



CDFA EC-TECH INITIATIVE

THE BROADCAST WILL
BEGIN AT 4PM EASTERN

Submit your questions in
advance using the chat box

EC-Tech (Equitable Capital Technology)
Application Info Session

Wednesday, July 13, 2022

Exploring EC-Tech in Development Finance



Ariel Miller

Director, Research & Technical Assistance
Council of Development Finance Agencies
Columbus, OH



CDFA's EC-Tech Initiative



- Comprehensive solution for DFAs working to implement stronger lending programs for minority business owners
- EC-Tech financing solutions use technology platforms to drive investment & unlock capital
- EC-Tech creates new lending environments that proactively reach underserved minority business owners

>> [Learn more about this initiative](#)

Benefits of Participation



- Receive **discounted access to Presta**, a loan origination and servicing platform purpose-built for DFAs
- Tap into CDFA's **technical assistance** offerings to optimize your lending process for minority-owned businesses
- Be **featured in case studies and white papers** that synthesize learnings and "best practices" from the initiative
- Grow your **professional network** by being a part of EC-Tech's initial cohort of fellow small business lenders
- Benefit from **impact and data-reporting** that will be generated throughout the course of the initiative

How to Apply



Applicants must be:

- Direct lender
- Committed to increasing access to capital for minority businesses

>> [Application is available online](#)



Presta

End-to-end lending software for
commercial and small business lenders

The inspiration for Presta stems from our experience building tech to increase access to capital.



Leopoldo Peña, CEO
leo@letspresta.com



Peter Truog, COO
peter@letspresta.com

Presta's lending platform helps lenders accelerate their lending process and reach more borrowers.

Product Overview



In over 70 conversations with lenders, they have shared that they:

- 1 Rely on disjointed software tools that don't talk to each other and slow down their process
- 2 Have outgrown their paper-based, manual processes
- 3 Spend too much time on data consolidation and personalized data analysis during underwriting
- 4 Lack a central location to share borrower relationship history with their team members
- 5 Struggle to collect documents from borrowers and other stakeholders
- 6 Rely on expensive 3rd party legal providers to fill out closing contract templates

These learnings directly inform the development and vision for Presta

Applications

✉ INVITE TO APPLY

No applications.

Organization Details

✎ EDIT

VIEW INTAKE FORM RESPONSES

Desired Loan Amount

\$15,000

Website

www.calliescoffeeshop.com

Industry

Restaurant

Mailing Address

3214 W

Chica

Descri

—

SHOW

Con



Att

No attachments. Files you upload in notes will appear here.

Build better relationships with a team-wide CRM

- Integrates with your email
- Auto-logs software interactions
- Auto-reminders to log notes or follow up
- Individual lender pipelines
- Team-wide pipeline analytics
- Attachments, applications, and interactions all stored in one place

Notes & Interactions + ADD NOTE

Landon Lawson invited Callie Chen to apply for the Chicago Small Bu... — Jul 15, 2022

📞 You logged a call with Callie Chen Created Jul 15, 2022 ⋮

Callie and I had an initial conversation about how she would use the loan to help her with her coffee shop. We decided that she should apply for the Chicago Small Business Loan.

✉ Email From: <callie@calliescoffeeshop.com> ← Sent Jul 8, 2022 ⋮

Subject: Thanks For The Inquiry, Let's Schedule a Meeting

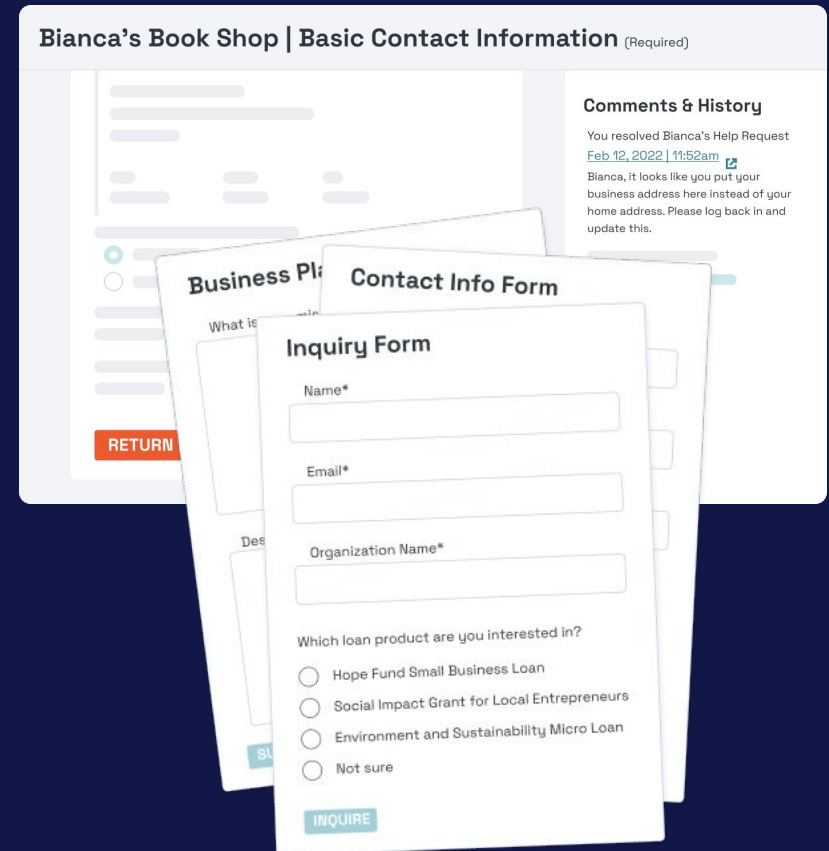
Hello Landon, yes I can meet at 9:30am my time on July 15th. Thank you, Callie

