

SBDC helps small businesses grow throughout Alaska via its expanding online resources and business management expertise.

[Low-cost business workshops](#), both online and in our six hub locations: Anchorage, Juneau, Kenai, Ketchikan, Soldotna, and Wasilla.

Online resources, such as our [downloadable tools](#) and guide to [the business life cycle](#).

No-cost confidential one-on-one business advising.

LOOKING FOR FUNDING?



This packet provides you with (1) Understanding the 5 c's of credit (2) Small Business Development Center Contact information and (3) a list of potential funding sources & contact information.

Master the 5 C's of Credit

While a “C” average may feel middle-of-the-road on an academic scale, nailing the five C's of credit is the key to getting funding from banks and other financial institutions.

The five C's, or characteristics, of credit — character, capacity, capital, conditions and collateral — are a framework used by many traditional lenders to evaluate potential borrowers.

However, there aren't any strict guidelines — different lenders may place more value on certain attributes. Online lenders also use proprietary algorithms to determine a borrower's creditworthiness by analyzing finances and other data, such as social media accounts.

The key to small-business success is focusing on things you can control, says Brad Farris, a business advisor with Anchor Advisors in Chicago. “The five C's are one of those things that just are — banks believe in them, so we have to deal with it,” he says.

We've rounded up the five characteristics and some tips for putting your best foot forward.

1. Character

What it is: A lender's opinion of a borrower's general trustworthiness, credibility and personality.

Why it matters: Banks want to lend to people who are responsible and keep commitments.

How it's assessed: From credentials, references, reputation and interaction with lenders.

How to master it: “Character is something you can control and promote, but only if you have a bank that cares about relationships,” Farris says. If you have a local or community bank, work to build a relationship. Farris recommends sharing good news about your business with your banker to help build that relationship and asking if she wants to be added to your company's newsletter. “Make yourself someone they want to lend to,” he says.

2. Capacity/Cash flow

What it is: Your ability to repay the loan.

Why it matters: A business must generate enough cash flow to repay the loan. Loans are a form of debt, and they must be repaid in full.

How it's assessed: From financial metrics and benchmarks (debt and liquidity ratios, cash flow statements), credit score, borrowing and repayment history.

How to master it: Some online lenders may be more open to helping you finance immediate cash flow gaps. If you're focusing on local banks, pay down previous debt before you apply. Also, calculate your cash flow to understand your starting point before heading to the bank.

3. Capital

What it is: The amount of money invested by the business owner or management team.

Why it matters: Banks are more willing to lend to those who have invested some of their own money into the venture. Most lenders are not willing to take on 100% of the financial risk, so it helps borrowers to have some “skin in the game.”

How it's assessed: From the amount of money the borrower or management team has invested in the business.

How to master it: Nearly 60% of small-business owners use personal savings to start their business, according to the Small Business Administration. So put some of your own resources into the mix. There are other ways, however, to acquire startup funding if you don't want to take on all the risk yourself.

4. Conditions

What it is: How the business will use the loan and how that could be affected by economic or industry factors.

Why it matters: To ensure that loans are repaid, banks want to lend to businesses operating under favorable conditions. They want to identify risks and protect themselves accordingly.

How it's assessed: From a review of the competitive landscape, supplier and customer relationships, and macroeconomic and industry-specific issues to ensure that risks are identified and mitigated.

How to master it: You can't control the economy, but you can plan. Although it might seem counterintuitive, apply for a line of credit when your business is strong. "Banks will always be happiest to loan you money when you don't need it," Farris says. If conditions worsen, they may reduce the credit line or take it away, he adds, but at least you have some cushion for a while if things go south.

5. Collateral

What it is: Assets that can be pledged as security.

Why it matters: Collateral acts a backup source if the borrower cannot repay a loan.

How it's assessed: From hard assets such as real estate and equipment; working capital, such as accounts receivable and inventory; and a borrower's home that also can be counted as collateral.

How to master it: Picking the right business structure can help protect your personal assets from being used as collateral if you're sued or if a lender is trying to collect. Making your company a legal entity will help you mitigate the risk.

Article written by Jackie Zimmermann, a staff writer at NerdWallet, a personal finance website.

Email: jzimmermann@nerdwallet.com. Twitter: [@jackie_zm](https://twitter.com/jackie_zm).

SBDC OFFICES

The SBDC provides no-cost one-on-one business advising and low-cost workshops throughout Alaska via our seven centers and distance delivery to business owners in remote parts of the state. You can also connect with us [using our contact form](#).

Have a question? [Message us](#) your inquiries!

