# Need a Small Business Loan? These San Diego Lenders Have Your Back.

<table>
<thead>
<tr>
<th>Program</th>
<th>ACCION</th>
<th>Opportunity Fund</th>
<th>LISC</th>
<th>LISC Kiva</th>
<th>LISC Small Business</th>
<th>Women’s Empowerment Loan Fund</th>
<th>Commercial Lending</th>
<th>SCEDC Loan Fund</th>
<th>Advance Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Funding Amount</td>
<td>$300 - $20,000</td>
<td>$300 - $75,000</td>
<td>$2,600 - $50,000</td>
<td>$500 - $10,000</td>
<td>$100,000 - $5MM</td>
<td>$5,000 - $25,000</td>
<td>$250,000 - $10MM</td>
<td>Prefer small but can go up to $300,000</td>
<td>$100,000 - $500,000</td>
</tr>
<tr>
<td>Interest Rate</td>
<td>9% (with automatic repayment)</td>
<td>10%-18%</td>
<td>10.9% - 18%</td>
<td>0%</td>
<td>6%-10%</td>
<td>Prime</td>
<td>5% - 7% most common</td>
<td>Varies</td>
<td>9%</td>
</tr>
<tr>
<td>Fees</td>
<td>2% origination fee (loans under $5k have slightly varied closing costs)</td>
<td>From $50 and up to 4% of loan + 3rd party fees (if applicable)</td>
<td>Loan fees: $75 fee for loans up to $5,000; 5.99% fee for loans over $5,000</td>
<td>None</td>
<td>Various</td>
<td>2% guarantee fee</td>
<td>1% origination fee</td>
<td>No legal fees charged</td>
<td>No fees</td>
</tr>
<tr>
<td>Repayment Term</td>
<td>6 months to 7 years</td>
<td>Up to 7 years</td>
<td>1-6 years</td>
<td>Up to 5 years, and up to 25 years amortization</td>
<td>1-3 years</td>
<td>Up to 20 years</td>
<td>Usually 3 years</td>
<td>6 months to 5 years</td>
<td></td>
</tr>
<tr>
<td>Turnaround Timeframe</td>
<td>1 week from application submission</td>
<td>1 day - 1 month depending on size</td>
<td>2-5 days funding upon formal approval</td>
<td>4-8 weeks</td>
<td>Approximately 3 months</td>
<td>1-2 months</td>
<td>90 days</td>
<td>1-2 months</td>
<td>4-8 weeks</td>
</tr>
<tr>
<td>Credit &amp; Qualification Criteria</td>
<td>Credit Score equal to or &gt; 575</td>
<td>No Credit Score is okay</td>
<td>1 yr. in business, no credit history okay; 12 months on-time payment history; 580 FICO (or collateral required); basic documentation needed (bank statements, proof of business)</td>
<td>No credit score required</td>
<td>Open to start up and expansion businesses</td>
<td>Current in all debt</td>
<td>Explanation for any past credit issues</td>
<td>Minimum of 12 months of cash flow</td>
<td>3 years operations</td>
</tr>
<tr>
<td>Down Payment &amp; Eligibility Criteria</td>
<td>No Down Payment Requirement</td>
<td>Finance for Start-up &amp; Existing Businesses</td>
<td>Informal Documentation Accepted</td>
<td>20% for purchase</td>
<td>Start-up businesses eligible to apply</td>
<td>Purpose: start up, working capital, inventory, expansion, FF&amp;E</td>
<td>Borrower must be endorsed by a designated LISC trustee</td>
<td>Borrower must reach entire lending goal on KIVA crowdfunding platform to access the loan</td>
<td>10% equity required</td>
</tr>
<tr>
<td>Collateral</td>
<td>No UCC filing required for loans under $50,000</td>
<td>Vehicle as collateral may be required depending on credit</td>
<td>No UCC filing for loans under $50,000</td>
<td>No collateral</td>
<td>UCC filing personal guarantee</td>
<td>UCC filing personal guarantee</td>
<td>Collateral and a personal guarantee are required</td>
<td>UCC filing personal guarantee</td>
<td>Collateral or security reviewed on individual basis</td>
</tr>
<tr>
<td>Org. Website</td>
<td>IRC-CEO.org</td>
<td>us.accion.org/region/southern-california/</td>
<td>opportunityfund.org</td>
<td>lisc.org</td>
<td>sdgrantmakers.org</td>
<td>self-helpfcu.org</td>
<td>southcountyedc.com</td>
<td>missiondrivenfinance.com</td>
<td></td>
</tr>
</tbody>
</table>
**NEED A SMALL BUSINESS LOAN? THESE SAN DIEGO LENDERS HAVE YOUR BACK.**

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</thead>
<tbody>
<tr>
<td><strong>FUNDING AMOUNT</strong></td>
<td>Up to $250,000</td>
<td>Up to $50,000</td>
<td>Up to $250,000</td>
<td>Up to $250,000</td>
<td>$150,000 - $500,000</td>
<td>$25,000 - $150,000</td>
<td>up to $500,000</td>
<td>Varies based on product (Bridge Loan or Direct Equity Investment)</td>
<td>$100,000 - $1MM</td>
</tr>
<tr>
<td><strong>INTEREST RATE</strong></td>
<td>Prime + 2.75% up to Prime + 6%</td>
<td>approximately 9-10%</td>
<td>approximately 9-10%</td>
<td>5% fixed</td>
<td>8% floor</td>
<td>8% floor</td>
<td>5-7%</td>
<td>Varies by product type</td>
<td>Varied range based on risk and capacity</td>
</tr>
<tr>
<td><strong>FEES</strong></td>
<td>Approximately 2-4% of loan</td>
