



State of Nevada  
Department of Business and Industry  
**Access to Capital Resource Directory**



# GRANTS

Government grants are funded by your tax dollars and, therefore, require very stringent compliance and reporting measures to ensure the money is well spent.

Grants from the Federal government are authorized and appropriated through bills passed by Congress and signed by the President. The grant authority varies widely among agencies. Some business grants are available through state and local programs, nonprofit organizations and other groups. These grants are not necessarily free money, and usually require the recipient to match funds or combine the grant with other forms of financing such as a loan. The amount of the grant money available varies with each business and each grantor.

As a result of COVID-19 several local governments have introduced various grants to assist business owners during these difficult times. Most often the application period for these grants is short. You can find information on the different grants currently available by visiting the [Grants and Incentives](#) section of the [Access to Capital](#) portion of our [Business Resource Center](#).

Below are some additional resources to grant searches and specific grant opportunities:

Program/Sponsor		
<a href="http://Business.usa.gov">Business.usa.gov</a>	There is a loan/grant search tool (Access Financing Wizard). Mostly loans here but some grant possibilities.	<a href="#">Support Center</a>
<a href="#">SBA-Government Grant Resources</a>	SBA has authority to make grants to non-profit and educational organizations in many of its counseling and training programs but does not have authority to make grants to small businesses. Click on the 'Program/Sponsor' link for articles on government grant facts and research grants for small businesses.	For Clark County Only– Phone: 702-388-6611 Email: Roy Brady at <a href="mailto:roy.brady@sba.gov">roy.brady@sba.gov</a>  Outside of Clark County – Phone: 775-827-4923 Email: <a href="mailto:Judith.Hepburn@sba.gov">Judith.Hepburn@sba.gov</a>
<a href="#">USDA Development</a> <a href="#">Rural</a>	Grant program assistance is provided in many ways, including direct or guaranteed loans, grants, technical assistance, research and educational materials. Visit the sites at the linked page for information and/or assistance.	<a href="#">Nevada USDA service centers by county</a>
<a href="http://GRANTS.GOV">GRANTS.GOV</a>	Provides overview of the process to find and apply for grants offered by the 26-federal grant-making agencies. To apply for a grant, you and/or your organization must complete the registration process on the site. The site can also help to track federal grants you have applied for. You do not have to register with Grants.gov to find grant opportunities. Few grants are available to individuals and none are available for personal financial assistance.	US Dept. of Health & Human Services Grants.Gov 200 Independence Ave, S.W. HHH Building Washington, DC 20201 Phone: 1-800-518-4726 Web: <a href="http://www.grants.gov">www.grants.gov</a> Email: <a href="mailto:support@grants.gov">support@grants.gov</a>

**Program/Sponsor**

[Nevada Women's Philanthropy \(NWP\)](#)

<b>Product Details</b>	Awards one large grant annually to local Las Vegas non-profit organization. The amount of the grant varies by the size of membership but is generally expected to be approximately \$300,000.
<b>Uses</b>	Considers applicants in the areas of arts, education, environment, health, child welfare, and social services. Grants may be requested for capital funds and program funds.
<b>Eligible Applicants</b>	<p>Applicant agency must demonstrate that they meet NWP's baseline criteria, including but not limited to:</p> <ul style="list-style-type: none"> <li>•Agency has the size and strength to manage the grant</li> <li>•NWP funds will provide greater than 30% of the total project cost</li> <li>•The agency has been serving the Southern NV population for four (4) or more years and can provide three (3) years of audited financial documents</li> <li>•The project will impact our Southern NV population</li> <li>•The project will be ready to be implemented the following year</li> <li>•The project will be sustainable beyond NWP funding</li> <li>•Funds will not be allocated to research</li> </ul>
<b>Terms &amp; Conditions</b>	Applicant organizations are not limited to women's causes but must be 501 (c) 3 tax-exempt, public charity organizations that do not discriminate or proselytize, have at least three years of experience working in Southern Nevada, and that have not received the NWP award in the past seven years.
<b>Contact Information</b>	<p>Nevada Women's Philanthropy  c/o Nevada Community Foundation  1635 Village Center Circle, Suite 160  Las Vegas, Nevada 89134  Phone: 702-892-2326  Web: Nvwomensphilanthropy.org  Email: outreach@nvwomensphilanthropy.org</p>

<b>Program/Sponsor</b>	<a href="#">National Association for the Self-Employed (NASE)</a>
<b>Product Details</b>	Growth Grants® program up to \$5,000
<b>Uses</b>	Grants can be used for marketing, advertising, hiring employees, expanding facilities and other specific business needs.
<b>Eligible Applicants</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Must be an NASE member in good standing.</li> <li><input type="checkbox"/> Demonstrate a business need that could be filled by the grant.</li> <li><input type="checkbox"/> Provide a detailed explanation of how grant proceeds will be used.</li> <li><input type="checkbox"/> Show how the grant will improve your business growth and success.</li> <li><input type="checkbox"/> Offer supporting documentation such as resume and business plan.</li> </ul>
<b>Terms &amp; Conditions</b>	Growth Grants are awarded at the sole discretion of the NASE. Not everyone who applies will receive a grant. Decisions of the selection committee are final and not subject to appeal. No application feedback will be given.

<b>Contact Information</b>	<p>NASE  P.O. Box 241  Annapolis Junction, MD 20701-0241  Phone: 1-800-649-6273</p>
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<b>Program/Sponsor</b>	<a href="#">Small Business Innovation Research (SBIR) &amp; Small Business Technology Transfer (STTR)</a>
<b>Product Details</b>	<p><b>SBIR:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> A set-aside program for small business to engage in Federal R &amp; D with potential for commercialization.</li> <li><input type="checkbox"/> 2.5% of the extramural research budget for all agencies with a budget greater than \$100M per year.</li> </ul> <p><b>STTR:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> A set-aside program to facilitate cooperative R &amp; D between small business concerns and U.S. research institutions with potential for commercialization.</li> <li><input type="checkbox"/> .3% of the extramural research budget for all agencies with a budget greater than \$1B per year.</li> </ul>
<b>Uses</b>	Early-stage funding for small, high-tech, for-profit U.S. start-ups.
<b>Eligible Applicants</b>	<p>An SBIR awardee must meet the following criteria at the time of Phase I &amp; II awards:</p> <ol style="list-style-type: none"> <li>1. Organized as a for-profit business based in the United States.</li> <li>2. More than 50 percent owned &amp; controlled by one or more individuals who are citizens of, or permanent resident aliens in, the United States, or by another for-profit business concern that is more than 50% owned and controlled by one or more individuals who are citizens of, or permanent resident aliens in, the U.S.</li> <li>3. 500 employees or less, including affiliates</li> <li>4. For awards from agencies using the authority under 15 U.S.C. 638(dd)(1), an awardee may be owned and controlled by more than one VC, hedge fund, or private equity firm so long as no one such firm owns a majority of the stock.</li> <li>5. Phase I awardees with multiple prior awards must meet the benchmark requirements for progress toward commercialization.</li> <li>6. Eligibility is determined at time of award, not application.</li> </ol> <p>Download the Eligibility Guide at:  <a href="http://sbir.gov/sites/default/files/elig_size_compliance_guide.pdf">http://sbir.gov/sites/default/files/elig_size_compliance_guide.pdf</a></p>
<b>Terms &amp; Conditions</b>	<p><u>The SBIR Program is structured in three phases:</u></p> <p><b>Phase I:</b> Phase I objective is to establish the technical merit, feasibility, and commercial potential of the proposed R/R&amp;D efforts and to determine the quality of performance of small business awardee organization prior to providing further Federal support in Phase II. Phase I awards normally do not exceed \$150,000 total costs for 6 months.</p> <p><b>Phase II:</b> Phase II objective is to continue the R/R&amp;D efforts initiated in Phase I. Funding is based on the results achieved in Phase I, scientific and technical merit, and commercial potential of the project proposed in Phase II. SBIR Phase II awards normally do not exceed \$1,000,000 total costs for 2 years.</p> <p><b>Phase III:</b> Phase III objective is for the small business to pursue commercialization objectives resulting from the Phase I/II R/R&amp;D activities.</p>

<b>Contact Information</b>	<p>The US SBA serves as the coordinating agency for the SBIR program. It directs the agencies' implementation of SBIR, reviews their progress, and reports annually to Congress on its operation.</p> <p>Nevada Small Business Development Center offers a good overview on their website: <a href="http://nsbdc.org/how-we-can-help/technology_innovation/">http://nsbdc.org/how-we-can-help/technology_innovation/</a>  Website: <a href="http://www.sbir.gov/">http://www.sbir.gov/</a></p>
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## **Small Business and Minority Grants**

Here are the top small and minority business grant programs available to start a new business or enhance an existing one. Others can be used for innovation research.

**The FedEx Small Business Grant Contest:** is a nationwide competition that will award \$50,000 in total to six deserving U.S.-based entrepreneurs and business owners.

The top winner will receive a \$25,000 grant and the remaining five winners will receive grants of \$5,000 each. Small businesses, defined as having fewer than 100 employees, will compete for the grants by registering their business online.

Once their application is approved and the voting period begins, they can vote for their own business once a day - and get their friends, customers, and colleagues to vote also every day.

The number of votes received will boost their company's visibility in the contest and will be a major factor that FedEx will consider when selecting the top 100 finalists and the winners. They will review every submission to identify the most compelling business stories.

**Website:**

<http://smallbusinessgrant.fedex.com>

**The National Association for the Self Employed (NASE) Growth Grants Program:** allows business owners to apply for a grant useful for financing a particular small business need. Past recipients used their grant for computers, farm equipment, to hire part-time help, marketing materials and more.

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The NASE Growth Grants® program offers access to capital for micro-business owners who have a specific business need but lack the finances to carry out that goal. The program was designed after an online NASE Member poll found that a majority of micro-business owners (57 percent) initially fund their businesses using personal savings, and many (40 percent) continue to use personal savings for ongoing financing.

Through the program, members can apply for up to \$5,000 to meet a specific business need such as the purchase of new equipment or software, or the funding of advertising, marketing materials or training. Since the program began in 2006, the association has awarded more than \$650,000 to member businesses.

The National Association for the Self-Employed (NASE), a non-profit organization, is the nation's leading resource for the self-employed and micro-businesses, bringing a broad range of benefits to help entrepreneurs succeed and to drive the continued growth of this vital segment of the American economy.

**Website:**

[www.nase.org/Membership/GrantsandScholarships/BusinessDevelopmentGrants.aspx](http://www.nase.org/Membership/GrantsandScholarships/BusinessDevelopmentGrants.aspx)

**The Dare to Dream Grant Program:** encourages students to move through the business creation process by offering business development seminars and up to \$10,000 in funding.

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Within the program, students meet deadlines to produce deliverables that guide them through the business development path from a nascent idea to formulating and assessing potential businesses to planning and launching these businesses.

