

Small Business Access to Capital Orientation

ACE Women's Business Center

About ACE

The mission of Access to Capital for Entrepreneurs, Inc. (ACE) is to provide community economic development to underserved people and communities

Founded in 1999, ACE is a non-profit organization that provides loans and business development resources to help its borrowers create and grow sustainable businesses which generate jobs

ACE Programs



ACE Women's Business Center

Mission: To empower women, minorities and low-to-moderate income entrepreneurs through financial education and training



Steps to Start a Business

Is my idea
Feasible?

Ask yourself difficult questions

Research
your Market

Why? Estimate demand

Figure out
the numbers

Products, cost,
earning potential,
projections

Step 1: Get Business Assistance & Training

Take advantage of free training and counseling services, provided by ACE WBC, SBDC, SCORE, SBA

Step 2: Write a Business Plan

Use these tools and resources to create a business plan. This written guide will help you map out how you will start and run your business successfully.

Step 3: Determine the Legal Structure of Your Business

Decide which form of ownership is best for you: Sole proprietorship, Limited partnership, Limited Liability Company (LLC), corporation, S corporation

Step 4: Register your Business

Register your business with the Secretary of State.

Step 5: Register for State & Local Taxes

Find out if you need to get an EIN (Tax ID) through the IRS website.
What are your federal & state tax obligations for your small business?.

Step 6: Obtain Business Licenses & Permits

Get a list of federal, state and local licenses and permits required for your business

Step 7: Understand Employer Responsibilities

Learn the legal steps you need to take to hire employees

How we can help you

Business name reservation
Employer Identification Number
Legal Structure
Articles & Certificate of
Incorporation
Business License (cost depends
location)

ACE WBC Cost: \$100



DreamBuilder

Learn about the basics of starting and growing a business:
13 courses on Marketing, Pricing and Management
Business Plan Generator that creates a personalized
business plan



[DreamBuilder](#)

Who We Serve



- 68 counties in North Georgia
 - Certain programs statewide
- 86% of loans to Metro Atlanta**

- Low-Income Populations
- African American
- Hispanic
- Women

88% to underserved populations



What Banks look for



Credit score & Credit report

Cash flow, Income, Financial statements



CAPITAL INVESTMENT

Money that you will invest in the business

Collateral, how do you secure the loan?



Your Credit Score Impact

- Credit Score
- Credit Reports
- Credit Agencies



Credit Bureau

- Equifax
- Experian
- TransUnion



The credit bureaus are private companies

Cash Flow

How much extra cash do you have each month?

How do you keep track of your finances, why is it important?



Capital Investment

How much of your own money will you invest in your business?

