

03.26.09 ALL CLIENTS - SBA LOANS ALERT!!

SBA Loan Fundings Expected to Rise Dramatically while the current 30% Cash Requirement in Deals Drops Back to the Normal 10%-15% Levels – See SBA Loan Expert's Comments Below

From: coastcc@aol.com

Sent: Thursday, March 26, 2009 6:26 AM

To: jrm@4vqp.com

Subject: Re: COMMENT REQUEST: Obama's SBA lending plan not seen as cure-all

Dear Jack:

Thank you for sending me the article regarding the SBA lending program from the LA Times. It was very interesting.

I do have an update on the SBA front. The early signs of a recovery of SBA lending have started. Some lenders are starting to move back into the SBA market. The primary interest is in real estate backed transactions. This is due to the increased ability to sell real estate backed loans vs. non-real estate backed loans. The good news on the SBA front is driven by the break in SBA fees, the increased government investment in the secondary market and the increase in guarantee to banks for the SBA loans.

We feel that the SBA 7(a) and 504 loan programs will be the primary financing products offered by financial institutions for the near future. The reduction in the fees allow the SBA loans to compete with conventional loans on a cost basis. The increase in guarantee adds incentive for banks to lend. The government investment in the secondary market will eventually free up additional funds to lend. And with terms up to 25 years, SBA loan programs exceed most conventional loan terms.

It is true that we currently have a logjam in the secondary market for SBA loans. However, the logjam isn't preventing lending to the car wash market. It just means that the days of sloppy lending are over. Borrowers need to be educated, informed and prepared.

Additional good news for rural car wash owners/investors came in the form of increased appropriations for the USDA Business & Industry Loans. On February 17, 2009, President Obama signed the American Recovery Bill which adds approximately \$2.9 billion to the USDA B&I budget for 2009 and 2010. An additional \$1 billion was added with other appropriations. The combined \$3.9 billion set aside for USDA B&I Loans is almost a 300% increase the amount funded under the program in 2008.

In summary, the combination of growth in SBA and USDA Business & Industry loan programs add up for a bright future for car wash owners and investors.

As always, I am available to speak with any of your clients that have questions or are interested in learning more about the current loan programs available from Coast Commercial Credit.

Thank you,

Michael Ford

Coast Commercial Credit, LLC
536 E. Lehigh Drive
Deltona, FL 32738
Toll Free Telephone: 1-800-400-0365
Toll Free Facsimile: 1-888-400-0365
www.CoastCC.com
MikeF@CoastCC.com

From: Jack Muellerleile [jrm@4VQP.com]
Sent: Tuesday, March 24, 2009 8:26 AM
To: SBA - Mike Ford - Coast Comcl Cr (mikef@coastcc.com)
Subject: COMMENT REQUEST: Obama's SBA lending plan not seen as cure-all

Mike Ford:

Please review the L.A.Times 03.24.09 article at:
<http://www.latimes.com/business/la-fi-smallbiz24-0,855387.story>.

Thereafter, please provide me a FORWARD LOOKING comment I can publish to my 30+ clients who want land to develop as an EXPRESS Exterior Tunnel Carwash. Some of these clients have been 'cooling their heels' for the past several months while our President and the News Media have lambasted our economy and claimed the nation is about to fall off the economic cliff.

However, the very savvy clients recognize NOW IS THE TIME to scoop up extra good sites not normally available when the big players (Walgreens, CVS, Various Banks, Car Dealers, etc.) are expanding. They want MULTIPLE SITES RIGHT NOW but prefer to allocate less than the 30% cash contribution into every deal. If that requirement is sliding back down to the 10%-15% level due to Obama's programs, my clients need to hear about it.

Thanks.

J. R. / Jack Muellerleile
ECHO SOURCES INC
V. 714.220.1806
F. 714.826.1143
E. jrm@4VQP.com
W. www.4VQP.com

Exhibit edits by: jrm.03.26.09