

New Non Traditional Financial Sources

Accion International

100 Peachtree Street. Suite 700
Atlanta, GA 30303
Tel: (404) 521-0594
E-mail: atlantaloans@accionusa.org
www.accionatlanta.org

Service Description: Accion USA is a nonprofit organization that provides credit to small business owners who can not access commercial loans. Most of Accion USA's borrowers are low-income minorities who rely on their micro business for 50% or more of their family income. Accion currently services the Metro Atlanta area.

Action Capital Corporation

P.O. Box 56346
Atlanta, Georgia 30343
404-524-3181

Service Description: A forty-year old national company based in Atlanta that specializes in invoice factoring program. Receivable financing and factoring from \$50,000 to 3,000,000. Access their web site at www.actioncapital.com where you can apply online or call 1-800-525-7767.

Albany Community Together, Inc.

230 South Jackson Street
Albany, Georgia 31701-2816
229-420-4600

Service Description: ACT! offers the Albany Community an array of financial products to promote economic development in the City of Albany, with priority given to those businesses located in the 13 census area that are targeted as the lending area. The products are designed to assist a range of people from the entrepreneur wishing to launch a small neighborhood business; to more established firms needing specialized financing in order to expand their market share from the Albany local community to the Greater Albany Regional Economy. Applications are taken from residents wishing to create, retain or expand a business in the targeted lending area. Businesses should show sufficient promise of growth, profitability, and the ability to pay back the loan. Eligible uses of loan proceeds: machinery and equipment working capital, renovation of existing commercial structure, leasehold improvements.

Broadcast Capital Inc.

1700 K St. NW, Suite 403
Washington, DC 20006
(202) 496-9250
Fax: (202) 496-9259
email: broadcap@aol.com

Service Description: This SBIC, licensed with the SBA, targets women-and minority-owned radio and television stations and invests in start-ups and expansions. Average investment: \$250,000 to \$500,000.

Business Consortium Fund (BCF) & Triad Capital Corporation

305 Seventh Ave., 20th Floor

New York, NY 10001
(212) 243-7360
Fax: (212) 243-7647
www.bfcfcapital.com

Service Description: Provides access to capital to MBEs certified by the National Minority Supplier Development Council, and unable to secure financing on reasonable terms through traditional lending channels. The BCF offers a variety of financing programs, including contract, accounts receivable and equipment financing. It also provides working capital loans, term loans, international trade financing and equity based funding. Triad Capital Corporation provides long term debt and/or equity type funding to small businesses that are socially or economically disadvantaged.

Capital Across America (CXA)

501 Union St., Suite 201
Nashville, TN 37219
(615) 254-1515
Fax: (615) 254-1856

www.capitalacrossamerica.org

Service Description: Targets profitable women-and minority-owned small companies with a three-year track record that manufacture or distribute products. Also invests in businesses offering services such as human resources, insurance, or printing. Average investment: \$250,000 to \$1.5 million.

Carthage Partners

The Nippon Tower
145 West Tower, 9th Floor
New York, NY 10019
(212) 239-7252
Fax: (212) 239-7443

www.carthage.net

Service Description: Carthage Venture Partners is an early-stage venture capital firm, based in New York City, that invests in emerging software and communication companies that sell solutions to Global 2000 corporations. Business plans and correspondence are preferred to be sent via email. To submit business plans, or other inquiries send an email to info@carthage.net

Count-Me-In for Women's Economic Independence

222 West 26th St., Suite 9H
New York, NY 10010
(212) 691-6380

www.count-me-in.org

Service Description: A national nonprofit organization aimed at raising capital to be loaned exclusively to women. Count Me In provides loans from \$500 to \$10,000. Loans can be used for working capital, purchase of inventory or equipment, marketing materials for a sales event, or other uses that will help your business generate cash.

Downtown Moultrie Tomorrow, Inc.'s Low Interest Loan Pool

Main Street Office
P.O. Box 3368
Main Street
Moultrie, Georgia 31776
229-985-1974

Service Description: This program is to encourage the continuation of economic revitalization within the Moultrie Business District. Eligible uses of loan pool funds include façade rehabilitation, rear entrance improvements, new roof, roof repairs, masonry maintenance, window rehabilitation, code compliance, plumbing and wiring, etc. Loan funds must be used for capital improvements (none for inventory) on income producing or commercial properties inside the district. Six banks in Moultrie participate in this program and each sets their own interest rate, loan limits and pay back period.

