

## SCORE Chapel Hill, 2015 Financing Resources for Veteran, Minority and Women Owned Businesses, for Mentors and Clients

### **VETERAN OWNED BUSINESS FINANCE**

(Source: SBTDC, <http://www.sbtdc.org/pdf/capopps.pdf> )

#### **SBA Military Reservists Economic Injury Loans**

The Military Reservist Economic Injury Disaster Loan (MREIDL) provides funds to help an eligible small business meet its ordinary and necessary operating expenses that it could have met, but is unable to, because an essential employee was called-up to active duty in his or her role as a military reservist. The purpose of MREIDL loans is not to cover lost income or lost profits. MREIDL funds cannot be used in lieu of regular commercial debt, to refinance long-term debt, or to expand the business. You must submit the completed loan application and a signed and dated IRS form 8821 giving permission for the IRS to provide SBA your tax return information. For additional information, please contact the SBA disaster assistance customer service center. Call 1-800-659-2955 (TTY: 1-800-877-8339) or email [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov).

#### **The Support Center**

##### **Veteran Direct Loan Program**

The Support Center offers a Veteran Direct Loan Program to further its commitment to providing small business loans to underserved businesses in North Carolina. The Veteran Loan Program is a “no equity” requirement small business loan program targeting existing and new Service-Disabled-Veteran and Veteran-owned businesses across the state.

Eligible Veteran Borrowers must meet the following criteria:

- Veteran (other than dishonorable discharge)
- Service-Disabled-Veterans
- Reservist & National Guard Active and Retired
- Active Duty Military
- Current spouse of above or spouse of service member or veteran who died of a service-oriented disability

Loan purposes may include the purchase of commercial real estate, equipment, expansion / improvements and working capital. The minimum loan amount is \$5,000 and the maximum is \$200,000. Loan terms range from 12 months to a maximum of 60 months (longer term amortizations may be offered on real estate transactions). Interest rates may range between 6% -9%; rates may vary depending on the borrower’s financial condition and prime lending rate.

For more information, contact:

Roberta McCullough ([rmccullough@TheSupportCenter-nc.org](mailto:rmccullough@TheSupportCenter-nc.org))

##### **US Department of Transportation Short-Term Lending Program**

The DOT Short Term Lending Program (STLP) is a national program designed to lend short term working capital to disadvantaged business enterprises (DBEs) in order to increase the number of DBEs that enter into

transportation related contracts and to strengthen the competitive and productive capabilities of the DBEs that currently do business with the U.S. Department of Transportation, its grantees, recipients, their contractors and subcontractors.

- Funds available for transportation-related contracts funded by US Dept. of Transportation
- Open to qualifying businesses in North Carolina, South Carolina, and Virginia
- For Small Disadvantaged Businesses, Service Disabled Veteran-Owned Businesses, HUBZone Empowerment Contracting Program participants, or businesses with DOT DBE or SBA 8(a) certification

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- ❑ One year line of credit for up to \$250,000, renewable for up to five years
- ❑ Variable interest rate tied to the prime rate published in the Wall St. Journal

NC Contact:  
The NC Support Center  
[www.thesupportcenter-nc.org](http://www.thesupportcenter-nc.org)  
(919) 803-1437

### **MINORITY OWNED BUSINESS FINANCE**

**Minority Business Development Agency Business Center Raleigh (Source: <http://www.theinstitutenc.org/index.php/programs-services/minority-business-development> )**

The Institute offers comprehensive, customized services to help minority-owned business start and grow. Small business experts offer one-on-one counseling, technical assistance, training and networking in all areas of business success:

- **Market Access and Analysis** – Market and industry-specific information, networking and matchmaking to help you connect with opportunity.
- **Management Training and Assistance** – Business planning, strategy and training that prepares you for every aspect of running a business.
- **Money Management and Access** – Helping you learn how to manage your money, credit and risk effectively and access the financial resources you need to operate and grow.

Contact:  
Minority Business Development Agency Business Center Raleigh  
5800 Faringdon Place  
Raleigh, NC 27609

(919) 838-9950

**Financial Institutions that have a mission to serve MBEs (Source: SBTDC, <http://www.sbtdc.org/pdf/capopps.pdf> )**

### **The Support Center**

The Support Center is a statewide nonprofit and Community Development Financial Institution (CDFI). We are an approved lender for the US Small Business Administration (SBA), US Department of Agriculture Farm Service Agency (USDA/FSA) & US Department of Transportation (USDOT) Guarantee Loan Programs. We lend to start-ups and existing businesses across the state, with emphasis on businesses that have difficulty accessing financing through traditional lending sources.

