

CONTACT INFORMATION

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Fulton County Small Business Loans



**Business Improvement
Loan Program (BILP)**

**Revolving Loan Fund
(RLF)**

EXISTING BUSINESS

- Application Fees: \$250 (BILLP) \$500 (RLF) **NON-REFUNDABLE**
- Credit Report Fee: **\$35.00 (per 20% business owner)**
- One (1) *bank rejection letter* (BILLP) and two (2) *bank rejection letters* (RLF) to qualify for Fulton County loans.
- **MARKETING PLAN:** Explaining the target market to be served and the competition addressed that the business will face in the market place. This is one of the most difficult and important portions of the proposal.
- Complete signed and dated BILLP/RLF application
- Business Tax Returns and/or financials statements for the past three (3) years
- A **current Balance Sheet and Profit and Loss statement** for the business.



NEW BUSINESS

- Application Fee: Same requirement as existing business
- Credit Report: Same requirement as existing business
- Rejection Letter: Same requirement as existing business
- **BUSINESS PLAN:** To include the target market to be served . It should be in the marketing section and should address the competition, direct and indirect, the business will face in the target market place. Marketing is one of the most difficult and important portions of the proposal.
- All loans must be fully collateralized and loan recipients are required to create one (1) job per \$35,000 borrowed. Reasonable efforts must be made to offer job opportunities to individuals from low to moderate income households.

The completed Business Plan **must** include the following projected financial statements:

- **Pro Forma/Startup balance sheet**
- **Two years projected Profit & Loss statements**
- A 12-month **projected cash flow statement.**

NEW BUSINESS (CONT)

- Complete **cost breakdown** of the project to be financed.
- Detailed **written assumptions** to support your financial projections.
- Complete signed and dated BILLP/RLF application

You may want to visit the www.sba.gov website for further business plan information. Additionally, Business and Marketing Plan assistance can be obtained at the SBDC (Small Business Development Center) at Georgia State University (404.413.7830), which we highly recommend.

