

# Guide to Small Business Financing

## Navigating Lending Options for Your Business

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### Part Three: Lender Directory

October 2021

Prepared by:

**The Coalition for Nonprofit Housing  
and Economic Development**

727 15th Street, NW, Suite 600  
Washington, DC 20005





# DC SMALL BUSINESS LENDER DIRECTORY

## Lender Directory<sup>1</sup>

CDC Small Business Finance	Life Asset
City First Enterprises (CFE)	Local Initiatives Support Corporation (LISC)
Customers Bank	M&T Bank
EatsPlace	The Hilltop Microfinance Initiative
ECDC Enterprise Development Group	PNC Bank
First Citizens Bank	Truist Bank
Industrial Bank	Washington Area Community Investment Fund, Inc.
Kiva Hub	Freedom Bank
Latino Economic Development Center (LEDC)	Additional Small Business Lenders

CNHED's three-part ***Guide to Small Business Financing: Navigating Lending Options for Your Business*** provides valuable information for small business owners that includes:

### BORROWER PREPARATION



Guidance on preparing to engage, interact with, and borrow from lenders

### LENDER SNAPSHOT



Table comparison of products and offerings from small business lenders in DC

### LENDER DIRECTORY



Individual profiles with specific details about various small business lenders in DC

<sup>1</sup> This list of lender profiles includes the following types of lenders: Banks (community and regional), Community Development Finance Institutions (CDFIs), Microfinance Institutions (MFIs), and Crowdfunding Lenders. For more information on the various lender types, refer to the *Guide to Small Business Financing, Part One: Borrower Preparation*.

## CDC Small Business Finance

Kelly Klein | Loan Officer | (619) 243-8657 | [kklein@cdcloans.com](mailto:kklein@cdcloans.com)

**Branch locations:** 1400 Crystal Drive, Suite 500, Arlington, VA 22202

[www.cdcloans.com](http://www.cdcloans.com)

**Lender mission:** As a leader in the community and economic development field, CDC Small Business Finance provides access to transformative products, services, and advocacy to ensure all small businesses have the opportunity to succeed and grow.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Products Offered
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Unsecured term loans</li> <li>Rates are Prime plus 2.75–6.0%</li> <li><b>Note:</b> All loans are SBA Community Advantage Loans</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:               <ul style="list-style-type: none"> <li>\$10,000 – \$50k</li> </ul> </li> <li>Small business loans:               <ul style="list-style-type: none"> <li>\$50k–\$100k</li> <li>\$150,001–\$250k</li> </ul> </li> </ul>	SBA Community Advantage Loans

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 620 (flexible)</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Not having collateral does not exclude loan eligibility. A Uniform Commercial Code (UCC) filing/blanket lien will be placed on business assets.</li> <li><b>Number of Monthly Financial Statements:</b> 24 mo. of business tax returns (or whatever the business has available)</li> <li><b>Years in Operation:</b> N/A—startup businesses are eligible with a business plan and projections</li> <li><b>Annual Revenue:</b> N/A</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	<p>Financing for businesses in the following industries:</p> <ul style="list-style-type: none"> <li>Trucking</li> <li>Agriculture</li> <li>Businesses involved in passive income activities (i.e., rental real estate)</li> </ul> <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English and Spanish

**Decision-making process:** Decisions are made locally.

**Lender interests:** CDC SBF offers financing for businesses that have been declined by a bank (e.g., for startups, small dollar requests, businesses with weak cash flow, high-risk industry, lack of collateral, and poor credit if there is a reasonable explanation)

**Reasons for rejection:** Applicants lack industry experience, have high outstanding collections, or poor credit without a reasonable explanation

## City First Enterprises (CFE)

Jonathan Reyes | Loan Officer | (202) 745-4483 | [jonathan@cfenterprises.org](mailto:jonathan@cfenterprises.org)

Branch locations: Headquartered in DC, but no bank branch.

Small business owners should contact us, and one of our lending staff will promptly be in touch.

[www.cfenterprises.org/lending](http://www.cfenterprises.org/lending)

**Lender mission:** At CFE, we have a deep understanding of project finance and the communities we serve. Our mandate as a social impact lender is to provide capital to locally owned businesses and community-based nonprofits. Our lending guidelines differ from traditional lending institutions, as we are less strictly regulated. Projects we finance often require creativity and patience on our part; we offer borrowers financial expertise, technical assistance, and capital. We work with businesses based not only on their financial viability but also on the ripple effect they will have across their communities, helping to amplify racial and economic equity and, in turn, a more prosperous, sustainable, healthy region for all.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	Other Products
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Unsecured term loans</li> <li>Secured lines of credit</li> <li>Unsecured lines of credit               <ul style="list-style-type: none"> <li>Rates vary: 7%–12%</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:               <ul style="list-style-type: none"> <li>\$5,001–\$50k</li> </ul> </li> <li>Small business loans:               <ul style="list-style-type: none"> <li>\$50,001 – \$150k</li> <li>\$150,001 – \$250k</li> <li>Greater than \$250,001</li> </ul> </li> </ul>	Commercial Real Estate Acquisition: 4.5%–9%

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> N/A</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Depends on financing need, but typically requires first lien on assets, which may include real estate, large equipment, receivables, etc.</li> <li><b>Number of Monthly Financial Statements:</b> 24 mo.</li> <li><b>Years in Operation:</b> 2 or more</li> <li><b>Annual Revenue:</b> Depends on financing need</li> <li><b>Other:</b> EIN, current bank statements, certificate of good standing with jurisdiction where company is registered</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	<p>Startup businesses</p> <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English and Spanish

