










Small Business Finance

REFERRAL PROGRAM GUIDELINES

	CREDIT SCORE	620+ Must be current in all existing debt
	DEBT SERVICE RATIO	<ul style="list-style-type: none"> • 1:1 based on most recent tax return • CDC will evaluate if less than 1:1 for existing businesses with strong and reasonable projections • Secondary source of repayment required for business coverage less than 1:1
	BANKRUPTCIES, FORECLOSURES, AND SHORT-SALES	<ul style="list-style-type: none"> • Bankruptcy and foreclosure must be over three (3) years old • Short sale must be over two (2) years old • One bank instrument must be in place since bankruptcy • No delinquencies on credit since incident
	INJECTION REQUIREMENTS	<ul style="list-style-type: none"> • 10% for business acquisitions • 20% for startups • 0% for equipment/inventory purchase or for commercial real estate
	COLLATERAL	<ul style="list-style-type: none"> • Collateral is not a criteria for loan approval
	LOAN AMOUNTS	\$20,000 to \$500,000
	START-UP BUSINESSES	Must show capacity to repay requested loan after any projected draw from the business for personal living expenses. Collateral often required.

If a borrower falls within one of our target markets (including Veteran-owned businesses, business in operation for less than 2 years, and businesses located in a low-to-moderate income area) certain policy exceptions may be allowed.

Over four decades, CDC Small Business Finance has provided more than \$13 billion in funding to over 11,000 borrowers... and counting • As an award-winning nonprofit and a small business owner advocate we are dedicated to helping entrepreneurs obtain access to capital • Our portfolio of loan products ensure there are means beyond a traditional loan to support growth, success and economic development • Serving California, Arizona and Nevada.