



Small Business Finance  
[www.cdcloans.com](http://www.cdcloans.com)

## COMMUNITY LOAN PROGRAMS

	SBA MICRO LOAN	SBA WORKING CAPITAL LOAN	SAN DIEGO BANKER'S SMALL BUSINESS CDC	SBA COMMUNITY ADVANTAGE LOAN	SBA 7(a) LOAN PACKAGING
COUNTIES SERVED	San Diego, Orange, Riverside, San Bernardino, and Imperial Counties	San Diego, Orange, Los Angeles, Riverside, San Bernardino and Imperial Counties	San Diego County	Throughout California, Arizona, and Nevada	San Diego, Orange, Los Angeles, Riverside, San Bernardino and Imperial Counties
LOAN AMOUNTS	\$20,000 – \$50,000	\$5,000 – \$50,000	\$50,000 – \$200,000	\$50,000 – \$250,000	\$250,000 – \$5,000,000
TERMS	3-5 year term Prime + 4.75% (fixed)	7 year term Prime + 3.75% to 4.75% (variable)	5 year term 10 year amortization Starting at Prime + 3% (fixed)	7-10 year term 25 years for real estate Prime + 2.75% to 4% (variable)	7-10 year term Prime + 2.25% to 2.75% (variable)
PROGRAM PARAMETERS	CDC operates as direct lender utilizing funds borrowed from the SBA.  This program is available to businesses that do not qualify for bank financing.  Business owner(s) receive business counseling post funding.	CDC collaborates with a bank partner and operates as an intermediary to assist business owners throughout loan process.  Collateral is not a criteria for loan approval.  10% capital injection is required for businesses in operation less than 24 months.  Loan funds cannot be used for business acquisitions, tenant improvements, or for refinancing existing debt.	A for-profit subsidiary of CDC lends funds pooled by banks located within San Diego County.  This program is available to businesses that do not qualify for SBA or bank financing.  Open to businesses that: <ul style="list-style-type: none"><li>• Are located in low to moderate income areas (LMI) or</li><li>• Employ individuals from LMI areas or</li><li>• Provide services to LMI populations.</li></ul>	CDC operates as a direct lender utilizing the SBA's loan guarantee program.  This program is available to businesses that do not qualify for bank financing.  The SBA guarantee allows the CDC to make loans that would not otherwise be made due to risk.	CDC packages loans for qualified business owners to assist in obtaining financing.  CDC loan officers utilize their expertise and strong industry relationships to package loans and assist business owners in finding a lender willing to finance the request.  Business owners benefit by saving time, receiving fewer inquiries on their credit report, and tapping into CDC's strong network of lenders.

**CDC Small Business Finance** is a private, mission-based, non-profit lender that offers alternative business financing solutions when access to capital from traditional sources is not available. We offer loans through a number of different programs as a direct lender and play various roles to help business owners obtain financing. Our services include:

- **Offering direct lending** through several different programs with more flexible eligibility criteria than traditional financing.
- **Partnering with other local lenders** to develop creative financing solutions for your small business.
- **Packaging your loan** and working to find a lender that is willing to fund your request.
- **Advocating for entrepreneurs** and considering each request on a case-by-case basis.
- **Listening to your story** to help determine which loan program, or combination of programs, will work best for your business.
- **Referring you to other services** as needed, including business plan and projection preparation, securing government contracts, and general business counseling.



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Loan requests will be reviewed in the following areas:

- **Credit:** Principle business owners must have reasonable personal credit and an acceptable explanation for any derogatory marks. Bankruptcies must be at least 3 years old, depending on the loan program.
- **Cash Flow:** Existing businesses must show that historical profits are sufficient to service the requested debt. New businesses and those planning a significant expansion that do not show enough historical profit, must have outside income (i.e. spousal income, retirement income, military income, alimony, etc.) that is adequate to pay for the personal living expenses of the owners. Financial projections presented by start-up businesses will also be reviewed for their viability.
- **Collateral:** Principle business owners are required to pledge all available business and personal assets as collateral. The more collateral pledged, the stronger the loan request.
- **Capital Injection:** Business owners must inject 30% of the total project costs for start-up businesses, and 20% for business acquisition financing. Existing businesses that show sufficient equity historically may obtain 100% financing.
- **Experience:** Business owners must have at least 2 years of experience in the industry.
- **Business Plan and Projections:** Business owners must provide a business plan and financial projections for start-up businesses or businesses that are planning a significant expansion.
- **Use of Proceeds:** Working capital, purchasing additional inventory or equipment, business acquisitions, tenant improvements, start-up capital, and real estate purchases.
- **Required Guarantors:** All business owners who hold 20% or more ownership must guarantee the loan.
- **Co-signer:** A co-signer with reasonable credit and sufficient income to repay the loan can be included as a guarantor to mitigate weaknesses in the loan request.