

Access to Capital:
Working with Craft3 to finance
your small business client

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Welcome and Introduction



Adam Zimmerman
President & CEO



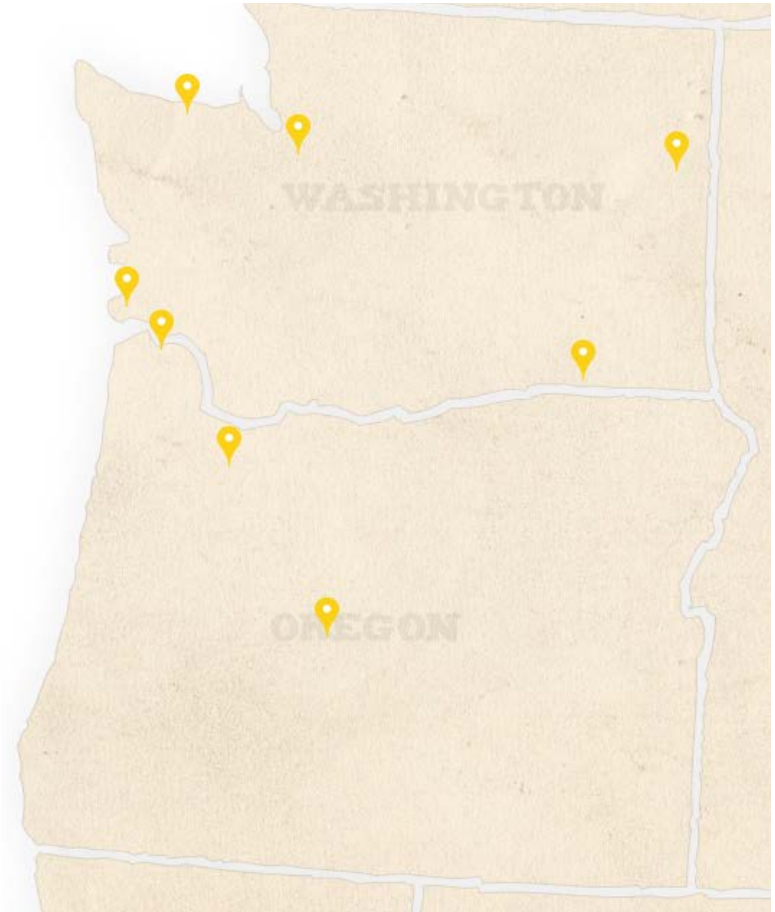
Ana Inclán
Business Lender



Norma Hernandez
Intake Specialist

Craft3 History

- Founded in 1994 at the mouth of the Columbia River
- Belief in strong environments and strong economies
- Eight regional offices throughout Ore. and Wash.
- Southwestern Ore. office likely to open in 2017
- 1+ business lender per office



What We Care About

- Building
 - Economic opportunity
 - Access to credit
 - Community resilience
- Supporting People
 - Entrepreneurs of color
 - Businesses owned by women, veterans and immigrants
- Supporting Sectors
 - Manufacturing and valued-added processing
 - Renewable and clean energy
 - Community development projects
 - Fish, shellfish and seafood / agriculture
 - Land and natural resource conservation



Typical Craft3 Borrowers

Businesses we work with generally:

- Can't get traditional financing
- Lack sufficient collateral
- Rely on projections for debt service
- Have less than good credit – but with understandable reason
- Experienced a period of loss or declining revenues and have a plan for recovery



Our Products

- Term loans
- Generally \$40,000 to \$5 million
 - Average \$330,000
 - Median \$80,000
- Underwrite and approve within 30 days after **complete** application package, 60-90 for complex loans



How We're Different

- Underwrite projections
 - realistic assumptions
 - ability to achieve
- Won't reject based on lack of collateral
- Creative with repayment terms
 - P&I payments - weekly, quarterly, annually
 - Interest-only periods
 - Reserve Accounts



How do I send you a Client?

1. Businesses should apply using new online pre-application
2. You may call Intake Specialist to determine “fit”
3. Businesses you should refer:
 - Those you believe can be successful
 - Strong business plan, historic financials and projections
 - Reviewed by SBDC or SCORE Advisor



How We Lend



BUSINESS LOAN PREQUALIFICATION

To speed your business loan application please use our online form, provided below. Applying online enables Craft3 to process your loan request quickly and determine if a Craft3 loan is right for you. A Craft3 employee is always available to answer questions or provide advice but please use our online tools as the first step in contacting us. Please be aware that Craft3 customizes our loan review and approval processes to your situation and needs. We do not use software to get to a “yes” or a “no”. If you are in an emergency situation, it is unlikely that Craft3 will be able to assist you.

The application process is broken down into these three steps: ▾

Step 1 of 5

Step 1 Step 2 Step 3 Step 4 Step 5

Loan Amount	Years in Business
<input type="text" value="\$"/>	<input type="text" value="Please select..."/>
Total Project Financing	Purpose of Loan
<input type="text" value="\$"/>	<input type="text" value="Please select..."/>

Continue

Loan Approval Process



Questions?

www.Craft3.org/Apply/Prequalify

LoanInquiry@Craft3.org

888-231-2170



Lending to people, Investing for resilience