



Bridging the Capital Access Gap

A Curriculum for Lenders, Business Development Organizations, and TA Providers



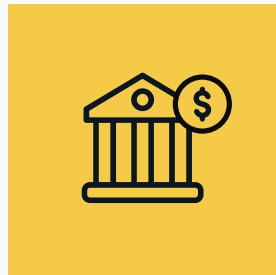
LSC



Main Topics



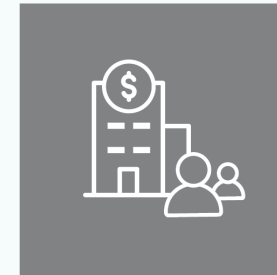
CHAPTER 1
Lending Landscape
(Modules 1 - 4)



CHAPTER 2
Underwriting Basics
(Modules 5 - 8)



CHAPTER 3
The Best Version of the Business
(Modules 9 - 14)



CHAPTER 4
Preparing for the Next Level
(Module 15)



CHAPTER 5
Resources for Professional Development
(Module 16)



CHAPTER 5

Resources for Professional Development (Module 16)

Resources for Professional Development (Module 16)



Resources for Professional Development

16



Resources for Professional Development: What You'll Learn

- How to develop your financing skills and knowledge.
- Topics to investigate for further learning.
- Places you can go to learn more on many capital access topics.



Invest in your knowledge and skills

Invest in ongoing professional development:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Bookkeeping | <input checked="" type="checkbox"/> Community development and local ownership |
| <input checked="" type="checkbox"/> Financial statements | <input checked="" type="checkbox"/> Place-based investment |
| <input checked="" type="checkbox"/> Credit analysis | <input checked="" type="checkbox"/> Structural inequality |
| <input checked="" type="checkbox"/> Loan policies, structures, underwriting standards | <input checked="" type="checkbox"/> Entrepreneurial ecosystems |
| <input checked="" type="checkbox"/> Credit reports | <input checked="" type="checkbox"/> Lenders in your region |
| <input checked="" type="checkbox"/> Debt service coverage | |



Credit Reports



Credit Builders Alliance



**Experian, Equifax,
TransUnion**
Download each
agency's user guide.



**Consumer Financial
Protection Bureau**

Small Business Administration

- <https://www.sba.gov/funding-programs/loans>
- <https://www.sba.gov/funding-programs/loans/lender-match>
- <https://www.sba.gov/funding-programs/loans/7a-loans>
- <https://www.sba.gov/funding-programs/loans/microloans>
- <https://www.sba.gov/funding-programs/loans/504-loans>
- [Community Advantage Loans](#).