Visit us online: www.aksbdc.org

Anchorage

Physical Address: 1901 Bragaw Street, Room 199, Anchorage, AK 99508

Mailing Address: 3211 Providence Dr. BOC3-199, Anchorage, AK 99508

Phone: (907) 786-7201

Fax: (907) 786-5446

Toll-free outside Anchorage (In-state only): (800) 478-7232

Fairbanks

Physical Address: 3750 Bonita Street, Fairbanks, AK 99701

Located in the Association of General Contractors (AGC) building

Phone: (907) 786-7201

Fax: (907) 456-7233

Toll-free outside Anchorage (In-state only): (800) 478-7232

Homer

Physical Address: Homer Chamber of Commerce, 201 Sterling Hwy, Homer, AK 99603

Phone: (907) 786-7201

Fax: (907) 260-1695

Toll-free outside Anchorage (In-state only): (800) 478-7232

Juneau

Physical Address: 9301 Glacier Highway, Suite 110, Juneau, AK 99801-9380

Phone: (907) 786-7201

Toll-free outside Anchorage (In-state only): (800) 478-7232

Ketchikan

Physical Address: 1900 1st Avenue, Suite 230, Ketchikan, AK 99901

Phone: (907) 786-7201

Toll-free outside Anchorage (In-state only): (800) 478-7232

Soldotna

Physical Address: 43335 Kalifornsky Beach Rd., Suite 12, Soldotna, AK 99669

Phone: (907) 786-7201

Fax: (907) 260-1695

Toll-free outside Anchorage (In-state only): (800) 478-7232

Wasilla

Physical Address: 201 N. Lucille St., Suite 2A, Wasilla, AK 99654-7010

Phone: (907) 786-7201

Fax: (907) 373-7234

Toll-free outside Mat-Su Valley (In State only): (877) 373-7232

POTENTIAL FUND- ING SOURCES

SBA Guaranteed Loans

Banks and other lending institutions offer a number of SBA guaranteed loan programs to assist small businesses. While SBA itself does not make loans, it does guarantee loans made to small businesses by private and other institutions.

Below is an overview of SBA's guaranteed loan programs. For more information, click on the name of the program.

7(a) Loan Program:

This is SBA's primary and most flexible loan program, with financing guaranteed for a variety of general business purposes. It is designed for start-up and existing small businesses, and is delivered through commercial lending institutions.

The major types of 7(a) loans are:

- [Express Programs](#)
- [Export Loan Programs](#)
- [Special Purpose Loans Program](#)

CDC/504 Loan Program:

This program provides long-term, fixed-rate financing to acquire fixed assets (such as real estate or equipment) for expansion or modernization. It is designed for small businesses requiring "brick and mortar" financing, and is delivered by CDCs (Certified Development Companies)—private, non-profit corporations set up to contribute to the economic development of their communities.

Microloan Program:

This program provides small (up to \$35,000) short-term loans for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. It is designed for small businesses and not-for-profit child-care centers needing small-scale financing and technical assistance for start-up or expansion, and is delivered through specially designated intermediary lenders (nonprofit organizations with experience in lending and technical assistance).

Disaster Assistance Loan Program:

This program provides low-interest loans to homeowners, renters, businesses of all sizes and most private non-profit organizations to repair or replace real estate, personal property, machinery and equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.

Contact Information:

U.S. Small Business Administration

510 L St., Suite 310

Anchorage, AK 99501-1952

Phone: (800) 755-7034

Fax: (907) 271-4545

Rural Energy for America Program (REAP)

REAP's primary goal is to increase the production of renewable energy in Alaska and bring the benefits of clean, economic and inexhaustible renewable power to citizens in the state. REAP also promotes energy efficiency and conservation as a way to reduce residents' energy bills and potentially avoid construction of expensive new power plants.

REAP's current initiatives include working to improve the efficiency of the Railbelt

electricity grid, advancing microgrids through the Alaska Microgrid Partnership and the Islanded Grid Resource Center; educating K-12 students statewide through the *AK Energy Smart* and *Wind for Schools* curricula; and promoting holistic community development through the Sustainable Southeast Partnership. REAP also advances clean energy business interests in the state.

Contact Information

308 G Street, Suite #225

Anchorage, Alaska

E: info@realaska.org

[Grant and Resource Applications](#)

Alaska Industrial Development and Export Authority (AIDEA) Loan Participation Program

AIDEA can purchase up to 90% of a participating credit to a maximum of \$25 million. This program provides permanent financing, both taxable and tax-exempt, to borrowers through a qualified originator for the purpose of developing, acquiring or enhancing Alaska business enterprises. The project being financed must be in Alaska. The loan request must be sponsored and originated by a financial institution eligible to participate in AIDEA's credit programs. The Loan Participation Program provides the benefit of long-term fixed or variable rate financing on the portion of the loan purchased by AIDEA, which may reduce the business enterprise's debt service.

