



kiva



CITY OF
TUCSON

Kiva Tucson is a program of Growth Partners Arizona in partnership with the Community Investment Corporation with support from The City of Tucson

What is Kiva?

- Kiva is a **community backed lending platform** which connects small businesses with risk tolerant lenders.
- Kiva supports women, minorities and entrepreneurs who do not qualify for other forms of capital + expanded eligibility with COVID-19
- Kiva acts as the **first rung on an otherwise inaccessible capital ladder** by offering 0% interest loans (\$1,000 - \$15,000) with **no fees**
- Grace period up to 6 months.
- The total campaign is a two part process:
 - Private fundraising - 15 days (support of family and friends)
 - Public Fundraising - 45 days (1.8 Million Kiva lenders)

Minimum investment is \$25



Matching by The Diller-von Fursten...

Erica 🇺🇸 Brooktondale, NY

A loan of \$10,000 helps build the bath house for a new farmstay enterprise that will help us grow our farm business while inviting the public to come ...

\$7,075 to go



Matching by Pershing Square Foun...

Richie 🇺🇸 Astoria, NY

A loan of \$8,000 helps expand our market with resources to build new products for our customers.

\$5,700 to go



Josephine 🇺🇸 New York, NY

A loan of \$10,000 helps support the growth of our business by purchasing inventory for a newly extended product line and to expand sales and mar...

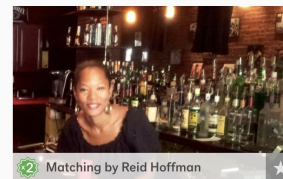
\$8,975 to go



Dawn 🇺🇸 Bronx, NY

A loan of \$10,000 helps cover costs for distribution, co-packing, purchasing ingredients, event & membership fees that will generate revenue & packagi...

\$9,300 to go



Matching by Reid Hoffman

Angela 🇺🇸 Brooklyn, NY

A loan of \$10,000 helps build a kitchen to offer more food options.

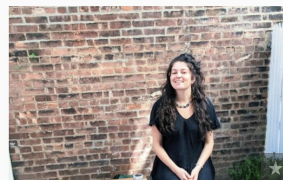
\$4,400 to go



Tina 🇺🇸 Brooklyn, NY

A loan of \$8,000 helps invest in: effective signage & promotional materials, more cohesive & in-depth variety of back-bar supplies, additional advance...

\$6,850 to go



Maria 🇺🇸 Brooklyn, NY

A loan of \$7,000 helps provide the startup money needed to create a freestanding center for naturopathic medicine in Brooklyn including light constr...

\$4,400 to go



Sylvia And Doug 🇺🇸 New York, NY

A loan of \$10,000 helps us finance production of our products to fulfill customer orders.

\$7,150 to go



Diana 🇺🇸 New York, NY

A loan of \$4,000 helps lady Millard purchase products for her business.

\$4,375 to go

Loan Sizes

For small businesses that need to build their borrowing potential, Kiva doesn't require high credit scores, collateral or audited business financials - **they “review” they don't underwrite.** Kiva looks at the borrower and the business holistically and also take into account their relationships to Kiva, a CAM, or a Trustee.

[Click here to apply](#)

If your business is in Pima, Santa Cruz or Cochise County, we'll get notified based on the zip code you enter and you'll be placed in our portal so we can help!

Kiva US Small Business Loans

0% Interest, No Fees

In response to the COVID-19 pandemic, Kiva US is offering small business applicants:

- Expanded loan sizes, now up to \$15,000
- Grace periods between 1-6 months



\$1,000 - \$3,000

Private Fundraising
5-15 lenders

Term
12-18 months



\$3,500 - \$6,000

Private Fundraising
10-20 lenders

Term
24 months



\$6,500 - \$10,000

Private Fundraising
15-25 lenders

Term
36 months



\$15,000

Private Fundraising
30-40 lenders

Term
36 months

A borrower's starting loan range will be determined by:

- Debt to income ratio - amount of monthly income that goes towards paying off monthly debt
- Proof of separate bank accounts for business and personal finances
- Government-issued business proof (local, state, or federal)

• Apply: kiva.org/borrow

Progress to Date

Successfully funded loans:

23

Amount raised:

\$195,000

Funding for women entrepreneurs:

68%

Thanks to our Trustees!