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### **Main Office:**

3128 Highwoods Blvd.  
Suite 170  
Raleigh, NC 27604  
Tel: (919) 803-1437  
Fax: (919) 896-8612

### **Community Development Credit Unions (CDCUs) or Community Development Corporations (CDCs)**

CDCUs are member-controlled financial cooperatives that can effectively finance community-based entrepreneurs in low-wealth and/or minority communities. CDCUs are relatively easy to charter at the state or federal levels and can provide a full range of lending services with assets of \$5 million. North Carolina has one of the highest concentrations of minority, community-based credit unions in the country. Fifteen active community development credit unions are located throughout the state, serving more than 33,000 members combined. For a complete list, consult [www.thesupportcenter-nc.org](http://www.thesupportcenter-nc.org). CDCUs are designed to stimulate economic growth in low-income areas by offering business and consumer loans at reasonable rates of interest. Since 1991, over \$140 million in loans have been made to members across the state. The North Carolina Minority Support Center was formed in 1990 to support the work of CDCUs throughout the state by offering technical assistance and providing capital support. The Center is the only statewide CDCU intermediary of its kind in the country.

### **Self-Help – Community Development Financial Institution (CDFI)**

Self-Help consists of the non-profit Center for Community Self-Help and two financing affiliates, Self-Help Credit Union and Self-Help Ventures Fund. Self-Help Credit Union is a federally insured, state-chartered credit union that provides commercial loans for people who cannot obtain financing from conventional lenders. Self-Help Ventures Fund provides higher risk commercial financing and develops real estate projects. Since 1980, Self-Help has invested \$5.96 billion in financing to 71,748 families, individuals, and organizations.

For small business lending, since 1980 Self-Help has made \$446 million in loans to over 3,000 entrepreneurs, creating or maintain over 26,000 jobs. Self-Help focuses on segments underserved by traditional loan sources: minority-owned businesses have accounted for 45 percent of the loan proceeds and women-owned businesses have received 42 percent of the proceeds. In addition to participating in the SBA 7(a) program, the SBA 504 program, the SBA MicroLoan program, and the USDA Intermediary Relending program, Self-Help also administers a number of programs in conjunction with other organizations. Self-Help provides a variety of loan products in the \$500,000 to \$1.5 million range. It will work with any viable business but specializes in several industries to better serve firms in these sectors of the economy. Its staged microloan program helps very small businesses and self-employed people establish their operations with loans in the \$500 to \$3,000 range. Self-Help's Community Facilities Fund provides financing and technical assistance to small businesses and non-profits that provide human services, such as child care centers or assisted housing projects. A more recent lending initiative has focused on the sustainable development industry -- firms whose products or services are environmentally-focused and advocate for policies that promote responsible growth. Examples include organic farms, ecotourism enterprises, and recycling businesses. Contact: <https://www.self-help.org/business/loans/small-business-loans>

### **Business Consortium Fund**

The Business Consortium Fund Inc. (BCF) is a not-for-profit minority development company of the National Minority Supplier Development Council (NMSDC). Forty regional affiliates -- including

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Carolinas Minority Supplier Development Council -- work with certified lenders to help finance expenses or purchases related to a specific transaction. Certified lenders in North Carolina include Branch Banking & Trust (BB&T), First Charter, and Bank of America. The BCF was developed to assist ethnic and racial minority-owned firms in accessing working capital needed to finance growth. The BCF provides contract refinancing to businesses through a network of local participating banks. The borrower must be a Certified Minority Business in good standing with an affiliated regional council of the NMSDC. Loans are provided to creditworthy businesses at the current prime rate. A maximum of \$500,000 in total loans per borrower may be outstanding at any one time, while the minimum is \$75,000. Business Consortium Fund, Inc. 305 Seventh Ave., 20th Floor New York, NY 10001 212.243.7360 [www.bfcapital.com](http://www.bfcapital.com)

