Virtual Small Business Lending Series

Session 3: Access to Capital for Start-Up Businesses

Agenda

- Welcome & Introduction
- Lightning Round
- Breakout Room 1
- Breakout Room 2
- Q&A and Wrap-up

Disclaimer
The comments and opinions expressed today are solely the presenters' comments and opinions and do not necessarily reflect those of the Washington State Office of Minority and Women's Business Enterprises nor Washington State Department of Commerce, its management, or anyone associated with agency.

Neither agency cannot give legal or financial advice, and we do not endorse or recommend any person, product, or institution.

BUSINESS IMPACT NW

Small Business Services: Coaching, Classes and Capital for Entrepreneurs
Nonprofit CDFI since 1997 | Serving Washington, Oregon, Idaho, and Alaska

- Business support, coaching, training and events
- Loan Readiness, Credit Counseling
- Small Business Loans up to $750,000
- CRE Loans up to $1,500,000
- Start-up and Established Businesses, Established Nonprofits

www.businessimpactnw.org | laurag@businessimpactnw.org | 206-686-7287

BusinessImpactNW

Small Business Loans

Northwest Access Fund makes small business loans to entrepreneurs with disabilities and to businesses that primarily serve individuals with disabilities.

- **Up to $60,000 with up to a 10-year term**
- **Interest rates are 5% with terms up to 10 years.**
- **No fees**
- **Business loans can be used to finance start-up, expansion, and enhancement needs**

Northwest Access Fund

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SBA Term Loans and Lines of Credit

From Start-up to seasoned businesses, WTB offers loans from $5,000 to $5,000,000.

We are a PLP Lender and offer SBA Express Term loans and lines of Credit.

SBA Loans are a great option for:

- Business Acquisitions
- Business Expansions
- Start-ups (Projection based)
- Working Capital
- Equipment financing
- Commercial Real Estate Purchases
- Leasehold Improvements
- Debt refinance

WTB is a full-service Bank also offering the following:

Commercial Banking

Private Banking

Construction Lending

Consumer Lending

SBA Loans and Lines of Credit

Wealth Management and Advisory

Small Business Banking

Treasury and Merchant Services

International Banking

Home Mortgage

EVERGREEN
BUSINESS CAPITAL
COMMUNITY FINANCE
Impact Loan Programs for Small Businesses

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EVERGREEN
BUSINESS CAPITAL
COMMUNITY FINANCE
Impact Loan Programs for Small Businesses

ACCESS LOAN PROGRAMS

Products & Eligibility

SBA COMMUNITY ADVANTAGE

AK/ID/OR/WA

Evergreen has partnered with the SBA to offer Community Advantage Loans of up to $250,000 for businesses in need of affordable capital, with a primary focus in assisting under-served communities. Proceeds can be used for most small business needs including equipment, business acquisition, and working capital.

FLEX FUND

WASHINGTON COUNTIES: CHELAN, KING, KITTITAS, PIERCE, SNOHOMISH, SPOKANE, AND YAKIMA

EBCCF is one of five mission-based lenders in Washington who are lending under the Washington State Small Business Flex Fund. If you are an established business in Chelan, King, Kittitas, Pierce, Snohomish, Spokane or Yakima Counties who has been serving your community for at least 12 months, have fewer than fifty employees, and have annual revenue of $5 million or less, we are here to help explore your lending options. Evergreen's Flex Fund loans go up to $200,000 and can be used for working capital and other business needs.

EVERGREEN MICROLOANS

AK/ID/OR/WA

Our microloan program offers term loans up to $50,000 for a variety of uses including startup costs. Flexible terms, low interest rates and closing costs can help your business when your financing needs are modest.

USDA RURAL LOAN PROGRAM

RURAL WASHINGTON

In this program, the USDA and Evergreen help non-agricultural businesses in rural areas of Washington access capital that otherwise might be difficult to obtain. This loan is available to small businesses in populations less than 25,000 in most counties of Washington State.

SBA ILP PROGRAM

OREGON

Evergreen works with the SBA to provide ILP loans up to $200,000 to eligible startups, newly established enterprises, and growing small businesses. These term loans can be used for most business purposes.

WaFd Bank Small Business Lending

We are a comprehensive small business lender with a variety of options to assist our clients

Scored Small Business Lines of Credit/Term Loans up to $100k

- Quick application processing – fully scored with no financial analysis
- Originated through our Branch network
- Includes both SBA and non-SBA options
- Requests of $50k and under are unsecured and those over $50k to $100k are secured
- Must have at least 12 months in business

Full Suite of Products over $100k

- Term loans and lines of credit – both SBA and non-SBA
- Will review any startup request (and really any request for that matter)
- SBA options provide flexibility around collateral and business history
- We hold all our SBA loans allowing us the ability to offer competitive pricing

WaFd Bank

Breakout Rooms

- Room 1 - **Business Impact NW**
  with Laura Gomez

- Room 2 – **WaFd Bank**
  with Scott Bossom

- Room 3 – **Evergreen Business Capital Community Finance**
  with Alex Alvarez

- Room 4 – **Washington Trust Bank**
  with & Erica Slatt

Questions? Comments? Please contact us!

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Thank You!

Virtual Small Business Lending Series

Session 4: Access to Capital for Established Businesses

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BusinessImpactNW

Washington's Revenue-Based Financing Fund

Supported by the Washington State Department of Commerce and the U.S. Department of Treasury through the Washington State Small Business Credit Initiative

DENKYEM co-op

Ajust by Grow America

- Upfront capital that can be used for most business expenses
- A payback structure that's responsive to varying revenues
- Ideal for businesses with inconsistent incomes

Know a business that could benefit from revenue-based financing?