YWCA Women's Business Center

GPAz

CIC

Startup Tucson

Local First

Tucson Hispanic Chamber

City of Tucson

The Urban League Economic

Development Committee

Cochise SBDC

Minimum Eligibility

- Business based in US
- Borrower must be 18 years of age or older
- Have a debt to income ratio lower than 80%
- Not currently be in bankruptcy
- Not be a registered sex offender or terrorist
- Not have violent or financial criminal convictions in the last 5 years
- Have a PayPal account to receive funds

*** If any of these are not met, the application will be rejected*

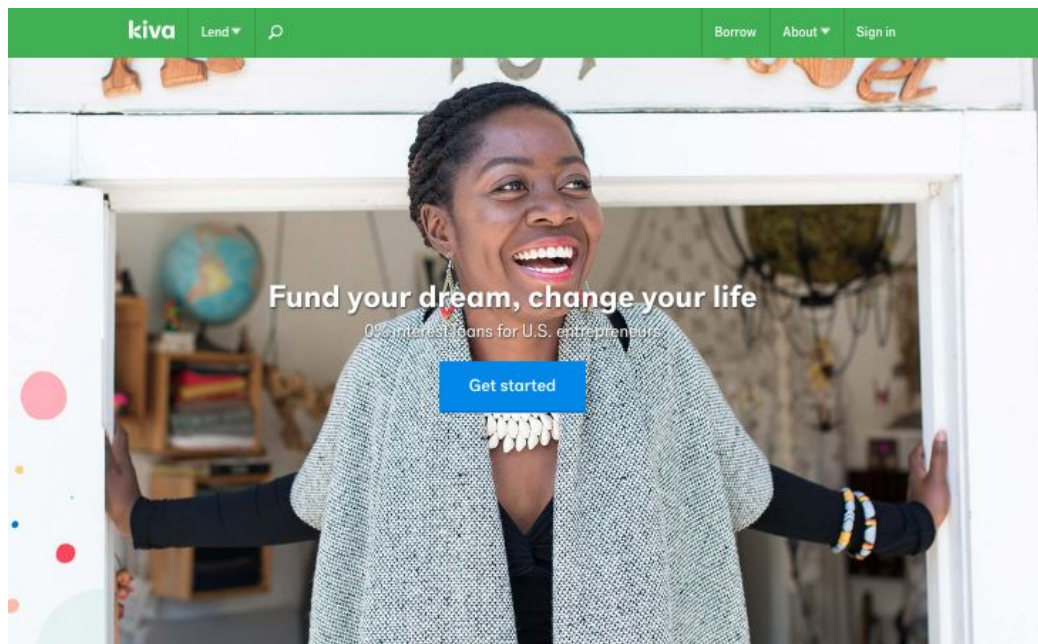
Business Verification

- Incorporation documents
- Government registration (federal, state, county, or city)
- Operational Permits
- Business tax returns

Applying

The application contains:

- The opportunity to share one's personal and business story with prospective lenders
- A place to upload a photo of the borrower and his/her business
- Internal questions about a borrower's financial health
- [Click here to apply](#)*
- *If your business is in Pima, Santa Cruz or Cochise County, we'll get notified based on the zip code you enter and you'll be placed in our portal so we can help and expedite your application.



Kiva is a non-profit that expands access to capital for entrepreneurs around the world. More than 2.5 million people have raised over \$1 billion on Kiva. Could you be next?



Loan Uses

Kiva loans can be used for many different business expenses. It's up to the business owner to put their loan to best use



Buying Equipment



Upgrading
Space



Hiring an Employee



Working Capital




The Process

Private Fundraising Period

- Borrowers have 15 days to recruit 5-25 friends and family to support their loan (30-40 for \$15K)
- Each lender must loan to a borrower's campaign - the minimum contribution is \$25
- Most important to raise the people, not the funds in this phase

kivaLend ?