Callie Chen submitted an inquiry form — Jul 7, 2022



Create a modern lending experience with digital intake and an intuitive borrower portal

- Customizable form building to mirror your existing process
- Digital intake to accelerate top-of-funnel
- Ease information gathering with accounting and PoS integrations
- Automated “ticklers” to reduce abandonment
- Guides borrowers with a resources section
- Review, comment on, and return forms within a single interface
- Review application history in a single, comprehensive log



Bianca's Book Shop | Basic Contact Information (Required)

Comments & History

You resolved Bianca's Help Request
[Feb 12, 2022 | 11:52am](#)

Bianca, it looks like you put your business address here instead of your home address. Please log back in and update this.

Business Plan

What is your business plan?

Contact Info Form

Inquiry Form

Name*

Email*

Organization Name*

Which loan product are you interested in?

Hope Fund Small Business Loan

Social Impact Grant for Local Entrepreneurs

Environment and Sustainability Micro Loan

Not sure

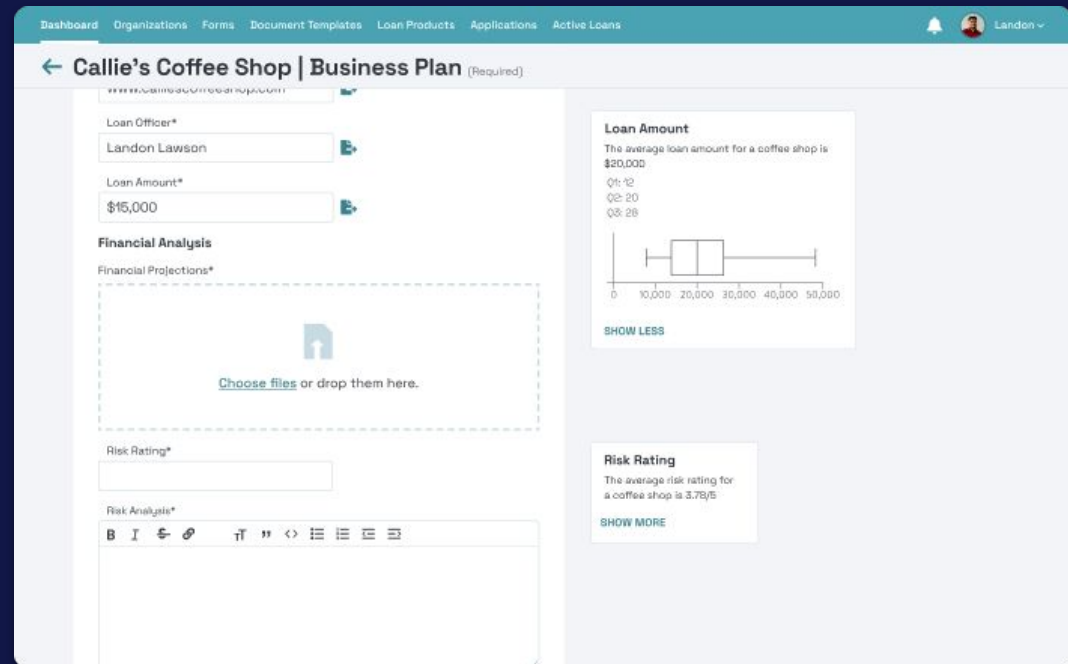
RETURN

INQUIRE



Supercharge your spreadsheets with suggested comparative data analyses

- Integrate your existing spreadsheets within Presta's workflow
- Pre-fill certain inputs with data already provided by applicants
- Strengthen credit reviews with comparison data from other lenders



The screenshot shows a web application interface for a loan application. The top navigation bar includes 'Dashboard', 'Organizations', 'Forms', 'Document Templates', 'Loan Products', 'Applications', and 'Active Loans'. The user is identified as 'Landon'. The main heading is 'Callie's Coffee Shop | Business Plan (Required)'. The form contains several sections:

- Loan Officer***: Landon Lawson
- Loan Amount***: \$15,000
- Financial Analysis**: A section for 'Financial Projections*' with a dashed box containing a file upload icon and the text 'Choose files or drop them here.'
- Risk Rating***: An empty input field.
- Risk Analyst***: A rich text editor with formatting options (bold, italic, underline, link, unlink, bulleted list, numbered list, indent, outdent).