**Decision-making process:** Decentralized; we are not a bank/depository institution.

**Lender interests:** We specifically seek to work with businesses in the DC metro-Baltimore region having difficulty accessing capital from traditional commercial lenders. We finance the following: equipment acquisition, commercial real estate, business expansion, working capital, commercial vehicles, community-based organizations

**Reasons for rejection:** Not enough years in operation (startups), inadequate debt service coverage, tax liens/not in good standing

## **Customers Bank**

Veder Reddick | SVP | (215) 717-7953 | [vreddick@customersbank.com](mailto:vreddick@customersbank.com)

Miguel Alban | Director | (267) 253-5415 | [Malban@customersbank.com](mailto:Malban@customersbank.com)

**Branch locations:** We do not yet have a bank branch for loan production in DC.

Small business owners should contact us and one of our lending staff will promptly be in touch.

[www.customersbank.com/business-banking/small-business-lending/](http://www.customersbank.com/business-banking/small-business-lending/)

**Lender mission:** Customers Bank is a super community bank that focuses on uniquely providing outstanding customer service. We have implemented a Multicultural Division to serve small and minority business owners by having lenders that speak the language and know the culture. Our lending approach is on a case-by-case basis. We take the time to meet with our customers and understand how they do business and have been doing business to serve as an advisor.

### PRODUCTS & SERVICES

<b>Products &amp; Interest Rates</b>	<b>Loans Offered</b>	<b>SBA Loan Products</b>	<b>Other Products</b>
<ul style="list-style-type: none"> <li>• Secured term loans: 4.25%–6%</li> <li>• Unsecured term loans: 6.25% (currently WSJP plus 3%)</li> <li>• Secured lines of credit: WSJP plus 1%</li> <li>• Unsecured lines of credit: WSJP plus 1%–3%</li> </ul>	Small business loans: <ul style="list-style-type: none"> <li>• \$50,001 – \$150k</li> <li>• \$150,001 – \$250k</li> <li>• greater than \$250,001</li> </ul>	<ul style="list-style-type: none"> <li>• 7(a) Loans</li> <li>• 504 Loans</li> </ul>	Commercial Real Estate Acquisition: 4.5%–9%

### ELIGIBILITY & REQUIREMENTS

<b>General Requirements†</b>	<b>Ineligible Loan Uses‡</b>
<ul style="list-style-type: none"> <li>• <b>Personal Credit Score:</b> Minimum 660</li> <li>• <b>Business Credit Score:</b> Business score system used to determine eligibility—score range minimum 170</li> <li>• <b>Personal Guarantee:</b> Yes</li> <li>• <b>Collateral:</b> Business assets, real estate, accounts receivable</li> <li>• <b>Number of Monthly Financial Statements:</b> 36 mo. of financial and interim statements</li> <li>• <b>Years in Operation:</b> 3–5 years</li> <li>• <b>Annual Revenue:</b> No minimum</li> <li>• <b>Other:</b> 3 years of business and or personal returns along with a personal financial statement and interims. As the deal is underwritten there can be additional information required.</li> </ul> <p>† Note: These are generally required.</p>	N/A          ‡ Items, industries, and/or purposes that are not eligible for financing

### ADDITIONAL INFORMATION

**Available language(s):** English and Spanish

**Decision-making process:** Decisions are made locally; a credit approval team can turn a loan decision around in 3–5 days

**Lender interests:** Working capital lines of credit, owner occupied real estate purchase, business acquisitions, equipment purchase, investment real estate purchase

**Reasons for rejection:** Cash flow, appraisal value, credit reports

## EatsPlace

Katy Chang | Managing Member | (202) 882-3287 | [info@eatsplace.com](mailto:info@eatsplace.com)

**Branch locations:** 3607 Georgia Ave, NW, Washington, DC

[www.eatsplace.com](http://www.eatsplace.com)

**Lender mission:** *EatsPlace is a Community Development Financial Institution with a food incubator and restaurant/bar accelerator lab. Our services include business loans, venture capital, and technical assistance for businesses.*

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	Other Products
<ul style="list-style-type: none"> <li>Secured term loans: 0–10%</li> <li>Unsecured term loans: 0–12.5%</li> <li>Secured lines of credit: 0–10%</li> <li>Unsecured lines of credit: 0–12.5%</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:               <ul style="list-style-type: none"> <li>up to \$5k</li> <li>\$5,001 – \$50k</li> </ul> </li> <li>Small business loans:               <ul style="list-style-type: none"> <li>\$50,001 – \$150k</li> </ul> </li> </ul>	Equity (Venture) Financing

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 575—no credit score necessary for small dollar loans</li> <li><b>Business Credit Score:</b> Minimum 575—no credit score necessary for small dollar loans</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Varies</li> <li><b>Number of Monthly Financial Statements:</b> 3 mo.</li> <li><b>Years in Operation:</b> 0 or more</li> <li><b>Annual Revenue:</b> \$0 or greater</li> </ul> <p><sup>†</sup> Note: These are <i>generally</i> required.</p>	<p>Cannabis industry</p> <p><sup>‡</sup> Items, industries, and/or purposes that are <i>not eligible</i> for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English, Spanish, Mandarin, and other (outsourced translators and volunteers)

**Decision-making process:** N/A

**Lender interests:** Startup and mid-size businesses

**Reasons for rejection:** Lacking business strategy, debt load too high, cash flow inadequate

## ECDC Enterprise Development Group

Fikru Abebe | Managing Director | (703) 685-0510 | [fabebe@ecdcus.org](mailto:fabebe@ecdcus.org)

**Branch locations:** Baltimore City, MD and Arlington City, VA. We do not have a branch in DC. Small business owners should contact us, and one of our lending staff will promptly be in touch.