The program has three different stages:

- 1) The Venture Shaping grant is geared toward students with an idea that they believe holds commercial promise.
- 2) The Assessment grant is geared toward students with a proposed business;
- 3) The Integration grant is for teams that have a complete feasibility study that concludes the proposed business is viable.

Students may enter their business into the program at any stage though, once entered, the business cannot re-apply for the same stage nor a stage before it. Applications are accepted each September and January.

**Website:**

[www.zli.bus.umich.edu/events\\_programs/dream\\_grant.asp](http://www.zli.bus.umich.edu/events_programs/dream_grant.asp)

**The Miller Lite Tap the Future Business Plan Competition** (formally known as the MillerCoors Urban Entrepreneur Series) is an annual competition for minority business owners sponsored by MillerCoors. Designed to economically empower minority businesses, the program continues to invest in entrepreneurial dreams to empower urban communities.

Launched in 1999 to encourage entrepreneurship in urban areas, the competition has just celebrated 10 years of giving away business grants to applicants who submit the best business plans. The Urban League is a huge partner in this initiative.

MillerCoors has invested in the dreams of aspiring entrepreneurs, and each year they bring new categories and greater opportunities. Applicants can enter their business plan for a chance to vie for a \$50,000 business grant and potentially become a MillerCoors supplier. Designed to economically empower minority businesses, the program continues to invest in entrepreneurial dreams to empower urban communities.



Applicants must have ownership of a business, must be at least 21 years of age at time of submission of Business Plan, must be legal U.S. residents, residing in the United States, and must have not previously been awarded a business grant from the program.

- Sole proprietor must be between 21-35 years
- Not a franchise or non-profit
- Business must be located in the U.S.

**Website:**

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

**The Minority Business Development Agency (MBDA)** organizes various angel investors with the primary objective of supporting minority businesses with mezzanine and second round financing.

The Minority Business Development Agency (MBDA) was originally established as the Office of Minority Business Enterprise by President Richard M. Nixon on March 5, 1969. He recognized the impact of minority businesses on the nation's economy and on the general welfare of the country and wanted to protect them.

Today, the agency does just that via many grant funding programs that are designed to help keep minority businesses afloat. In 2011, the agency supported the creation of 5,787 new jobs by assisting minority-owned businesses in obtaining nearly \$4 billion in contracts and capital. Even more, MBDA's return on taxpayer investment (ROI) reached the highest level in the 43-year history of the Agency.

That same year, MBDA also successfully launched a newly redesigned MBDA Business Center program that combines the traditional Minority Business Enterprise Center (MBEC) and Minority Business Opportunity Center (MBOC) programs into one program. Via these centers, grant funding is distributed every year with applications usually being accepted in the spring or summer.

**Website:**

[www.MBDA.gov/main/grantcompetitions](http://www.MBDA.gov/main/grantcompetitions)

**The Rural Business Enterprise Grants (RBE) Program** provides grants to finance the development of small and emerging businesses in rural areas. The funds can be used for land acquisition, construction, renovation, technical assistance, project planning, and more.

The program is a broad-based program that reaches to the core of rural development in a number of ways. Eligible entities include: cities, communities, state agencies, and authorities), Indian tribes and rural private non-profit corporations are eligible to apply for funding. At least 51 percent of the outstanding interest in any project must have membership or be owned by U.S. citizens or resident aliens.

Examples of eligible fund use include: Acquisition or development of land, easements, or rights of way; construction, conversion, renovation of buildings, plants, machinery, equipment, access streets and roads, parking areas, utilities; pollution control and abatement; capitalization of revolving loan funds including funds that will make loans for start-ups and working capital; training and technical assistance; distance adult learning for job training and advancement; rural transportation improvement; and project planning.

Any project funded under the RBE program should benefit small and emerging private businesses in rural areas. Small and emerging private businesses are those that will employ 50 or fewer new employees and have less than \$1 million in projected gross revenues.

**Website:**



[www.rurdev.usda.gov/BCP\\_rbeg.html](http://www.rurdev.usda.gov/BCP_rbeg.html)

**The DOT Disadvantaged Business Enterprise (DBE) program** is intended to ensure nondiscrimination in the award and administration of DOT-assisted contracts in the Department's highway, transit, airport, and highway safety financial assistance programs.

The goals of the program are to remedy past and current discrimination against disadvantaged business enterprises, ensure a "level playing field" in which DBEs can compete fairly for DOT-assisted contracts, improve the flexibility and efficiency of the DBE program, and reduce burdens on small businesses. Sometimes, the agency offers grant funding to minority-firms to provide training on how to better compete for contracts.

In general, to be eligible for the DBE program, persons must own 51% or more of a "small business," establish that they are disadvantaged within the meaning of DOT regulations, and prove they control their business.

Firms meeting the eligibility standards must contact the specific state or local transportation entity for which they wish to participate in contracts. In addition to requesting documentary evidence substantiating a firm's size, owner's PNW, independence, and an individual's ownership and control, recipients are required to perform an on-site visit to the firm's offices and job sites.

**Website:**

[www.dot.gov/osdbu/disadvantaged-business-enterprise](http://www.dot.gov/osdbu/disadvantaged-business-enterprise)

**The Small Business Innovation Research (SBIR) program** provides grant funding to small businesses to engage in biomedical or behavioral research/ development that leads to a potential for commercialization. Innovative technologies to improve health. Create life saving technologies and stimulate economic growth.

The SBIR Program includes the following objectives: using small businesses to stimulate technological innovation, strengthening the role of small business in meeting Federal R/R&D needs, increasing private sector commercialization of innovations developed through Federal SBIR R&D, increasing small business participation in Federal R/R&D, and fostering and encouraging participation by socially and economically disadvantaged small business concerns and women-owned business concerns in the SBIR program.

The STTR (Small Business Technology Transfer) and SBIR programs are similar in that both programs seek to increase the participation of small businesses in Federal R&D and to increase private sector commercialization of technology developed through Federal R&D. The unique feature of the STTR program is the requirement for the small business concern applicant organization to formally collaborate with a research institution in Phase I and Phase II.

The program is managed by the National Institutes of Health (NIH), and they welcome SBIR and STTR applications from small businesses in any biomedical or behavioral research area that falls within their mission, which is to improve human health.

**Website:**

[http://grants.nih.gov/grants/funding/sbirsttr\\_programs.htm](http://grants.nih.gov/grants/funding/sbirsttr_programs.htm)  
[BusinessDevelopmentGrants.aspx](http://grants.nih.gov/grants/funding/sbirsttr_programs.htm#BusinessDevelopmentGrants.aspx)

The federal government does NOT provide grants for starting and expanding a business.

Government grants are funded by your tax dollars and therefore require very stringent compliance and reporting measures to ensure the money is well spent. As you can imagine, grants are not given away indiscriminately.

Grants from the federal government are only available to non-commercial organizations, such as non-profits and educational institutions in areas such as, medicine, education, scientific research and technology development. The federal government also provides grants to state and local governments to assist them with economic development.

Some business grants are available through state and local programs, non-profit organizations and other groups. For example, some states provide grants for expanding child care centers; creating energy efficient technology; and developing marketing campaigns for tourism. These grants are not necessarily free money, and usually require the recipient to match funds or combine the grant with other forms of financing such as a loan. The amount of the grant money available varies with each business and each grantor.

If you are not one of these specialized businesses, both federal and state government agencies provide financial assistance programs that helps small business owners obtain [low-interest loans](#) and [venture capital financing](#) from commercial lenders.

For other information on grants visit the Small Business Administration (SBA) at: <https://www.sba.gov/content/grants-0>

# INCENTIVES

The State of Nevada offers a variety of incentives to help qualifying companies make the decision to do business in the state, including sales tax abatements on capital equipment purchases, sales and use tax deferral on capital equipment purchases, abatements on personal and modified business taxes, real property tax abatements for recycling, assistance with the cost of intellectual property development, and employee training grants.

## FOREIGN TRADE ZONES

### FOREIGN TRADE ZONE NO. 126– NORTHERN NEVADA & FOREIGN TRADE ZONE NO. 89 IN LAS VEGAS

If your business imports products, parts or raw materials from outside of the country, then it may save you time and money to get into the zone. A “Foreign Trade Zone” that is. Nevada has two designated Foreign Trade Zones (FTZ): #89 in southern Nevada and #126 in the north.

#### **What is a Foreign Trade Zone?**

A FTZ is a designated location within the state that is treated as if it is outside U.S. borders for customs purposes. The zone can be used for storage, distribution, and production activities. When items are imported into the FTZ, no customs duties are required to be paid until the product leaves the location. If the item is re-exported outside of the U.S., no duty must be paid, and it is entirely exempt from tax or use fees. Once the items are shipped outside of the designated trade zone to be sold within the country, duty and all associated fees are paid at that time.

The Foreign Trade Zones in Nevada also have the more flexible designation as an Alternative Site Framework which allows items to be imported anywhere within the broad designation of the zone, for example, anywhere in Clark County rather than just specified areas near port of entry. In fact, it is so flexible that a business can qualify their location as an FTZ and there is no need to move to take advantage of the benefits. Companies can have multiple locations within the zone and products can be moved between these locations without paying duties.

#### **What are the benefits of utilizing a FTZ?**

**Improved cash flow:** A FTZ gives a business the option to defer duty payment which helps manage cash flow by not paying the duty until the item is sold or exported outside of the zone for consumption within the country.

**Eliminate duty on scrap:** After an item enters the FTZ it may be assembled, manipulated, repaired, cleaned, manufactured, salvaged, destroyed, processed, sampled, displayed, mixed, repackaged, tested and stored indefinitely without paying duties. No duty is paid on waste materials or materials that are “used up” in the manufacturing process.

**Potential savings on finished products:** Another benefit of the FTZ may come from transforming raw materials or manufacturing components into a finished product. In many cases, finished products have lower duty rates than the individual components. For example, if a component part, such as a radio, is imported into your FTZ and incorporated into a finished product, say a vehicle, the finished product may have a lower rate or be duty-free. Your company may even have the option of paying the lower of the component or the finished product duty rate.

**Improved logistics and reduced paperwork:** Weekly reporting can cut paperwork down to at most, 52 reports per year rather than potential daily re-reporting. There can be further cost and time saving measures available with careful logistics management, improving supply chain efficiencies, or through hiring a logistics import, export, or transportation company.

**Faster customs clearance:** Some companies experience accelerated clearance of customs, lower inspection frequency, and 24/7 delivery and withdraw resulting in quicker just-in-time logistics.

**Production in your backyard:** Keeping production close to home improves oversight of processing, decreases loss due to theft, and better control over intellectual property. The current trend is considered “on-shoring” as companies are finding they do not need to move production overseas to be competitive and have found economic advantages to moving back within the United States.

### **Is it right for your business?**

According to the Las Vegas Global Economic Alliance (LVGEA), any company that imports raw materials or finished products— regardless of size— can benefit. Even a small business may be able to utilize a FTZ through a 3rd party logistics company. For example, after a clothing distributor in Nevada started utilizing the FTZ, they experienced significant financial savings and improved logistics. The direct benefits to their bottom line led to growth in their business.