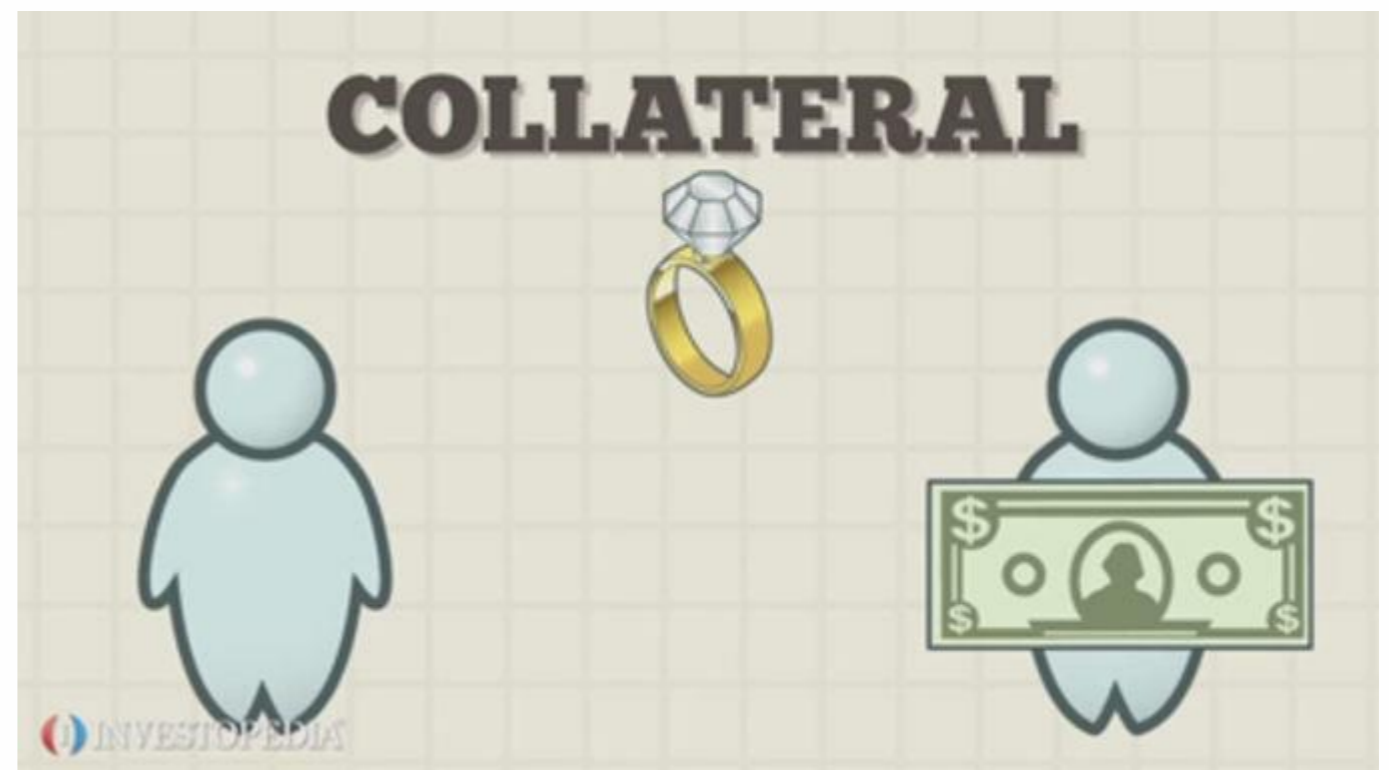
Minimum Investment Required: 10%-30%

Collateral

How do you secure the loan? Inventory & Equipment, Real Estate, Vehicles and Jewelry

Guarantor:

Someone who agrees to pay your loan if you don't!
Do you have a guarantor?



ACE Qualifications

- **Credit Score:** 550 minimum
- **Cash Flow:** No more than 45% debt to gross income
- **Collateral:** Loans secured using a 1:1 ratio
- **Bankruptcy Dismissal** >1 year
- **NO** unpaid Collections, Tax Liens, Judgements, Government Loans or Child Support payments



Loan Requirements

- Loan proceeds can be used for working capital, equipment, inventory, business expansion and real estate
- Business has to be registered in Georgia
- Fixed rates between 7% and 10% & Terms vary depending on loan type
- 20% or more ownership, guarantee is required
- No pre-payment penalty
- Small Business Loans: \$5,000 to \$50,000
- Commercial Loans: \$50,000 and above

ACE Loan Products



ACE Loan Products

Type	Use of Funds	Interest Rate	Term	Dollar Limits	Collateral	Application Fee	Contact
Small Business = \$50,000	Working capital or business assets	8-10% (Market and risk based)	= 6 years	\$500 - \$50,000	Required (Non-traditional accepted)	\$50 Non-Refundable	Bonita Doster Doster@aceloans.org Courtney Lynn Lynn@aceloans.org
Small Commercial Loans \$50,000 - \$500,000	Purchase of commercial real estate, working capital or business assets	7-9% (Market and risk based)	= 15 years	Minimum \$50,000	Required	None	Anthony Flack Flack@aceloans.org
Save and Sustain/ Commercial Building Energy Efficiency Loans	Reduce energy usage and improve sustainability	1.99%	= 5 years	\$5000 and above	Required	None	Sandy Headley Headley@aceloans.org
Georgia Green Loans	Start or expand environmentally-friendly products, services or processes	7-10% (Market and risk based)	= 6 years	\$500 and above	Required	None	Courtney Lynn Lynn@aceloans.org
SBA Community Advantage Loan	Working capital or business assets	Prime + 4.25%	10 year fully amortized	Up to \$250,000	Required	\$2,500	Anthony Flack Flack@aceloans.org
TILT Forward	Short-term working capital	17%	6 - 18 months (daily payment plan required)	5,000 to \$25,000	Not Required	None	Courtney Lynn Lynn@aceloans.org

How to Apply?

- Application available on ACE website
- Credit score reviewed for all guarantors
- Required Document Loan checklist will be emailed
- Documents are forwarded to the underwriter to review and decision
- Loan process from 3-4 weeks
- No pre-payment penalty
- 3% Loan Fee (other fees may apply)

Apply Online

www.ace loans.org

www.georgiagreenloans.org

Apply for a Loan \$50,000 or Less

It doesn't get any easier than this. To apply for a loan, our process is simple. All you have to do is.

Click here to apply online and we will contact you within 48 business hours

Apply Now!

Questions



Thank You



ACCESS TO CAPITAL FOR ENTREPRENEURS