[www.entdevgroup.org/small-business-loans-skills-training/](http://www.entdevgroup.org/small-business-loans-skills-training/)

**Lender mission:** *Our focus is on low-to-moderate income minorities, including African Americans, people of color, women, immigrants, refugees, and asylees. We also offer free tax service and affordable, incubation commercial rental spaces for kick-starting small businesses.*

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans: 6%–7.75%</li> <li>Unsecured term loans: 6%–8.5%</li> </ul>	Small business microloans: <ul style="list-style-type: none"> <li>up to \$5k</li> <li>\$5,001 – \$50k</li> </ul>	<ul style="list-style-type: none"> <li>7(a) loans</li> <li>504 loans</li> </ul>	<ul style="list-style-type: none"> <li>Credit Builder Loan: \$500 – \$1,000</li> <li>Women Business Support Program Loans: up to \$3,000</li> <li>Pre- and post-loan technical assistance</li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 660</li> <li><b>Business Credit Score:</b> Minimum 650</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Paid off vehicles, equipment, car, real estate mortgage, other assets</li> <li><b>Number of Monthly Financial Statements:</b> 24 mo. for existing businesses</li> <li><b>Years in Operation:</b> N/A</li> <li><b>Annual Revenue:</b> N/A</li> <li><b>Other:</b> For startups and expansion, a business plan and equity contribution of 30% is required</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	Certain industries: <ul style="list-style-type: none"> <li>Liquor business</li> <li>Illegal activities</li> <li>Real estate development projects</li> <li>Real estate investments</li> </ul> <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** Amharic and English

**Decision-making process:** N/A

**Lender interests:** We serve startups and existing businesses located in our service areas—DC, MD (Baltimore, Montgomery, and PG Counties), VA (Alexandria, Falls Church, Arlington, Fairfax, and PW Counties)

**Reasons for rejection:** Credit history, payment history, character

## First Citizens Bank

Devaughan Moore | Business Banker II, VP | (703) 749-3158 | [devaughan.moore@firstcitizens.com](mailto:devaughan.moore@firstcitizens.com)

**Branch locations:** Branches in Arlington, VA. We do not have a branch in DC.

Small business owners should contact us, and one of our lending staff will promptly be in touch.

[www.firstcitizens.com/small-business](http://www.firstcitizens.com/small-business)

**Lender mission:** *We are large enough to have the products and services the larger banks have, but the mindset of community lending.*

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Unsecured term loans</li> <li>Secured lines of credit</li> <li>Unsecured lines of credit</li> <li>Business credit cards</li> <li>Rates vary—depends on structure, purpose, and loan term</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:                             <ul style="list-style-type: none"> <li>\$5,001 – \$50k</li> </ul> </li> <li>Small business loans:                             <ul style="list-style-type: none"> <li>\$50,001 – \$150k</li> <li>\$150,001 – \$250k</li> <li>greater than \$250,001</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements†	Ineligible Loan Uses‡
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 680</li> <li><b>Business Credit Score:</b> Taken into consideration</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> It depends—for Commercial Real estate (CRE) normally 80% – 85% loan-to-value (LTV)</li> <li><b>Number of Monthly Financial Statements:</b> 36 mo.</li> <li><b>Years in Operation:</b> 2</li> <li><b>Annual Revenue:</b> Varies</li> </ul> <p>† Note: These are generally required.</p>	<p>Certain industries:</p> <ul style="list-style-type: none"> <li>Adult entertainment</li> <li>Retail strip malls</li> <li>For startup businesses, it depends</li> </ul> <p>‡ Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** Arabic, Armenian, English, Filipino, Korean, Indian languages, Spanish, and Russian

**Decision-making process:** Centralized lending with local decision support

**Lender interests:** Medical industry, HVAC, plumbing, childcare, not-for-profit, religious, professional firms (e.g., CPA, attorneys, etc.)

**Reasons for rejection:** Cash flow, lack of guarantor support, loan-to-value (LTV)



## Industrial Bank

Leonard Clark | SVP, Chief Lending Officer | (202) 722-2000 (x3098) | [LClark@industrial-bank.com](mailto:LClark@industrial-bank.com)  
**Branch locations:** Four branches in DC—Georgia Ave in Petworth (main office), U Street, J.H. Mitchell Banking Center, and Anacostia Gateway  
[www.industrial-bank.com/home/business](http://www.industrial-bank.com/home/business)

**Lender mission:** *Black-Owned and operated since the bank's inception in 1934, our customers are business owners and community members. We provide loans to those in the community, so our customers can provide jobs for community members and generate income for themselves and others. Money deposited at Industrial Bank supports our financial institution's ability to provide loans, sponsorships, and donations—this ensures that money made here stays here.*

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans: around 4.5%</li> <li>Secured line of credit: around 4.5%</li> </ul>	Small business loans: <ul style="list-style-type: none"> <li>\$50,001–\$150k</li> <li>\$150,001–\$250k</li> <li>greater than \$250,001</li> </ul>	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> </ul>	<ul style="list-style-type: none"> <li>Construction/ Renovation loans in the 4.5% range</li> <li>Church acquisition/ refinance loans</li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements†	Ineligible Loan Uses‡
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> 650+</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> First deed of trust on property in question; otherwise, lien on business assets or accounts receivable</li> <li><b>Number of Monthly Financial Statements:</b> 36 mo. history and minimum 12 mo. projection</li> <li><b>Years in Operation:</b> 3 minimum</li> <li><b>Annual Revenue:</b> Varies—based on business and loan request</li> </ul> <p>† Note: These are generally required.</p>	Certain industries <ul style="list-style-type: none"> <li>Money service businesses</li> <li>Marijuana service businesses</li> </ul> <p>‡ Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