### **How do I get started?**

First, you need to contact the grantee organization designated by the federal government that manages the FTZ. In Clark County, you will need to contact LVGEA; in north-ern Nevada, EDawn. They will walk you through the process (at no cost to you) and help you conduct a cost/benefit analysis to make an initial evaluation of the potential bene-fits. The process of evaluation, application and approval will typically take between 3 to 6 months. After you begin utilizing the FTZ, the cost to your company will vary depending on size and how you plan to utilize the program.

### **CONTACT:**

LVGEA— [www.lvgea.org](http://www.lvgea.org)

Perry Ursem, (702) 791-0000 or [perryu@lvgea.org](mailto:perryu@lvgea.org)

EDawn- <http://edawn.org>, (775) 829-9761

Stan Thomas, (775) 829-3731

## **NEVADA GOVERNOR’S OFFICE OF ECONOMIC DEVELOPMENT**

Nevada ranks [No. 3 for Most Business Friendly Tax Climate](#) by the Tax Foundation for 2013.

### **Tax Advantages**

- NO corporate income tax
- NO personal income tax
- NO franchise tax
- NO unitary tax
- NO inventory tax
- NO inheritance tax
- NO estate tax

[INCENTIVES REFERENCE GUIDE](#) for Nevada Urban and Rural business location assistance.

[SALES AND USE TAX ABATEMENT](#) on qualified capital equipment purchases, with reductions in the rate to as low as 2%.

[MODIFIED BUSINESS TAX ABATEMENT](#) of 50 percent of the 1.475% rate on quarterly wages exceeding \$50,000.00

[PERSONAL PROPERTY TAX ABATEMENT](#) not to exceed 50% over a maximum of 10 years.

[REAL PROPERTY TAX ABATEMENT FOR RECYCLING](#) up to 50% for up to 10 years on real and personal property for qualified recycling businesses.

[DATA CENTER TAX ABATEMENT](#): an abatement up to 75% for personal property and reduction of sales tax to 2%.

[AVIATION PARTS ABATEMENT](#): personal property tax abatement up to 50% and sales and use tax reduction to 2%.

Governor's Office of Economic  
Development

555 East Washington Avenue, Suite 5400

Las Vegas, Nevada 89101

Phone: (702) 486-2700

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Web: [www.diversifynevada.com](http://www.diversifynevada.com)

## **NEVADA GOVERNOR'S OFFICE OF ENERGY**

[RENEWABLE ENERGY TAX ABATEMENT](#) (Nevada State Office of Energy) awards partial sales and use tax and partial property-tax abatements to eligible renewable energy producers.

[GREEN BUILDING \(LEED\) TAX ABATEMENT](#) ranges from 25 to 35 percent for 5 to 10 years depending on the building's final LEED rating (minimum of Silver Level).

Nevada Governor's Office of Energy

Deana Cotroneo, Management Analyst

Phone: 775-687-1850 ext. 732

Web: [energy.nv.gov](http://energy.nv.gov)

Email: [dcotroneo@energy.nv.gov](mailto:dcotroneo@energy.nv.gov)

# NEVADA STATE PROGRAMS

**ORGANIZATION NAME:** [Governor's Office of Economic Development \(GOED\)](#)

**PROGRAMS:** State Small Business Credit Initiative

Nevada State Collateral Support Program

The intent of the Program is to supply cash collateral accounts to Nevada financial institutions to enhance the collateral coverage of borrowers. These accounts will cover all or a portion of a calculated collateral shortfall as determined by the lending institution. Borrowers with a collateral shortfall will apply for coverage through a financial institution that will then coordinate directly with Nevada Economic Development Commission (NCED). Companies using this program will be otherwise strong with typically good historical cash flow coverage and typically strong indicators of future business and or sales activity. They will also tend to have strong management teams in place, which the lender believes will perform well going forwards. Potential borrowers must complete a loan application with a Nevada financial institution.

**ABOUT THE PROGRAM:** Access to capital funding is available through two new programs for small businesses in Nevada so they can grow and diversify. Nevada has been awarded \$13.8 million in federal capital funding to support our state's Nevada Collateral Support Program and Nevada Microenterprise Initiative programs.

The State of Nevada anticipates that all programs supported by SSBCI dollars will be providing much needed capital to our micro and small business community. With these dollars, we anticipate new jobs will be created and existing jobs will be retained. Nevada will leverage the SSBCI dollars in conjunction to the programs created in the 2011 Nevada Legislative session in both AB 449 and SB 75. It is anticipated that between these two programs there will be generated 1,035 new private sector jobs in Nevada between the initial periods through December 2016. Click the website link for borrower eligibility and program guidelines.

**WEBSITE:** [http://ssbci.nv.gov/About/Collateral\\_Support/](http://ssbci.nv.gov/About/Collateral_Support/)

**CONTACT:**

Mendy K. Elliott, C.R.E.

Phone: (775) 742-4701

Email: [mendy@capitalpartners.us](mailto:mendy@capitalpartners.us)

**ORGANIZATION NAME:** [State of Nevada Department of Business and Industry](#)

**PROGRAM:** Industrial Development Revenue Bonds (IDRBs)

**USES:** Bonds may be used for projects located in Nevada including but not limited to:

- Industrial uses including manufacturing and warehousing
- Research and development facilities
- Commercial enterprises
- Civic and cultural enterprises open to the public including theaters and museums
- Accredited educational institutions
- Health facilities
- Preservation of historic structures

**ABOUT:** Industrial Development Revenue Bonds are a type of tax-exempt municipal bond/public debt instrument. Proceeds are utilized by private manufacturing companies interested in locating a facility in Nevada or expanding an existing Nevada-based business.

These bonds, issued by the Nevada Department of Business & Industry, are structured to assist a borrower achieve the lowest cost of capital. The size of the expansion, the number of new jobs created, and high wages

are important factors in weighing the approval of the application along with the ability of the applicant to pay back the bonds. There are other considerations and restrictions that apply. To discuss your propose project and conduct a preliminary review of potential eligibility or request an application packet, please call the program administrator.

**WEBSITE:** [www.business.nv.gov](http://www.business.nv.gov)

**CONTACT:** Terry Reynolds, Director

Phone: (775) 684-2999

**ORGANIZATION NAME:** [State of Nevada Department of Business and Industry](#)

**PROGRAM:** [New Markets Tax Credit \(NMTC\)](#)

**USES:** Qualified Active Low-Income Community Business (QALCB), which is any corporation, including a nonprofit corporation, or partnership, which meets specific criteria. Low-income communities are census tracts that have a poverty rate of more than 30% below federal poverty guidelines or the median household income of less than 60% of the area median income for the state of Nevada or a rate of unemployment that was equal to or greater than 150% of the national average.

**ABOUT:** New Market Tax Credit programs are an effective tool used by the federal government and 11 states to attract private capital investment in areas in need of job growth and economic development. The state New Market Tax Credits are provided to investors that invest the funds established by a Community Development Entity (CDE) for projects in Nevada. The tax credits are realized over the course of seven years.

**Website:** [www.business.nv.gov](http://www.business.nv.gov)

**CONTACT:** Karen Schnog

Phone: (702) 486-3755

Email: [kschnog@business.nv.gov](mailto:kschnog@business.nv.gov)



# **NON-TRADITIONAL FINANCING**

## **ANGEL INVESTORS**

An angel investor or angel is an affluent individual or group of investors who are willing to invest in a company at its earlier stages in exchange for an ownership stake, often in the form of preferred stock or convertible debt. Whether you decide to seek an angel investment depends on your personal management style and the long-term plans for your company. Unlike a bank loan or other types of debt financing, equity capital gives someone else an ownership interest in your company.

Each group or individual will have their own set of criteria for which businesses they choose to invest in. Most do not stray far from this standard.

**ORGANIZATION NAME:** [Reno Angels](#)

**CAPITAL AVAILABLE:** \$100,000 to \$500,000 equity capital

**STAGE:** Early to mid-stage entrepreneurial companies.

**LOCATION:** Primary focus is on companies based in Northern Nevada. Reno Angels also work closely with other angel groups throughout the country as well as regional and national venture firms but give preference to companies located in the Greater Reno-Tahoe area.

**CAN BE USED FOR:** Generally, do not invest in:

- Companies offering non-convertible debt instruments
- Retail Operations
- Motion picture or television projects
- The buyout of existing businesses

**ABOUT THE PROGRAM:** Mentor and coach entrepreneurs in whom they invest, serve on their boards, provide contacts and assist with team building, strategic and fundraising. Applications are accepted through online submission at their website only. There is a \$100 non-refundable application fee. Application fees will NOT be refunded for companies that apply and are then declined because they fall into the non-investment categories listed above.

**WEBSITE:** <http://renoangels.org>

**CONTACT:** Through email only: [Membership@RenoAngels.org](mailto:Membership@RenoAngels.org)

**ORGANIZATION NAME:** [Sierra Angels](#)

**CAPITAL AVAILABLE:** \$250,000 to \$2 million

**STAGE:** Early stage investments following founders, friends & family funding and prior to or concurrent with first venture capital round.

**LOCATION:** They prefer businesses located in Nevada, California and other nearby locations.

**CAN BE USED FOR:** Preferred Industries:

- Clean energy & green technology
- Computing and Communications
- Health Sciences
- Mobile and Web 2.0
- Software
- Technology (other than above)
- Selective other investments

**ABOUT THE PROGRAM:** Sierra Angels support the entrepreneurs they fund with mentoring and connections. They take a leading role in collaboratively investing with other angel groups in the region and with earlier stage VCs. They also participate actively in the community to facilitate technology-based and entrepreneurial-driven economic expansion in the region. There are no fees to submit your business plan.

**WEBSITE:** <http://www.sierraangels.com/>

**CONTACT:** 775) 831-7804

Email address: [investor@sierraangels.com](mailto:investor@sierraangels.com)

**ORGANIZATION NAME:** [RAA Ventures](#)

**CAPITAL AVAILABLE:** \$50,000 - \$1,000,000

**STAGE:** Start-ups and secondary shares of highly successful, late stage start-ups.

**LOCATION:** Tech scenes in Las Vegas and other areas.

**CAN BE USED FOR:** Primary investment focus below but have made investments in next generation energy production and infrastructure.

- Internet Marketing & Advertising ● Consumer Products & Services ● Social Media, Facebook Games
- Mobile Games, Mobile Apps ● Lifestyle, Media and Entertainment

**ABOUT THE PROGRAM:** RAA Ventures fund outstanding opportunities in areas in which they have first-hand experience. Core investment competencies include Internet marketing, e Commerce and consumer Internet companies. Expertise also includes, social media, mobile gaming and mobile apps. They also offer resources and guidance.

