

January 23, 2006



LaPorte's Auto Paint & Body Shop &  
Co-Op Bookstore take advantage of the 504  
Loan Program

Laporte's Auto, Paint & Body Shop and Co-Op Bookstore are two of our more recent Baton Rouge area SBA 504 funded projects. Laporte's facility is a new construction, 9,800 square foot building located on Coursey Blvd. between Sherwood and Airline Hwy. The owner, Doug Laporte, was in need of a larger and more up to date facility. For the past 28 years, the family owned and operated business was leasing a building just off Greenwell Springs Road. The new location is providing the extra space needed to handle increased sales, higher visibility, and substantial "work order" efficiency.

The Co-Op Bookstore (pictured below) is a 30,000 square foot building located just south of and contiguous with L.S.U. Also a family owned and operated business, Co-Op has been the largest supplier of LSU textbooks and other school related supplies since 1933. The original location was an 800 sq. ft. building located on Chimes Street. After fire destroyed the Chimes Street building, the business moved to a 2,000 foot space in University Shopping Center. Over the years that space was expanded several different times until there was no available area to facilitate the growth of the business. According to Robert and William Prescott (2<sup>nd</sup> generation owners), the new facility has exceeded expectations with respect to higher trending sales.

Both Laporte's and Co-Op are prime examples of the many small businesses benefiting from SBA 504 financing.



504 Year Loan Volume  
Continues To Rise Nationwide

Happy New Year from Louisiana Capital. We are excited about 2006 as the 2005 year end numbers are in, and once again, the growth of the 504 loan program remains strong. Compared to 2004, there was a 16% increase in the number of loans approved and a 34% increase in the dollar volume. For year 2005, the private lender unguaranteed first mortgages totaled \$6.5 billion, the 504 SBA second mortgages totaled \$4.9 billion and the new equity injections by borrowers totaled \$1.5 billion. The total 504 new long term capital for 2005 was \$12.9 billion.

Over the past five years, the 504 program has experienced an average annual growth rate of 20% in the number of loans approved and a 31% increase in the dollar volume approved.

From 2001 to 2005 the 504 program saw a stunning 155% rate of growth in the dollar volume of loans approved and a 100% increase in the number of loan approvals.

In 1996 the average 504 loan was for \$365,582. The average 504 loan amount increased to \$437,077 in 2001 and has climbed to \$550,209 in 2005.

The 504 loan program continues to be a consistent provider of much needed capital for America's small businesses allowing them to grow and strengthen the U.S. economy.

The 504 effective 20 year fixed rate for January is below prime. Partnering with Louisiana Capital, now more than ever, can greatly benefit your small business customers.

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Find Out More

Louisiana Capital is certified by the U.S. Small Business Administration to offer the 504 loan program. Since 1983, we have been working in conjunction with financial institutions to provide a low down payment on fixed rate, long-term financing. We are the most active SBA 504 lender in Louisiana given that over the last ten years we have facilitated slightly over 50% of all the 504 loan production within the state.

Find out more about the SBA 504 Loan - A Fixed Rate Commercial Real Estate Loan With Only 10% Down by visiting our website at [www.louisianacapital.com](http://www.louisianacapital.com).



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