

The Lender of Opportunity

Presented by Larry Widmer



Community Futures Development Corporation of Central Okanagan

- Non profit corporation – volunteer board and lending committee – 10 staff
- \$3.5M in loan funds - small business, youth, entrepreneurs with disabilities and forestry
- Funding for start-up, working capital, capital asset acquisitions or expansion
- Maximum loan \$150,000



CFDCCO General Terms

- Maximum \$150,000
- 3 – 5 year term
- 8.5% interest
- 2% processing fee
- Over \$15,000 loan is life insured
- Loans are often secured with collateral

Pre-Application

- 2 - 3 page business synopsis
- Appointment with Loans Manager Dave Scott to discuss viability and business plan
- Existing businesses to provide current financial statements
- Complete loan application

Loan Application

- Loans up to \$25,000 do not require full business plan – micro loan application
- Loans greater than \$25,000 require full business plan
- Complete application and business plan and submit to Loan Manager for review
- Deadline for applications end of each month

Loan Review

- Character of applicant – track record
- Business viability
- Credit worthiness
- Cash flow – ability to pay
- Collateral

Committee Review

- Loan Manager submits worthy applications
- Committee reviews applicant's skills, experience, credit history, project viability, benefit to community, personal equity contribution, ability to repay, provision of adequate security and collateral
- Meeting normally held 3rd week of month

Financial Plan

complete and organized

- Current Personal Financial Statements
- Balance Sheet – opening day
- Profit Loss statements – 3 years
- Cash flow statements – 3 years
- Detailed list of inventory and assets
- Start-up costs



Business Development

- Business plan development
- Loan partner introductions
- Project development – grants, marketing initiatives, training programs
- Business and consultant referrals
- Green business development

The Future ...

Green Business Development

- CFDCCO seeking program support to assist with Green Business Development
- Project development support – proposal development, grant writing, financing
- Early stage business development support