**WEBSITE:** <http://www.raaventures.com>

**CONTACT:** [info@raaventures.com](mailto:info@raaventures.com)

# VENTURE CAPITAL

Venture Capitalists (VC) focus on companies developing significant innovations - be it a new piece of software, a life-saving cancer drug, or a new model for consumer sales. Unless the company is poised for significant growth, a VC won't invest. Making investments at the earliest stages of a company's development, often before a product or service is more than just an idea, involves significant entrepreneurial risk, which severely limits capital sources for such companies. Yet, Venture Capitalists assume this risk alongside the company founders by providing capital in exchange for an equity stake in the company.

**ORGANIZATION NAME:** [Access Venture Partners](#)

**CAPITAL AVAILABLE:** \$250,000 and \$2,000,000

**STAGE:** Early Stage technology companies

**LOCATION:** North America

**CAN BE USED FOR:** Access Venture Partners typically makes its initial investment as part of the first institutional round and often continues in subsequent rounds. Their current investment activity is focused on the following areas of interest:

- Efficiency Technologies
- Digital Media and Consumer Internet
- Data Security and Storage
- Cloud Computing and Infrastructure

They also keep an open mind and consider unique opportunities. In general, they look for high gross-margin businesses in large markets, not narrow niches.

**ABOUT THE PROGRAM:** They actively participate in building the management and distribution infrastructure required to aggressively grow new businesses. As investors, they wear many hats in supporting their portfolio companies, helping to design sales and marketing strategies, define product road maps, recruit talent and raise capital. They do not sign NDAs. Applicants must submit an executive summary and business plan via Access VP's website.

**WEBSITE:** <http://www.accessvp.com>

**ORGANIZATION NAME:** [Berkshire Bridge Partners](#)

**CAPITAL AVAILABLE:** \$50 million and \$500 million

**STAGE:** Companies with acquisition values between \$200 million and \$2 billion.

**LOCATION:** Primary focus is North American companies; but regularly consider international opportunities.

**CAN BE USED FOR:** Historically, investment activity has been concentrated around five broad sectors:

- Consumer Products and Retail
- Transportation
- Business Services
- Communications
- Industrials

**ABOUT THE PROGRAM:** Highly engaged active investors from first stage of investment through realization. Provides skills, resources, support and interaction suited to the circumstance.

**WEBSITE:** <http://www.berkshirepartners.com>

**CONTACT:** Berkshire Partners

**ORGANIZATION NAME:** [CapX Partners](#)

**CAPITAL AVAILABLE:** CapX specializes in growth- or liquidity-themed investment opportunities in transaction sizes between \$2 and \$20 million. They are an alternative debt provider focusing on loans, leases and mezzanine capital.

**STAGE:** Late stage venture to mature cash flowing companies

**LOCATION:** Continental United States

**CAN BE USED FOR:** Focused on consumer products, energy, food & beverage, healthcare, manufacturing, technology and transportation.

**ABOUT THE PROGRAM:** Some situations in helping mid-sized businesses with their capital needs include:

- Plant Expansion
- Antiquated Fixed Asset Replacement
- New Customer Acquisition
- New Product or Service Deployment Involving Equipment
- Balance Sheet Recapitalization
- Late-Stage Growth Capital
- Fixed Asset Sale Leaseback

**WEBSITE:** [www.capxpartners.com](http://www.capxpartners.com)

**ORGANIZATION NAME:** [Cardinal Partners](#)

**CAPITAL AVAILABLE:** \$6-12 million per company

**STAGE:** Early stage financing rounds, usually as lead investor in initial financing round of a growth company.

**LOCATION:** North America

**CAN BE USED FOR:** Focused exclusively on healthcare investing with primary interest in three general categories: Life Sciences, Medical Devices, and Healthcare IT.

**ABOUT THE PROGRAM:** Our criterion for new projects includes:

- Large or fast growing available markets
- Strong CEO, founder, team or scientist
- Proprietary intellectual assets or novel technology
- Well-defined business model

**WEBSITE:** [www.cardinalpartners.com](http://www.cardinalpartners.com) **CONTACT:** Cardinal Partners

**ORGANIZATION NAME:** [Claremont Creek Ventures](#)

**CAPITAL AVAILABLE:** Incremental investment with the option to reinvest in later rounds at the initial low valuation. Investments may be as low as \$100,000, or as high as \$2-3 million, with additional funding tied to the achievement of specific milestones.

**STAGE:** Seed and early-stage. Finance high potential candidates valued at \$2-\$7 million.

**LOCATION:** Primarily in the San Francisco Bay Area.

**CAN BE USED FOR:** Technology startups creating high-growth, high-margin and capital efficient businesses in Digital energy and digital health care.

**ABOUT THE PROGRAM:** Applicant needs a personal introduction – a fellow entrepreneur, angel investor, venture capitalist, attorney or someone known in common who understands their investment process. Preference is to lead earliest investment round, allowing collaboration with entrepreneurs when their business concept is still evolving, operating model is adaptable, and capital and operating expertise can be most useful.

**WEBSITE:** [www.claremontcreek.com](http://www.claremontcreek.com)

**ORGANIZATION NAME:** [Rebel Venture Fund \(RVF\)](#)

**INVESTMENT AVAILABLE:** \$10,000 and \$50,000, although larger investments may also be considered.

**STAGE:** Companies at all stages will be considered, including early stage companies looking for seed funding, or late stage opportunities in which the RVF will look to co-invest with institutional investors.

**LOCATION:** Companies located in Southern Nevada.

**CAN BE USED FOR:** Local companies that can deliver a return on investment within five to seven years.

**ABOUT THE PROGRAM:** UNLV student board members screen investment opportunities and conduct due diligence on those deemed as fundable. The RVF management board, consisting of local venture capitalists, angel investors, attorneys, entrepreneurs and business executives, oversee the investment process.

**WEBSITE:** [entrepreneurship.unlv.edu/RVF](http://entrepreneurship.unlv.edu/RVF)

**CONTACT:** [Jamie.hillen@unlv.edu](mailto:Jamie.hillen@unlv.edu)

**ORGANIZATION NAME:** [DCA Capital Partners](#)

**INVESTMENT AVAILABLE:** \$2-6 million, with capacity up to \$30-50 million through affiliated fund partners.

**STAGE:** Later-stage companies, typically in the range of \$10–100 million in revenues

**LOCATION:** Underserved and rural communities across California and the Southwest

**CAN BE USED FOR:** Primary business sectors prevalent in their region, including:

- Business Services
- Light Manufacturing and Distribution
- Media and Publishing
- Healthcare
- Construction Services
- Food, Beverage and Agri-business
- Retail and Consumer Products
- Technology; IT/managed services; devices; applications

**ABOUT THE PROGRAM:** Firm has strong expertise in maximizing the value of the company and facilitating successful exits. Minority Investment Opportunity: Pro-actively seek opportunities to invest in minority-owned or minority-targeted enterprises, particularly those serving the rapidly expanding Hispanic community.

**WEBSITE:** <http://dcapartners.com>

**ORGANIZATION NAME:** [HCAP Partners](#)

**INVESTMENT AVAILABLE:** \$2 - \$9 Million Flexible Growth Capital - Debt, Equity or Combinations. Most investments are structured as mezzanine debt with warrant options for minority equity participations, flexible amortization schedules, and flexible current vs. PIK Interest.

**STAGE:** Established, small and medium-sized companies; later-stage growth companies; companies with revenues between \$10 million and \$75 million, \$1 million + EBITDA

**LOCATION:** Primarily in California but also Western Region, including Nevada

**CAN BE USED FOR:** Preference for manufacturing, services, software, IT, consumer products, healthcare. Huntington does not finance start-up businesses.

**ABOUT THE PROGRAM:** Provides growth capital to companies that have been in operation for at least two years, have at least one year of profitable operations and the potential for continued profitable growth.

**WEBSITE:** [www.hcapllc.com](http://www.hcapllc.com)

**ORGANIZATION NAME:** Elmcore Group

**INVESTMENT AVAILABLE:** Equity investment \$500,000 to \$3,000,000

**STAGE:** Revenue less than \$20 million

**LOCATION:** US only; Western US preferred

**CAN BE USED FOR:** Our investment criteria are focused on the following industries:

- Aerospace/Defense
- Asset Managers/Fund Management
- Banking Institutions
- Third-Party Service Providers
- Construction/Engineering
- Healthcare/Health Insurance
- And more ...

**ABOUT THE PROGRAM:** Active investors bringing leadership and expertise to each and every investment. Focused on growing businesses that need restructuring or alternative financial and operating techniques.

**WEBSITE:** <http://elmcore.com/elmcoregroup>

**ORGANIZATION NAME:** Energy Capital Partners

**INVESTMENT AVAILABLE:** \$50 million - \$225 million

**STAGE:** Senior-secured loans and debt, which are being secured with first or second liens on energy assets.

**LOCATION:** Focused on North America

**CAN BE USED FOR:** Focused on the power generation, midstream gas, electric transmission, environmental infrastructure and energy services sectors of North America's energy infrastructure.

- Power Generation
- Midstream Oil & Gas
- Electric Transmission
- Energy Equipment & Services
- Environmental Infrastructure
- Other Energy Related Assets

**ABOUT THE PROGRAM:** Energy Capital Partners seeks to leverage its team's decades of energy experience in investing and managing energy infrastructure assets and businesses.

**WEBSITE:** <http://www.ecpartners.com/>

**ORGANIZATION NAME:** [Enhanced Capital](#)

**INVESTMENT AVAILABLE:** Debt financing from \$500,000 - \$3,000,000

**STAGE:** Focus is on small, mid-size, and established lower middle market companies **LOCATION:** Nevada and 15 other states

**CAN BE USED FOR:**

- Manufacturing and Distribution
- Research and Development
- Environmental Services
- Biotechnology
- Telecommunication Services
- Information Technology
- Materials
- Food Products
- Aviation
- Business Services
- Healthcare and Healthcare Services
- Retail Sectors

The firm does not invest in companies engaged in gaming, oil and gas exploration development, retail sales, real estate development, business of insurance, banking, lending lobbying, and political consulting, provision of professional services provided by accountants, attorneys, and physicians.

**ABOUT THE PROGRAM:** Specializing in investments in recapitalizations, refinancing, acquisition financing, buyout, middle market, early venture, growth capital, growth equity, venture equity, structured finance, and mezzanine debt investments.

**WEBSITE:** <http://www.enhancedcapital.com>

**ORGANIZATION NAME:** [Redhills Ventures](#)

**INVESTMENT AVAILABLE:** \$250,000 to over \$7,000,000 per single company.

**STAGE:** Early stage, expansion rounds, and buyouts

**LOCATION:** Based in Las Vegas, Nevada

**CAN BE USED FOR:** Primary (but not exclusive) investment objective is to work with healthcare companies that clearly exhibit high growth potential.

**ABOUT THE PROGRAM:** Provide a wealth of successful management experience in healthcare and high-tech sectors. As former CEOs, senior executives, and consultants, Redhills Ventures successfully led companies through all stages of growth, from start-up phase to IPO and beyond. Prefers to be a co-investor.