GS Capital LP

435 Devon Park Drive, Suite 612
Wayne, PA 19087
(610) 293-9151
Fax: (610) 293-1979
www.gscapitalfund.com

Service Description: Invests in women, minority, and employee-owned businesses with preferred annual revenues of \$500,000 to \$3 million. Deals with equity and debt with equity features, preferably for nationally franchised businesses in Mid-Atlantic States.

Inroads Capital Partners

1603 Orrington Ave., Suite 2050
Evanston, IL 60201
(847) 864-2000
www.inroadsvc.com

Service Description: Targets well-established firms owned or led by women and/or minorities that generate annual revenue of \$1 million up to \$100 million and need capital to expand rapidly over five years. Average investment: \$3 million to \$5million.

Milepost Ventures

One Embarco Center, Suite 3250
San Francisco, CA 94111
(415) 391-8950
Fax: (415) 391-8937
www.milepostventures.com

Service Description: Milepost Ventures is a venture capital fund focused primarily on investing in companies that are led, founded or co-founded by women and companies that are selling products and services primarily to women. Investments are mostly made to early stage information technology and healthcare companies, including internet, software, telecommunications, life sciences, medical devices, healthcare services and bioinformatics companies. Their goal is to partner with talented entrepreneurs, who are pursuing growing markets with a proprietary technology and/or a leading edge competitive position.

Small Business Assistance Corporation

111 E. Liberty St., Suite 100
Savannah, GA 31401
(912) 232-4700
Fax: (912) 232-0385
www.sbacsav.com

Service Description: Targets minority retailers in Savannah Area by offering a variety of small business loan programs. Loans also available in Brunswick and Jekyll Island.

Opportunity Capital Partners

2201 Walnut Avenue, Suite 210

Fremont, CA 94538

(510) 795-7000

Fax: (510) 484-5439

www.opportunitycapitalpartners.com

Service Description: Invest in minority-owned businesses during the expansion and later stages of development. Industry preferences include communications, healthcare, information technology, and manufacturing preferably for the West Coast. Investment range is between \$2 million and \$7 million.

University Ventures, Inc. (SSBIC)

180 University Avenue, 3rd Fl.

Newark, N.J. 07102

(973) 353-5627

Fax: (973) 353-1175

Service Description: Provide loans with equity features for businesses in the early to expansion stage of development. They provide loans up to \$150,000, preferably for businesses located in the Northeast.

Syncom Capital Corp.

8401 Colesville Road, Suite 300

Silver Spring, MD 20910

(301) 608-3203

Fax: (301) 608-3307

Service Description: A telecommunications financing source that provides loans for all telecommunications and media properties. Loans start from \$500,000 to \$5 million.

Telecommunications Development Fund

2020 K St. NW, Suite 375

Washington, DC 20006

(202) 293-8840

Fax: (202) 293-8850

www.tdfund.com

Service Description: The fund managers attempt to find small telecommunications businesses. They invest in young companies that have developed products relevant to the industry. Average investment: \$375,000 to \$1 million.

Tradebank International, Inc.

4220 Pleasantdale Road

Atlanta, GA 30340

(678) 533-7100

Fax (678-533-7113

www.tradebank.com

Service Description: Tradebank is a full-service barter exchange promoting a wide range of products and services on behalf of clients, which allows them to retain cash they would otherwise expend. It also creates a whole new base of customers to

increase sales and improve the potential for profits. Client pay a retainer fee (\$495.00), a quarterly accounting fee (\$25.00), and a cash brokerage fee equal to 10% on all purchases.

TSG Capital Group

177 Broad St., 12th Floor
Stamford, CT 06901
(203) 541-1500

Service Description: Provides equity loans in the amount of \$10 million to \$100 million to ethnic minority owned telecommunications, media, and specialty product businesses.

Wells Fargo Bank National Business Banking Center

P.O. Box 340214
Sacramento, CA 95834-0214
(800) 35-WELLS, ext. 120
www.wellsfargo.com

Service Description: Offers three types of small business loans: 7(a) loan, LOWDOC loan, and 504 loan. Also provides services specifically for women and minority (African-American, Asian-American and Latino) business owners- Offers government assisted loans and lines up to \$1,750,000; equipment financing loans up to \$50,000, and mortgage loans and refinancing between \$25,000 and \$250,000. Client can sign up for the Inzap payment service that finances and pays receivables and allows their small businesses to provide payment terms to customers.

Women's Growth Capital Fund

1054 31st St. NW, Suite 110
Washington, DC 20007
(202) 342-1431
Fax: (202) 342-1203

www.womensgrowthcapital.com

Service Description: Women's Growth Capital Fund is a venture capital fund investing in women-owned businesses. It is one of only three women-focused funds licensed as a small business investment company (SBIC) by the U.S. and Small Business Administration. The fund will generally be between \$500,000 and \$2million.

