

# **WHAT EVERY ECONOMIC DEVELOPER SHOULD KNOW ABOUT SMALL BUSINESS FINANCING**

*October 9, 2019  
9:00 AM to 3:00 PM  
Westin Riverwalk Hotel  
San Antonio, TX*

This one-day training program will provide vital information to individuals whose clients and prospects need financing for their businesses. After attending this program, participants will be able to identify the types of information that bankers and other lenders require before committing financial resources to a business project. Attendees will also learn how to interpret basic financial information and to identify what questions need to be asked of business owners. The objective of this program is to provide the tools that can be used to assist healthy businesses with their financing requirements. Growing businesses provide economic opportunities not only for business owners, but also for employees and communities.

## **AGENDA**

9:00 AM What Economic Developers Need to Know about Businesses and their financing needs

- The basics/ asking the right questions
- Financial Issues/Balance Sheet and Profit and Loss Statement Questions
- Business Plans/Their importance
- Startup Businesses
- Sources of Funds: Equity, Private Lenders and the Public Sector

9:45 AM Financial Statements, Tax Returns, and Other Financial Information

- Balance Sheets
- Income Statements
- Tax Returns
- Personal Financial Statements
- The Operating Cycle and Its Importance

11:00 AM Lunch

12:00 PM How Bankers and Other Lenders Make Credit Decisions/ How do loans get repaid?

- Repaymentability from Cashflow
- Collateral
- Personal Financial Strength and personal guarantees

1:30 PM Break

1:45 PM Loan Proposals/ What They Include, What To Look For

- The Sources and Uses of Funds Statement
- Testing The Numbers/ Debt Coverage Ratio, Loan To Value Ratio, and other important financial calculations
- Examining the Five C's of Credit

3:00 PM End of Program

**Please Note:** The pace of this course will be rigorous. Attendees will work in groups throughout the day, should dress casually, and bring pencils, pads of paper, and calculators. Manuals and case study materials will be provided the day of the training.