

Preparing for Accessing Capital Webinar

Thank you for joining us!

The webinar will begin momentarily.

Zoom Settings

- The audio for today's meeting can be accessed using Computer Audio or by calling in by phone. If you select Computer Audio, please make sure your speakers are turned on or your headphones are plugged in.
- To call in for audio:
 - Dial: 301 715 8592. The meeting code is 885 0294 4895
- The ASL Interpreter will have a spotlight throughout the presentation. For the best viewing experience, please navigate to "Speaker View" using the options at the top right of your screen.
- Real-time captioning is provided. The captions can be found by clicking on the "cc" button in the Zoom controls at the bottom of the screen.
- If you do not see the captions after clicking the "cc" button, please alert the host via the chat box.

Questions and Technical Assistance

- Please send your questions, concerns and any requests for technical assistance to the NDI Host via the chat box.
- Questions will be addressed by the presenter if time allows.
- If you would prefer to ask your question in ASL, please raise your hand and wait to be called on by the Host
- If your question is not answered during the webinar, you are listening by phone or you are unable to use the chat box, please email ajones@ndi-inc.org.
- Please note: This webinar is being recorded and the materials will be available at www.DisabilitySmallBusiness.org on the Past Events page within 1-2 weeks.

Preparing for Accessing Capital



Presented by Community Business Partnership

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P r e s e n t e r



Karlene Sinclair-Robinson

Director

Business Finance Center at
Community Business Partnership

CBP's History

- 1995 - CBP Started
- 2016 - Certified CDFI (via U.S. Treasury CDFI Fund)
- 2021 - SBA Approved Intermediary Lender
- 2022 – VA DHCD Approved Funder
- Business Finance Center
- Business Incubator Center
- Support Programs via GMU
 - Women's Business Center
 - Small Business Development Center



Community Business Partnership is also a sponsored program of George Mason University's Mason Enterprise Center

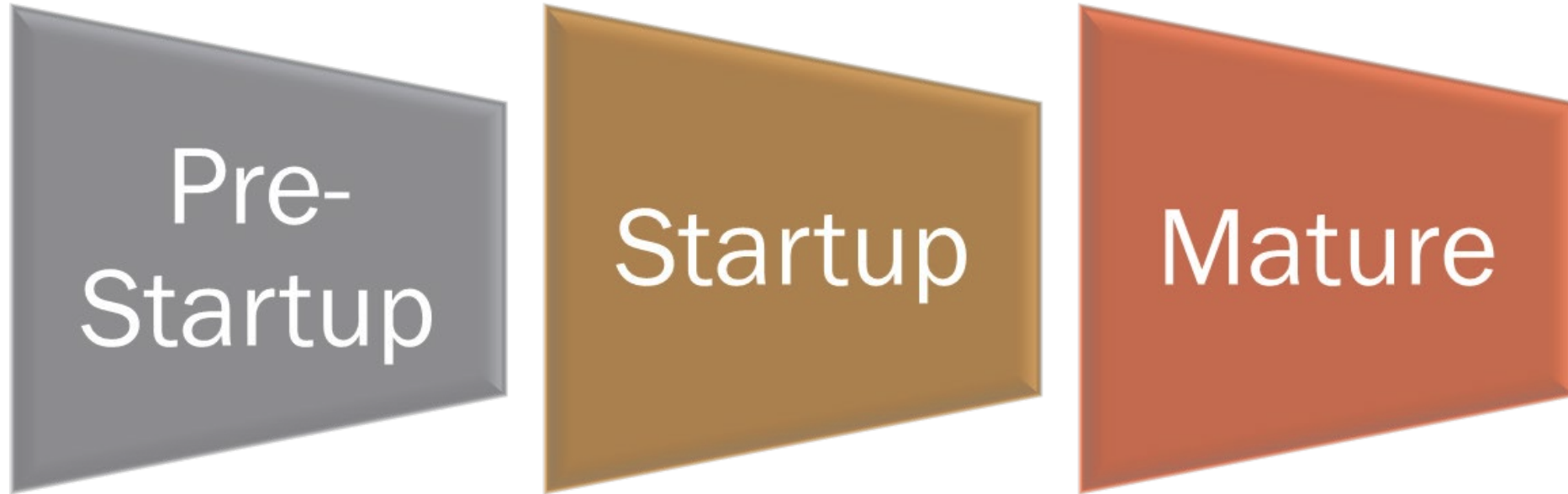
Training Objectives

Learn the fundamentals of preparing for accessing capital.

Be able to quantify the need for funding.

Develop an understanding of key financial documents necessary to the financing process.

Where Are You?



