL \$1.99









733

Piersall & Benton
FUNERAL DIRECTORS



CONTRACTORS CHOICE SUPPLY



DENTON-RENFROE INC.

General Contractors

Lance Bowman

Director of Economic Development
South Plains Association of Governments

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