**WEBSITE:** <http://redhillsventures.com>

**ORGANIZATION NAME:** [EPIC Ventures](#)

**INVESTMENT AVAILABLE:** Less than \$5 million

**STAGE:** Startup/Seed and Early Stage

**LOCATION:** Primarily in the Mountain and Western states but seek opportunities and invests in the Northeast and Northwest corridors of the United States.

**CAN BE USED FOR:**



- life sciences/medical/biotech
- consumer & business services
- retail/consumer products
- enterprise software
- internet security
- clean tech & materials
- communications
- cloud/enabling
- computer hardware

**ABOUT THE PROGRAM:** Very active investors and seek board of directors representation in each of their investments. Substantial experience on both private and public boards.

**WEBSITE:** <http://www.epicvc.com>

**ORGANIZATION NAME:** [Battle Born Venture](#) **INVESTMENT AVAILABLE:** \$40,000 up to \$1 million **STAGE:** Pre-seed, seed and venture stages

- A typical pre-seed company would have a prototype completed, and would have potential customers with a confirmed interest, even if the company has not yet made any sales
- Pre-seed cos typically have fewer than 3 full-time employees
- Maximum total Battle Born investment per company of \$100,000
- Average Battle Born investment per company of \$40,000
- Battle Born investment cannot be more than 50% of total invested amount

**LOCATION:** Throughout Nevada

**CAN BE USED FOR:** Aerospace & defense, agriculture, energy, healthcare, IT, logistics & operations, manufacturing, mining, tourism & gaming, water

**ABOUT THE PROGRAM:** The Battle Born Growth Escalator Venture Program is Nevada's new state venture capital fund that makes equity investments in early-stage, high-growth Nevada companies. The program is overseen by the Governor's Office of Economic Development (GOED) using funds provided by the US Treasury's State Small Business Credit Initiative. It seeks an economic return on investment and any proceeds from investments are reinvested into the program for the benefit of the citizens of the State of Nevada.

**WEBSITE:** [www.battlebornventure.com](http://www.battlebornventure.com)

**ORGANIZATION NAME:** [Techstars Ventures](#)

**INVESTMENT AVAILABLE:** \$100,000-\$300,000 at Seed, and \$1-2M for Series A. **STAGE:** Seed, Series A

**CAN BE USED FOR:** Technology oriented companies, typically web-based or other software companies, that can have national or worldwide reach. They do not fund biotechnology companies, restaurants, consultancies, or other local service-oriented companies.

**ABOUT THE PROGRAM:** Techstars Ventures has \$265M under management and we are currently investing out of our third fund (\$150M) which is focused on Seed and Series A investments. With the VC and Angel communities, they co-invest in companies built by Techstars alumni, mentors, and others across the ecosystem. Typically, we invest \$100,000-\$300,000 at Seed, and \$1-2M for Series A.

**WEBSITE:** <http://www.techstars.com/venture-capital-fund/>

**ORGANIZATION NAME:** FundNV

**INVESTMENT AVAILABLE:** \$25,000.00-\$50,000.00 **STAGE:** Early stage

**CAN BE USED FOR:** Technology oriented companies, typically web-based or other software companies, companies that can have national or worldwide reach. They do not fund biotechnology companies, restaurants, consultancies, or other local service-oriented companies.

**ABOUT THE PROGRAM:** Techstars Ventures has \$265M under management and we are currently investing out of our third fund (\$150M) which is focused on Seed and Series A investments. With the VC and Angel communities, they co-invest in companies built by Techstars alumni, mentors, and others across the ecosystem. Typically, we invest \$100,000-\$300,000 at Seed, and \$1-2M for Series A.

**WEBSITE:** <http://www.techstars.com/venture-capital-fund/>

# CROWDFUNDING

Crowdfunding describes the collective effort of individuals who network and pool their money, usually via the Internet, to support efforts initiated by other people or organizations. Crowdfunding has its origins in the concept of crowdsourcing, which is the broader concept of an individual reaching a goal by receiving and leveraging small contributions from many parties. Crowdfunding is the application of this concept to the collection of funds through small contributions from many parties in order to finance a particular project or venture.

There are more than 1,000 crowdfunding sites on various platforms currently available. Although sites like Kickstarter and RocketHub are quite popular, they are primarily geared toward creative projects and have not been listed here. The majority of sites listed here pertain mostly to businesses.

**NAME:** [GoFundMe](#)

**PLATFORM:** Donation/Reward

**FUNDING MODEL:** Keep it all

**USES:** General Purpose – Personal causes and life events. Includes businesses and entrepreneurs, and medical expenses, education costs, non-profits, funerals & memorials, and more.

**ABOUT:** GoFundMe users can choose to create a) Personal Donation Campaigns, b) Charity Fundraising Campaigns or c) All-or-Nothing Crowdfunding Campaigns.

**COST/FEES:** No charges to donors. They do not increase their fee on campaigns that fail to reach their goal.

**WEBSITE:** <http://www.gofundme.com>

**NAME:** [Circle Up](#)

**PLATFORM:** Equity-based

**FUNDING MODEL:** All or nothing (minimum investment)

**USES:** Consumer-based products and retail companies

**ABOUT:** CircleUp links retail and innovative consumer goods entrepreneurs with a network of accredited investors, which in turn get access to high-growth consumer products and retail private companies. Investments include food, personal care, pet products, sporting goods, apparel, household products, retail, and restaurant industries ranging from \$1 to \$10 million revenue. Companies typically have more than \$1 million in revenue for the current fiscal year. All companies have a tangible product or retail outlet that you can touch, taste, use, or visit. Average time for companies to raise money is 61 days.

**COST/FEES:** There is no sign-up fee. Investors are not charged anything. If the investment round successfully closes, companies pay a small commission to Fundme Securities, LLC, a wholly owned subsidiary of CircleUp Network, Inc. If the minimum investment amount is not raised, 100% of investment dollars committed are returned to investors. CircleUp charges an investment banking fee that's in the single digits, plus they take a small, single-digit ownership stake.

**WEBSITE:** <https://circleup.com>

**NAME:** [Early Shares](#)

**PLATFORM:** Equity/Rewards-Based/Combination

**FUNDING MODEL:** All or Nothing

**USES:** Businesses seeking to raise money on EarlyShares must meet eligibility requirements (see website for details) real estate, entertainment, general business and technology.

**ABOUT:** EarlyShares currently offers the following types of fundraising options:

- Direct Investments: Equity investment Offerings with the transactions effected by EarlyShares' broker-dealer partner National Securities Corporation (member FINRA/SIPC).
- EarlyFunds: Equity investment Offerings where investors invest into a high-end, single purpose LLC, managed by EarlyShares, that directly funds a company.
- Rewards Campaigns: Non-equity Crowdfunding campaigns. These are a limited number of these campaigns. If you would like to be one of those partners, please contact [rewards@earlyshares.com](mailto:rewards@earlyshares.com).
- Combination Campaigns: Equity investment Offerings (Direct Investments or EarlyFunds) with additional Reward components. Since Combination Campaigns are Equity Offerings, only Accredited Investors are eligible to participate. All other guidelines for Equity Offerings also apply.

By law, there is no limit to the amount you can raise for a Direct Investment or EarlyFund Offering. EarlyShares typically sees businesses applying for funding amounts between \$100,000 and \$2 Million. The timeframe is heavily dependent on an issuer's ability to respond to requests and return necessary information in a timely manner. The overall process can take anywhere from 2 to 5 months.

**COST/FEES:** Free to sign up for an account and submit profile. There is no fee structure yet since EarlyShares is waiting for SEC to finish up the regulations for equity-based crowdfunding. Companies or organizations that host Rewards Campaigns pay EarlyShares a percentage (between 5-8%) of the total amount raised.

**WEBSITE:** <http://www.earlyshares.com>

**NAME:** [Crowd Funder](#)

**PLATFORM:** Equity-based

**FUNDING MODEL:** All or Nothing

**USES:** Startups and social enterprises

**ABOUT:** Crowdfunder is a social network and business platform for entrepreneurs and investors to connect, crowdfund and grow. The company puts growth and fundraising tools in the hands of business owners and investors at all stages in the life-cycle of a business. Start-ups and small businesses can raise funds through contribution-based crowdfunding, and soon through debt and equity-based crowdfunding.

**COST/FEES:** Monthly plans from \$99 to \$999. Fees for funded campaign: 5% to Crowdfunder and 2.9% + .30 per transaction fee to Amazon Payments.

**WEBSITE:** <https://www.crowdfunder.com/>

**NAME:** [FUNDABLE](#)

**PLATFORM:** Equity-based / Rewards

**FUNDING MODEL:** Keep it all

**USES:** Start-ups. Several prohibited projects – check website for details.

**ABOUT:** Provides hands-on training to help your campaign succeed. Fundable allows businesses to raise funds by giving rewards or shares in return. Businesses that need to raise between \$50k and \$10M usually opt for the equity-based model.

**COST/FEES:** Flat-rate fee of \$179 per month. No percentage of monies raised is taken.

**WEBSITE:** <https://www.fundable.com/>

**NAME:** [Plumfund](#)

**PLATFORM:** Donation

**FUNDING MODEL:** Keep it all

**USES:** Any plan, project, event, cause, charity or nonprofit.

**ABOUT:** You can set up your crowdfunding page for private donations or for public display depending on your needs. Because our goal is to make giving feel good, Plumfund is totally free to fundraisers and donors! There are no transaction fees for organizers or contributors, and no setup fees. Our service allows for your funds to be sent directly to you — offline, by cash or check — which eliminates the need for processing fees.

**COST/FEES:** When you use our convenient online payment options, (WePay or your own premier or business PayPal account), the third-party fee is just 2.8% + \$0.30 (US)/transaction (US only) See PayPal's fees for non-US PayPal transactions.

**WEBSITE:** [www.plumfund.com](http://www.plumfund.com)

# MICROLENDING

Micro loans are small business loans typically under \$50,000. Micro loans are generally used for start-up cash but are sometimes given to newly launched small businesses for working capital. Micro loans can be used for many purposes including the purchase of equipment, inventory, machinery, fixtures, furniture, supplies, and even to purchase another business. Each lender will have their own requirements for repayment of a micro loan. Interest rates and collateral requirements vary considerably between lenders but almost all require a personal guarantee by at least one of the business' owners.

**ORGANIZATION NAME:** Dream Spring

**PRODUCT AVAILABLE:** Loans from \$200 to \$1,000,000.00

**Business Term Loans:** Small business owners who need money to start or grow their business from \$200.00 to \$1,000,000.00

**Commercial Real Estate Loans:** Owners of existing businesses can apply for real estate loan for the purchase of real estate from \$35,000.00 to \$1,000,000.00

**Loans for Nonprofits:** For existing nonprofits in business for at least 3 years to be used as a donation bridge, for debt consolidation, for the purchase of equipment or commercial real estate and more from \$35,000.00 to \$1,000,000.00

**Start-up Business Loan:** for clients who are just starting out loans up to \$100,000.00

**Business Lines of Credit:** for business owners who want to have money available in case they need in loans from \$20,000.00 to \$100,000.00

Fixed annual interest rates from 10.99% to 15.99%

Closing costs of 5% of the loan amount (minimum of \$100) and a \$135 application fee will be financed into your loan.