Business Bookkeeping



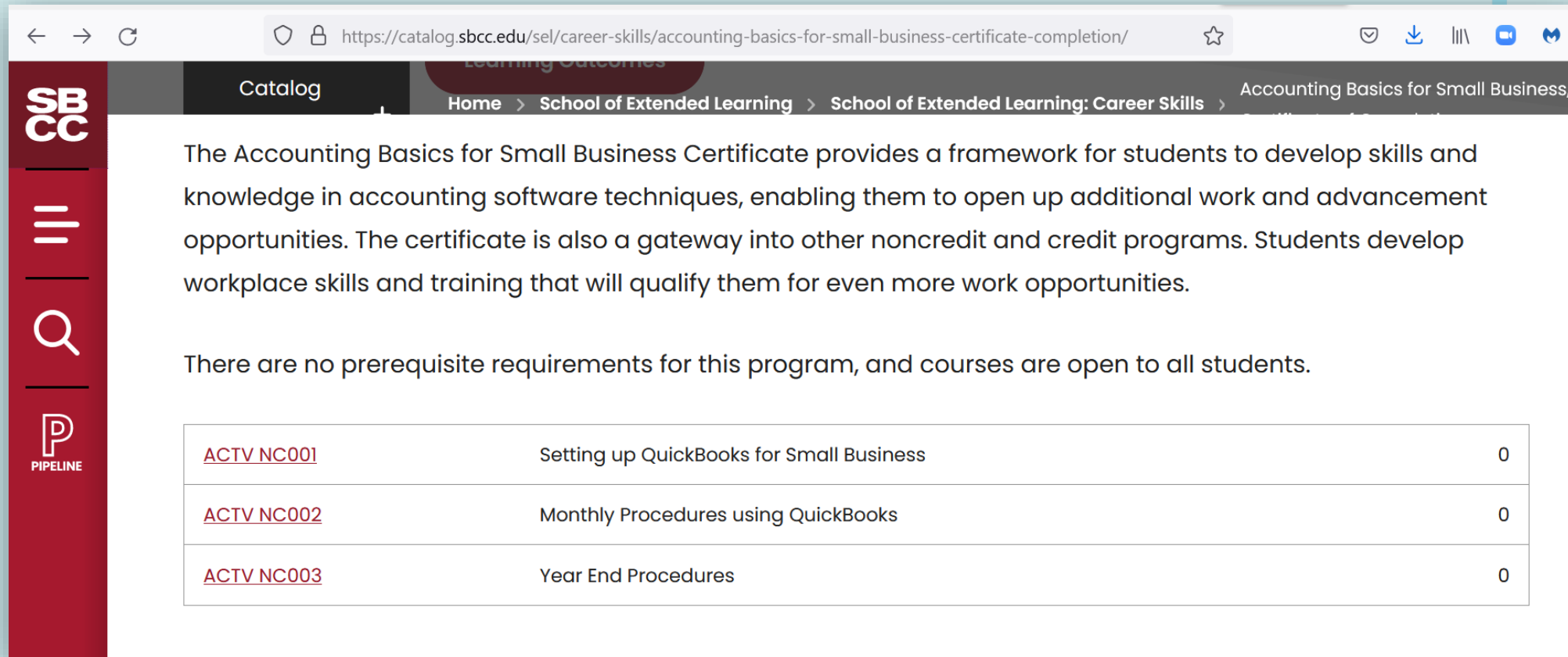
[Investopedia: Best business bookkeeping courses](#)

[Investopedia: Best small business accounting software](#)

Then go help a couple dozen business owners with their books



Community College courses

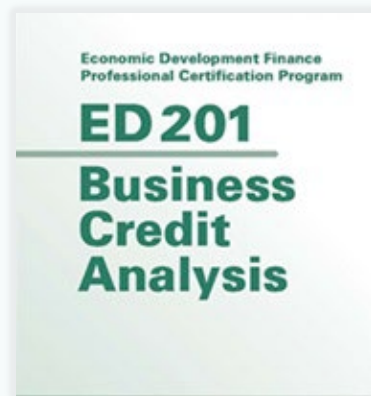


The Accounting Basics for Small Business Certificate provides a framework for students to develop skills and knowledge in accounting software techniques, enabling them to open up additional work and advancement opportunities. The certificate is also a gateway into other noncredit and credit programs. Students develop workplace skills and training that will qualify them for even more work opportunities.

There are no prerequisite requirements for this program, and courses are open to all students.

ACTV NC001	Setting up QuickBooks for Small Business	0
ACTV NC002	Monthly Procedures using QuickBooks	0
ACTV NC003	Year End Procedures	0

National Development Council courses



Economic Development Finance courses.

Particularly their

[Business Credit Analysis](#) course.



Mission-based lenders

Learn more about the mission-based lender industry:

- [CDFI Fund](#) promotes economic revitalization in distressed communities.
- [Find a CDFI near you.](#)
- [Opportunity Finance Network](#), the national association of CDFIs providing capital, advocacy, and capacity building to create impact in rural, urban, and Native communities nationwide.