- Available language(s):** English and Spanish
- Decision-making process:** Branch managers and loan officers work together
- Lender interests:** Industrial Bank is a full-service CRE (commercial real estate) and C&I (commercial and industrial) lender
- Reasons for rejection:** Incomplete application/information, underwriting reveals deficiencies in the financing opportunity, insufficient collateral, unable to agree on terms

**Kiva Hub**

Camille Nixon | Capital Access Manager at DSLBD | (202) 727-3900 | [dc@local.kiva.org](mailto:dc@local.kiva.org)  
 Branch locations: No branch in DC; small business owners should contact us via our online portal.  
[www.dslbd.dc.gov/DCKivaHub](http://www.dslbd.dc.gov/DCKivaHub)

**Lender mission:** Kiva is a non-profit that expands access to capital for entrepreneurs at all stages. Kiva's online platform is used by 1.7 million individual community lenders. Kiva underwrites and manages the crowdfunding of loans. The Department of Small and Local Business Development (DSLBD) operates the local DC Kiva Hub @ DSLBD by engaging local eligible borrowers, providing application preparation guidance, conducting initial application quality review, coordinating with local partners (i.e., Trustees) to promote and support DC borrowers during their campaign and beyond, and encouraging banks and other entities (i.e., managed funders) to consider offering matching funds. Kiva welcomes and encourages borrowers often shutout of traditional financing due to race, age, ethnicity, immigration status, justice exposure, returning citizenship status, and former bankruptcy.

**PRODUCTS & SERVICES**

Products & Interest Rates	Loans Offered
Unsecured term loans: 0%	Small business microloans: <ul style="list-style-type: none"> <li>• Less than \$5k</li> <li>• \$5,001 – \$15k</li> </ul>

**ELIGIBILITY & REQUIREMENTS**

General Requirements†	Ineligible Loan Uses‡
<ul style="list-style-type: none"> <li>• <b>Personal Credit Score:</b> No minimum</li> <li>• <b>Business Credit Score:</b> Not checked</li> <li>• <b>Personal Guarantee:</b> No</li> <li>• <b>Collateral:</b> None required</li> <li>• <b>Number of Monthly Financial Statements:</b> No minimum</li> <li>• <b>Years in Operation:</b> No minimum</li> <li>• <b>Annual Revenue:</b> No minimum</li> <li>• <b>Other:</b> Submissions must include a personal and business story with photograph for online pitch, loan use plan, proof of business registration, additional documents for larger loan requests (e.g., business bank statements, tax statements)</li> </ul> <p>† Note: These are generally required.</p>	<p>Certain industries:</p> <ul style="list-style-type: none"> <li>• Adult entertainment</li> <li>• Weapons</li> <li>• Hemp/CBD</li> <li>• Hookah bars, tobacco as primary product</li> <li>• Multi-level marketing/sales</li> <li>• Illegal activities (e.g., gambling)</li> <li>• Pure financial investing (e.g., stocks)</li> <li>• Ride share driving services</li> </ul> <p>‡ Items, industries, and/or purposes that are not eligible for financing</p>

**ADDITIONAL INFORMATION**

- Available language(s):** English and Spanish written materials; other languages via phone
- Decision-making process:** Decisions are made by Kiva; initial intake review by DSLBD. Optional endorsements by DSLBD and Kiva Trustees facilitate review and higher loan offers. Borrower must complete private campaign with minimum number of family/friends before moving to public campaign to attract individual public lenders. Matching funds activated if borrower meets matching funders' criteria.
- Lender interests:** Any stage of business, compelling personal and business story. Kiva supports a variety of businesses, examples which can be viewed on the website.
- Reasons for rejection:** Ineligible business types, failure to disclose past history regarding bankruptcy and criminal convictions (allowed but must be indicated), fictitious address or business information, exceeding debt-to-income ratio maximum

## Latino Economic Development Center (LEDC)

Small Business Intake Coordinator | (202) 540-7416 | [customersupport@ledcmetro.org](mailto:customersupport@ledcmetro.org)  
**Branch locations:** DC Office—1401 Columbia Road NW, C-1, Washington, DC 20009  
[www.ledcmetro.org/smallbusiness](http://www.ledcmetro.org/smallbusiness)

**Lender mission:** LEDC is a Community Development Financial Institution (CDFI) specializing in financing entrepreneurs who face barriers in obtaining credit with traditional financial institutions.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans: 6.5%–12.5%</li> <li>0% is available under specific financing programs</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:               <ul style="list-style-type: none"> <li>up to \$5k</li> <li>\$5,001 – \$50k</li> </ul> </li> <li>Small business loans:               <ul style="list-style-type: none"> <li>\$50,001 – \$150k</li> <li>\$150,001 – \$250k</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Community advantage loans</li> <li>Microloans</li> </ul>	Consumer Credit Building Loan: 0%

### ELIGIBILITY & REQUIREMENTS

General Requirements†	Ineligible Loan Uses‡
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> No minimum</li> <li><b>Business Credit Score:</b> Not checked</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Required</li> <li><b>Number of Monthly Financial Statements:</b> No minimum</li> <li><b>Years in Operation:</b> No minimum</li> <li><b>Annual Revenue:</b> No minimum</li> </ul> <p>† Note: These are generally required.</p>	<p>Certain industries:</p> <ul style="list-style-type: none"> <li>Real estate investment (flipping)</li> <li>Liquor stores</li> <li>Adult entertainment</li> <li>Equity funding</li> <li>Late taxes</li> </ul> <p>‡ Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English and Spanish

**Decision-making process:** Lending decisions are centralized, but LEDC is a small CDFI operation, compared to a bureaucratic banking institution. The decision to extend credit is made with a holistic, community-based approach.

