

ECDC Enterprise Development Group



Geographic Scope

- Serve northern Virginia
- SBA Microloan Intermediary for:
Fredericksburg, Stafford, Spotsylvania
- Can use other funds for King William and
Caroline counties

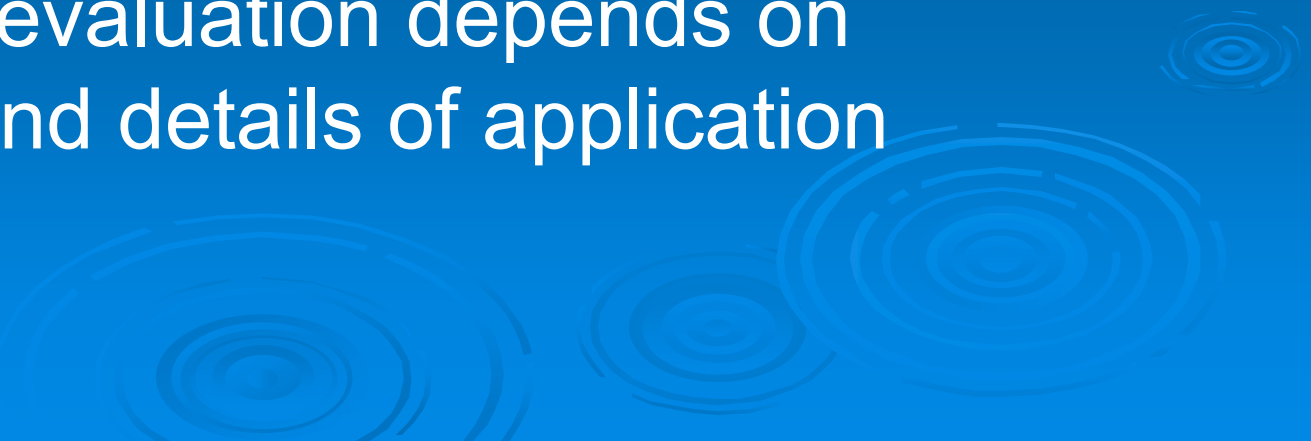
EDG's Focus

- Low and moderate income entrepreneurs
- 5 or fewer employees
- Loan requests of \$35,000 or less
- Average loan size is \$12,000

Details

- Interest rate at 11% currently
- Loans up to 4 years, with 3 the most common
- Businesses include transportation, hair salons, restaurants, ethnic food, auto repair, nursing school, vending machines, etc.

Application Process

- Look at credit score
 - Look at collateral
 - Look at experience/business knowledge
 - More flexible than banks
 - Internal and external loan committees
 - Length for evaluation depends on applicant and details of application
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Training

- Training is not a requirement to receive a loan
- Loan officers will sometimes refer people for additional assistance or training, depending on details of application.

Sources of Loan Capital

- SBA Microloan Program
 - Community Development Financial Institutions Fund (U.S. Treasury Dept.)
 - Virginia Enterprise Initiative
 - Calvert Social Investment Fund
 - Banks—Capital One
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Other

- Individual Development Account Program—Matched savings account that can be used toward starting a business
- Entrepreneurship Certificate Program—series of 9 classes in conjunction with Northern Virginia Community College-Alexandria