

## Great Falls Development Alliance

- Bridge and Gap Financing
- Brownfields Clean up Funding
- SBA 504



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## GFDA Bridge and Gap Lending

### Who do we lend to?

- Startups; Existing businesses; Nonprofits; Commercial developers; housing developers
- Focus on the Great Falls trade area

### Defining the need of the business

### Capital Stack-is there a gap?

### Borrower Benefits:

- Flexible repayment terms
- No Prepayment penalty
- Allows your project to move forward



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## Brownfields Clean Up Funding

- Are you considering purchasing a piece of real estate?
- Phase 1/Phase 2
- Financing the clean up so the project can move to the next phase of redevelopment.



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## SBA 504

- Offer this product statewide
- Eligible Uses: land, acquisition of existing building, new construction or renovation, long-term equipment or fixed assets, professional fees
- Debt Refinancing Options
  - Debt refinance with and without expansion
  - Refinance of government debt is allowed
  - Bank partnership program

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## SBA 504 cont.

### Borrower Benefits

- Low downpayment
- Fixed Interest Rate for up to 25 years
- Preserves working capital
- Payment stability
- No Balloon payment on SBA portion

### Lender Benefits

- 1<sup>st</sup> Lien position and low LTV/Decreased Risk
- Offers creative financing for borrowers
- CRA credit on SBA portion of the loan
- Preserves working capital
- Retain and grow business clients



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## Our Process

- Initial Conversation
- Communication with all partners
- Application/Underwriting/Approval
- Post Closing services
- **Services for Clients**
  - Business planning
  - Market research
  - Financial projections
  - TA on securing government contracting
  - Business concierge services



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**Thank you!**



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