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<td>$250 non-refundable application fee, 1% origination fee, recording fees</td>
<td>$250 non-refundable application fee, 1% origination fee, recording fees</td>
<td>approximately 2% of loan</td>
<td>Variable range of 1-2% based on a case by case basis and product type</td>
<td>Origination 1% of the loan amount, due at closing (may be financed and paid from loan proceeds); Fees related to Due Diligence and Legal</td>
<td></td>
</tr>
<tr>
<td><strong>REPAYMENT TERM</strong></td>
<td>Up to 10 years</td>
<td>Up to 5 years</td>
<td>10 year amortization, balloon in 5 years</td>
<td>3-7 years</td>
<td>3-7 years</td>
<td>up to 5 years; flexible amortization options</td>
<td>Repayment upon capital event or sale</td>
<td>1-5 years</td>
<td></td>
</tr>
<tr>
<td><strong>TURNAROUND TIMEFRAME</strong></td>
<td>6-8 weeks</td>
<td>4-8 weeks</td>
<td>6-8 weeks</td>
<td>4-8 weeks</td>
<td>3 months</td>
<td>3 months</td>
<td>60 days</td>
<td>Varies by product type</td>
<td>30-60 days</td>
</tr>
<tr>
<td><strong>CREDIT &amp; QUALIFICATION CRITERIA</strong></td>
<td>Current in all debt</td>
<td>Explanation for any past credit issues</td>
<td>Current in all debt</td>
<td>Explanation for any past credit issues</td>
<td>Demonstrate credit worthiness and ability to repay the loan</td>
<td>Demonstrate credit worthiness and ability to repay the loan</td>
<td>3 years operations; profitability or short-term path to profitability</td>
<td>The Fund is targeting local developers that have shown to have the capacity and experience to deliver urban infill housing within underserved communities, encouraging the integration of mixed income and mixed-use neighborhoods</td>
<td>No credit score required. Business must be profitable, or trending towards profitability and loan purpose must demonstrate a community benefit.</td>
</tr>
<tr>
<td><strong>DOWN PAYMENT &amp; ELIGIBILITY CRITERIA</strong></td>
<td>Startups: 20%; Business acquisitions: 10% Can finance 100% for equipment, inventory, working capital, and real estate for existing businesses Open to all businesses. Special consideration for target market customers: those in low to moderate income areas and veterans</td>
<td>Startups: 20%; Business acquisitions: 10% Can finance 100% for equipment, inventory, working capital, and real estate Open to all businesses owned by African American or Hispanic owners, or located in a low to moderate income area</td>
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<td>Startups: 20% Business acquisitions: 10% Can finance 100% for equipment, inventory, and working capital Must be located in certain San Diego areas Call for details</td>
<td>Company must be located and operate in the City of San Diego or Chula Vista Must create or retain jobs Eligible uses: Working Capital, acquisition of fixed machinery and equipment, supplement private financing for the acquisition of new or rehabilitated buildings</td>
<td>Ability to employ people facing barriers (i.e. histories of homelessness, addiction, incarceration, opportunity youth)</td>
<td>Varies based on product type, but generally the developer will be responsible for investing a minimum of 10-20% of the total equity required</td>
<td>Not to exceed 90% of &quot;current&quot; appraised market value of a property, business acquisition/improvements or general business purpose</td>
<td></td>
</tr>
<tr>
<td><strong>COLLATERAL</strong></td>
<td>UCC filing</td>
<td>Any assets financed</td>
<td>UCC filing</td>
<td>Any assets financed</td>
<td>UCC filing on all business assets, real estate lien (if applicable), personal guarantee of anyone with 20% interest in the company</td>
<td>UCC filing on all business assets, real estate lien (if applicable), personal guarantee of anyone with 20% interest in the company</td>
<td>Can do unsecured; case specific</td>
<td>Collateral or security reviewed on a case by case basis - May involve UCC filing on business assets, real estate lien (if applicable) or personal guarantee</td>
<td></td>
</tr>
<tr>
<td><strong>CONTACT</strong></td>
<td>619-414-0030</td>
<td></td>
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<td></td>
<td></td>
<td>619-235-2200</td>
<td>civicad.com</td>
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<tr>
<td><strong>ORG. WEBSITE</strong></td>
<td>cdcloans.com</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td>sandiego.gov</td>
<td>redf.org</td>
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