

Management



Our mission is to foster the economic growth of diverse small businesses within our communities.

Colorado Lending Source - 2017



Total Project Cost
\$415,215,741.04

Jobs Created
1,693

Loans Approved
266

Top Loan Approvals by Industry...



ACCOMMODATION & FOOD SERVICE: 48
CONSTRUCTION: 26
MANUFACTURING: 28
RETAIL TRADE: 32
HEALTHCARE & SOCIAL ASSISTANCE: 28

The Underserved Small Businesses We Helped...



Woman-Owned
Businesses



Veteran-Owned
Businesses



Minority-Owned
Businesses



Startup
Businesses



Rural
Businesses



Millennial-Owned
Businesses

Colorado Lending Source Loan Programs



SBA 504 Loan Program



SBA 7(a) Loan Program



Direct Small Loan Programs

Direct Small Business Loan Programs

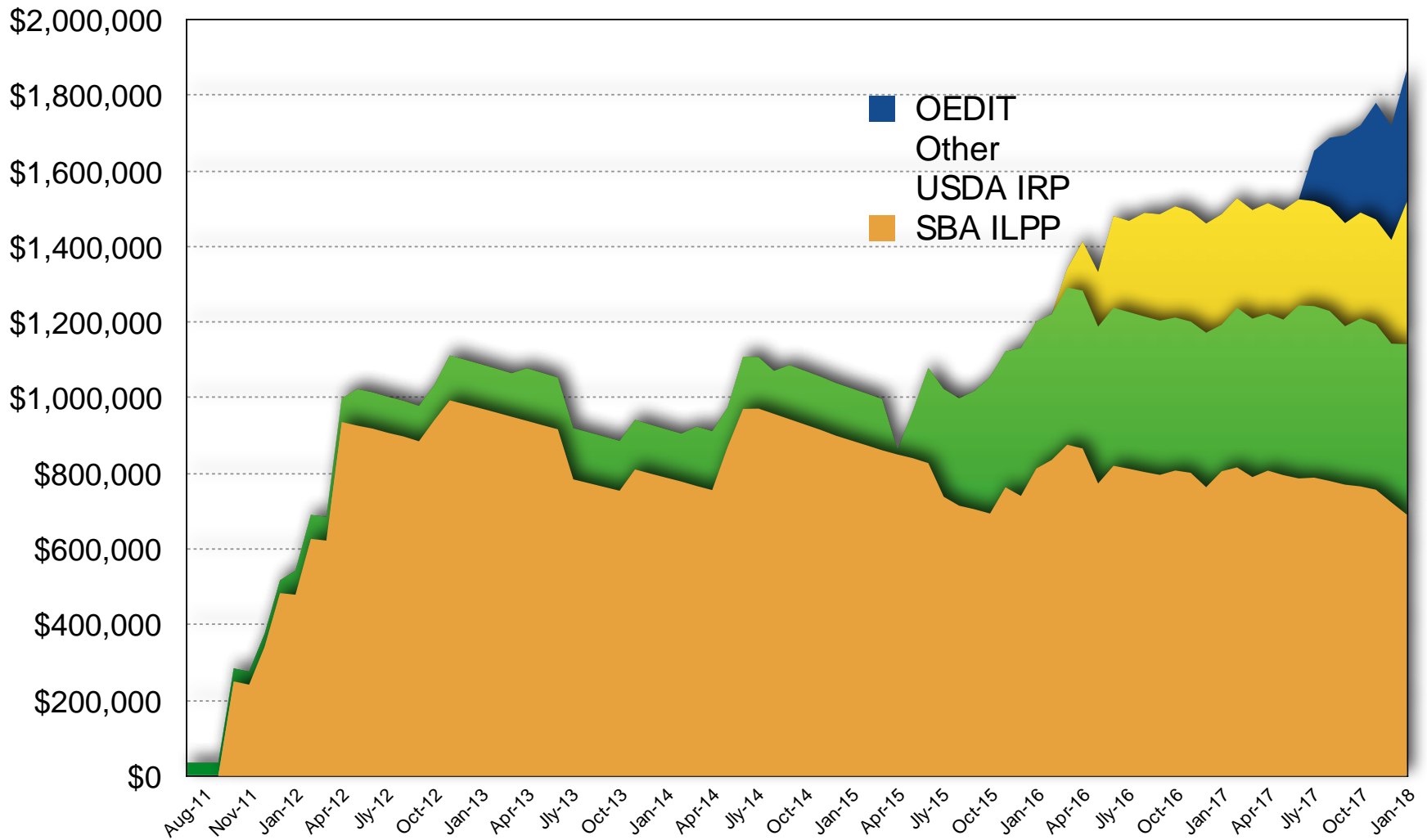
Community Advantage Loans

- Loans range from \$50,000 to \$250,000
- Business must be considered an “underserved” market
- Use of funds can be used for a variety of business purposes
- The applicant must be referred by a lender who is unwilling to make a loan to the small business

Colorado Main Street Loans

- RLF Loans range from \$5,000 to \$50,000
- Character-based loans
- Use of funds can be used for a variety of business purposes including:
 - Startup expenses
 - Working capital
 - Business acquisition
 - Refinance debt

Colorado Lending Source: Colorado Main Street Portfolio Monthly Total Principal Balances Outstanding (\$)



Colorado Lending Source

Existing Organizational Policies and Core Documents

- Mission and Vision Statements
- Governance Policy
- Strategic Plan
- Internal Control Document
- Credit Policies
- Loan Servicing & Loan Liquidation Policies

Colorado Lending Source

Colorado Main Street Loans