**Lender interests:** Clients that are not able to access traditional financing, loans that will create jobs and/or grow the business.

**Reasons for rejection:** Non-medical related collections on credit report, client is over leveraged, business model is unproven, lack of sufficient income for amount of credit requested

## Life Asset

Vicki Davis | Senior Loan Officer | (202) 297-0032 | [vdavis@lifeasset.org](mailto:vdavis@lifeasset.org)

Branch locations: 2448-A 18th Street, NW, Washington, DC 20009

2509 Good Hope Road, SE, Washington, DC 20020

[www.lifeasset.org](http://www.lifeasset.org)

**Lender mission:** We support low-income entrepreneurs who have difficulties qualifying for a loan elsewhere by offering a lending model based on social-collateral and peer-support (e.g., initial loans are group loans) instead of traditional underwriting criteria (e.g., credit score, income, and collateral).

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products
<ul style="list-style-type: none"> <li>Unsecured term loans: 6%</li> <li>First loan is a group loan up to \$2,500</li> <li>Second loan may be an individual loan up to \$10,000</li> </ul>	Small business microloans: <ul style="list-style-type: none"> <li>Up to \$5k</li> <li>\$5,001 – \$10k</li> </ul>	Microloans

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> No limits</li> <li><b>Business Credit Score:</b> No limits</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Not required</li> <li><b>Number of Monthly Financial Statements:</b> 3</li> <li><b>Years in Operation:</b> No limits</li> <li><b>Annual Revenue:</b> No limits</li> <li><b>Other:</b> A borrower needs to form or join a group of at least 2 more borrowers</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	Life Asset lends to all legal business activities <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English, French, and Spanish

**Decision-making process:** Lending decisions decentralized and made locally in the branch

**Lender interests:** Loans less than \$10,000 to hardworking entrepreneurs who have difficulties qualifying for a loan elsewhere, often due to low credit score, income, and/or collateral

**Reasons for rejection:** The borrower is not willing or able to form or join a group of at least two or more borrowers. The borrower needs a loan amount larger than we support (currently up to \$10,000). The entrepreneur does not have a track record of business income (\$0) and can't show enough progress towards making income within a reasonable time (6 weeks).

## Local Initiatives Support Corporation (LISC)

Jessica Hanmer | Economic Development Lending Manager | (202) 739-9265 | [jhanmer@lisc.org](mailto:jhanmer@lisc.org)

**Branch locations:** Main office located at 18th and K St, NW, Washington, DC. (Not a bank branch.)

Small business owners should contact us and one of our lending staff will promptly be in touch. Meetings are conducted remotely and by appointment.

[www.lisc.org/our-model/lending/loan-products/](http://www.lisc.org/our-model/lending/loan-products/)

**Lender mission:** LISC invests in businesses, housing, and other community infrastructure to catalyze economic, health, safety, and educational mobility for individuals and communities. LISC offers a wide range of loans, from pre-development to permanent financing, and we finance a wide variety of projects, from large affordable housing to small business loans. LISC is a national CDFI with offices in 37 locations, including Washington, DC.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered
<ul style="list-style-type: none"> <li>Unsecured term loans               <ul style="list-style-type: none"> <li>4.75%–8%</li> </ul> </li> <li>Secured term loans up to \$250k               <ul style="list-style-type: none"> <li>4.75%–8%</li> </ul> </li> </ul>	Small business loans: <ul style="list-style-type: none"> <li>LISC's loan minimum is \$100,000               <ul style="list-style-type: none"> <li>\$100,00 – \$150k</li> <li>\$150,01 – \$250k</li> <li>greater than \$250,001</li> </ul> </li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 600 for small businesses</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Up to 90% loan-to-value (LTV); first lien on real estate if applicable; first lien on business assets with a Uniform Commercial Code (UCC) filing</li> <li><b>Number of Monthly Financial Statements:</b> 36 mo. of business and personal tax returns, most recent interim financials</li> <li><b>Years in Operation:</b> 2</li> <li><b>Annual Revenue:</b> \$100k</li> <li><b>Other:</b> 10% for-profit borrower equity if real estate involved</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	<ul style="list-style-type: none"> <li>Startup businesses</li> <li>“Sin” businesses (i.e., alcohol, tobacco, gambling, adult entertainment, or weapons)</li> </ul> <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English

**Decision-making process:** Decentralized

**Lender interests:** Real estate acquisition and construction, leasehold improvements, furniture fixtures & equipment (FF&E), working capital

**Reasons for rejection:** Cash flow does not cover debt payments, credit score below threshold or other credit marks such as a recent bankruptcy or tax lien not on a payment plan

**M&T Bank**

Afreen Husain | VP Business Banking Greater Washington | (240) 620-2638 | [ahusain2@mtb.com](mailto:ahusain2@mtb.com)

**Branch locations:** Nine branch locations in DC

[www3.mtb.com//businesscustomer](http://www3.mtb.com//businesscustomer)

**Lender mission:** M&T Bank has tailored financial solutions for small businesses and commercial enterprises. And whether they prefer to do their banking in person, online, or a little bit of both, we listen to our customers to understand their needs and aspirations, then provide the support, guidance, and financial solutions they need to achieve their dreams.