Fund a loan, get repaid, fund another. ?




18 of 20 lenders

2 days left to reach 20 lenders.

\$550 of \$10,000 raised so far.

Rawlston

The Food Sermon

 [Brooklyn, NY, United States](#) / Food Production/Sales


\$25 ▾

Lend now

Rawlston's story

I grew up on the island of St. Vincent and the Grenadines, but my mother immigrated to the U.S. when I was three years old. It took 7 years to be reunited with my mother in the U.S. While I waited to rejoin my family, a close family friend looked after me and taught me how to cook. From making chocolate to raising cows for milk, I grew up around fresh, organically grown ingredients such as coconut, papaya, tamarind, corn, mangoes, and fresh fish.

Loan details



Loan length:

36 months

The Process

Public Fundraising Period


- Once through private, borrowers campaigns are live on the Kiva platform, discoverable to 1.8mm impact-driven lenders
- US borrowers have a 90% chance of fully funding

kivaLend

This International Women's Day
let's rally to support 10,000 women

\$0

Fund a loan, get repaid, fund another.



37% funded

24 days left


\$6,300 to go

Total loan: \$10,000

Powered by 60 lenders

Rawlston

The Food Sermon

 [Brooklyn, NY, United States](#) / Food Production/Sales


\$25

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Loan details



Loan length:


36 months

The Process


Fully Funded!

- Loans are usually dispersed via PayPal to the borrower within a week of fully funding

kivaLend Fund a loan, get repaid, fund another.



Funded
Total loan: \$10,000
Powered by 132 lenders

Rawlston
The Food Sermon
 [Brooklyn, NY, United States](#) / Food Production/Sales


Find a new loan

Rawlston's story

This loan is special because:
It will help an entrepreneur expand his fast-casual eatery

More about this loan

Loan details


Loan length:
36 months
Repayment schedule: Monthly
Disbursed date: March 27, 2018
Currency exchange loss: N/A
Endorsed by Trustee: Elli Papadopoulos
Is borrower paying interest? No
Risk rating: Unrated

The Process

Repayment

- Repayment occurs on a fixed monthly term
- As borrowers repay, Kiva distributes the repayment back to the lenders

Repayment schedule

Repayment schedule				Paying back the purpose of this loan?
Total amount due	Amount paid	Due from borrower	Status	
USD 277.78	USD 277.78	Sep 16, 2017	Paid	
USD 277.78	USD 277.78	Oct 16, 2017	Paid	
USD 277.78	USD 277.78	Nov 16, 2017	Paid	
USD 277.78	USD 277.78	Dec 16, 2017	Paid	
USD 277.78	USD 277.78	Jan 16, 2018	Paid	
USD 277.78	USD 277.78	Feb 16, 2018	Paid	
USD 277.78	USD 277.78	Mar 16, 2018	Paid	
USD 277.78		Apr 16, 2018	Not Paid	
USD 277.78		May 16, 2018	Not Paid	
USD 277.78		Jun 16, 2018	Not Paid	
USD 277.78		Jul 16, 2018	Not Paid	
USD 277.78		Aug 16, 2018	Not Paid	

kiva

Lend ▾



\$0



Fund a loan, get repaid, fund another. ?



Paying back

19% repaid

\$8,056 to go

Total loan: \$10,000

Powered by 153 lenders

Gail

Morningside PlayCare



New York, NY, United States / Education provider

Find a new loan

A loan of \$10,000 helped us get further on our mission to secure a 5 year contract from the City of New York to provide Mandarin immersion to four-year-olds regardless of income. We'll use the loan to hire a good proposal writer and furnish a new classroom for two-year-olds.

Gail's story

This loan is special because:

This loan helps a repeat borrower, a woman

Loan details



Loan length:

36 months

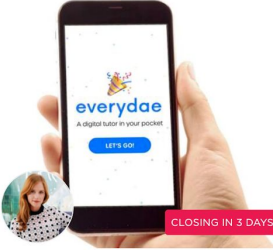
Repayment schedule: Monthly



What is WeFunder?