Creating jobs on Main Street, not Wall Street.

The Colorado Main Street loan program provides Colorado's entrepreneurs with access to affordable financing in order to start or grow their business. Funding for this loan program comes from several sources including Colorado Lending Source, banks, foundations, private entities and government agencies (specifically the US Small Business Administration and the US Department of Agriculture).

Loans range from \$5,000 up to \$50,000 and can be used for a **variety of business purposes**. Some of the loan program highlights and benefits include:

- Debt financing for new or growing small businesses
- Directly available through Colorado Lending Source
- Financing available for 75% to 90% of the project cost (the small business owner is required to invest some funds into the project)
- These loans are available to small businesses who are unable to secure conventional financing



Colorado Main Street Loan Process



Step 1: Submit
Submit loan application,
business plan & supporting
documents



Step 2: Notification
You will be notified that
your application has been
received & if you are eligible



Step 3: Present
Present to our Internal Loan Review
Committee & answer questions
about your business



Step 4: Underwrite
Once approved by our Internal
LRC, we will underwrite your
loan & present to External LRC



Step 5: Funding
When approved by both LRCs
we will close & fund your loan



Step 6: Community
You are now a part of the
Colorado Lending Source
community!

RLF Sources - USDA

- **Policies**

Some USDA, some Colorado Lending Source:

- **Pricing**

Adopted a fixed rate pricing of between (today) 6.5% and 8.75%

- **Capacity**

(1) \$450k pool [lent out] + (2) \$200k pool [available]