**PRODUCTS & SERVICES**

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Unsecured term loans</li> <li>Secured lines of credit</li> <li>Unsecured lines of credit</li> <li>Business credit cards</li> <li>Interest rate depends on overall deal</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:                             <ul style="list-style-type: none"> <li>\$5,001-\$50k</li> </ul> </li> <li>Small business loans:                             <ul style="list-style-type: none"> <li>\$50,001-\$150k</li> <li>\$150,001-\$250k</li> <li>greater than \$250,001</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> </ul>	<ul style="list-style-type: none"> <li>Commercial mortgages on real estate, owner occupied or investment properties</li> <li>Working capital lines of credits—conventional or SBA guaranteed</li> </ul>

**ELIGIBILITY & REQUIREMENTS**

General Requirements†	Ineligible Loan Uses‡
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> 695+</li> <li><b>Business Credit Score:</b> 695+</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Varies—depends on loan request type                             <ul style="list-style-type: none"> <li>Example: all business assets, real estate and/or equity in primary real estate owned by business owner(s)</li> </ul> </li> <li><b>Number of Monthly Financial Statements:</b> 36 mo. of business and personal financial statements</li> <li><b>Years in Operation:</b> 3 (exception: startups)</li> <li><b>Annual Revenue:</b> \$100k-\$35mm (exception: startups)</li> <li><b>Other:</b> Varies—depends on the deal and size of request</li> </ul> <p>† Note: These are generally required.</p>	<p>N/A</p> <p>‡ Items, industries, and/or purposes that are not eligible for financing</p>

**ADDITIONAL INFORMATION**

**Available language(s):** English

**Decision-making process:** Lending decisions are centralized in HQ; however, input and recommendations by local Regional managers are considered.

**Lender interests:** Preferred deals include commercial mortgages, working capital lines, term loans for fixed assets/equipment, and acquisition loans by SBA guaranteed programs

**Reasons for rejection:** Credit issues, insufficient cash flow, collateral shortfall

## The Hilltop Microfinance Initiative

Jack Denny | CFO | (202) 505-5636 | [CFO@hilltopmfi.org](mailto:CFO@hilltopmfi.org)

**Branch locations:** No branches in DC.

Small business owners should contact us and a member of our lending staff will promptly be in touch. Meetings are conducted remotely, at a client's business, or a third-party location.

[www.hilltopmfi.org/sbl/](http://www.hilltopmfi.org/sbl/)

*Lender mission: HMFI's goal is to help entrepreneurial self-starters excluded from the commercial lending system gain access to capital. In service of this goal, HMFI tries to develop a complete understanding of the client's financial situation, giving applicants the ability to address underwriting concerns through explanation and additional documentation. This results in each applicant having the best possible chance to receive a loan.*

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered
<ul style="list-style-type: none"> <li>Unsecured term loans: 6%</li> <li>Impact Loans for startups and working capital               <ul style="list-style-type: none"> <li>Less than \$1k</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans: up to \$5,000</li> <li>Small business loans: \$5,001 – \$10k</li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> No minimum</li> <li><b>Business Credit Score:</b> No minimum</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> N/A</li> <li><b>Number of Monthly Financial Statements:</b> Last 3 mo. of business and personal financial statements</li> <li><b>Years in Operation:</b> 2 years (for loans greater than \$1k)</li> <li><b>Annual Revenue:</b> No revenue requirement</li> <li><b>Other:</b> Total income must be greater than \$1000/mo., no late mortgage or rent payments in the last 12 months, no unpaid child support, 18+ years old, no bankruptcy in the last 2 years</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	<ul style="list-style-type: none"> <li>Startups and working capital are ineligible for loans greater than \$1k</li> <li><b>Note:</b> Impact loans up to \$1k are eligible for startups and working capital)</li> </ul> <p><sup>‡</sup> Items, industries, and/or purposes that are <i>not eligible</i> for financing</p>

### ADDITIONAL INFORMATION

<b>Available language(s):</b>	English and Spanish
<b>Decision-making process:</b>	HMFI does not have branches. A central underwriting team makes all lending decisions.
<b>Lender interests:</b>	Small business owners who operate in the DMV area and want a lending institution that will thoroughly understand their financial situation—ideal borrowers have consistent income from their business or other ordinary income.
<b>Reasons for rejection:</b>	High monthly debt payments, inconsistency in financial statements and taxes, monthly net income does not cover retired loan payments with sufficient cushion.

PNC Bank

Rob Caro | Business Banker | (202) 835-4972 | [rob.caro@pnc.com](mailto:rob.caro@pnc.com)

Branch locations: Multiple locations in DC

[www.pnc.com/en/small-business.html?lnksrc=topnav](http://www.pnc.com/en/small-business.html?lnksrc=topnav)

**Lender mission:** PNC is the 5th largest bank in the country, from East Coast to West Coast, but operates like a main street bank. Our Bankers appreciate working with business owners, from startups to seasoned businesses. We provide capital, business growth insight, internal cash flow improvement, and credit improvement guidance to help business owners consistently reach their business goal. We are advisors, not just another bank.

PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Unsecured term loans</li> <li>Secured lines of credit</li> <li>Unsecured lines of credit</li> <li>Business credit cards</li> <li>Interest rates vary</li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:                             <ul style="list-style-type: none"> <li>\$20,000-\$50k</li> </ul> </li> <li>Small business loans:                             <ul style="list-style-type: none"> <li>\$50,001-\$150k</li> <li>\$150,001-\$250k</li> <li>greater than \$250,001</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> <li>SBA Express</li> <li>SBA Veteran</li> </ul>	PNC Streamline: <ul style="list-style-type: none"> <li>up to \$100,000 with minimal paperwork for a business with at least 2 full tax return years in business</li> </ul>

ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> 680+</li> <li><b>Business Credit Score:</b> 480+ Equifax business score</li> <li><b>Personal Guarantee:</b> Yes                             <ul style="list-style-type: none"> <li>Exception: personal guarantees not required for non-profits</li> </ul> </li> <li><b>Collateral:</b> Varies—depends on loan request type                             <ul style="list-style-type: none"> <li>Possible forms of collateral include: real estate, accounts receivable, certain inventory, primary home</li> </ul> </li> <li><b>Number of Monthly Financial Statements:</b> N/A</li> <li><b>Years in Operation:</b> 1 full business tax return year</li> <li><b>Annual Revenue:</b> Depends on loan purpose (\$100k-millions)</li> <li><b>Other:</b> Startups should have experience in their business industry as it helps with SBA approval.</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	We consider most industries except cannabis. <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

ADDITIONAL INFORMATION

**Available language(s):** English, French, Korean, Spanish, and a translation department is available

**Decision-making process:** Decentralized, but includes local input

**Lender interests:** Open to most industries, except cannabis right now.

**Reasons for rejection:** Low credit scores, poor cash flow, no established business credit (suggestions: obtain a business credit card when establishing your business to begin building business credit)



## Truist Bank

Jeffrey miles | Business Banker | (301) 313-2307 | [Jeffrey.Miles@truist.com](mailto:Jeffrey.Miles@truist.com)

**Branch locations:** Multiple branches in DC—BB&T and SunTrust are now Truist Bank.

Any BB&T or SunTrust office has a small business relationship manager available.

[www.truist.com](http://www.truist.com)

**Lender mission:** We offer each business owner their own dedicated relationship manager who will learn, understand, and guide the business owner toward their financial goals. In cases of a loan decline, we take time to explain why credit could not be approved and try to set a plan to turn that ‘no’ into a ‘yes’ down the road. We have tremendous resources available to business owners, including credit counseling (if needed, by a nonprofit partner), and financial insights—an in depth look at the industry in which their business operates, metrics on your business’ performance vs. your peers, potential pitfalls/opportunities, and growth trends. We offer Integrated Relationship Management (IRM)—meaning that we have a network of financial specialists available to meet your business’ unique needs. From Treasury management to retirement planning, we’ve got you covered.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products
<ul style="list-style-type: none"> <li>Secured term loans:                             <ul style="list-style-type: none"> <li>2.38%–4.31%</li> </ul> </li> <li>Unsecured term loans:                             <ul style="list-style-type: none"> <li>4.41%–10.08%</li> </ul> </li> <li>Secured lines of credit:                             <ul style="list-style-type: none"> <li>Prime +0.44%–Prime +4.64%</li> </ul> </li> <li>Unsecured lines of credit:                             <ul style="list-style-type: none"> <li>Prime +1.81%–Prime +6.14%</li> </ul> </li> <li>Business credit card:                             <ul style="list-style-type: none"> <li>Prime +6.99%–Prime +20.99%</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Loans up to \$5,000 generally supported by a business credit card</li> <li>Small business microloans:                             <ul style="list-style-type: none"> <li>\$5,001–\$50k</li> </ul> </li> <li>Small business loans:                             <ul style="list-style-type: none"> <li>\$50,001–\$150k</li> <li>\$150,001–\$250k</li> <li>Greater than \$250,001</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> </ul>

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> 620</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Specific to each transaction</li> <li><b>Number of Monthly Financial Statements:</b> 12</li> <li><b>Years in Operation:</b> 2 (startups considered case-by-case)</li> <li><b>Annual Revenue:</b> Can be considered—depends on requested loan amount</li> </ul> <p><sup>†</sup> Note: These are generally required.</p>	<ul style="list-style-type: none"> <li>Adult entertainment</li> <li>Marijuana</li> <li>Money exchange</li> </ul> <p><sup>‡</sup> Items, industries, and/or purposes that are not eligible for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English and Spanish

**Decision-making process:** Applications are worked at the branch, but decisions are centralized

**Lender interests:** Deals for equipment purchases, business credit cards, working capital lines for established businesses.

**Reasons for rejection:** Derogatory credit (i.e., negative, or serious delinquency), insufficient cash flow to support the loan amount requested, loan type requested does not match loan

## Washington Area Community Investment Fund, Inc.

Ike Idan-Biney | Small Business Loan Officer | (202) 510-9949 | [iidanbiney@wacif.org](mailto:iidanbiney@wacif.org)

Branch locations: 2012 Rhode Island Ave, NE, Washington, DC 20018

[www.wacif.org/what-we-do/small-and-micro-business-loans/](http://www.wacif.org/what-we-do/small-and-micro-business-loans/)

**Lender mission:** WACIF lends to small businesses to foster community wealth building, promote inclusive entrepreneurship, and provide access to capital products and services to underserved neighborhoods throughout the DC area.