Send them here to pre-apply: **growamerica.org/rbf**

Evergreen Business Capital

- Evergreen is a “CDC” Certified Development Company.
- Lend in the SBA 504 Program
- Owner Occupied Commercial Real Estate & Equipment
- Low Down Payment, Fixed Rate, Fully Amortizing

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EVERGREEN BUSINESS CAPITAL

community development entity LLC

SSBCI OWNER-OCCUPIED COMMERCIAL REAL ESTATE LOAN PROGRAM

An SSBCI funded loan provides a 9% subsidy based on the new project cost. The benefits to the Borrower

- ✓ Larger loans possible
- ✓ Improved ability to qualify for financing
- ✓ Improved business liquidity
- ✓ Lower project risk

Features of a SSBCI commercial real estate loan

Each project will have two separate loans: a subsidized "SSBCI loan" and a conventional "companion loan."

SSBCI loan from HBCDE, LLC*

- Forgivable loan for 9% of the new project cost
- Project size limits: no minimum, up to $20 million
- Repayment structure: Interest due monthly for 10 years, multiple advances available on construction projects, ten-year maturity, loan balance forgiven at the ten-year maturity if not currently in default or previously liquidated
- Pricing: 1% fixed annual percentage rate (APR); no loan fee
- Qualifying business must have 750 employees or less and be in Washington State
- Borrowers will work directly with HBCDE for the entire loan process

Companion loan from either HBCDE, LLC or Heritage Bank*

- Conventional commercial real estate loan underwriting and pricing

Loan Example	
Property purchase	$750,000
Construction of new grocery store	$1,250,000
Total Project Uses	**$2,000,000**
Cash from project owner	$320,000
SSBCI loan (9%)	$180,000
Companion loan (standard underwriting & pricing)	$1,500,000
Total Project Sources	**$2,000,000**

* Subject to credit approval and program guidelines. Certain restrictions apply to refinancing options and are subject to program terms. This program cannot be combined with other governments sponsored programs (e.g., SBA 504; SBA 7a; USDA; etc.) Financing maximums and terms are determined by borrower qualifications and use of funds. Heritage Bank and its representatives do not provide tax advice. Consult an advisor regarding a particular financial situation. Credit products are offered by Heritage Bank. This flyer is intended to provide a summary, final executed loan documents should be relied on for complete and final terms.

Paul Dini, SVP | Paul.Dini@HeritageBankNW.com | 425-312-0038 | https://www.heritagebanknw.com/home/about/hbcde/ssbci

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WaFd Bank

BMO

Zero Barriers to Business

Accelerating your success

Providing access to working credit and lending.

Our lending programs[1,4] allows business owners to get the financial support to succeed.

- **Get a revolving line of credit up to $50,000** at a discounted interest rate that allows you to only pay interest on what you borrow.[1,2]
- **Like always, enjoy an additional 0.25% rate discount on your line of credit** when you set up automatic payments from a BMO business checking account.[3]
- **Benefits vary by program.**[4]

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Creating educational resources to inform better business decisions.

BMO has developed valuable tools, templates and webinars, available for free on bmo.com/zerobarriers, to help you at every business stage.

Networking with organizations that support business owners.

BMO partners with organizations to connect you to meaningful networks. You can access organizations that provide coaching, mentoring and other opportunities to help your business grow.

[1] For businesses with annual revenues of $10 million or less and total combined credit exposure at BMO of $50,000 or less, that are at least 51% owned and controlled by individuals that self-identify as Asian, Black or African American, Hispanic or Latino, LGBTQ+ (defined as Lesbian, Gay, Bisexual, Transgender, or Queer/Questioning, or individuals that self-identify as members of the LGBTQ+ community), Native American (American Indian, Alaska Native or Native Hawaiian), Veteran (defined as having served in the Army, Navy, Marine Corps, Air Force, Coast Guard, Space Force or National Guard including any member of a reserve component of the foregoing services, and was discharged or released from service under conditions other than dishonorable) or Women. Businesses must (i) provide a Certificate of Good Standing from one of the 50 U.S. states, Washington D.C., or a tribal nation with a legal code for establishing business entities or corporations* and (ii) have a physical business presence (or if no physical location, a mailing address for their headquarters) located in at least one of the following states: AZ, CA, CO, FL, ID, IL, IN, IA, KS, MI** MN, MO, NE, NV, NM, ND, OK, OR, SD, TX** UT, WA, WI, or WY. *Sole proprietors and general partnerships may also apply for the program. **Businesses located in Michigan or Texas must be within 100 miles of a BMO full-service retail branch and must apply through a paper application form.

[2] Applicants approved for a line of credit must have a BMO business checking account opened before loan closing.

[3] Automatic payment from a BMO business checking account is required to be established at loan closing in order to receive the additional 0.25% rate reduction.

[4] Please select all programs that apply to you during the application process to receive maximum benefits under BMO's Zero Barriers to Business program. Visit https://www.bmo.com/en-us/main/business-banking/specialty-lending/ for more information on each program.

Breakout Rooms

- **Room 1** - **WaFd Bank** & **BMO Bank**
  with Scott Bossom, Rachel Casey & Taj Benford
- **Room 2** – **Heritage Bank** & **Evergreen Business Capital**
  with Paul Dini & Tyler Kretchmer
- **Room 3** – **Business Impact NW**
  with Laura Gomez
- **Room 4** – **Grow America**
  with Chuck Depew

Questions? Comments? Please contact us!

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