



HOUSTON BUSINESS  
DEVELOPMENT, INC.

*Financing Growth of Small Business*

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[www.hbdi.org](http://www.hbdi.org)

# Background and Purpose

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## Background

- 1** Non-profit Community Based Development Organization established in 1986.
- 2** U.S. Treasury Certified CDFI.
- 3** Facilitated \$95 million in loans and created over 3,500 jobs since inception.

## Purpose

- 1** Build healthy, vibrant, and prosperous communities
- 2** Promote the growth and expansion of small and minority businesses
- 3** Provide high-quality affordable housing

# Types of Business

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1

**Sales of less than \$25 million**

2

**For profit or non-profit corporations**

3

**Located in Houston metro area and surrounding counties**

4

**Sufficient cash flow & collateral**

# Ineligible Types

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1

**Sexual / Liquor- Oriented Companies**

2

**Speculative R/E**

3

**Religious Organizations**

4

**Publishers and Broadcasters**

# HBD*i* Loan Products – Fast Track

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Fast Track	Eligibility	Application Process
<ul style="list-style-type: none"><li>• \$5K – \$25K.</li><li>• W/C, FF&amp;E, and real estate.</li><li>• 7 year term.</li><li>• 9.5% fixed rate.</li><li>• Prepayment penalty 1<sup>st</sup> Year.</li><li>• M&amp;TA.</li></ul>	<ul style="list-style-type: none"><li>• Established for 12 months.</li><li>• Have fewer than five employees.</li><li>• Located in an eligible low-income census tract.</li><li>• Minimum credit score of 600.</li></ul>	<ul style="list-style-type: none"><li>• Loan application and forms.</li><li>• Personal financial statement.</li><li>• Last 3 months of bank statements (business and personal).</li><li>• Last personal tax return filed.</li></ul>

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# HBD*i* Loan Products – Start-Up

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Start –Up Loan	Eligibility	Application Process
<ul style="list-style-type: none"><li>• \$5K - \$ 75K</li><li>• Relevant industry experience.</li><li>• 33% equity injection.</li><li>• Detailed business plan</li></ul>	<ul style="list-style-type: none"><li>• Located in the City of Houston or surrounding areas.</li><li>• Create a job for each \$35,000 within two years.</li><li>• Sufficient cash flow and adequate collateral.</li></ul>	<ul style="list-style-type: none"><li>• Loan application and forms.</li><li>• Personal financial statement and tax returns – 3 years.</li><li>• Financial statements and business tax returns if applicable.</li><li>• Interim financial statements &amp; debt schedule if applicable.</li></ul>

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# HBD*i* Loan Products – Small Business

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## Direct/Tandem Loan

- **\$5K - \$500K.**
- **W/C, FF&E, and real estate.**
- **1 – 25 year term.**
- **Fixed rate on a case-by-case; 5% to 7% (average).**
- **No prepayment penalty.**

## Eligibility

- **Located in the City of Houston or surrounding areas.**
- **Create a job for each \$35,000 within two years.**
- **Sufficient cash flow and adequate collateral.**

## Application Process

- **Loan application and forms.**
- **Personal financial statement and tax returns – last 3 years.**
- **Financial statements and business tax returns – last 3 years.**
- **Interim financial statements & debt schedule.**

# HBD*i* Loan Products – Small Business

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Lines of Credit	Eligibility	Application Process
<ul style="list-style-type: none"><li>• \$20K - \$100K.</li><li>• Mainly W/C, with advances up to 85% of eligible receivables.</li><li>• 12 months, interest only, revolving.</li><li>• WSJ Prime + 2%</li></ul>	<ul style="list-style-type: none"><li>• Located in the City of Houston or surrounding areas.</li><li>• Create a job for each \$35,000 within two years.</li><li>• Sufficient cash flow and adequate collateral.</li><li>• 2 years in business.</li></ul>	<ul style="list-style-type: none"><li>• Loan application and forms.</li><li>• Personal financial statement and tax returns – last 3 years.</li><li>• Financial statements and business tax returns – last 3 years.</li><li>• Interim financial statements &amp; debt schedule.</li></ul>