**LOCATION:** Nationwide

**CAN BE USED FOR:** Dream Spring cannot consider businesses involved in the following: weapons sales, real estate development, money lending or financing, multi-level marketing programs, illegal or polluting activities, or adult businesses

**ABOUT THE PROGRAM:** Dream Spring is different from a bank or credit union. Dream Spring is a microfinance organization that lends with the mission of empowering business owners with access to working capital and financial education. Specialized in working with small business owners who cannot borrow from the bank due to business type, a short length of time in business, or an insufficient credit history. Helps qualified small businesses grow with affordable small business and start-up loans. Helps with building your credit, too, because they report to all three credit bureaus. Apply online at their website.

**WEBSITE:** [www.dreamspring.org](http://www.dreamspring.org) Phone: (888) 265-5676

**ORGANIZATION NAME:** Nevada Business Opportunity Fund

**PRODUCT AVAILABLE:** Microloan range is \$1,000 - \$50,000

**RATES/TERMS/FEEES:** Interest rate of 9.75% APR. Terms up to 5 years. 3 pts (with a maximum of \$750) plus all out-of-pocket costs.

**LOCATION:** Throughout Nevada

**CAN BE USED FOR:** Funding for-profit businesses only. Start-Ups or Established businesses:

- Startup costs
- Working Capital
- Inventory
- And more ...

Funding cannot be used for personal expenses, real estate, delinquent taxes or down payments. No medical marijuana dispensaries as it is not federally legal at this time.

**ABOUT THE PROGRAM:** No pre-payment penalties on any of their loans. You need a credit score in the mid 500's. Collateral in the form of business assets, vehicles, or real estate may be requested. No bankruptcies in or foreclosures in the past 12 months. All required licenses to operate the business.

**WEBSITE:** <http://www.nevadabof.org/>

**CONTACT:** Leanna Jenkins or Kathleen Taylor

**ORGANIZATION NAME:** [Prestamos, CDFI](#)

**PRODUCT AVAILABLE:** Microloan range is \$5,000 - \$50,000; up to \$25,000 for start-ups

**RATES/TERMS/FEEES:** Maximum term for a microloan is 5 years. Fees for Credit Report (\$20); Application Fee (\$30); Origination fee (up to 2% of loan amount); and any Third-Party fees such as Appraisal, title, etc.

**LOCATION:** Throughout Nevada

**CAN BE USED FOR:** Businesses with Revenue up to \$1 million and 2 or more employees

For-profit Start-ups or Established businesses:

Start-up costs, Working capital, Machinery and equipment, Inventory, Furniture & fixtures, Supplies, Acquisition and Refinance

Funding cannot be used for personal expenses, real estate, delinquent taxes, down payments or existing debts or non-profits with the exception of child care centers. Also, unable to fund loans for "Adult" establishments such as bars, nightclubs, gaming, etc.

**ABOUT THE PROGRAM:** Automatic payment required. No pre-payment penalties. Collateral is required.

**WEBSITE:** [www.prestamosloans.com](http://www.prestamosloans.com)

**ORGANIZATION NAME:** [Kabbage](#)

**PRODUCT AVAILABLE:** \$2,000.00 - \$100,000

**RATES/TERMS/FEEES:** Fees 1.5% to 12% of your selected loan amount. Every month you pay back 1/6 of the total loan (for six-month loans) or 1/12 of the total loan (for 12-month loans) plus the monthly fees. There are no early payment fees.

**ABOUT THE PROGRAM:** Provides working capital to small businesses. Funds companies within 7 minutes. Leverages data generated by dozens of business operations to understand performance and deliver fast, flexible funding in real time. The company can support any small business by analyzing data sources such as your business checking account, Intuit, QuickBooks, eBay, Amazon, UPS, PayPal, Authorize.Net, Stripe, and many others.

**WEBSITE:** <https://www.kabbage.com>



**ORGANIZATION NAME:** [On Deck](#) **PRODUCT AVAILABLE:** \$5,000 – \$500,000

- Short Term Loans: Grow your business loans up to \$250,000 over 3-12 months
- Long Term Loans: Invest in your business loans up to \$500,000 over 15-36 months
- Lines of Credit: Manage your business lines up to \$100,000 in flexible cash when you need it

**RATES/TERMS/FEES:** Short Term Loans – as low as 9% total interest percentage, average rate of \$19% total interest percentage. Long Term Loans – as low as 5.99% annual interest rate, average rates of 30% annual interest rate. Other fees may apply.

**CAN BE USED FOR:**

- Purchasing Inventory
- Purchasing Equipment
- Managing Cash Flow
- Hiring Employees
- Opening New Locations
- Remodeling / Renovating
- Handling Unexpected Expenses
- Launching Marketing Campaigns
- Bridging Receivables Gaps

**ABOUT THE PROGRAM:** Businesses must be open at least one year. Uses OnDeck Score™ technology, which focuses on the health of your business – not your personal credit score.

**WEBSITE:** <https://www.ondeck.com>

**ORGANIZATION NAME:** [CAN Capital](#)

**PRODUCT AVAILABLE:** \$2,500 to \$150,000; Also has Merchant Cash Advance from \$5,000 to \$150,000 with no fixed-term or maturity date.

**RATES/TERMS/FEES:** From 4 to 24 months

**LOCATION:** Nation-wide

**CAN BE USED FOR:** Can be used across 650 industry types. Most popular are restaurants, medical and dental offices, auto repair shops, retail shops, online marketplaces, and beauty and barber shops. Can be used for nearly any business need:

- **Assets:** inventory, tools and equipment, trucks, vehicles and technology
- **Improvements:** research and development, business expansion, renovations, and general upgrades
- **Regular Expenses:** payroll, inventory, taxes, accounts payable and advertising

**ABOUT THE PROGRAM:** If your company has been operating under the same ownership for at least 4 months, it may qualify. However, we prefer that companies be in business for at least a year.

**WEBSITE:** [www.cancapital.com](http://www.cancapital.com)

**ORGANIZATION NAME:** [SBA microloans](#)

**PRODUCT AVAILABLE:** loans up to \$50,000

**RATES/TERMS/FEES:** The maximum repayment term allowed for an SBA microloan is six years. Interest rates vary depending on the intermediary lender and costs to the intermediary from the U.S. Treasury. Generally, these rates will be between 8 and 13 percent.

**LOCATION:** Nation-wide

**CAN BE USED FOR:** Small businesses and certain not-for-profit childcare centers start up and expansion.

- Working capital
- Inventory or supplies
- Furniture or fixtures
- Machinery or equipment

Proceeds from an SBA microloan cannot be used to pay existing debts or to purchase real estate.

**ABOUT THE PROGRAM:** The U.S. Small Business Administration (SBA) provides funds to specially designated intermediary lenders, which are nonprofit community-based organizations with experience in lending as well as management and technical assistance. These intermediaries administer the Microloan program for eligible borrowers. Each intermediary lender has its own lending and credit requirements. Generally, intermediaries require some type of collateral as well as the personal guarantee of the business owner. If you apply for SBA microloan financing, you may be required to fulfill training or planning requirements before your loan application is considered. This business training is designed to help you launch or expand your business. To apply for a microloan, you must work with an SBA approved intermediary in your area. Approved intermediaries make all credit decision on SBA microloans.

**WEBSITE:** <http://www.sba.gov/nv>

**ORGANIZATION NAME:** [Western Nevada Development District \(WNDD\)](#)

**PRODUCTS AVAILABLE:** Business Microloan Program. Loan amounts range from \$500.00 to a maximum of \$50,000.00

**RATES/TERMS/FEES:** Flexible terms from (1) year to (10) years

**LOCATION:** New or existing small business owners interested in opening, expanding, or retaining a business in the rural Nevada communities with 50,000 or less population.

**CAN BE USED FOR:** working capital, purchase of equipment, purchase of inventory, construction or remediation

**ABOUT THE PROGRAM:** Businesses must be in rural Nevada as defined by CDBG. Because a private business is receiving public funds, CDBG regulations require the creation of jobs by the business to show public benefit. Under the HUD federal regulations one full-time equivalent (FTE) job must be created for each \$35,000 in CDBG assistance provided. Part-time staff may be combined to make up one FTE. One FTE consists of 2,080 staff hours per year.

As with the national objective requirement outlined above, the CDBG public benefit requirement will be enforced via a loan agreement that the borrower executes at loan closing. The loan agreement requires that the business provide payroll documentation to Western Nevada Development District showing job creation sufficient to meet the \$35,000 per FTE requirement. CDBG loans are meant to create long term employment opportunities but ongoing long-term monitoring is not required.

**WEBSITE:** <http://wndd.org>

# COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS (CDFI)

A certified Community Development Financial Institution (CDFI) is a specialized financial institution that works in market niches that are underserved by traditional financial institutions. CDFIs provide a unique range of financial products and services in economically distressed target markets such as: mortgage financing for low-income and first-time homebuyers and not-for-profit developers; flexible underwriting and risk capital for needed community facilities; technical assistance; commercial loans and investments to small start-up or expanding businesses in low-income areas. CDFIs include regulated institutions such as community development banks and credit unions and non-regulated institutions such as venture capital funds.

**ORGANIZATION NAME:** [Idaho Nevada CDFI](#)

**PRODUCT AVAILABLE:** \$15,000 -\$500,000

**RATES/TERMS/FEES:** All CDFI interest rate pricing is based on risk. CDFI loans typically have fixed-interest rates. Fully amortized, usually no more than ten years with average term being seven years. We will go with longer terms where appropriate and when collateralized with real estate.

**LOCATION:** Primary market is Idaho and Nevada. However, on a case-by-case basis projects are considered in other western states having distinct community development impact.

**CAN BE USED FOR:** Variety of businesses, everything from restaurants to furniture manufacturing.

**ABOUT THE PROGRAM:** Unlike conventional lenders, they don't have a fixed product list. The product description below is a general guideline on the type of credit that can be provided but is by no means exhaustive. If a loan application is strong and has significant community impacts, they are very flexible in developing a credit that will work.

- Must be located in a CDFI eligible area.
- While they have successfully made a number of start-up loans, they most frequently seek existing businesses that are looking at expanding or consolidating.
- The businesses will have accumulated some assets and will have a banking relationship established.
- They have some level of sophistication and usually are high wage payers.
- They will have good credit, but their deal will not be fully fundable by a bank.
- Real estate is preferred as collateral and subordinate debt financing is not provided.
- Frequently small business lending is done in conjunction with one of their investor banks as a loan participation.