Are You Bankable?

Are you a start-up company?

Do you have credit challenges?

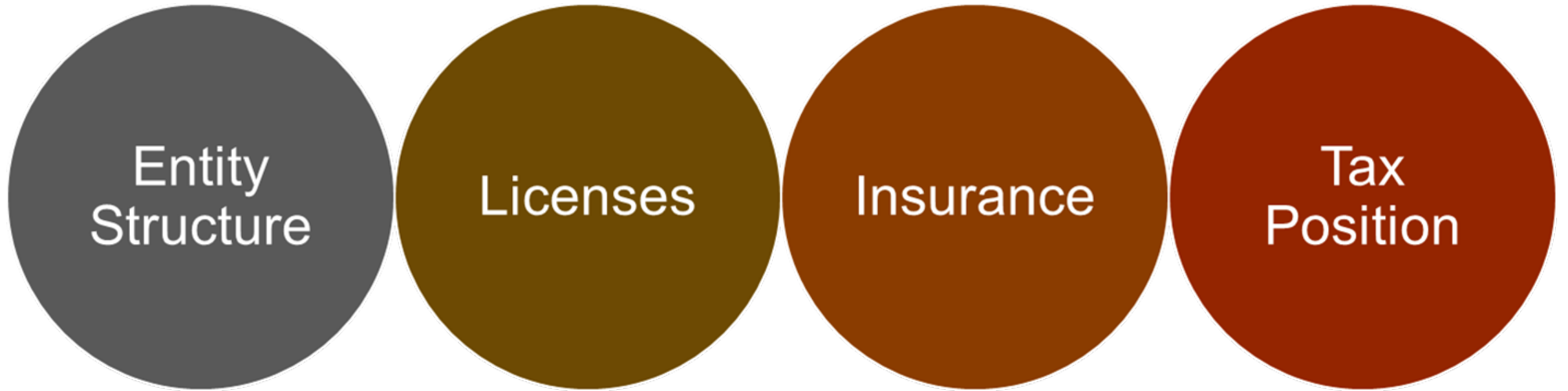
Are you a major risk to a lender?

Would you lend to you?



What I Need To Do Before Submitting A Funding Request!

Business Basics



Get Your Business Plan Ready

Feasibility Study	Products / Services
	Market Research
	Operational Needs
	Financial Needs
	Revenue Opportunities

Business Plan Essentials

Creating a Road Map for your business success.



