

FACTS ABOUT EQUIPMENT FINANCE FOR SMALL BUSINESSES

- Equipment leasing and financing help all types and sizes of commercial businesses in the United States to acquire the equipment they need to conduct their business operations.
- Nearly 8 out of 10 (78%) businesses use at least one form of financing (excluding credit cards) to acquire equipment.¹
- 68 cents of every dollar spent on equipment is financed, totaling \$1.069 trillion in 2017.²

WHAT KINDS OF EQUIPMENT ARE FINANCED?

The top 10 small ticket (transactions up to \$250K) equipment types that are financed.³

1. Agriculture
2. Office Machines
3. Construction
4. Trucks and Trailers
5. PC and Workstations
6. Materials Handling
7. Medical Imaging, Diagnostic, Surgical, Electronic Medical Devices
8. Computer - Other
9. Computer – Mainframes & Servers
10. Computer - Software

According to the [Small Business Credit Survey](#) released by the Federal Reserve Banks, in 2016:

- 44% of small business employer firms were challenged by availability of credit or securing funds for expansion during the previous 12 months.
- 45% of small businesses applied for financing.
- 76% of firms reporting financial challenges used personal funds to address the problem.

[The State of Small Business Lending in 2017](#) reported:

- Acquiring equipment was the reason cited by 42% of small businesses for seeking funding.

ELFA believes that information and education about available options regarding investment in equipment are important to all businesses. ELFA offers resources, including a loan/lease comparison, a glossary of terms, an analysis to help determine suitable financing options, videos and topical bylined articles available for reprint free of charge, at www.EquipmentFinanceAdvantage.org.

For questions, contact Amy Vogt, Vice President of Communications and Marketing, avogt@elfaonline.org.

Sources:

1. Equipment Leasing & Finance Foundation, [U.S. Equipment Finance Market Study: 2016-2017](#)
2. Equipment Leasing & Finance Foundation, [U.S. Equipment Finance Market Study: 2016-2017](#)
3. Equipment Leasing and Finance Association, [2017 Small Ticket Survey of Equipment Finance Activity](#)

Learn more at www.EquipmentFinanceAdvantage.org