

Alternative Sources of Funding

Presented by:



CHICANOS POR LA **CAUSA**
PRESTAMOS

As an SBA Microlender and mission driven CDFI lender, we have been providing small businesses the financial tools they need to succeed for over 20 years

Presenter



Amber Cordoba is the Manager of Consulting Services and Business Education for CPLC Prestamos CDFI, a mission-driven small business lender under the Chicanos Por La Causa non-profit umbrella

What is a CDFI?

- Community development financial institutions (CDFIs) are private financial institutions that are 100% dedicated to delivering responsible, affordable lending to help low-income, low-wealth, and other disadvantaged people and communities join the economic mainstream.
- CDFIs are profitable but not profit-maximizing. They put community first, not the shareholder. The focus is on job creation and economic development.
- [16 CDFI's in Arizona](#)

Traditional Loan Products

We give loans when other lenders say “No”

- At Prestamos, we believe that every business should have an equal shot of succeeding without their financial needs presenting barriers to achieving that success.
 - **MicroLoans** – Up to \$50,000 in capital, up to a 5-year term, starting at 7.5%
 - **Small Business** - \$50,000 - \$1,000,000 in capital, up to a 20-year term, starting at 8.5%
 - **Community Advantage** - \$100,000 - \$250,000 in capital, up to a 10-year term, prime + 4%

Eliminating Barriers

We give loans when other lenders say “No”

- We seek to ensure that all individuals have unbiased access to resources and lending programs
 - **Startup Businesses**
 - **Ownership with Credit Impairment**
 - **Reduced Collateral Requirements**
 - **Reduced Capital Injection Requirements**

As a CDFI we focus on your unique circumstances and look for ways to support your business financing needs and your unique situation versus underwriting on a strict credit policy like traditional lenders

COVID-19 Specific Lending

- **Paycheck Protection Program (PPP) Loans**
 - Loans forgiven at 100% if used for eligible purposes
 - 2 Year Term at 1% for non-forgiven portion
 - Eligible for payroll, rent, utilities, and commercial mortgage interest

- **Prestamos COVID19 Microloan**

Each business is eligible to apply for up to \$25,000. The first 6 payments are covered directly by The SBA. Remaining balance amortized over a 6-18 month term.

How much
can you get?

UP TO
25,000
DOLLARS

SBA Pays
for the first

SIX
PAYMENTS

What Is the
Interest Rate?

6.5
PERCENT

Social Enterprise Incubator Program

- **Our Mission** is to support a thriving and self-sustaining local economy by reducing barriers through economic development including access to capital, small business services, workforce development, and job creation
- **Our Focus** is on supporting Social Enterprises; a cause-driven business focused on addressing basic unmet needs of society, or solving a societal or environmental problem, through the use of market-driven approaches to create sustainability and reinvestment into their mission
 - Interest rate of 4.75% for qualified Social Enterprises
 - Flexible terms and credit requirements
 - Job creation requirement of 1 FTE per \$20,000 of lending

Consulting & Technical Assistance

We believe that businesses deserve both access to affordable capital and quality business education and support to help their business thrive

- **General Business Coaching & Advising:** Coactive coaching, organizational assessment, skill building, goal planning, general business advising
- **Financial Coaching:** Personal credit repair, business financial management, accounting best practices, QuickBooks training, budgeting
- **Marketing:** Market analysis, comprehensive marketing plans, social media training and strategy, SEO analysis, reputation management
- **Business Fundamentals:** 101 classes to help build your business knowledge
- **Specialty Training:** QuickBooks, Becoming a Social Enterprise, Government Programs

Thank You

- Visit our Webpage for regular updates and resources
<https://www.prestamosloans.org>
- Visit our COVID-19 Page for COVID specific resources and education
<https://www.prestamosloans.org/covid-19-information-resources/>
- Email me with questions at amber.Cordoba@cplc.org or connect with me on LinkedIn