Perform a Financial Assessment

Savings –
Dollars to Invest

Current Income

Debt
Assessment

Tax Assessment

Credit
Assessment

Potential
Earnings

Financial Position

Income Options

- Current Job
- Other

Savings

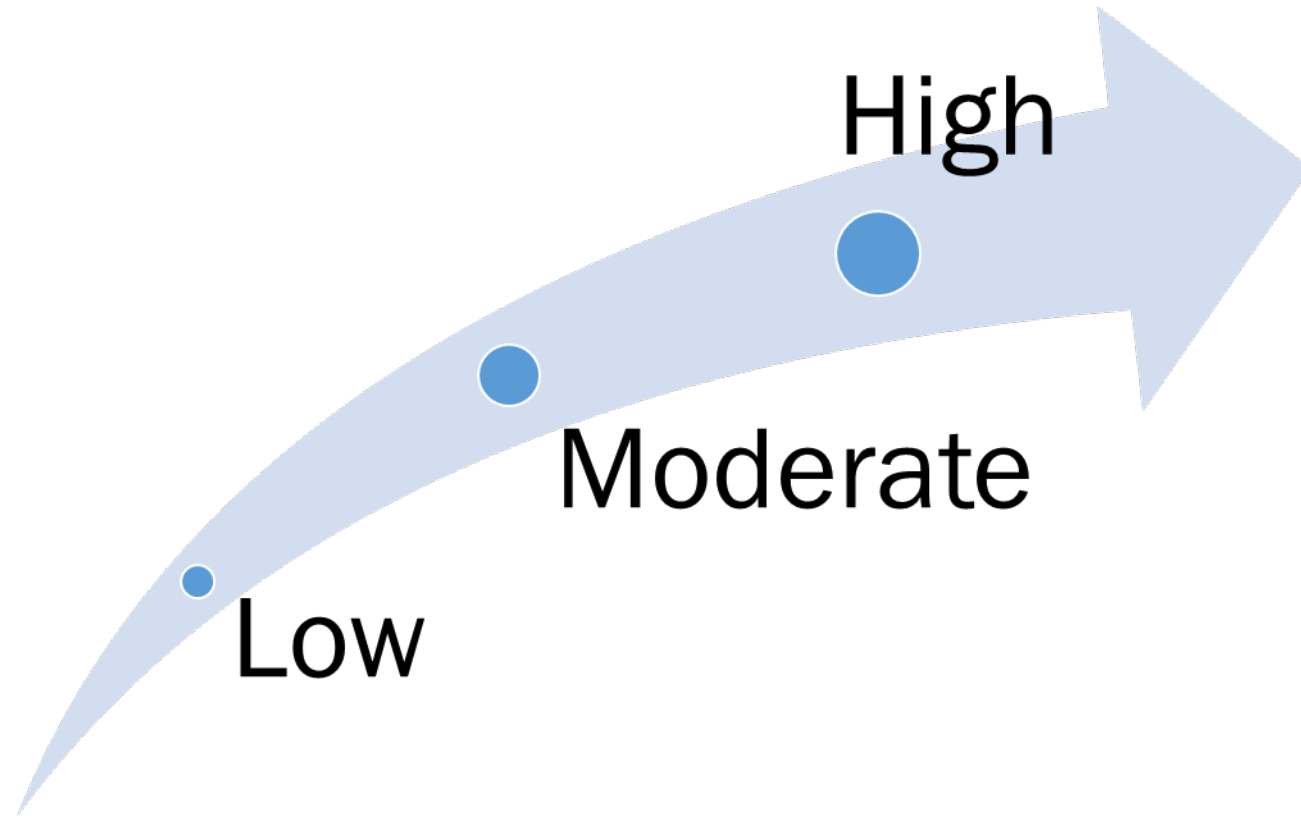
Long-Term Assets

Investments

- Personal
- Family & Friends

Loans

Understanding **RISK**



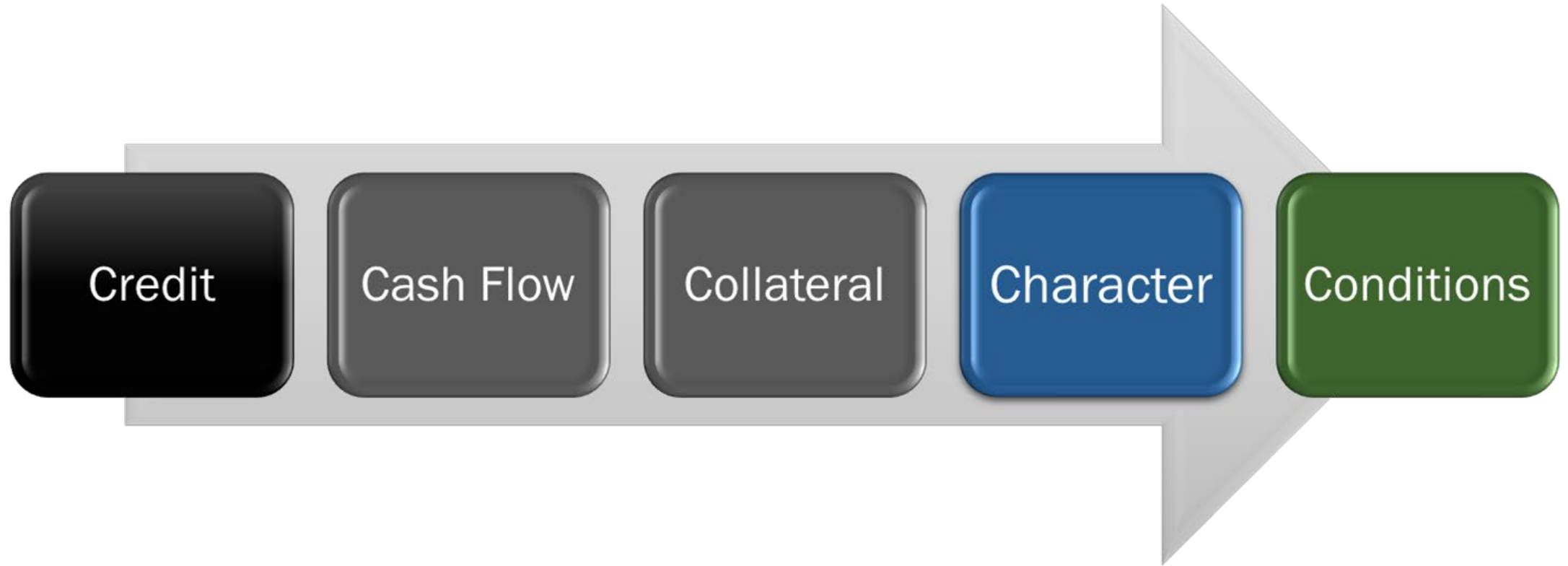


LIKELIHOOD

Very likely	Acceptable risk Medium	Unacceptable risk High	Unacceptable risk Very high
Likely	Acceptable risk Low	Acceptable risk Medium	Unacceptable risk High
Unlikely	Acceptable risk Low	Acceptable risk Low	Acceptable risk Medium
	Low	Medium	High

