

USDA Lending Services

Carty, Harding, and Hearn, Inc. now features a former USDA Agency employee with 25+ years of commercial lending experience, allowing us to expertly handle USDA Guaranteed Loans without adding to your staff. From pre-qualification to turnkey packages, we guide you seamlessly from loan introduction to closing.

Option 1: Prequalification & Loan Structuring

Prequalification Services

1. Determine geographic eligibility.
2. Assess project eligibility.
3. Evaluate borrower qualifications.
4. Identify key potential weaknesses and necessary mitigations.
5. Provide preliminary identification of required environmental assessment level.

Information & Documentation Gathering

1. Provide a customized borrower document checklist.
2. Supply a tailored lender/guarantor checklist.

Loan Structuring Assistance

1. Determine eligible loan size.
2. Assess collateral coverage.
3. Identify equity requirements.
4. Identify borrowers and required guarantors.

Third-Party Reports Coordination

- Identify necessary appraisals, environmental reports, construction monitoring, etc.
- Assist in locating qualified third-party providers for required reports.

Underwriting & Loan Memo Review

1. Ensure compliance with USDA requirements.

Loan Packaging & Submission Assistance

1. Prepare and submit the loan package to the USDA Agency.
2. Assist with responses to follow-up questions from the Agency.

Guaranteed Loan Purchase/Sale Support

1. Provide indicative pricing for loan purchase or sale
2. Advise on optimal loan structure to meet sale return goals
3. Assist with document preparation for secondary market settlement

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Option 2: Full-Service Documentation Support

Option 2: Full-Service Documentation Support

- The lender provides an introduction and handoff to Carty, Harding, & Hearn, Inc.
- We collect all necessary information and documentation directly from the borrower.
- We compile and organize all documents before delivering them to the lender.

Option 3: Comprehensive Underwriting & Loan Memo Preparation (Includes all services from Options 1 and 2)

Detailed Loan Memo Includes:

1. Loan structure and available collateral.
2. Comprehensive project sources and use of funds.
3. Borrower's background and history.
4. Summary of affiliate entities.
5. Required financial statement spreads for borrowers and guarantors.
6. Historical and projected cash flow analysis.
7. Working capital and interest coverage review.
8. Historical and projected balance sheet analysis.
9. Borrower's personal financial statement review.

10. Succession plan evaluation, including life insurance recommendations.
11. Loan-to-value and loan-to-cost percentage analysis.
12. Review of borrower's financial projections and assumptions.
13. Industry comparison analysis of borrower's projections.
14. Geographic and site analysis.
15. Assessment of third-party reports and studies.
16. Evaluation of key credit factors (Character, Capacity, Capital, Collateral, and Conditions).
17. Identification of project strengths, weaknesses, and mitigation strategies.
18. Final recommendation, including conditions for approval.

For Construction Projects, the Memo Will Also Include the Coordination of:

1. General contractor evaluation.
2. Review of the proposed construction timeline.
3. Third-party construction contract review.