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# SBA 504 Loan Program

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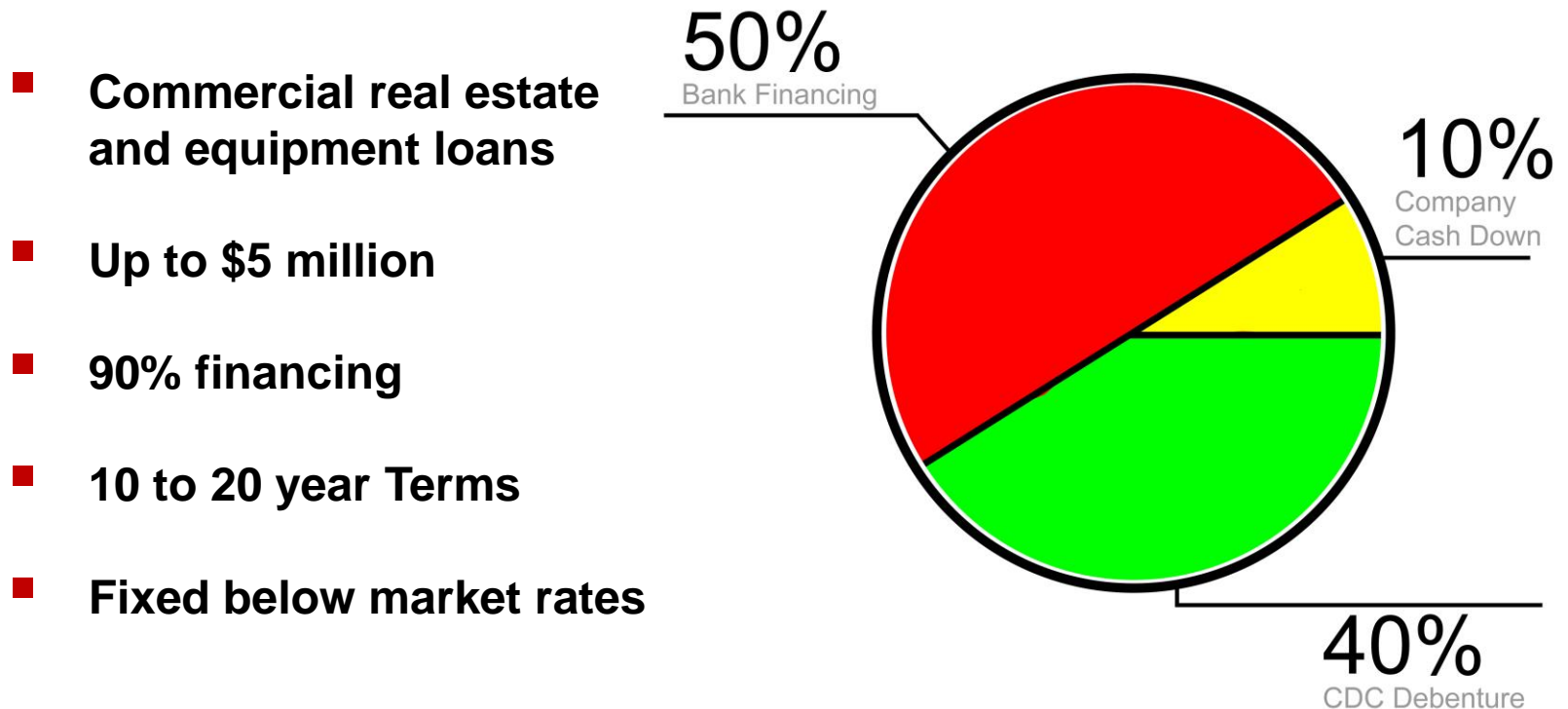
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*an affiliate of Houston Business Development, Inc.*