IMPACT

C's of Credit



Credit Status

Credit Status within past 30 Days:	Credit Report
	Credit Scores
	Credit Utilization
	Payment Status
	Current Debt
	Types of Debt

Credit Report Access

Blocked Credit Access

- Remove Blocked Status before applying for a loan.
- Contact ALL Credit Bureaus to remove block.
- CBP uses Experian to check credit for both personal and business.

Financials To Consider

Startup or
Expansion
Budget

Sales Forecast

Cash Flow
Projection

Income
Statement
(Profit & Loss)

Sources and
Uses of Funds

Balance Sheet

Breakeven
Analysis

And More!

B u d g e t i n g

Budgeting
helps the
forecasting
process:

Personnel Budget

Marketing Budget

Operating Budget

Production Budget

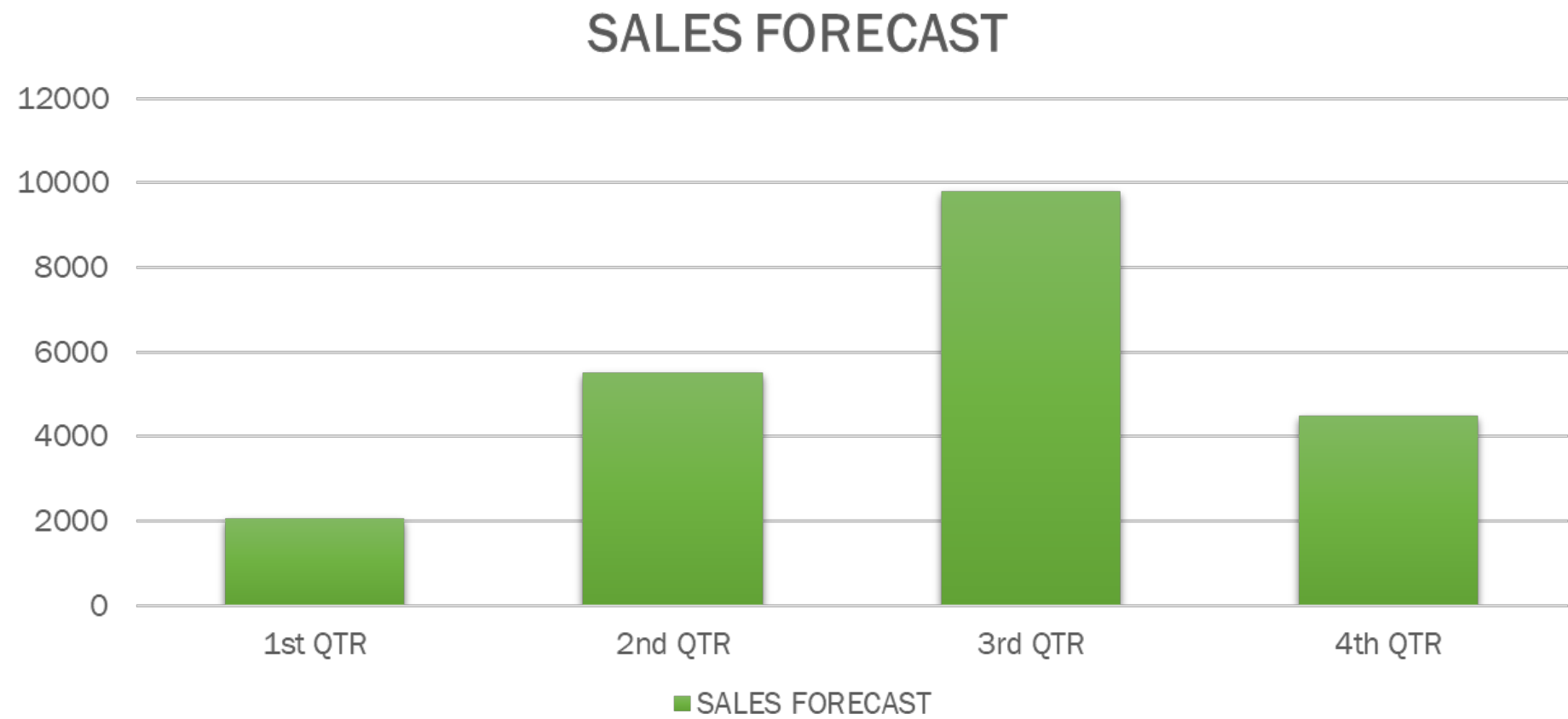
Other

Sales Forecast

Forecast or projects what you expect in revenue earnings over a specific time period:

- Pricing
- Monthly or Annual Quantities:
 - Products
 - Services

Forecasting Sales



Cash Flow Projections (1 of 3)

Projects what you expect to earn and spend over a specific period:

- Monthly or Annual
 - Potential Revenue / Income
 - Potential Expenses
 - Owner's Withdrawal
 - Net Cash Flow
 - Ending Cash Balance

Cash Flow Projections (2 of 3)

Income	Income from Sales
	Income from Financing
	Owner's Cash Infusion
	Other Income

Cash Flow Projections (3 of 3)

Expenses	Purchase
	Inventory
	Operating Expenses
	Loan & Interest Payments
	Taxes

Income Statement Yearly Projection

Showcases Profitability of a Company monthly or annually	Gross Sales
	Net Sales
	Gross Profit
	Expenses
	Net Income Before Taxes
	Net Profit

Balance Sheet

Assets – Current & Fixed

Snapshot of
business
financial
position:

Liabilities – Current & Long-Term

Equity – Net Worth

Debt Schedule

List of Current Business Debt:	Creditor & Contact Info
	Start Date
	Original Amount
	Amount Owed
	Monthly Payment Amount
	Due Date
	Interest Rate

Personal Financial Statement

Present Personal Assets & Liabilities:	Cash
	Investments: Insurance, Retirement, etc.
	Personal Property
	Real estate Owned
	Current Debt
	Taxes payable
	Other Assets & Liabilities
	Personal Net Worth

Tax Returns – State & Federal (1 of 2)

Personal

Income

Taxes Owed

Refund

Deductions

Supplemental Income or Loss

Tax Returns – State & Federal (2 of 2)

Business

Schedule C or Corporate Tax Return

Income

Deductions

Net Profit or Loss

Bank Statements

Deposits

Withdrawals

Personal

& Average Monthly Balance

Business

Overdraft

Bank Fees

Other Factors

Buying an Existing Business

Lease Agreements

Co-signor Needed?

Guarantor/Multiple Owners

Know Your Lender

Type of financing source

Understand their requirements

Know their sweet spot / type of companies they will finance

Learn their limitations

Be prepared before applying



How will you repay the loan or
investment you received?

Do Your Homework!

Why do you need funding?

How much funding do you think you need or want?

Can you qualify for the loan or investment you are seeking?

What is your timeline for funding?

Where do you plan to go to seek out financing?

Available Funding

SBA Microloan (max \$50K)

Fairfax County Small Business Revolving Loan (max \$30K)

VA DHCD Small Business Resiliency Loan (max \$50K)

NOVA Freedom Small Business Loan (max \$20K)

Helping Hands Loan (max \$5K)

KP Bailey's Crossroads/Culmore Loan (max \$15K)

CBP Enterprise Loan (max \$250K)

*COMING SOON: Small Dollar Loan Program (max \$2,500)



The Loan Application process starts here:

Submit a Loan Inquiry

CBPOnline.org/loans

Questions?



Upcoming Events

[Starting Small with My Big Goals](#)

- Wednesday, August 16, 2:00 – 3:30PM EST
- Presented by **Griffin-Hammis Associates**
- Guest Speakers:
 - Daman Wandke of [Wandke Consulting](#)
 - Victor Ocando of [Adapt The Game](#)

[Reporting Business Activity for SSI/Medicaid](#)

- Wednesday, September 20, 2:00 – 3:30PM EST
- Presented by **Griffin-Hammis Associates**

NDI Small Business Hub (1 of 2)

- Are you an aspiring entrepreneur or existing business owner with a disability wanting help to START, BUILD and GROW your business? Visit DisabilitySmallBusiness.org or email rchavez@ndi-inc.org.
- Want to join a dynamic learning community focused on key financial health topics for business, such as budgeting, managing cash flow, risk management, insurance, taxes, building credit, and loan and grant applications? Email cbolas@ndi-inc.org for more information.

NDI Small Business Hub (2 of 2)

- Visit our Streaming TV channel for informational and motivational content for disability owned small businesses at DisabilityOwned.com.
- Access training, mentoring, business coaching, and grant opportunities through our new partnership with Verizon Small Business Digital Ready! Register here: [Small Business Training | About Verizon](#).
- Want to “Stay In The Know” about NDI’s small business hub? Join our [mailing list](#)!

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