- **Internal Loan Review Committee**

Drawn from staff, on demand, 10 people

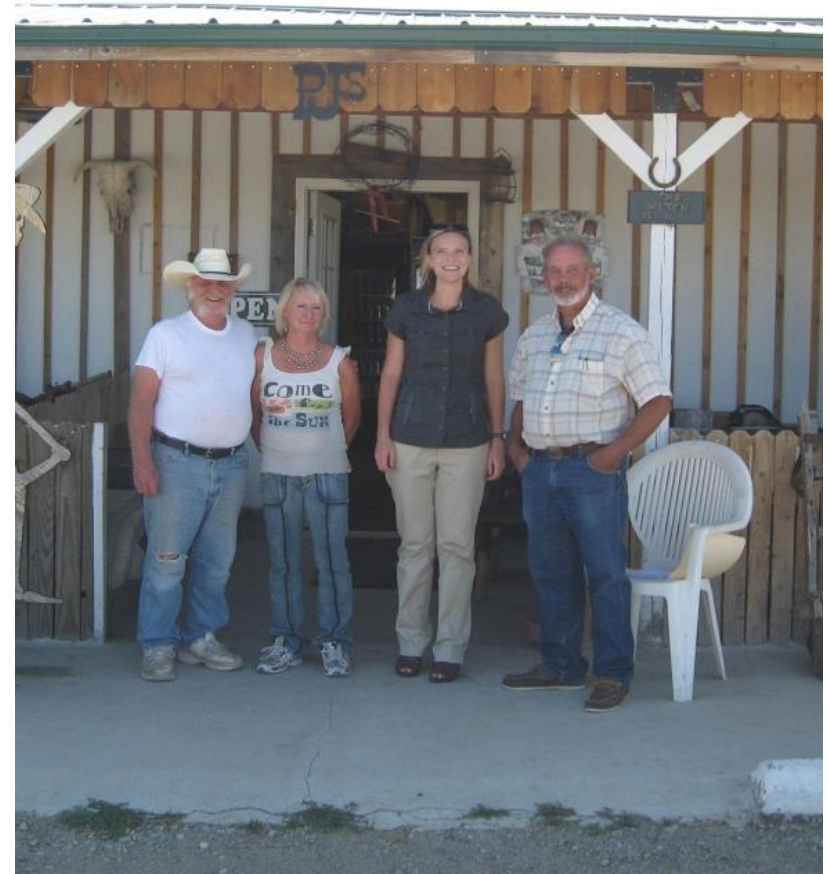
- **External Loan Review Committee**

Drawn from membership, on demand, 10 people

RLF Sources - USDA

PJs General Store Rush, CO

- Established business.
- Veteran-owned.
- Low income community
- USDA-RD IRP loan for \$35,000 (credit card refinance and purchase propane tank) – first loan approved! This was approved in June and funded in July of 2011.



RLF Sources - SBA ILPP

- **Policies**

Some SBA, some Colorado Lending Source:

- **Pricing**

Adopted a fixed rate pricing of 8.75%

- **Capacity**

\$1 million pool [lent out]

- **Internal Loan Review Committee**

Drawn from staff, on demand, 10 people

- **External Loan Review Committee**

Drawn from membership, on demand, 10 people

RLF Sources - SBA ILPP

Special Times Limousine Hudson, CO

- Pure start-up business
- Veteran-owned
- An SBA ILP Loan for \$147,450 (limo and start up working capital) approved in February 2012 and funded in March of 2012.
- Hired 9 people and leased an office all in the first seven months of operations!



RLF Sources – Bank + Foundation

- **Policies**

All Colorado Lending Source:

- **Pricing**

Adopted a fixed rate pricing of 8.75%

- **Capacity**

(1) \$250k pool [lent out] + (2) \$250k pool [Lent out]

- **Internal Loan Review Committee**

Drawn from staff, on demand, 10 people

- **External Loan Review Committee**

Drawn from membership, on demand, 10 people

RLF Sources – Bank + Foundation



Manufacturing Watches with **Vortic Watch CO.**

RLF Sources – State

- **Policies**
Based on Colorado Lending Source. Rural focus.
- **Pricing**
Adopted a fixed rate pricing of 6.5%
- **Capacity**
\$400k pool [lent out]
- **Internal Loan Review Committee**
Drawn from staff, on demand, 10 people
- **External Loan Review Committee**
Drawn from membership, on demand, 10 people

RLF Sources – State



Inventory Purchase & Working Capital: \$50,000 | Jobs Created: 5

Colorado Lending Source

Partnerships

Educational Outreach (Ice House)

Startup Week

Wright Awards

Trout Tank

Western Slope Office

(all of which translate into)

**BECOMING AN INTEGRAL PART OF THE
ENTREPRENEURIAL ECO SYSTEM IN COLORADO**

Questions?

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