**WEBSITE:** <http://www.idahonevadacdfi.org>

**ORGANIZATION NAME:** [Clearinghouse CDFI](#)

**PRODUCT AVAILABLE:** Loans up to \$7.5 Million (real estate based)

**RATES/TERMS/FEES:**

Short term – up to 24 months

Long term – fixed up to 25 years

Loan to value (LTV) up to 80%

Fixed rate – From 5.75%

Short term (up to 24 mo.) interest only loans

Fees: Nonprofits: \$800

Includes: application, processing, flood & tax For Profits: \$1,200 To be paid upon loan funding:

- Origination fee of 1.5% to 2%
- Loan Documentation fees: \$700 at closing,
- 3<sup>rd</sup> Party Vendor Dependent: appraisal, title, escrow & environmental fees (if applicable)

**LOCATION:** Nevada

**CAN BE USED FOR:** Acquisition, Construction and Rehabilitation, Refinance (real estate)

**ABOUT THE PROGRAM:** Clearinghouse CDFI provides economic opportunities and improves the quality of

life for lower-income individuals and communities through innovative and affordable financing that is unavailable in the conventional market. Community development lending must be profitable in order to be sustained. As with conventional lenders, we carefully evaluate each applicant's ability to repay the loan. Unlike traditional lenders, we do not have predefined loan programs. We analyze each loan application individually. Every loan we make benefits the community in a measurable way.

**WEBSITE:** <http://www.clearinghousecdfi.com>

**ORGANIZATION NAME:** [Prestamos, CDFI](#)

**CAPITAL AVAILABLE:** 1. Small Business Loan, \$50,000 - \$250,000 2. Start-Ups, Up to \$25,000

**RATES/TERMS/FEES:** Maximum term for is 7 years.

• Loans up to 14% fixed, fully amortized

Fees for Credit Report; Application Fee; Origination fee (up to 3% of loan amount); Administration Fee and any Third-Party fees such as Appraisal, title, etc. (see website for specifics).

**LOCATION:** Throughout Nevada

**CAN BE USED FOR:** Businesses with revenue less than \$20 million and 2 or more employees.

• Real Estate

• Machinery or equipment

• Inventory

• Furniture & fixtures • Supplies

Funding cannot be used for personal expenses, delinquent taxes, down payments or existing debts or non-profits with the exception of child care centers. Also, unable to fund loans for "Adult" establishments such as bars, nightclubs, gaming, etc.

**ABOUT THE PROGRAM:** Automatic payment required. No pre-payment penalties. Collateral is required.

**WEBSITE:** [prestamosloans.org](http://prestamosloans.org)

**ORGANIZATION NAME:** [Rural Nevada Development Corporation \(RNDC\)](#)

**CAPITAL AVAILABLE:** \$500 - \$250,000

Working capital term is for 3 years, however, may be lengthened pending approval for permanent working capital needs. Owner's Equity Injections: A minimum of 8% of the project cost should be injected by the business. Equity injections can be cash, inventory or real estate for new construction projects.

**Loan Fees:** Loan packaging fees 2% of loan amount with a \$100.00 non-refundable fee upon application submission, however this amount will be applied to the total 2% fee if the loan is approved. Attorney Fees: Actual costs as necessary.

UCC filing fees as outlined by the Secretary of State

Collection fees: \$25 or 5% of payment (whichever is greater)

**CAN BE USED FOR:** Businesses in need of expansion financing, fixed assets, purchases, working capital, and start-up businesses in cities with a population of 25,000 or less. The RNDC loan funds significantly address the capital gap for rural businesses, and leverage bank participation in rural business loans. RNDC works closely with the Nevada Commission on Economic Development and the Nevada Small Business Development Center. **ABOUT THE PROGRAM:** Rural Nevada Development Corporation (RNDC) is a non-profit organization focusing on economic development. RNDC is a non-traditional lender or lender of last resort to Nevada businesses. Loan requirements include a business plan, adequate repayment source, rural based, difficulty obtaining traditional bank financing and it must contribute to economic development and diversification with either job creation or job retention.

**WEBSITE:** <http://www.rndcnv.org/>

# PEER TO PEER LENDING

Peer-to-peer lending is the practice of lending money to unrelated individuals, or “peers,” without going through a traditional financial intermediary such as a bank or other traditional financial institution. This lending takes place online on peer-to-peer lending companies' websites using various lending platforms and credit checking tools. Review each company's rates and fees sections. These are generally short-term loans that also have origination fees upon funding and may charge a fee for payments made by check. Rates and terms can always change so be sure to check with the company at the time of your loan request.

**ORGANIZATION NAME:** [Kiva Zip](#)

**LOANS AVAILABLE:** The maximum amount that Kiva Zip borrowers in the United States and Kenya can borrow can increase as borrowers repay. In the United States, Kiva Zip borrower amounts are as follows:

Maximum Loan Amount	Loan Term
\$25.00 to \$5,000.00	6 - 24 months
\$5,025.00 to \$10,000.00	12 - 36 months

**RATES:** 0% Interest. For loans of \$2,500 and under, borrowers are required to invite between 5 and 15 lenders from within their network. For loans of \$2,525 and above borrowers are required to invite between 10 and 30 lenders from within their network.

**LOCATION:** United States and Kenya

**ABOUT THE PROGRAM:** Borrowers apply for Kiva Zip loans by filling out an online application form. Every borrower must be endorsed by a trustee. Trustees never handle the money, but their public reputation is tied to the repayment record of the borrowers they endorse. Lenders visit the Kiva Zip website and choose whom they want to offer a loan. Once a loan is fully funded, Kiva Zip sends the loan amount directly to the borrower. Over the course of the loan term, the borrower promises to pay their lenders back in regular installments. As the lenders get their money back, they can re-lend the money or withdraw it from Kiva Zip.

**WEBSITE:** <https://zip.kiva.org>

**ORGANIZATION NAME:** [Lending Club](#)

**LOANS AVAILABLE:** Small Business loans up to \$300,000.00

**RATES:** Rates from 5.9% to 29.9%. Best interest rate is available to borrowers with excellent credit.

**LOCATION:** Nation-wide

**ABOUT THE PROGRAM:** Pay back your loan over several years (1 to 5 years) with affordable and predictable fixed monthly payments. Or, you can choose to reduce your interest costs by prepaying your loan at any time, with no pre-payment penalties or fees. Lending Club looks for the following to qualify:

- 24 months in business
- At least \$75,000.00 in annual sales
- No recent bankruptcies or tax liens
- You own at least 20% of the business and have at least fair or better personal credit

**WEBSITE:** <https://www.lendingclub.com>

**ORGANIZATION NAME:** [Prosper](#)

**LOANS AVAILABLE:** \$2,000 to \$35,000

**RATES:** Rates from 5.99% to 36% APR with 3 to 5-year repayment

**ABOUT THE PROGRAM:** Prosper will make monthly automatic withdrawals from your bank account in the amount of your agreed-upon monthly loan payment. If you choose, you may make an optional additional loan payment or pay off your loan early without penalty. If you make your payment with a paper check, manual check fees will apply.

- Borrowers choose a loan amount, purpose and post a loan listing.
- Investors review loan listings and invest in listings that meet their criteria.
- Once the process is complete, borrowers make fixed monthly payments and investors receive a portion of those payments directly to their Prosper account.

**WEBSITE:** <http://www.prosper.com>

**ORGANIZATION NAME:** [Peerform](#)

**LOANS AVAILABLE:** \$1,000 to \$25,000

**RATES:** From 7.12% to 29.99% on 3-year fixed-rate term

**ABOUT THE PROGRAM:** Borrowers create listings for a fixed-rate personal loan and are then funded by investors who choose their target return and build their portfolios. With this platform, borrowers are matched together with investors who actually want to make loans.

**WEBSITE:** <https://www.peerform.com>

# OTHER PROGRAMS

**ORGANIZATION NAME:** [Biz2Credit](#)

**LOANS AVAILABLE:** \$5,000.00 to \$1,000,000.00

**ABOUT THE PROGRAM:** Founded in 2007, Biz2Credit is an online small business platform that matches small business owners with financing options from over 1,100 lenders. Their application collects a few key pieces of information that are used to connect business owners with loan options for their business. Business owners can view their loan matches for free. Products offered include:

- Microloans
- SBA 7(a) and 504 loans
- Expansion Loans
- Working Capital
- Merchant Cash Advance
- Asset Based Loans

**WEBSITE:** <http://www.biz2credit.com>

**ORGANIZATION NAME:** [DB Squared Inc.](#)

**ABOUT THE PROGRAM:** Invoice Factoring – Your business sells products or services to another business or entity. Each order fulfillment generates an accounts receivable invoice. Rather than managing the invoice yourself and waiting weeks or even months for your customer to make payment, you decide to sell the invoice to an invoice factor – a company that factors (or buys) the invoice at a discount. You receive immediate access to up to 98% of the full amount of each invoice you sell to DB Squared. The remainder is placed in reserve, pending payment of the invoice by your customer. Once DB Squared receives payment and the amount of the invoice is satisfied, the reserve amounts less invoice discount (which usually ranges from 1% – 6% per the proposal we agree upon) is forwarded to you as well.

Merchant Cash Advances (MCA) – Lump sum cash infusions provided to a business that accept debit and credit cards as a form of payment from their customers. Advances from MCAs can help solve cash flow challenges, cover unexpected expenses or provide working capital for a business to grow and even expand. DB Squared may provide a business with a merchant cash advance in an amount equivalent of up to 150% of a typical month's debit and credit card sales. A small percentage of the client's credit and debit card sales is sent directly to us from the card processing company each day until the full amount has been repaid (usually over 6 – 12 months).

Business Cash Advance- Like business loans, business cash advanced provide working capital in the form of a lump sum cash infusion based on the organization's anticipated sales. These advanced are repaid through small daily (or sometimes weekly) payments from their bank account. While bank loans often take years to repay, a business cash advance is usually repaid within 6-18 months.

**WEBSITE:** <http://www.dbsquaredinc.com>



**ORGANIZATION NAME:** Biz Capital

**PRODUCT AVAILABLE:** Loans usually range from \$750,000 to \$5,000,000

**ELIGIBILITY:** To qualify for a loan from BizCapital, a company must meet the following conditions:

- Company must satisfy the Small Business Administration (SBA) definition of a small business or qualify as a rural business under the USDA's B&I program;
- Company must be located within a qualified low-income census tract;
- At least 50 percent of services performed by company employees must be in low-income census tracts.
- At least 50 percent of the company's tangible property must be utilized in low-income census tracts.

In addition, the company must have no plans to change the operations or characteristics of the business such that it would fail to meet any of the qualifying criteria. Other programmatic requirements apply depending on various factors.

**LOCATION:** Providing government-guaranteed loans in Alabama, Arkansas, Florida, Illinois, Kentucky, Louisiana, Mississippi, Missouri, Nebraska, Nevada and Oregon.

