

December, 2023



Treasurer & Tax Collector
CITY AND COUNTY OF SAN FRANCISCO

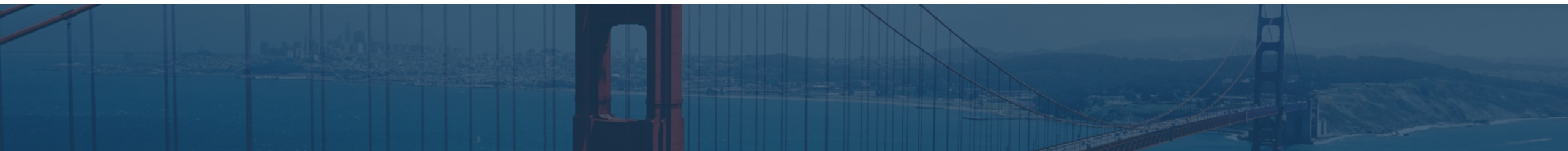
SF Lends Capital for Small Businesses

In partnership with Office of Small Business and City Administrator's Contract
Monitoring Division

Overview



- SF Lends is an initiative of the Office of the Treasurer & Tax Collector (TTX) and the City Administrator's Office
- Connects small businesses to affordable loans and lines of credit for their day-to-day cashflow needs.
- Financial products may be a great fit for small businesses certified as Local Business Enterprises (LBEs) who have contracts with the city.





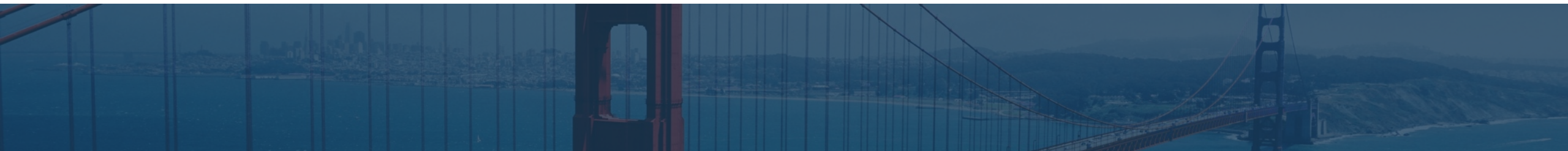
Why is the program needed?

- We heard you: Small businesses have expressed a need for working capital
- Goals:
 - Fuel small business growth with solid financial instruments
 - Evolve financial institutions' approach to small business lending



Applying - Who should apply?

- The financial products are publicly available, so anyone may apply.
- SF Lends referrals and resources are available to all Certified City & County of San Francisco Local Business Enterprises (LBE's) with active contractual relations with the government – direct or subcontract.
- Make sure the terms are manageable for your budget and circumstances.



Engagements with the City & County



- Direct Contract with City & County
- Listed Subcontractor for City & County
- Unlisted Subcontractor for City & County-related to development agencies
- Property leaseholder for City-owned property



About the Products

For a smooth application process, let the bank know you are referred by SF Lends.



Small Business Microloan Program

- Loan and Line of Credit
- \$10,000 - \$150,000
- Any small business

Email or call Landon Baines
(510) 869-7025



Business Cash Flow Manager

- Line of Credit
- \$10,000 - \$250,000
- Any small business

Quick Loan

- Loan
- \$5,000 - \$250,000
- Any small business

Email Mark Poon to walk through the application with a banker



Small Business Microloan Program

- Business Line of Credit
- \$10,000 - \$50,000
- Women, Black, Latinx, and Native-owned small businesses

Visit a local BMO branch to learn more or email a specialty lending specialist



Small Business Microloan Program

- Loan and Line of Credit
- \$10,000 - \$1 million
- Women, Minority, Veteran, and LGBTQ (WMV+) owned small businesses

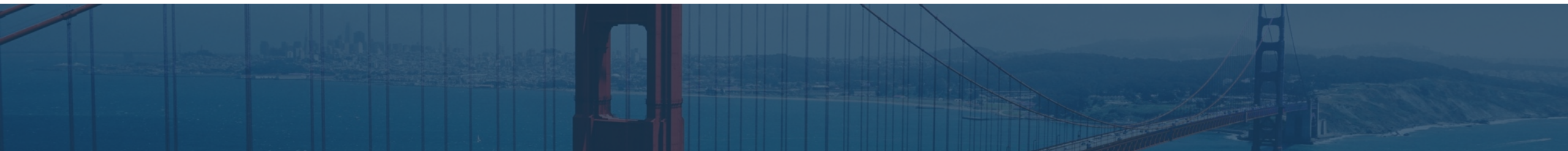
Email or call Kevin Louie
(510) 419-1820



Applying – What You'll Need

Each bank will require a business credit check along with the following documents. We advise that you have them ready before reaching out to improve the time for processing. At minimum, you will need:

- 1 Identification documents**, such as a Social Security Number or Employer Identification Number and government-issued photo ID
- 2 Information about your business' income**, expense, profit, and payments, such as a Profit and Loss statement
- 3 Tax Returns**
- 4 Business and personal financial statements**
- 5 LBE certification letter** and copies of either prime or subcontracts you have on City & County of San Francisco projects
- 6 Purpose for the funds**



Application Process



LBE applies for financial product from SF Lends referral list
Application will undergo standard application and underwriting procedures



Financial Institution reviews application and approves or denies



If LBE has difficulty with the application process or is denied, reach out to
sf.lends@sfgov.org for further assistance



Help and Support

Before speaking with the bank, you can make use of SF Lends' free assistance. These programs help answer your questions, such as selecting an appropriate financial product and preparing documentation.

	Support	Contact
SF Small Business Development Center	Dedicated one-on-one consultants can help you identify and apply for the right financial products to meet your business' financial goals.	sfsbdc.org or call 415-937-7232
Smart Money Coaching (SF Office of Financial Empowerment)	Free, confidential, one-on-one credit counseling can help you improve your personal credit score if needed before applying.	sfgov.org/ofe or call 877-256-0073

Feedback & Improvement



- TTX will meet with banks quarterly to share feedback and continuously improve the program
- We want to hear from you:
 - Your experience contacting the banks and applying for products
 - Use of funds
 - Any challenges
 - Ideas for improvement
- Reach our team directly at sf.lends@sfgov.org



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Thank you!

Visit sftreasurer.org/sf-lends for more information.



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Questions?