Large organizations with online resources

- [Accion Opportunity](#).
- [CDC Small Business Finance](#).
- Initiate.
- Association for Enterprise Opportunity, a membership organization that creates economic opportunities for underserved entrepreneurs throughout the United States. [Knowledge Center](#).
- Bank of America [Access to Capital Directory](#) (not limited to bank resources)



FDIC Smart Money Curriculum



[Smart Money for Small Business.](#)

14 modules you can use with your clients.

[Smart Money for Adults.](#)



Loan matching services

- [Venturize](https://www.venturize.org). Venturize.org is a free online resource hub for small business owners who need help accessing tools and information to sustain and grow their business. Developed by Small Business Majority, a small business advocacy organization.
- [Lender Match](https://lendermatch.sba.gov) (SBA). Lender Match is a free online referral tool that connects small businesses with participating SBA-approved lenders.



Readings and recordings

- Small Business Administration and Job Creation, Congressional Research Service, 2022.
- Income Inequality and Economic Opportunity in California, PPIC, 2020
- Small Business Credit Survey, Federal Reserve Bank, 2021
- The Role of Microbusiness Employers, 2017
- The Importance of Young Firms, 2015
- [Energizing Entrepreneurs](#), Center for Rural Development
- [Entrepreneurial Ecosystems](#), Main Street America
- Local Entrepreneurial Ecosystem Toolkit, CAMEO
- [CAMEO archive](#) of training



Structural Inequality

- Aspen Institute. [Racial Economic Gap](#).
- Access to Capital: Removing Barriers. Kauffman Foundation.
- [The Racialized Roots of Financial Exclusion](#), Federal Reserve Bank of SF.
- Closing the Women's Wealth Gap.

Focus on articles that address helping women and BIPOC to learn more about financing and address structural inequality.

Consider advocacy – structural inequality will never be overcome without it.



Michael Shuman: Local Investment

- Michael H. Shuman is an economist, attorney, author, and a leading visionary on community economics.
- Reinventing economic development as if small business mattered.
- His mission: localize capital, investment, and finance decision-making.
- *24 Top Tools for Local Investing* – handout
- Self-financing examples.



That completes our series. We hope it supports you and your clients to access capital more readily. Let us know what else you might need.

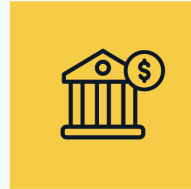


LISC *Capital Access* Training Modules



CHAPTER 1 **Lending Landscape** (Modules 1 - 4)

-
- 1 Lending Landscape
 - 2 When to Borrow
 - 3 Finding the Right Lender
 - 4 Building Relationships with Lenders



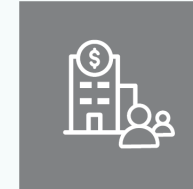
CHAPTER 2 **Underwriting Basics** (Modules 5 - 8)

-
- 5 What is Underwriting?
 - 6 Five C's Overview
 - 7 Understanding Credit
 - 8 Debt Service Coverage



CHAPTER 3 **The Best Version of the Business** (Modules 9 - 14)

-
- 9 Quality Applications
 - 10 Startups vs Existing Businesses
 - 11 Loan Ready vs Not Qualified
 - 12 Improving Credit
 - 13 Improving Debt Service Coverage
 - 14 Collateral



CHAPTER 4 **Preparing for the Next Level** (Module 15)

-
- 15 Preparing for the Next Level



CHAPTER 5 **Resources for Professional Development** (Module 16)

-
- 16 Resources for Professional Development

Thank you for joining us!

Presenter: Susan Brown

Business & Nonprofit Development

Microlending & CDFI Capacity Building

Online Program Design

susanrileybrown.com

LISC

Together with residents and partners, we forge resilient and inclusive communities of opportunity across America—great places to live, work, visit, do business and raise families.

Learn more at: lisc.org



ICIC drives inclusive economic prosperity in under-resourced communities through innovative research and programs to create jobs, income, and wealth for local residents.

Learn more at: icic.org