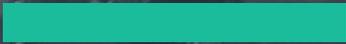


ELEVATING EQUITY

Preserving Small Businesses in LA County



A solid green horizontal bar.

OUR APPROACH

We know that small businesses sit at the heart of an vibrant, local economy. They provide goods and services to residents, create jobs, nurture economic opportunity and innovation, and foster a sense of community.

LA LISC offers flexible financing products and technical assistance to help open and expand small, for-profit businesses in underserved neighborhoods throughout LA County. Additionally, we provide technical assistance and resources to community development corporations who are working to advance a local economic development agenda in their neighborhood.

We're committed to empowering small businesses and entrepreneurs overlooked by traditional financing channels, with a special emphasis on serving businesses in low-to moderate-income communities, startup companies, and veteran-, woman-, and minority-owned businesses.

The preservation of diverse legacy businesses that serve low-income communities has become even more of a priority, given the rapid demographic changes that have transformed LA neighborhoods and led to residential and commercial displacement throughout the county.

LA LISC can help retool these businesses for long term economic competitiveness and job creation.

THE OPPORTUNITY

If Los Angeles County were a nation, its economy would be the 19th largest in the world. It is home to more than 244,000 businesses, with more minority- and women-owned businesses than any other county in the country. Small businesses are an essential piece of this, providing over 65% of all new jobs created. LA LISC has a suite of tools to ensure that small businesses that serve low-income communities remain an integral part of that success story.

Our small business agenda advances three strategies that aim to elevate equity for underserved entrepreneurs and create living wage jobs for local residents:



ACCESS
TO CAPITAL

BUSINESS
PRESERVATION

DEVELOPING
EXPERTISE

THE TOOLBOX

LISC offers loan options from \$1,000 to \$1 million to help for-profit companies at every stage. Our credit requirements are more flexible than most banks to reach a diverse clientele and support underserved markets .

SBA LENDING PRODUCTS

SBA 504 Loans: \$400,000-\$5 Million

- LISC combines New Market Tax Credits (NMTC) with SBA 504 first mortgage loan capital to provide businesses with below-market financing to buy, build, or expand facilities.
- The 504 loans must be located NMTC-eligible census tracts (where poverty rates exceed 20% and/or median family income is less than 80% AMI).

SBA Community Advantage Loans: \$50,000-\$250,000

- LISC is one of three lenders with a Community Advantage license from the SBA to make loans for working capital, equipment/ inventory, debt refinancing, and tenant improvements.
- We prioritize women- and minority-owned businesses, and businesses less than two years old.

MICRO-LENDING PRODUCTS

Quick Execution MicroLoan: \$10,000-\$50,000

- Addressing the need for small working capital loans of LA LISC offers a microloan product that can be approved in two weeks.
- Fixed at 7% interest with a five-year term, the product is a safe alternative to online predatory lenders.

Kiva Zip Loans: Up to \$10,000

- LISC partners with Kiva, an online crowdfunding program where borrowers can access 0% interest, fee-free loans up to \$10,000.
- LISC offers a 1:1 match for the loan.
- Kiva uses a borrower's character as a measure of creditworthiness, rather than credit score, cash flow, or collateral, making this product unique.

THE TOOLBOX

LISC offers loan options from \$50,000 to \$6 million to help both for-profit and non-profit entities establish businesses that are directly linked to improving health outcomes in low-income communities.

HEALTH LENDING PRODUCTS

Healthy Foods Fund: \$50,000-\$3 Million

- LISC has a dedicated fund to support both non-profit and for-profit operators of healthy food businesses including retail food stores, farmers markets, food coops and other healthy food production or distribution activities.
- Funds can be used for pre-development, acquisition, construction, mini-perm and business loans that increase access to healthy food.
- The fund prioritizes retail outlets in designated food deserts.

Community Health Centers: \$50,000-\$6 Million

- LISC offers a loan product specifically for Federally Qualified Health Centers, community health centers, special purpose entities or subsidiaries managed by health care centers in the Southern California market
- The funds are for bridge, working capital, predevelopment, acquisition, construction, mini-permanent and permanent loans for the planning, development and/or improvement of community-based health care facilities in low-income areas.

THE TOOLBOX

LISC provides free digital advisory services and other capital resources to help level the playing field for diverse entrepreneurs and increase the technical expertise of community development corporations that support them.

ADVISORY SERVICES FOR BUSINESSES	CAPACITY BUILDING FOR CDC's
<p>Business Advising Online Services</p> <ul style="list-style-type: none"> • We've partnered with Pacific Community Ventures to match our clients with experienced business advisers who provide tailored, one-on-one assistance. • They share their expertise in marketing, operations, strategic planning, and financial analysis to help entrepreneurs grow their businesses and create new jobs. 	<p>Kiva Trustee Certification</p> <ul style="list-style-type: none"> • Trustees are organizations that recommend borrowers and endorse them publicly on the Kiva Zip website. • Although trustees are not financially or legally liable for any loan that they endorse, they do vouch for an entrepreneur's character and the viability of her business.
<p>LISC INSIGHT Financial Tool</p> <ul style="list-style-type: none"> • We offer a free online tool called LISC INSIGHT to help company's better understand their financial health and make informed business decisions. • Allows users to analyze financial metrics including business cash flow, net income, company valuation, business spending and trends, business strengths and weaknesses, and more. 	<p>HUD Section IV Grants \$10,000-\$50,000</p> <ul style="list-style-type: none"> • LISC awards grants on an annual basis to enhance the capacity and ability of CDCs to carry out local economic development strategies that benefit low-income communities • Resources are restricted to indirect program costs such as staff salaries, consultants, and professional development opportunities.



HOW TO APPLY

For more information about any of our lending products, please contact:

Alexandra Dawson
adawson@lisc.org
213-250-9550 x118

To learn more about our capacity building resources for non-profits and CDC's, please contact:

Miranda Rodriguez,
mrodriguez@lisc.org
213-250-9550 x136

ELEVATING EQUITY

Preserving Small Businesses in LA County