### PRODUCTS & SERVICES

Products & Interest Rates	Loans Offered	SBA Loan Products	Other Products
<ul style="list-style-type: none"> <li>Secured term loans:               <ul style="list-style-type: none"> <li>up to 18%</li> </ul> </li> <li>Secured lines of credit:               <ul style="list-style-type: none"> <li>up to 18%</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Small business microloans:               <ul style="list-style-type: none"> <li>\$5,001–\$50k</li> </ul> </li> <li>Small Business loans:               <ul style="list-style-type: none"> <li>\$50,001–\$150k</li> <li>\$150,001–\$250k</li> </ul> </li> </ul>	SBA microloans: up to \$50k	Equipment loans: up to 18%

### ELIGIBILITY & REQUIREMENTS

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> Minimum 575 FICO score</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> All business assets</li> <li><b>Number of Monthly Financial Statements:</b> 36</li> <li><b>Years in Operation:</b> 3</li> <li><b>Annual Revenue:</b> \$100k+</li> <li><b>Other:</b> 3 years of Federal Tax Returns</li> </ul> <p>† Note: These are generally required.</p>	<ul style="list-style-type: none"> <li>Ineligible loan purposes as defined by the US Small Business Administration</li> <li>SBA Microloans cannot be used to pay existing debts or to purchase real estate</li> </ul> <p>‡ Items, industries, and/or purposes that are <i>not eligible</i> for financing</p>

### ADDITIONAL INFORMATION

**Available language(s):** English

**Decision-making process:** Local loan committee

**Lender interests:** Funding for projects in sectors like green/sustainable industries, childcare businesses, and home healthcare agencies

**Reasons for rejection:** Declining revenue and net income, lack of capability to repay proposed debt, lack of collateral

**Freedom Bank**

Dan Marks | SVP–SBA Business Development Officer | (703) 667-4108 | [dmarks@freedom.bank](mailto:dmarks@freedom.bank)

**Branch locations:** No DC branches; five branches in Northern Virginia.

<https://freedom.bank/smallbusinesslending>

**Lender mission:** *Dedicated Small Business Lending Division focusing on SBA 7(a) and 504 Loans.*

**PRODUCTS & SERVICES**

Products & Interest Rates	Loans Offered	SBA Loan Products
<ul style="list-style-type: none"> <li>Secured term loans</li> <li>Secured lines of credit</li> <li>Business credit cards</li> <li>Interest rates vary</li> </ul>	Small Business loans: greater than \$250k	<ul style="list-style-type: none"> <li>7(a) Loans</li> <li>504 Loans</li> </ul>

**ELIGIBILITY & REQUIREMENTS**

General Requirements <sup>†</sup>	Ineligible Loan Uses <sup>‡</sup>
<ul style="list-style-type: none"> <li><b>Personal Credit Score:</b> N/A</li> <li><b>Business Credit Score:</b> N/A</li> <li><b>Personal Guarantee:</b> Yes</li> <li><b>Collateral:</b> Required</li> <li><b>Number of Monthly Financial Statements:</b> Current YTD</li> <li><b>Years in Operation:</b> 2</li> <li><b>Annual Revenue:</b> N/A</li> </ul> <p><sup>†</sup> Note: These are <i>generally</i> required.</p>	<p>N/A</p> <p><sup>‡</sup> Items, industries, and/or purposes that are <i>not eligible</i> for financing</p>

**ADDITIONAL INFORMATION**

**Available language(s):** English and Spanish

**Decision-making process:** Decisions are made centrally; loan approval is subject to full underwriting and loan committee approval

**Lender interests:** SBA 7(a) Loans

**Reasons for rejection:** Does not have cash flow, lack of experience, not enough liquidity

## ADDITIONAL SMALL BUSINESS LENDERS

The following financial institutions also offer small business lending in Washington, DC. Although detailed information about the lenders listed below was not available for this guide, you can visit their website to learn more about their products and services. For suggestions and sample questions to ask when engaging any new lender, refer to Part One: Borrower Preparation of the *Guide to Small Business Financing*.

Anacostia Impact Fund	<a href="https://anacostiaimpact.com/borrowers">anacostiaimpact.com/borrowers</a>
Bank of America	<a href="https://bankofamerica.com/smallbusiness/business-financing/">bankofamerica.com/smallbusiness/business-financing/</a>
Capital One Bank	<a href="https://capitalone.com/small-business-bank/financing/installment-loans/">capitalone.com/small-business-bank/financing/installment-loans/</a>
Citibank	<a href="https://online.citi.com/Us/ag/small-business-banking/lending">online.citi.com/Us/ag/small-business-banking/lending</a>
HSBC	<a href="https://us.hsbc.com/fusion/">us.hsbc.com/fusion/</a>
JPMorgan Chase & Co.	<a href="https://chase.com/business/">chase.com/business/</a>
TD Bank	<a href="https://td.com/us/en/small-business/loans-lines-of-credit/">td.com/us/en/small-business/loans-lines-of-credit/</a>
United Bank	<a href="https://bankwithunited.com/business-banking">bankwithunited.com/business-banking</a>
US Bank	<a href="https://usbank.com/business-banking/business-lending/business-loans">usbank.com/business-banking/business-lending/business-loans</a>
Sandy Spring Bank	<a href="https://sandyspringbank.com/business">sandyspringbank.com/business</a>
Wells Fargo Bank	<a href="https://wellsfargo.com/biz/">wellsfargo.com/biz/</a>
Woodforest Bank	<a href="https://woodforest.com/Small-Business">woodforest.com/Small-Business</a>