



**BRIDGEWAY
CAPITAL**

**Financing Your Small
Business**



*Bridgeway Client
Hazelwood Initiative*

About Bridgeway Capital

*We are more than **lenders**.
We are lending **partners**.*

Who are we?

Bridgeway Capital is a nonprofit and Community Development Financial Institution (CDFI). We take a market-based approach to community development by providing lending capital to create economic opportunities and revitalize communities. We have a mission to make capital available to build a vibrant regional economy where everyone thrives.

What type of lending do we do?

As a mission-driven lender, Bridgeway provides financing for small businesses and real estate projects that create social and economic impact. The projects we fund provides opportunities for economic mobility, creates jobs, and revitalizes neighborhoods to build a more inclusive and stronger local economy.

We have loan options available for:

Small Business

Real Estate

Nonprofits

What is a CDFI?

Community Development Financial Institutions (CDFIs) help create and support economic opportunity in low to moderate (LMI) communities by creating access to financial services

A CDFI can be a bank, credit union, loan fund, microloan fund or venture capital firm

CDFIs are usually Non-Profit organizations with a social impact mission

CDFIs started in the early 1990s and now there's about 1200 CDFIs in the U.S.

Opportunity Finance Network (OFN) is the national association of CDFIs, visit ofn.org to learn more about and locate CDFIs

Where we work.



From our three offices located in Pittsburgh, Erie, and Uniontown, we work in the following counties in Pennsylvania:

Allegheny, Armstrong, Beaver, Butler, Clarion, Crawford, Erie, Fayette, Indiana, Greene, Lawrence, Mercer, Venango, Washington, and Westmoreland



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What we do.

**SMALL
BUSINESS
LENDING**

**REAL ESTATE
LENDING**

**BUSINESS
ASSISTANCE
PROGRAMS**

**HEALTHY
FOODS
ACCESS
SUPPORT**

**CREATIVE
ECONOMY
SUPPORT**

We Fund Transformative Projects



Small Business Loans

- Our fair, flexible financing helps small businesses overcome barriers to receive funding or pursue new opportunities for business growth



Real Estate Loans

Our patient, responsive capital for real estate projects helps build vibrant and thriving communities

How we do it.

PRIORITIZE PEOPLE

We prioritize people and take the time to understand their vision

TAILOR SERVICES

We tailor our services to people's unique stories, and find ways to invest in their futures

PATIENT CAPITAL

Offer flexible & patient capital

CREATIVE FINANCING

Can partner on blended capital stacks for complex projects

BUILD CAPACITY

Help small businesses navigate entrepreneurship

Small Business Loan Offerings

Microloans

- When a small amount of capital is needed to launch your next big project or business

Capital for Startups

- Flexible capital for entrepreneurs to startup or grow emerging small businesses

Capital to Grow

- Tailored to meet your growing company's business needs

Real Estate Loan Offerings

Commercial Real Estate Loans

- Capital that helps you transform rundown blocks into thriving business corridors

Community Development Loans

- Financing for complex transactions that build vibrant communities where all can thrive

Affordable Housing Loans

- As neighborhoods grow, we can help you offer affordable housing that grows with it

What is Offered?

What is offered?

- Flexible terms
- Competitive fixed rates
- Short or long-term loans

How much can you borrow?

- We have done loans from \$5,000 up to \$3 million
- Our average loan is \$250,000

Who is eligible?

- Minority-, woman-, immigrant- or veteran-owned businesses
- Businesses in economically distressed urban and rural areas
- Businesses unable to access traditional financing
- Real estate developers with affordable residential or commercial projects in low-income communities
- Nonprofits in need of capital for real estate projects or refinancing
- As neighborhoods grow, our financing helps you offer affordable housing that grows with them

What do you need to get started?



BUSINESS PLAN



VISION STATEMENT FOR
PROJECT AND USE OF FUNDS



FINANCIAL PROJECTIONS

How can I increase my loan readiness?