**CAN BE USED FOR:** Working capital, business or asset acquisitions, facility expansions, equipment and business real estate purchases. Prefer industries with a focus on job creation and retention. Past types of investments include manufacturing, distribution startups, hotels and restaurants. The following businesses are ineligible for their products:

- Real estate leasing businesses (apartments, shopping centers, mobile home parks, etc.)
- Banks, credit unions, life insurance companies or other finance companies
- Businesses or business owners that have defaulted on a federal loan
- Real estate development businesses
- Speculative businesses
- Golf courses or country clubs
- Massage parlors
- Liquor stores
- Gambling facility or race track
- Hot tub or suntan facilities
- Businesses engaged in promoting religion
- Businesses with an associate of poor character

**ABOUT THE PROGRAM:** BizCapital partners with government economic development programs to provide loans. Provides competitive loans to small and medium-sized companies located in underserved markets. Offers government guaranteed SBA and USDA loans. Biz Capital's loan products can offer more flexible terms than traditional lenders, often with less stringent underwriting criteria. Small businesses that may be unable to obtain financing from traditional banks, yet do not offer the return profile that many venture capitalists require, may be well suited for BizCapital's financing solutions.

**WEBSITE:** <http://biz-capital.com>

**ORGANIZATION NAME:** Financial Guidance Center

**PRODUCT:** Individual Development Accounts (IDAs)

- Micro-enterprise IDA: offers a 2:1 match with a maximum participant contribution of \$2,000, receiving a \$4,000 match for a total of \$6,000.
- Homeownership IDA: offers a 3:1 match with a maximum participant contribution of \$5,000 receiving a \$15,000 match for a total of \$20,000.
- Education IDA offers a 4:1 match with a maximum participant contribution of \$600 receiving a \$2,400 match for a total of \$3,000.

**LOCATION:** Throughout Nevada

**ABOUT THE PROGRAM:** IDAs are special savings accounts that match the deposits of low and moderate-income people. For every dollar saved in an IDA, savers receive a corresponding match, which serves as both a reward and an incentive to further the saving habit. Savers agree to complete financial education classes and use their savings for an asset-building purpose – typically for post-secondary education or job training, home purchase, or to capitalize a small business. In addition to earning match dollars, savers learn about budgeting, saving and receive additional training before purchasing an asset.

IDAs are offered through partnerships between financial institutions (such as banks and credit unions) and local nonprofit organizations, or program sponsors. The IDA program sponsor recruits participants for the program, provides financial education classes, and provides additional training based on the participant's asset choice – homeownership education and counseling, small business training, or guidance on choosing and enrolling in post-secondary education or job training.

After signing up for the IDA program, each participant opens a savings account with the partnering bank or credit union. The financial institution handles all transactions to and from the IDA, just as they do with other types of accounts. IDA accountholders receive regular statements detailing how much they have saved and the amount of match they have earned.

An IDA program can be as short as six months or as long as several years from beginning to end. IDA participants are allowed to withdraw money as soon as they have reached their savings goal, but they must first get approval from their IDA program sponsor. Some participants choose to use their funds toward one large savings goal, such as buying a home, while others make withdrawals for a number of smaller, related goals, such as a computer, textbooks, and college tuition. There are certain eligibility requirements for this program. Please call the organization for more information.

**WEBSITE:** [www.FinancialGuidanceCenter.org](http://www.FinancialGuidanceCenter.org)

**ORGANIZATION NAME:** [The Interface Financial Group \(IFG\)](#)

**PRODUCT:** Invoice Discounting

**LOCATION:** IFC serves clients in the United States, Canada, Australia, New Zealand, the Republic of Ireland, Singapore, the United Kingdom and Mexico. They have now established a location in Nevada.

**ABOUT THE PROGRAM:** Invoice discounting allows the business owner to use their B2B accounts receivable as the basis for obtaining working capital and accelerating cash flow. The accounts receivable (invoices) are sold at a discount and the owner receives cash immediately. IFG will buy invoices for any value. Clients choose the invoices they wish to sell. The cost is based on the number of days the invoice is outstanding; there are no long-term commitments, no extra fees or charges; no restrictions on use of funds. Invoice discounting is a simple buy/sell, off balance sheet transaction.

Funding can be provided for virtually any business selling a product or service on regular credit terms to other businesses and all funding requests are considered. Typically, IFG works with businesses that have been in operation for at least 3 months, with annual (actual or projected) sales of \$250,000 or above. The invoice discounting relationship between IFG and a business can be set up within days and once established, funding can happen within 48 hours. In an invoice discounting transaction, the credit worthiness of the business' customer is often more important than its own credit rating, because the customer is the one who is obligated to pay the invoice to the invoice discounter. IFG has been providing short-term working capital funding in the form of Invoice Discounting since 1972.

**WEBSITE:** [www.interfacefinancial.com/schultz](http://www.interfacefinancial.com/schultz)

**ORGANIZATION NAME:** [BUSINESS FINANCE CORPORATION \(BFC\)](#)

**ABOUT THE PROGRAM:** Invoice Factoring – Also known as accounts receivable financing, is a financial transaction and a type of debtor finance in which a business sells its accounts receivable (i.e., invoices) to a third party (called a factor) at a discount. Factoring receivables is a debt-free way to get paid sooner by unlocking the cash tied up in unpaid invoices. Since it's NOT a loan, there is nothing to repay. Once you sell your invoice to **BFC** you receive immediate access of up to 80% of the full amount of each invoice. The remainder is placed in reserve. Once BFC receives payment from your client, we release the reserve minus a modest discount of 3-4%.

**WEBSITE:** <http://www.BFC.vegas>

# TRADITIONAL FINANCING

## BANKS

Small businesses and franchises of any development stage can apply for conventional loans. However, since the federal government does not guarantee this type of loan, banks prefer to lend to companies that demonstrate a strong ability to service the debt and have significant collateral to cover the loan if the company ultimately cannot pay back the loan. In addition, business owners seeking these loans are usually required to have exceptional FICO scores, a reasonable debt to worth ratio and provide a solid business plan and projections.

## CREDIT UNIONS

Credit unions are member-owned non-profit institutions. They frequently offer their members lower interest loans than they might get at a bank. Some provide business loans but not all. Personal or unsecured loans, home equity loans and equipment loans not specifically geared toward businesses might be of interest to borrowers for business purposes.

## SMALL BUSINESS ADMINISTRATION (SBA) LOAN PROGRAMS

SBA loan programs are for small businesses unable to secure financing on reasonable terms through normal lending channels. The programs operate through private-sector lenders that provide loans guaranteed by the SBA. The Agency has no funds for direct lending or grants. SBA guarantees partial repayment to the lending institution of money it would otherwise lose if a business were to fail. Most private lenders are familiar with SBA loan programs so interested applicants should contact their local lender for further information and assistance in the SBA loan application process.

The SBA sets guidelines for the loans that include lower down payments and longer repayment terms than conventional loans. This allows a business to keep its cash flow for operational expenses and spend less on debt repayment. There are fixed and variable interest rate options with repayment terms up to 25 years, depending on the loan.

Banks can vary in loan policy so if your application is rejected at one bank, you might receive approval at another. Loans are made to businesses, not individuals and key factors of eligibility are based upon what the business does to receive its income, the character of its ownership and where the business operates.

There is a loan to fit most business needs in almost any for-profit industry. The 7(a) Loan Program provides loans to eligible borrowers to start, purchase or expand a small business. This is the most basic and commonly used of SBA's loan programs.

Another option is the Microloan Program that assists startups and newly established or growing small businesses with loans up to \$50,000.

The 504 Loan Program can assist small businesses with obtaining fixed assets for expansion or modernization through long-term, fixed financing.

Direct links to loan information for those discussed above and other SBA loans please click the links below.

#### Starting and Expanding Small Businesses

- [Basic 7\(a\) Loan Program](#)
- [Certified Development Company \(CDC\) 504 Loan Program](#)
- [Microloan Program](#)

#### Disaster Loans

- [Disaster Assistance Loans](#)
- [Economic Injury Loans](#)
- [Military Reservist Economic Injury Disaster Loan](#)

#### Export Assistance Loans

- [Export Express](#)
- [Export Working Capital](#)
- [International Trade Loans](#)

#### Special Purpose Loans

- [CAPLines](#)
- [Surety Bonds](#)

**WEBSITE:** [Nevada District Office | SBA.gov/nv](#)

# USDA RURAL DEVELOPMENT BUSINESS PROGRAMS

Promoting a dynamic business environment in rural America is the goal of Rural Development, Business and Cooperative Programs (BCP), Business Programs (BP). BP works in partnership with the private sector and community-based organizations to provide financial assistance and business planning. BP helps fund projects that create or preserve quality jobs and/or promote a clean rural environment. BP often leverages financial resources with those of other public and private credit source lenders to meet business and credit needs in under-served areas. Recipients of these programs may include individuals, corporations, partnerships, cooperatives, public bodies, nonprofit corporations, Indian tribes, and private companies. Rural Development field staff administer all USDA Rural Development mission area programs, including Business Programs. The Nevada USDA has provided a quick reference guide to some of the Business Programs. (Please see Appendix G, Page 65)

Following are direct links to a few of the Business Programs:

## Loans

### Business and Industry (B&I) Guaranteed Loans

The purpose of the B & I Guaranteed Loan Program is to improve, develop, or finance business, industry, and employment and improve the economic and environmental climate in rural communities.

### Intermediary Relending Program (IRP)

The purpose of the IRP program is to alleviate poverty and increase economic activity and employment in rural communities. Under the IRP program, loans are provided to local organizations (intermediaries) for the establishment of revolving loan funds. These revolving loan funds are used to assist with financing business and economic development activity to create or retain jobs in disadvantaged and remote communities.

### Rural Economic Development Loan and Grant (REDLG)

The REDLG program provides funding to rural projects through local utility organizations. Under the REDLG loan program, USDA provides zero interest loans to local utilities, which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas.

### Biorefinery Assistance Program Biorefinery Assistance Loan Guarantees (Section 9003)

The purpose of this section is to assist in the development of new and emerging technologies for the development of advanced biofuels.

## Grants

### Rural Business Enterprise Grant Program (RBEG)

The RBEG program provides grants for rural projects that help fund distance learning networks and employment related adult education programs as well as projects that finance and facilitate development of small and emerging rural businesses.

Website: <https://www.rd.usda.gov/>

## **RISK DISCLAIMER**

This directory is for general informational purposes only and should not be relied upon as a substitute for legal, tax and other advice in the circumstances of your particular transaction. This directory does not contain every bank, micro-lender, type of financing, crowdsourcing organization and similar. This document contains a few of the options available. It is recommended that you do thorough research when seeking financing to start or grow a business. The information contained herein is from sources deemed to be reliable, but no assurance can be given as to its truth, accuracy, completeness, usefulness or adequacy and you agree to conduct your own due diligence.

Every effort has been made to provide accurate and complete information. However, there is no guarantee that there will be no errors, especially in information that is being updated frequently by other agencies. Please contact the appropriate authority for additional information.

You should contact an attorney or accountant before using any of the information described in this directory for your business, company or transaction you are involved in or are contemplating. No information contained in this directory constitutes a recommendation of any company listed or mentioned herein.

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