Revolving Loan Programs

Athens Clarke Growth Fund

Unified Government of Athens-Clarke County
(706) 613-3155
Fax: (706)613-3158
www.athensclarkecounty.com/~hed/hedhome.htm

Services Description: The program provides gap financing to new or expanding businesses creating jobs in Athens-Clarke County.

East Athens Microloan Fund

East Athens Development Corporation
410 McKinley Drive
P.O.Box 80472

Athens, GA 30608
(706) 208-0048
Fax: (706) 208-0015
www.eadcinc.com

Services Description: The EADC aims to stimulate economic development in undeserved areas and strengthens the East Athens business community. The program provides loans to micro enterprise businesses in Athens that do not yet qualify for traditional bank loans. Loan amounts are up to \$3,500 and may be used for equipment inventory working capital and supplies.

The CSRA Micro Loan Program

1054 Claussen Rd., Suite 301
Augusta, GA 30907
(706) 737-1790
Fax: (706) 737-1790

Service Description: This program targets small micro businesses that generally have a difficult time obtaining loans from conventional sources. At least 75 percent of its resources must be sent in the CSRA Enterprise Community area in order to create jobs and opportunities in this region. Contact the Augusta, University of Georgia SBDC at (706) 737-1790 to access eligibility.

Housing and Neighborhood Development

One 10th Street, Suite 430
Augusta, GA 30901
(706) 821-1797
www.co.richmond.ga.us

Service Description: Micro loan fund, providing between \$5,000 and \$25,000 for for-profit businesses. To be eligible, the business owner(s) must demonstrate willingness and ability to repay debt, good business and personal credit, sufficient collateral to secure the debt, and sound existing or propose business enterprise. Twenty- percent owner's equity is required for start-up businesses.

Coastal Area District Development Authority (CADD A)

504 Gloucester Street, Suite 201
Brunswick, Georgia 31520
(912) 261-2500
e-mail: CADD A@sprynet.com or loans@cadda.com
www.cadda.com

Service Description: Created to assist small businesses with expansion retention and start-up needs. Bank programs are offered through CADD A's Jack Cofer Revolving Loan Fund. Packaging and servicing for the SBA 504 and 7(a) Loan Programs, Farmer's Intermediary Relending/Loan Programs for rural development and the Business and Industrial Guaranteed Loan program. Represents 11 counties: Bryan, Bulloch, Camden, Candler, Chatham, Effingham, Glynn, Liberty, Long, McIntosh and Wayne.

The Cobb Microenterprise Council, Inc.

Kennesaw State University
Small Business Development Center
1000 Chastain Rd. Kennesaw, GA 30144-5591
770-499-3228
www.cobbmicrocouncil.com

Service Description: The Cobb Microenterprise Council administers the Micro Enterprise Revolving Micro Loan Fund. A loan program that serves low-income persons in Cobb Co. made up of several area banks in Cobb County.

The DeKalb Enterprise Business Corporation (DEBCO)

750 Commercial Dr., Suite 201
Decatur, GA 30030
(404) 378-8000

www.dekalbchamber.org

Service Description: DEBCO revolving loan fund provides intermediate to long-term financing to “for-profit” businesses in DeKalb County. DEBCO lends from \$10,000 to \$50,000 in conjunction with private lenders.

Southwest Georgia RDC’s Revolving Loan Fund

P.O. Box 346
Camilla, Georgia 31730
229-522-3552

www.swgrdc.org

Service Description: This program is a locally controlled source of capital used to finance start-up and expanding businesses whose projects will create permanent jobs and leverage private sector investment. Borrower must be the user of the loan proceeds, either a start-up or expansion business must result in the creation of permanent jobs, RLF can finance up to 33.3% of the total project cost, business must provide at least 10% equity, loan amounts are from \$40,000 to \$125,000, and businesses must be located in Baker, Calhoun, Colquitt, Decatur, Dougherty, Early, Grady, Lee, Miller, Mitchell, Seminole, Terrell, Thomas or Worth Counties.

Grant Sources

Atlanta Women’s Foundation

50 Hurt Plaza; The Hurt Building, Suite 401
Atlanta, GA 30303
(404) 577-5000
Fax: (404) 589-0000

www.atlantawomen.org

Services Description: Supports the needs of women and girls by raising funds for grants, developing resources to identify and solve problems, and creating opportunities throughout metro Atlanta.