SBDCs

Small Business Development Centers can help you develop a business plan

Incubators &
Accelerators

Business incubators and accelerators can help you develop a vision and strategy for your business idea

Accountants

Accountants can help you with financial projections

Entrepreneurship Hub

Bridgeway's Entrepreneurship Hub provides business assistance in the areas of accounting, marketing, business strategy, and legal to help you become capital ready

How to find a lending partner?

Commercial Banks

- **PRO:** Commercial banks is a mainstream option that offers business banking accounts, lines, of credit, and loans.
- **CON:** Available options and access may be restricted by credit scores and collateral needed to secure a loan.

Crowd Funding

- **PRO:** Anyone can start a fundraising campaign for a project.
- **CON:** Often there is a set time-frame to raise funds and may require that you reach out to friends, family, and customers for contributions.

Community Development Financial Institution

- **PRO:** CDFIs are financial institutions with a social mission to increase access fair financing options and create economic opportunities communities often overlooked by mainstream finance. CDFIs can work with collateral gaps, credit challenges, and projects in need of flexible financing.
- **CON:** Projects need to have a social and economic impact. This could be advancing opportunities for minority and women-owned businesses, creating jobs, and revitalizing communities.

What is the process to apply with Bridgeway?



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STEP 1:

Get Started with your Application

What is the first step?

- Complete a loan inquiry form to start the application process.

What should I be prepared for?

- To personally guarantee and pledge collateral
- To answer questions throughout the process
- For multiple steps within the application process

TIP:

Do not wait until it is an emergency to apply.

STEP 2:

Tell Us Your Vision

What happens after I complete the loan inquiry form?

- You will be connected with a Bridgeway Capital Loan Officer to discuss your project vision and business needs.

TIP:

Make sure to be organized and prepared when you meet with your lender as well as respond promptly to all communications.

STEP 3:

We Walk with You Through the Process

What does my Loan Officer do?

- Your loan officer will work closely with you to guide you through the application process and help you get the financial documents needed to consider your request.

What documents do I need to submit?

- Application form(s)
- Entity documents
- Business plan
- Business financials
- Sources + uses of funding
- Personal financial information
- Leases, invoices, etc.

STEP 4:

Review Your Application

The 5 Cs of Credit to determine your loan readiness.

- **Character**
 - Your Loan Officer assess work experience, credit history, credentials, and communications to base their judgement on whether the borrower is responsible and credible.
- **Cash flow**
 - Cash flow is the borrower's ability to repay their loan in full under all circumstances. This includes unexpected circumstances or a downturn in the economy.
 - Cash flow is determined through financial metrics, credit score, and borrowing and repayment history.
- **Capital**
 - The amount of money invested into a project by the borrower shows our lenders how large your personal stake is within your intended venture.
 - If you do not have an adequate amount of capital invested, it leaves our partnership unbalanced.

STEP 4:

Review Your Application Cont.

The 5 Cs of Credit to determine your loan readiness.

- **Conditions**

- Lenders want to lend to businesses under favorable conditions. Your Loan Officer considers the current state of your business (is it growing?) and analyzes your intended usage of funds.

- **Collateral**

- Collateral includes the assets the borrower is willing to put forth to financially secure the loan. It can be anything from real estate and equipment to working capital and inventory.

STEP 5:

Get Approved

What is the process for approval?

- It will take approximately 6 weeks for our team to review your fully submitted application and documents.
- If conditionally approved, your loan officer will present a financing package tailored to your project needs.
- Your request will move into the closing condition phase.

STEP 6:

Close Your Loan

What is the process for to close my loan?

- After your loan has been approved, you will receive a commitment letter you will either agree to or request to negotiate
- Once the commitment has been agreed upon, there will be closing conditions established by the lender and will consist of additional information needed to close the loan.
- For example we could require: Evidence of Insurance, Evidence of Business Registration, Executed Lease Agreement, and/or an Executed Sales Agreement

When will I get funded?

- Once all closing conditions have been satisfied it's time to schedule the loan closing to sign the loan agreement.
- Funds are typically disbursed by ACH or wire transfer
- Fee may apply for wire transfer

Thank You

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Connect Opportunity with Capital