



ARIZONA
SMALL
BUSINESS
BOOT CAMP &
COLLECTIVE

RESPOND → PLAN → RETURN STRONGER

Growth
Partners
ARIZONA



Funding Options for Your Small Business

PRESENTED BY

Lesli Pintor

Who We Are



Community Development Financial Institution (CDFI)

- Nonprofit community loan fund
- Certified by the U.S. Treasury
- Mission focused – underserved areas and borrowers in AZ



Affiliated with **Business Development Finance Corporation (BDFC)**

- Community-focused, statewide SBA lender
- Financial and organizational strength
- Complimentary loan programs



Nonprofit Loan Program



Nonprofit Loans

- Loans of \$10,000-\$200,000
- Terms Up to 5 years
- Current rates start at 6.25% and 3% loan fee (can be financed)
- In business at least 3 years
- Revenues of \$250,000+
- Application at www.growthpartnersaz.org/small-business-success-loans/

Small Business Loan Programs



Small Business Success Loan

- Loans of \$10,000-\$75,000
- Terms Up to 5 years
- Current rates start at 9.25% and 3% loan fee (can be financed)
- In business at least 13 months
- Revenues of \$50,000+
- Minimum 660 FICO score
- Application at www.growthpartnersaz.org/small-business-success-loans/

Small Business Loan Programs



Kiva Tucson - Micro Loans

- Partnership with Community Investment Corporation
- Partially funded by City of Tucson
- Can be a new business
- Loans of \$1,000-\$15,000
- Terms up to 42 months
- 0% interest and no fees
- Application at <https://www.growthpartnersaz.org/kiva-tucson/>
- More from Carie Davis



Preparing to Borrow

- Why do you want to borrow the money?
 - Should be a “productive” purpose
- What collateral do you have?
- Make sure legal organization papers are in order



Preparing to Borrow

- How do you expect to pay the loan back?
 - Show historical financial ability to repay
 - Balance sheets and P&Ls for 2 years
 - Tax returns for business and owners for 2 years
 - Personal financial statement for owners
 - Show future financial ability to repay (projections)
- How have you adjusted during 2020?
 - Tell your story



Building Long-Term Sustainability

- Find a bank you can build a relationship with
- Organize and maintain your legal records
- Establish good financial records
 - Purchase accounting software
 - Hire a bookkeeper
- Understand your business's financials
- Seek guidance





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Thank you!

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