

PRE-FUNDING DUE DILIGENCE

UNDERWRITING ASSISTANCE

Conducting good up-front credit analysis can save a credit union millions in losses. At TGA, we understand credit unions want to support businesses in their communities; however, at times we have seen credit unions pass on very good member business loans simply because they feel they don't have the expertise to adequately analyze the borrower. TGA can help!

We have certified public accountants, industry turnaround experts, senior loan officers, bank presidents, appraisers, environmental experts and former bank examiners that can assist you in thoroughly evaluating a loan before you make a commitment to lend.

When we analyze credits, we stick to the tried and true: the 5-C's of lending. We will thoroughly analyze borrower's capacity to repay the loan, capital, collateral, character, and environmental conditions. We can prepare the analysis using your loan presentation or we can give you the analysis on ours. We can handle the entire process ourselves or assist your analysts as needed.

Don't feel like you need to pass on a good loan because you don't have the in-house expertise to do the loan. Contact us to see how we can help.

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FIELD AUDITS

When you take business assets as collateral, do you merely take the value of those assets of the financial statements? If you are, then you may be taking more of a credit risk than you think!

At TGA, we have certified public accountants (CPA) that will physically visit the business and validate the numbers being reported on their financial statements. A typical field audit scope can include:

- Review of accounting related internal controls;
- Review of related party transactions and unusual items;
- Test accuracy of accounts receivables and verify agreement to the general ledger;
- Physically observe inventory quantities and test inventory costs; and,
- Prepare report on payment of tax liabilities.

We will give you assurance on eligible accounts receivables, inventory, and equipment. Rather than just taking a figure of a financial statement, let us verify the accuracy of those numbers so you know you are well protected. Enhance your credit risk management process by including field audits as part of your due diligence!

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APPRAISAL REVIEWS

Our appraisal reviews are conducted by a highly qualified, licensed appraiser. We use a comprehensive 12 page checklist that thoroughly evaluates an appraisal. We will:

- Ensure appraisal complies with Uniform Standards of Professional Appraisal Practices (USPAP) as promulgated by the Appraisal Standards Board of Appraisal Foundation;
- Ensure appraisal meets Financial Institutions Reform, Recovery, & Enforcement Act of 1989, Title XI and FRB compliance requirements;
- Form an opinion of the reasonableness and thoroughness of the appraisal; and
- Provide an opinion as to the content and accuracy of the identified appraisal report.

Our normal turnaround time for the review is 48–72 hours. We can complete a review sooner if you need it for a scheduled closing. We have streamlined our process where appraisals can be faxed/emailed to us and we will email the review back to you...saving valuable time.

Contact us to see how TGA can implement this process at your credit union and enhance your credit risk management system.

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ENVIRONMENTAL DUE DILIGENCE

Environmental due diligence is a critical component of any property transaction where potential environmental risks are a concern. Minimize risks and protect yourself from liability! TGA will help you:

- Understand the broad framework of potential environmental liability imposed by state and federal regulations on parties involved in commercial real estate deals.
- Complete Transaction Screen, Phase I and Phase II environmental site assessments.
- Manage contaminated property transactions including, brownfield redevelopment projects.
- Stay on top of cutting edge issues such as environmental disclosure, institutional controls, financial and other cleanup incentives, sustainability, vapor intrusion, and more.
- Mitigate liability risks by creating an environmental risk management plan that considers environmental insurance, indemnification contracts, and compliance auditing.
- Anticipate cleanup requirements and associated costs, understand potential sources of cleanup funding, and understand legal issues related to cost recovery.

Contact us to see how we can assist!

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BUSINESS VALUATIONS

If you are financing a loan that involves a purchase of another business, determining a fair market value of that business is generally considered one of the most important steps in the process. SBA recently mandated that loans greater than \$250,000 used to acquire a 100% controlling ownership interest in a business require an independent third party valuation of the acquiring business. TGA can help you meet this requirement.

Our evaluations are completed by Edward F. Saroney III, a former partner at the Beard Miller Company. Mr. Saroney has over 30-years experience and his qualifications include:

- Certified Public Accountant (CPA)
- Certified Valuation Analyst (CVA)
- Accredited in Business Valuations (ABV)

A former partner at the Beard Miller Company, Mr. Saroney prepares valuations for the purposes of buy-sell agreements, mergers/acquisitions, matrimonial, pre/post estate work, litigation, and gift giving. He prepares detailed forecasts and projections for budgeting and business acquisition financing.

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EQUIPMENT VALUATIONS

The importance of clearly understanding equipment values has never been greater than in today's highly volatile market.

TGA provides equipment and machinery appraisals, inspections and inventory analysis in all areas of business, equipment, machinery and technical specialties. We take several factors into account when evaluating equipment, including manufacturer, make, model, year of manufacture, accessories, optional equipment, market demand, market availability, obsolescence, current economic conditions, and, of course, machine(s) condition.

Our work complies with IRS definitions and meets or exceeds the standards of the American Society of Appraisers (ASA), the oldest and only multi-disciplinary appraisal organization in the world, and the Uniform Standards of Professional Appraisal Practice (USPAP).

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