

USDA BUSINESS & INDUSTRY PROGRAM FOR HOSPITALS

Purpose:

This program provides a guarantee for new construction, rehabilitation, acquisition or refinance of hospitals in towns with a population less than 50,000.

Program Description:

The USDA's Business & Industry Program is a guaranteed loan program intended to help finance and develop business and industry in rural communities by providing a government guaranteed loan. The application process can generally be completed in 4-5 months, and is completed in two phases: the pre-application and full-application phases. Applications are submitted to the Rural Development office in the state in which the prospect is located. The Business & Industry program guarantees 60 to 80 percent of the loan's value, depending upon its size.



Program History:

Since its inception in the 1970's, the USDA's Business & Industry Program has provided more than \$18 billion dollars in loans. In 2011 alone, the program provided \$1.4 billion in loan closings.

Maximizing Program Benefits:

Lancaster Pollard represents one of the few "non-bank" USDA Business & Industry approved lenders in the country. Moreover, as an investment banking firm, Lancaster Pollard's direct access to capital markets maximizes the program's benefits. For example, most banks are both reluctant to participate in a 30-year obligation and unfamiliar with hospital credit analyses. Lancaster Pollard can provide full 30-year funding; and we have 25 years of experience meeting health care organizations' needs with financing structures customized to their financial strengths and market conditions.