On the right side, there are two summary cards:

- Loan Amount**: 'The average loan amount for a coffee shop is \$20,000'. It includes a box plot for three quarters: Q1: 12, Q2: 20, Q3: 28. A 'SHOW LESS' button is at the bottom.
- Risk Rating**: 'The average risk rating for a coffee shop is 3.78/5'. A 'SHOW MORE' button is at the bottom.



Build and sign closing documents on your own without any third parties

- Accelerate the process with e-signature optionality
- Pre-fill information into existing templates to reduce error and speed up document generation
- Load custom, third-party forms into the borrower's secure document storage locker

Callie's Coffee Shop | Loan Agreement (Required)

Required Fields

Loan Amount (Written): Fifteen thousand

Loan Amount (Numeric): 15,000

Date Prepared: 11/08/2022

Organization Legal Name: Callie's Coffee Shop

Borrower Mailing Address: 3214 Walnut St. Suite 200 Chic...

Lender Legal Name: Greenleaf Bank, Inc.

Lender Mailing Address: 121 Hanson Ave. Floor 3 Chicago...

First Payment Due Date: 12/02/2022

Day of Month Payments Due: 2nd

Loan Amount: Fifteen thousand Dollars (\$ 15,000)

Date: 11/08/22

I. THE PARTIES. For the above value received by Callie's Coffee Shop with a mailing address of 3214 Walnut Street, Suite 200 | Chicago, Illinois 60607 (the "Borrower"), agrees to pay Greenleaf Bank, Inc. with a mailing address of 121 Hanson Avenue, Floor 3 | Chicago, Illinois 60607 (the "Lender").

II. PAYMENT. This agreement, (the "Note"), shall be due and payable, including the principal and any accrued interest, once per month beginning on 12/02/2022, and payment is due on the 2nd of every month until the balance is paid. All payments made by the Borrower are to be applied first (1st) to any accrued interest and then to the principal balance. The total amount of the loan shall be due and payable on 01/02/2024.

III. INTEREST. The Note shall bear interest at a rate of Four percent (4%) compounded annually. The rate must be equal to or less than the usury rate in the State of the Borrower.

IV. PREPAYMENT. The Borrower has the right to pay back the loan in-full or make additional payments at any time without penalty.

V. REMEDIES. No delay or omission on part of the holder of this Note in exercising any right hereunder shall operate as a waiver of any such right or of any other right of such holder, nor shall any delay, omission or waiver on any one occasion be deemed a bar to or waiver of the same or any other right on any future occasion. The rights and remedies of the Lender shall be cumulative and may be pursued singly, successively, or together, in the sole discretion of the Lender.

VI. EVENTS OF ACCELERATION. The occurrence of any of the following shall constitute an "Event of Acceleration" by the Lender under this Note:



Automate routine follow-ups to focus team time where it counts

Dashboard Organizations Forms Document Templates Loan Products Applications Active Loans

← Callie's Coffee Shop | Chicago Small Business Loan

Next Payment

Remaining Payment Balance
\$651.37

Total Payment Amount
\$651.37

Due Date
Apr. 2nd, 2023

Overall Loan

Remaining Loan Balance
\$11,973.02

Principal Amount
\$15,000

Due Date
Nov. 2nd, 2024

Pending Payments

Type	Amount	Date	Bank Account	Name
Monthly Payment	\$651.37	04/02/2023	Capital One Checking	—

Payment History (2 payments) ✓

Type	Amount	Date	Bank Account	Name
Monthly Payment	\$651.37	03/02/2023	Capital One Checking	—
Monthly Payment	\$651.37	02/02/2023	Capital One Checking	—

Remaining Payment Schedule (22 payments) ✓

Resources & Documents

Primary Contact

Callie Chen
Founder & CEO
callie@calliescoffeeeshop.com
610-621-6894

[REPORT CREDIT SCORE](#)

Reports MANAGE REPORTS

Choose files or drop them here.

- Q1 2023 Income Statement.pdf
Added by Callie Chen
- Q1 2023 Balance Statement.pdf
Added by Callie Chen
- 2022-Year End Financials.pdf
Added by Callie Chen

VIEW ALL

Monthly Statements

- 03/2023.pdf
- 02/2023.pdf
- 01/2023.pdf

- Auto-sends borrower monthly statements
- Auto-reminds borrowers of payment & document due dates
- Alerts lenders of late payments
- Integrations with accounting and PoS provide real-time financial information
- Offers storage for documents collected in servicing



Presta is built with and for financial institutions

“It’s almost as if you have bugged our office and built solutions to so many of the frustrations and inefficiencies we don’t have the time or expertise to address ourselves.”

-Loan Officer managing small business, mortgage, and personal loans in Montpelier, VT