

Business Impact NW

Helping small businesses grow
so local communities thrive

Business Impact NW empowers economic growth through a local business development strategy. Investing in and supporting small businesses strengthens communities and helps business owners build a future for themselves and their families.

About Us

As a nonprofit organization, we provide underserved entrepreneurs and owners of small businesses with consulting services, coaching, training and financing, including helping business owners become loan ready.

Our technical assistance programs help build stronger, more successful businesses through ongoing support for startups, and for new and established businesses.

Loans are available through various programs for any stage of business in amounts from \$5,000 to \$250,000. Typical interest rates range from 7 percent to 11 percent, and loan fees and closing costs apply.

Business Impact NW is a certified SBA Microloan and 7(A) lender, a CDFI, and a USDA certified lender.



Local Benefits

Studies show that locally owned businesses generate two to three times more local economic activity than do chains, recirculating money to benefit entire communities.



SMALL BUSINESS FINANCIAL EMPOWERMENT

Microloan Program

The smallest businesses often face steep challenges when seeking low-cost financing for growth. Because financial institutions are not set up to make microloans, the owners of these businesses often have limited choices such as credit cards or home equity lines of credit. Without a feasible resource for business loans, options for expansion, hiring and innovation become limited.

Our microloan program represents a community partnership that uses public and private funding from government organizations, credit unions, banks and foundations.

Small Business Loan Program

As businesses grow they need an organization that can grow with them. At Business Impact NW, we have the ability to help businesses get ready for the growth phase. Through our Small Business Loan Program, we can fund loans up to \$250,000. This helps ensure that the businesses we serve can fund their growth at fair and affordable rates.

Crowdfunding Program

Launching in 2016

Business Impact NW is creating a crowdfunding loan platform to serve small and micro businesses. The program will facilitate zero interest loans between individuals and small and micro businesses.

By leveraging the membership of our partner credit unions and universities, we will create a strong marketplace for businesses participating in our crowd funding program.



Who Do We Fund?

Startup businesses

0-6 months in operation for start-up capital.

New businesses

Fewer than two years in operation for working capital.

Established businesses

Two or more years in operation for growth management and debt restructuring.

What We Fund:

Equipment and inventory

Production needs

Working capital

Commercial real estate

Franchising

Contract financing

Contractor receivables

Cash flow restructuring



University Partners

We have created a unique community partnership that combines quality business consulting from local universities with access to low-cost financing from community-focused credit unions, private foundations and banks.

Our current university partners are the Consulting and Business Development Center at the University of Washington's Foster School of Business and the Portland State University School of Business Administration's Business Outreach Program. Combined with our in-house technical assistance providers, we give entrepreneurs a full suite of educational opportunities to strengthen their businesses.

Washington Women's Business Center

Specializes in working with women who are starting or growing businesses and works with people of all genders and regardless of sex, ethnicity or background.

The Women's Business Center guides entrepreneurs to start, grow and sustain successful businesses. By helping develop and support small businesses, especially those that are women-owned and minority-owned, we enhance the lives of individuals, families and communities as well as the overall the economic vitality in Washington.

Services include individual business coaching, group workshops and trainings on a wide variety of business topics from marketing to legal to tax and more. The majority of Washington Women's Business Center services are free of charge. There is a \$400 fee for enrollment in the 7-week *Launch & Grow Your Business* classroom series that helps ensure that the Washington Women's Business Center can continue to serve clients. Scholarships are available.

Veterans Business Outreach Center

Serves Veterans, service-disabled veterans, reservists and Guard members, family members, and active-duty service members preparing to transition from military service to business ownership in Washington, Oregon, Alaska and Idaho.

As the veterans Business Outreach Center (VBOC) for region X, we serve those who serve the country. VBOC works to build up the number of businesses owned by veterans and other members of the U.S. military community and to increase the number of jobs created by those businesses. Our efforts focus on maximizing each business's growth rate, profitability and value. To participate, a veteran-owned business may be a startup, an existing company ready to grow or a planned business purchase.

Community Credit Unions

Through a special fund, a group of Northwest credit unions, led by Harborstone Credit Union, have pooled their resources to support the work of Business Impact NW.

Driven by a strong desire to support their communities, four Northwest credit unions came together to better address the needs of small and microbusiness owners. The founding credit unions are Harborstone Credit Union, BECU, Verity Credit Union, and OnPoint Community Credit Union. Together they have over a million members and more than \$15 billion in assets. They provide loan capital, in-kind and direct support to Business Impact NW. This partnership empowers the community and creates a stronger economy from the ground up.



The Five C's

Business Impact NW uses five C's of financing to make loan decisions.

Character

Do you have a demonstrated desire to repay debts? Do you have the ability to do what you say you are going to achieve?

Capacity

Do you have the ability to achieve performance in the business?

Capital

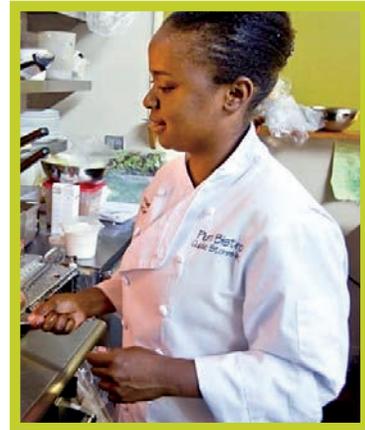
Do you have an adequate capital/equity injection to qualify for the loan? Business Impact NW requires you to contribute at least 20 percent of the requested financing amount into your business.

Collateral

Is there sufficient collateral to fully secure the loan?

Cash Flow

Does your business have the ability to generate adequate cash to repay the requested loan?



SMALL BUSINESS FINANCIAL EMPOWERMENT

For more information about any Business Impact NW program or service, please visit, email or call us.

website: www.businessimpactnw.org

email: info@businessimpactnw.org

phone: 206.324.4330

location: 1437 S. Jackson St.
Seattle, WA 98144