



# Our Loan Process

Our loan process, pictured below, typically ranges from 4 weeks to 4 months, depending on the complexity of your project. Your Loan Officer can address any questions you have.



## Application

A Business Development Officer will collect your loan application and screen your financial documents. If your project aligns with Self-Help's mission and lending criteria, you'll be assigned a Loan Officer. The Loan Officer will review the project and confirm your loan terms, usually in 1-3 weeks. There is no initial application fee for most loans.



## Underwriting & Approval

Your Loan Officer will ask in-depth questions about your finances and business plan and may visit your site. They will order a credit report, appraisal, and other reports, some with associated fees. Construction projects have additional review steps. Underwriting can take 2 to 8 weeks. Your Loan Officer will present all this information to our underwriters or credit committee for approval. If your loan is approved, we will charge half of the loan origination fee at this point.



## Closing & Funding

Your Loan Officer will work with our Legal and Closing teams to review your project and prepare your closing package, taking from 2 to 8 weeks. We will collect corporate documents and, if construction is involved, items like final permits. We will charge the remainder of your loan origination fee. Your funds will be disbursed after all documents are signed and filed, with construction projects funded in stages.

## To Get Started...

Please visit [www.self-help.org/commercial](http://www.self-help.org/commercial) to begin our process for financing your project. There, you can fill out a loan inquiry form, or contact us by email directly. You can also call our team at 844-218-7083.



# SELF-HELP COMMERCIAL LENDING TEAM

## Who We Are

### OUR MISSION AND IMPACT

At Self-Help, our mission is creating and protecting ownership and economic opportunity for all. On the Commercial Lending Team, we do this by providing responsible commercial loans to a wide range of projects across the county. Since 1980, our team has made over \$1.5 billion in loans to businesses, non-profits and community development projects.

### OUR FOCUS

On the Commercial Lending Team, our lending supports both commercial real estate and small business projects. We focus our impact and expertise in the following sectors:

- Healthy foods
- Charter schools
- Child care centers
- Faith-based institutions
- Affordable housing
- Small businesses
- Non-profits

### OUR LENDING CRITERIA

Responsible lending is part of our mission. To finance your project, our Commercial Lending Team will want to know that your business can handle the debt you are taking on, without it damaging your business. We analyze projects in several ways:



#### Mission

Our lending supports our mission to create and protect economic opportunity, especially in underserved communities. We aim to finance projects that help families and communities thrive.



#### Collateral

Self-Help makes loans that are fully secured by collateral such as real estate. If there is not enough collateral, we have programs that may help fill the gap.



#### Cash Flow

Our team needs confidence that your business earns enough revenue to support the debt payments you take on. We typically require projects to maintain a certain debt service coverage ratio, which means your business needs to cover our debt service payments every year with some amount of revenue left over.



#### Capacity

Our team will examine the capacity and experience of project owners, managers and guarantors, to make sure that the project has appropriate support.



#### Capital

If you are looking for financing, we want to make sure that you have equity in the project too. You may already have this equity, or ownership, in your property, or we may require a new cash investment.