### **Carolinas Minority Supplier Development Council**

What is the Carolinas Minority Supplier Development Council? Carolinas MSDC (or the Council) is a membership organization of major corporations, financial institutions, government agencies, and universities that operate within North or South Carolina. It promotes and facilitates the development of business relationships between its members and certified minority-owned business enterprises. The Council works to expand business opportunities for minority-owned companies in an effort to build a stronger, more equitable society by supporting and promoting minority business development. Carolinas MSDC has over 170 corporate members and approximately 425 certified minority-owned businesses. Find a current list of corporate members at [www.carolinasmcdc.org/corporations/cmsdcorporate-members/](http://www.carolinasmcdc.org/corporations/cmsdcorporate-members/). The Council organizes networking events, educational sessions and unique opportunities that serve as venues for MBEs and corporate members to come together and identify mutually beneficial opportunities to work with one another. The Carolinas MSDC is a private, non-profit organization categorized by the IRS as 501(c) (3). It is funded by membership dues, certification fees, and proceeds from program activities. In addition, funds are also received from the National Minority Supplier Development Council based on allocations by national members with operations in the Carolinas.

Carolinas Minority Supplier Development Council  
9115 Harris Corners Parkway, Suite 440 Charlotte, NC 28269 704.549.1000  
[www.carolinasmcdc.org](http://www.carolinasmcdc.org)

### **NC State Small Business Credit Initiative**

The NC State Small Business Credit Initiative is helping make capital available for business startups and expansions across the state. The initiative works primarily through traditional lenders such as banks and credit unions. By reducing the risks involved, it allows lenders to approve some business loans they otherwise could not. The initiative also invests in venture capital and angel funds, which in turn make equity investments in North Carolina businesses. The initiative is made possible by \$46.1 million in federal funding under the Small Business Jobs Act of 2010. Gov. Beverly Perdue designated the Rural Center to administer the program in all 100 counties. With three component programs, the initiative is expected to enable more than \$600 million in business loans and equity investments by 2016.

The three components:

The NC Capital Access Program provides matching reserve funds for business loans that are just outside a lender's usual standards. The average NC-CAP loan is \$100,000. When a loan is approved and enrolled in NCCAP, the borrower pays a fee, which is matched with money from the program. The funds together are deposited into a reserve account held by the lender, to offset losses in case of default. Potential borrowers may apply through their local lenders.

The N.C. Loan Participation Program reduces a lender's risk by purchasing up to 20 percent of a loan. The program typically assists loans of \$250,000 to \$5 million. Special consideration may be given for loans to businesses in underserved communities and to businesses owned by women and minorities. Potential borrowers apply through their local lenders.

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The N.C. Fund of Funds Program has invested \$10 million in four venture capital and angel funds, which in turn invest in North Carolina businesses as early as the conceptual stage: Hatteras Ventures, IDEA Fund, IMAF and Salem Investment. The individual funds are responsible for finding and assessing potential investments in North Carolina businesses.

NC Rural Economic Development Center  
4021 Carya Drive Raleigh, NC 27610  
Telephone: 919-250-4314 Fax: 919-250-4325

### **North Carolina Department of Administration Office for Historically Underutilized Businesses** (Source: <http://www.doa.state.nc.us/hub/default.aspx> )

**Mission:** to promote economic opportunities for historically underutilized businesses in state government contracting and procurement that will foster their growth and profitability.

**Main Office:** 919-807-2330

**Fax:** 919-807-2335

**Email:** [HUBOffice.DOA@doa.nc.gov](mailto:HUBOffice.DOA@doa.nc.gov)

#### **Physical Location:**

Administration Building (Suite 4109)  
116 W. Jones Street, Raleigh, N.C.

## **WOMEN OWNED BUSINESS FINANCE**

### **Women's Business Center of North Carolina (Source: <http://www.theinstitutenc.org/index.php/programs-services/women-business-development>)**

The Institute's Women's Business Center of North Carolina (WBC) helps women-owned businesses start and grow.

We empower women by offering tools and support to establish businesses, stabilize their companies, generate sustainable profits, strategize for future growth and contribute to the growth and economic development of the community.

Our small business experts offer:

- Customized, one-on-one business counseling.
- Seminars and classes focused on key business topics, such as marketing, finance, certification and small business resources.
- Review and feedback on written business plans.
- Loan package preparation assistance and lender referrals.
- Certification assistance and review.
- Networking opportunities to find mutual support, access to resources and business referrals.

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**The Women's Business Center of North Carolina**

5800 Faringdon Place - Upper Level

Raleigh, NC 27609

(919) 956-8889

[wbcnc@TheInstituteNC.org](mailto:wbcnc@TheInstituteNC.org)