Equity crowdfunding via non-accredited and accredited investors

⚡ EVERYDAE ⚡



Digital Tutoring App: Rapid Growth During COVID-19

- Edtech veterans with previous acquisitions; built and sold Veritas Prep the world's largest privately owned test prep company.
- Innovative, proprietary tech: developing algorithms that personalize content and predict student outcomes.

FUTURE EQUITY @ \$10M VALUATION CAP

CLOSING IN 3 DAYS

COPPERWORKS DISTILLING CO.




2018 "Distillery of The Year" intends to double whiskey production and sales

- More than six years of successful operation with increased annual revenue and sales volume. Best year ever in 2019 with \$915,000 in revenue.

STOCK @ \$7.85M PREMONEY VALUATION

CLOSING IN 3 DAYS

LEGION M




The World's First FAN-OWNED Entertainment Company - ROUND 6 CLOSING NOW!

- Founded by Emmy-winning digital media pioneers Paul Scanlan and Jeff Annisson.

STOCK @ \$30.2M PREMONEY VALUATION

CLOSING IN 3 DAYS

NYCE CO.

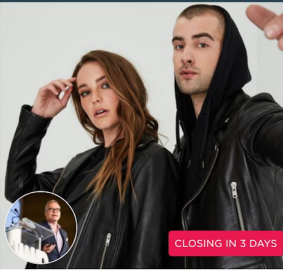


Own a piece of the skyline—and join a community of future millionaires.

- Grown from \$850K in seed capital to \$10.2M in assets (through subsidiaries)—all without debt.
- Company subsidiaries have \$57M in projects under development, featured in Forbes, Entrepreneur and

FUTURE EQUITY @ \$25M VALUATION CAP

DIGITAL BRANDS GROUP



Revolutionizing the holding company model. Portfolio of high-growth 'digital first' apparel brands.

- \$30.79M revenue in 2019 and 1.2MM customers from the 4 brands we currently own.

STOCK @ \$52.84M PREMONEY VALUATION

CLOSING IN 3 DAYS

CORNBREAD HEMP™



USDA-Certified Organic CBD

- Averaging \$4-6K in monthly profits since the \$100K initial investment 1 year ago.
- Kentucky's first-ever provider of USDA organic cannabidiol (CBD) products.

CONVERTIBLE NOTE @ \$4M VALUATION CAP



Requirements

- Established business looking to scale or expand
- For profit businesses
- \$50,000 minimum raise
- Business should be able to fund the first \$50,000 through their network
- Equity investment
- One line on the cap table
- Also works as a loan platform
- Raise \$50,000 - \$1MM
- Minimum contribution is \$100



WeFunder takes a 7.5% fee on total raise to fund their operations. CIC's partnership lowers that percentage to 6.5%.

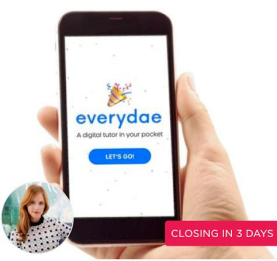
If you're interested, contact Carie at

carie@cictucson.org

Or schedule a call:

<https://calendly.com/carieadavis/intro-call>








Digital Tutoring App: Rapid Growth During COVID-19

- Edtech veterans with previous acquisitions; built and sold Veritas Prep the world's largest privately owned test prep company.
- Innovative, proprietary tech: developing algorithms that personalize content and predict student outcomes.

FUTURE EQUITY @ \$10M VALUATION CAP





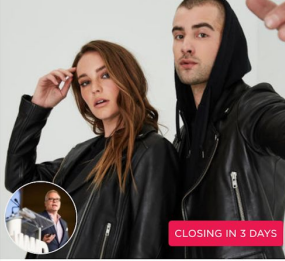


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CONVERTIBLE NOTE @ \$4M VALUATION CAP

Thanks!

Kiva Community Backed Loans: Update

Carie Davis

Director, Alternative Business Funding
Community Investment Corporation
Kiva Tucson Hub* Capital Access Manager

*Kiva is a program of Growth Partners
Arizona in partnership with the Community
Investment Corporation with support from
The City of Tucson

carie@cictucson.org

