

CENTRAL OREGON BUSINESS CAPITAL RESOURCES				
DEBT CAPITAL				
STATE LOAN & GUARANTEE PROGRAMS				
Source	Interest Rate Range, Terms	Qualifying Criteria	Approval Process	Contact
Entrepreneurial Development Loan Fund (EDLF)	Fixed, prime plus 2%, direct loan from Business Oregon, 5-yr max term, max initial loan: \$75,000	Small and new businesses with less than \$500,000 in revenues the preceding 12 months. Certified small business counselor (i.e. COCC's SBDC) must review business plan and provide counseling. Must have private equity of at least 20% amount	Loans are reviewed by Business Oregon staff. Average time for complete applications (with proof of bus. Plan review) is 45 days	<p>Business Oregon Jerry Barnick, 503-986-0176, gerald.barnick@state.or.us</p>
Oregon Business Development Loan Fund (OBDF)	Fixed, rates typically 75-80% of market (prime minus 4%, or 4% min.). \$1,000,000 limit, funding not to exceed 40% of project. Short and long-term financing	Must be a traded-sector employer (manufacturing, high technology, processing and distribution) with operations in Oregon.	Loans are reviewed by Business Oregon staff as well as an independent loan committee comprised of financial experts. Average time from complete application to approval: 45 days.	
Industrial Development Revenue Bonds (IDRB)	Tax exempt bonds typically offer rates 75-80% of market. Short and long term financing for land, buildings and equipment.	Must be a manufacturing or high technology company. Financing is limited to \$10 million and there is both a three year look-back and look-forward on expenditures under this federal cap. Program has both a standard IDRB process as well as a streamlined Express Bond process for smaller issues (\$3-5 million range)	Six months should be budgeted for preparation of standard IRDB issue. Express bonds can be completed in roughly half that time.	
Capital Access Program (CAP)	Provides access to bank, credit union capital via loan portfolio insurance. Rates typically 3-5% above market.	Can be any Oregon small business (not limited to traded-sector). Rates are set by the lender.	Lender approval process (no state underwriting)	
Credit Enhancement Fund (CEF)	Provides access to bank, credit union capital via loan guarantees	Most types of businesses eligible through June 30, 2015 (not limited to traded-sector). Maximum guarantee amount: up to \$1.5 million line of credit, up to \$2 million term loan. Rates are set by the lender.	Lender approval process (no state underwriting)	
New Market Tax Credits	Provides low cost debt capital for new and existing companies	Program offers 39% tax credit to investors that work through an approved Community Development Entity (CDE) to provide loans for businesses establishing operations in economically distressed areas of the state.	CDE approval process and Business Oregon are on a similar timeline as standard bank financing	
FEDERAL LOAN & GUARANTEE PROGRAMS				
SBA 504 Program	Relatively low-cost capital for purchase of land, buildings and certain equipment.	All types of businesses eligible. Owner equity and security required (including possible personal guarantee). Available to both established businesses as well as start-ups.	Lender approval processes vary, most are coordinated with standard bank financing processes	Many banks and credit unions have SBA loan specialists. Call EDCO for a list (541-388-3236)

SBA 7a Program	Relatively low-cost loan funding for working capital and asset purchases.	All types of businesses are eligible. Owner equity and security required (including possible personal guarantee), available to both established businesses as well as startups.	Lender approval processes vary, most are coordinated with standard bank financing processes	Many banks and credit unions have SBA loan specialists. Call EDCO for a list (541-388-3236)
SBA Export Working Capital Loan	Up to \$5 million to fund export transactions from purchase order to collections	Can be used for suppliers, WIP, inventory, financing for stand-by letters of credit, and other activities to support foreign A/R collections	Contingent on your lender's approval process plus review of SBA export experts	<p>Sandra Edwards Export Solutions Group 206-553-0051 x 228 sandra.edwards@sba.gov</p>
SBA Export Express Loan	Up to \$500,000 to fund export development or transactions	Businesses that have been in operation at least 12 months.	Lender approval process only, SBA reviews and approves complete loans in 36 hours or less	
International Trade Loans	Up to \$5 million for fixed assets and working capital for businesses that plan to start or continue exporting	Most businesses eligible that have export potential or history.	Contingent on your lender's approval process plus review of SBA export experts	
USDA Rural Development	Short and long-term financing guarantee program (B&I)	Available to most companies in communities less than 50,000 residents (all areas except Bend). No minimum, \$10 million max. Average loans range from \$200,000 to \$5 m	Approval process of 90 days from USDA in addition to commercial lender (financial institution) process	<p>Curt Dixon, BCP Area Specialist, USDA 541-923-4358 curt.dixon@or.usda.gov</p>
LOCAL, REGIONAL & SPECIAL PRIVATE PROGRAMS				
COIC Local & Regional Loan Funds	Direct loans (with or without a bank or credit union) for job creation. Rates range from 6%-8%.	Available to all types of businesses. Loans must lead to demonstrated job creation. Typical loan range: \$35,000 - \$250,000.	Loans are prepared by the COIC lending team and approved by COIC board of directors. Approval 3-4 weeks with complete application.	<p>COIC Lisa Kyle, 541-548-9541 or Jim MacKinnon, 541-548-9538 lkyle@coic.org, jmackinnon@coic.org</p>
Craft3 (CDFI Lender)	Direct term loans for early stage companies and non-standard financing. Interest ranges from 8-12%	Available to all types of businesses, but companies should have a job creation component. Loans have a maximum term of five (5) years and	Approval within 30 days of a complete application. Direct loans, but Craft3 may partner with other lenders, which could extend approval timelines.	<p>Turner Waskom, VP & Sr. Business Lender Craft 3 541-385-6034 x 116 twaskom@craft3.org</p>
Factoring	Short-term loans secured by purchase orders or A/R. Interest rates range from the upper teens to lower twenties.	Available to all types of businesses. Lenders purchase A/R at a discount, typically to provide working capital or financing of inventory		A number of financial institutions/organizations have factoring programs, call EDCO for a list (541-388-3236)
Revenue Capital	Financing based primarily on the sale of revenue streams	Available to all types and sizes of businesses, however most have high growth (actual or potential) in common.	Approval varies	
Crowdfunding				
EQUITY CAPITAL				
CONCEPT/SEED STAGE				
Source	Range Terms	Qualifying Criteria	Approval Process	Contact