Carrot Capital, LLC

140 West 57th Street, Suite 3B
New York, NY 10019

www.challenge2003.com

Services Description: Carrot Capital will provide the opportunity to win up to \$3 million funding offers to college students or recent graduates (graduated 2001-2002) that submit an original business plan to their business plan challenge. The top ten winners will receive an offer from Carrot Capital, on its standard terms, for funding of the company described in the business plan. The competition is intended for ventures that have not yet received financing or have received less than \$500,00 in outside capital (excluding any grants, endowments, and founder’s capital). Visit their website for more details or contact them by phone @ (212) 586-2246.

IdeaCafe's Biz Grant\$

The Amber Foundation Biz Plan Competition

www.businessownersideacafe.com

Services Description: At the end of each calendar quarter, the Amber Foundation awards grants to the best mini-business plan received from a woman-owned business on the Web.

Mayor's Business Investment Grant

Housing and Neighborhood Development

One 10th Street, Suite 430

Augusta, GA 30901

(706) 821-1797

www.co.richmond.ga.us

Services Description: Designated to encourage an increase in new business in the Laney Walker Enterprise Zone within the City of Augusta. The program will provide a \$2,500 reimbursement grant to eligible businesses on a first come-first serve basis. Eligible businesses must be a new community-serving retail or service business in a store-front accessible to the public and must provide stimulation for blighted or distressed areas

Miller Urban Entrepreneurs Series Business Grant Competition

Tel: (800) 585-2910

www.millerbrewing.com/inthecommunity/urban/businessGrant

Service Description: Provides eligible applicants (age 21-30) the opportunity to compete for one of up to three \$20,000 business "grants" or one of up to six \$2,500 "grants."

Native American Program

Minority Business Development Agency

Department of Commerce

14th and Constitution Avenue, NW

Washington, DC 20230

(202) 482-1940

www.mbda.gov

Services Description: Project grants for providing business development service to Native Americans interested in entering, expanding, or improving their efforts in the marketplace. Average Grant: \$204,000.

Palo Alto Software Inc.- Business Plan Competition

144 East 14th Avenue

Eugene, Oregon 97401

(541) 683-6162

Fax: (541) 683-6250

www.paloalto.com/competition/

Services Description: Each year Palo Alto Software Inc. awards one \$25,000 and five \$1,000 prizes to a team of individuals (five or fewer members) that has a business plan that presents an original idea for one of the following: 1.) A new business, 2.) An existing business that's been in operation for a year or less, 3.) An existing business that needs substantial improvement. All business plans must be written using Business Plan Pro or Business Plan Toolkit Software. Please visit their website for more contest details or email them at competition@paloalto.com

Indian Grants-Economic Development (Indian Grant Program)

Department of the Interior; Bureau of Indian Affairs
Office of Trust and Economic Development
1849 C Street, NW Room 2528
Washington, DC 20240
202-208-3493

Services Description: Seed money to attract financing from other sources for developing Indian-owned businesses; to improve reservation economics by providing employment and goods services where needed. Grants must be used for development of profit-oriented businesses that will have positive economic impact on Indian reservations. Grant no more than 25% of project costs. Average grant: \$39,400.

OSBMA

Office of Small Business and Minority Affairs
Room C-2318
200 Constitution Avenue, NW
Washington, DC 20210
(202) 219-9148

- A source for ongoing information on minority grants.

Bureau of Indian Affairs

Division of Contracting and Grants Administration
1951 Constitution Avenue, NW, MS 334-SIB
Washington, DC 20240
202-208-2825

Services Description: Bureau of Indian Affairs is an office designated as an Office of Small and Disadvantaged Business Utilization (OSDBU) that provides procurement assistance to small, minority, 8(a) and women-owned businesses. The primary function is to ensure that small and disadvantaged businesses receive their fair share of U.S. government contracts. Considered as an "excellent" source of information.

New Business Incentives

Augusta

Housing and Neighborhood Development
One 10th Street, Suite 430
Augusta, GA 30901
(706) 821-1797
Fax: (706) 821-1784

Program Description: The purpose of this program is to revitalize geographic areas within the city by encouraging new business development. Eligible businesses include, but are not limited to, manufacturing, warehousing and distribution, tourism, research and development, processing, telecommunications, new residential construction or rehabilitation, finance, insurance and real estate. Eligible businesses are exempt from state, county, and municipal ad valorem taxes, except for those collected for the school district. In addition, the local governing body may create ordinances exempting or abating occupation taxes, regulatory fees, and other fees that may be imposed on an eligible business. Visit www.co.richmond.ga.us/HND for more information.