What to Expect When Applying for a Loan
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 are funds typically used for?

- Working capital for operating expenses
- Startup capital to launch a new business
- Growth capital to expand
- Purchase equipment
- Purchase or renovate real estate
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?

- Small Business Development Centers
- Small Business Administration
- Score
- Accountant
- Business Coach
### 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 to 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?

- **STEP 1**: Get Started
- **STEP 2**: Tell Us Your Vision
- **STEP 3**: We Walk With You Through The Process
- **STEP 4**: Review Your Application
- **STEP 5**: Get Approved
- **STEP 6**: Close Your Loan
Get Started with your Application

STEP 1:

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.
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.

**Cashflow**
- Cashflow is the borrower’s ability to repay their loan in full under all circumstances. This includes unexpected circumstances or a downturn in the economy.
- Cashflow 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.
Close Your Loan

STEP 6:

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.