Portland Seed Fund	Each company typically receives \$25,000 - \$50,000 initially, with additional funding available	Available to all types of businesses, however must be scalable companies that can grow revenue without increasing headcount. (most commonly invest in technology companies)	Each class will have 6-10 companies, All companies need to apply via their online application to be considered for funding. Classes are every 90 days.	<p>Jim Houston Angela Jackson 503-419-3007 info@portlandseedfund.com</p>
Bend Venture Conference (Concept Award)	Concept stage-\$10,000	Companies must be based in the Pacific Northwest. Either in the launch stage, or concept stage.	The strongest Concept Companies will become eligible to present at the PubTalk, up to a dozen companies compete, five Concept Stage companies are chosen to go on to BVC, then an audience vote determines the winner.	<p>EDCO 541-388-3236 info@bendvc.com</p>
Founder's Pad	Idea to concept stage companies. Growth Track companies that successfully complete training receive a minimum \$25,000 investment from Seven Peaks Ventures.	Launch Track: Startup companies that have a product under development or in then prototype phase & are working with potential beta customers. Growth Track is for entrepreneurs who are an early stage or growth startup, have a founding core team in place and have an MVP (minimum viable product) that has been validated with customers.	Companies apply for cohort boot camps held throughout the year. Contact Founder's Pad for details.	<p>Dino Vendetti or Gina Miller gina@founderspad.com</p>
LAUNCH STAGE				
Cascade Angels	\$50,000 to \$200,000.	Presence in Oregon, be at launch stage, have a product and revenue, Operate in any industry, be seeking \$50K to \$1M in investment, and offer potential for healthy return rate i.e. 7-10x (Seed or concept companies may apply)	Online application process, attach a business plan. If approved applicants will present to Cascade Angels	<p>Julie Harrelson Fund Manager 541-588-2868 Julie@cascadeangels.com</p>
Oregon Angel Fund (OAF)	\$100,000 to \$3,000,000	Based in Oregon or SW Washington, Operate in any industry, Have the potential for venture-scale ROI (10X within 5 years.)	Online application process, investors will review & rate new submissions based on their views on the opportunity. The fund managers will then provide feedback and next steps based on those reviews.	<p>Lynn Fletcher 503-727-2197 lynn@OAFund.com</p>
Bend Venture Conference (Launch Award)	Launch stage is eligible for up to \$250,000	Companies must be based in the Pacific Northwest. Either in the launch stage, or concept stage.	Once all applications are received, investors select five Launch Companies deemed to have the most feasible and compelling business plans. Then voted on for one winner.	<p>EDCO 541-388-3236 info@bendvc.com</p>
Southern Oregon Angel Conference	Either a convertible note or an equity position depending on the stage of company selected for the estimated \$200,000 investment.	The company must be a "C" corporation or is ready to become a "C" corporation prior to the closing of the financing, and does not have an existing financing in progress.	Investors review all applicant companies. Ten semi-finalists are chosen from the pool of applicants. Two weeks later five to six finalists are selected from the. These finalist companies will present at the	<p>Steve Vincent 541-858-4773 steve.vincent@avistacorp.com</p>

			Conference where the winner is voted on.	
Willamette Angel Conference	\$250,000 and up.	Open to early-stage companies across all industries and counties in Oregon.	Investors review all applicant companies. Ten semi-finalists are chosen from the pool of applicants. Two weeks later five to six finalists are selected from the. These finalist companies will present at the Conference where the winner is voted on.	Willamette Angel Conference 541-242-2366
Angel Oregon	Varies, Last year's winner: \$265,000	Open to early-stage companies across all industries and counties in Oregon.	WAITNG ON EMAIL	OEN 503-222-2270 info@oen.org
Gorge Angel Conference				
GROWTH STAGE				
Seven Peaks Ventures	\$25,000 minimum capital investment (Founders Pad)	Growth Track: Early stage or growth startup, have a founding core team in place & a MVP that has been validated with customers, have one or more paying customers and growing revenue (Software Programs)	Funding opportunities are reviewed periodically based on opportunity.	Dino Vendetti 650-465-8005 dino@sevenpeaksventures.com
NW Technology Ventures	Up to \$500,000, opportunity for \$1,000,000 through third party investment	Seed funding is provided by NTV for the promotion of technology and business ideas that emerge from the universities and research institutions.	Extensive Due Diligence process to evaluate and validate investment proposals.	William Newman, 503-352-0673 or Gordon Hoffman, 503-352-0674
Voyager Capital	Varies depending on the situation	Investments built around capital efficient early stage companies and first round growth investments in digital media, software and services, wireless and Smart Grid companies, as well as broad West Coast coverage through local offices in the three key West Coast technology markets: Seattle-WA, Portland-OR, and Menlo Park-CA.	Varies depending on the situation	Diane Fraiman 503-621-6668