# SBA 504 Loan Structure

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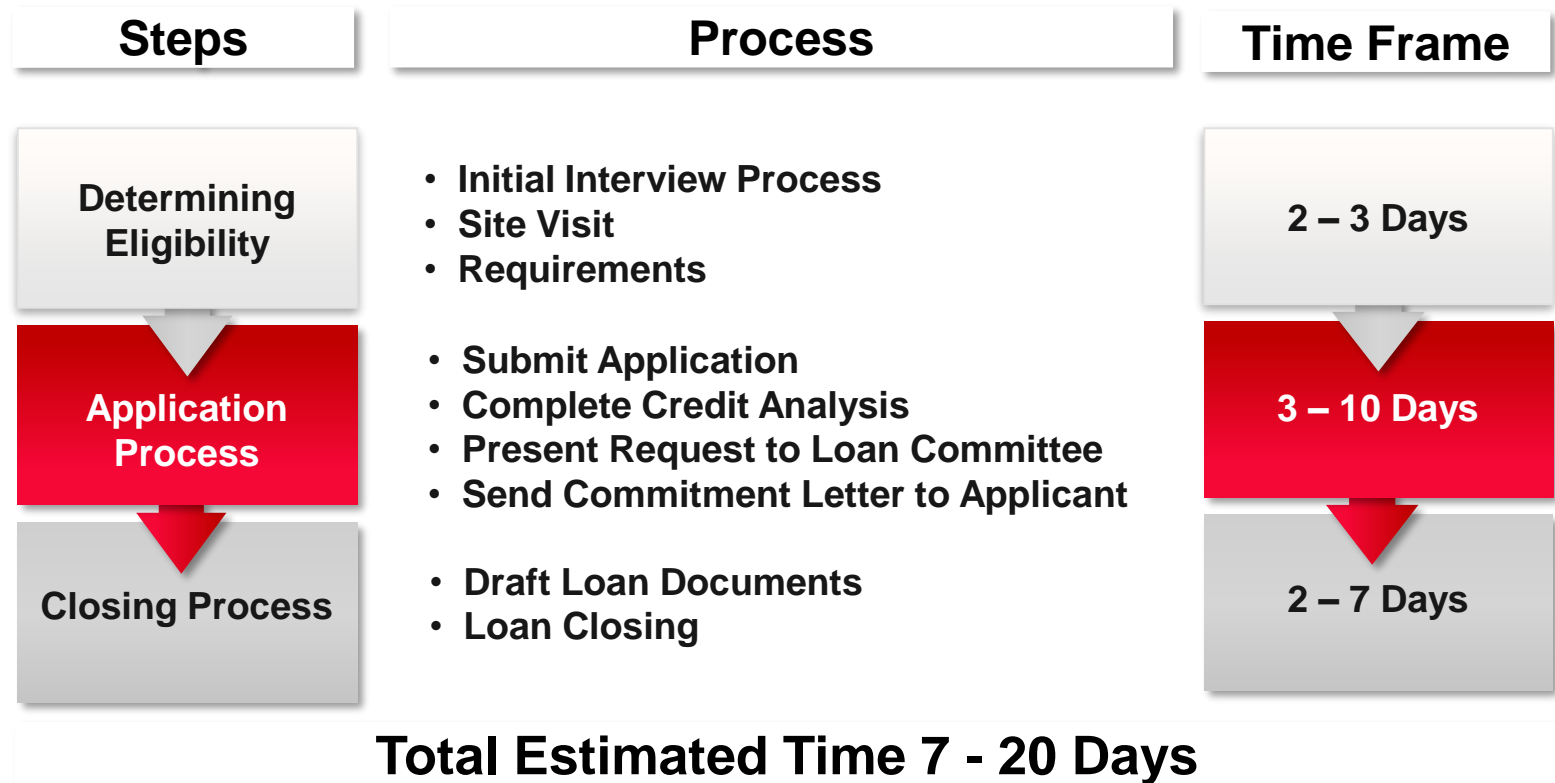


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# Loan Processing Time

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## Five C's of Credit

**LOAN APPLICATION**

**Personal Information**

Name (Last)	PUBLIC	Phone (Home)	1111-1111
Address (Mailing Address)	12345 MAIN STREET	City	NEW YORK
E-Mail Address	JQPJQFJQFJQF@GMAIL.COM	State	NY
		Zip	00000
		Phone (Office)	2222-2222

**APPROVED**

**SUBJECT**      **REVIEW**

**Services needed**

**UNDER REVIEW**

(GED) Test Passed? Yes No

Majors or Subjects

[illegible]

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# **Palm Center Business Technology Center**

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**From affordable office space to secretarial support, business owners can access an array of support services to grow their business including:**



- Office Space
- Conference Rooms
- Workshops
- P.O. Box rentals
- Answering Services
- 24 Hour security
- Internet Access
- Receptionist
- Clerical Support
- Counseling
- Business Library
- Notary Services
- Computer Lab
- Free Parking

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*Financing Growth of Small Business Since 1986*



# HBD*i* Residential Homes

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*Stimulating Growth...Revitalizing Communities Since 1986*

# HBD*i* Residential Homes

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*Stimulating Growth...Revitalizing Communities Since 1986*