Loan Participation Program Highlights

- AIDEA provides fully amortizing, long term financing. Terms can be up to 15 years for personal property or 25 years for real property; the maximum loan-to-value is 75%.
- AIDEA offers either a fixed or variable interest rate.

- The term of the AIDEA portion of the loan can exceed the bank's term, thereby lowering the scheduled payments.
- AIDEA provides a secondary long-term market for eligible financial institutions.
- The originating financial institution retains a portion of the loan and also services the entire loan (i.e., payments are made to the bank, not to AIDEA).
- The project must be in Alaska.

How to Apply

- The first step is to contact one of AIDEA's eligible financial institutions.
- The financial institution, after its approval of the loan, applies to AIDEA for participation in the loan.
- AIDEA loan officers underwrite the financial institution's loan package.
- The loan is submitted for approval to the AIDEA Credit Committee. If the AIDEA participation equals or exceeds \$3 million, the loan must also be approved by the AIDEA Board of Directors.

Costs

A \$1,000 non-refundable application fee is due at the time the financial institution submits the loan package for AIDEA consideration. The application fee is credited toward the one percent commitment fee if the borrower accepts a written commitment issued by AIDEA.

For more information concerning the Loan Participation Program, contact (907) 771-3030.

Media

- [State authorities report increase in business loans](#)
- [Behind the Headlines with AIDEA](#)

Contact Information
Alaska Industrial Development
and Export Authority
813 West Northern Lights Blvd.
Anchorage, Alaska 99503
Phone: (907) 771-3000
Fax: (907) 771-3044

Indian Loan Guaranty Program

The Division of Capital Investment manages the Indian Loan Guaranty, Insurance, and Interest Subsidy Program which breaks through the conventional barriers to financing for tribes and individual Indians. The loan program helps facilitate loan financing for borrowers that would not be able to do so otherwise. The Division helps secure reasonable interest rates and reduces risks for all parties involved.

We bring lenders and borrowers together so that all may prosper.

WHAT WE DO...

- Facilitate access to capital
- Help optimize resources
- Form strategic partnerships
- Provide outreach efforts
- Foster entrepreneurship
- Bring business opportunities to reservations

Contact Information

Mailing Addresses:
Office of Public Affairs - Indian Affairs
Department of the Interior
1849 C Street, N.W.
MS-4004-MIB
Washington, D.C. 20240
Telephone: (202) 208-3710
Telefax: (202) 501-1516

To request a meeting with the Office of the Assistant Secretary - Indian Affairs, please use the **Meeting Request Form**

Division of Economic Development

The Division of Economic Development (DED) supports the growth and diversification of Alaska's economy through business assistance, financing, promotion, and public policy. The division works closely with industry leaders, allied agencies, and economic development organizations across the state, including the 10 state designated Alaska Regional Development Organizations.

Critical to the growth of Alaska's economy is DED's support of Alaska's small businesses through technical assistance and the promotion of Alaska's manufacturing sector through the Made in Alaska and Alaska Product Preference programs. Equally critical is the provision of capital to businesses that would not otherwise qualify for private-sector lending. DED currently administers 10 revolving loan funds broadly serving Alaska's small businesses with total assets approaching \$200 million.

Showcasing Alaska's abundant economic opportunity found in its natural resources, human capital, and emerging industries, DED actively promotes Alaska's business climate via its Alaska: North to Opportunity

campaign. The division manages the contract for the State of Alaska's tourism marketing program that promotes Alaska as a visitor destination across the globe and plays a fundamental role in attracting the nearly two million visitors who travel to Alaska each year.

Loan Programs

The Investments Section administers several state loan programs, including:

Alternative Energy Conservation

Loans may be made for purchase, construction, and installation of alternative energy systems or energy conservation improvement in commercial buildings.

Alaska Capstone Avionics

Loans made to purchase and install eligible Capstone avionics equipment in aircraft that are principally operated in Alaska.

Commercial Charter Fisheries

Provide affordable loans to Alaskan commercial charter operators to promote Alaskan ownership of charter halibut permits.

Commercial Fishing

Long-term, low interest loans to promote the development of predominantly resident fisheries, and continued maintenance of commercial fishing vessels and gear for the purpose of improving the quality of Alaska seafood products.

Community Quota Entity (CQE)

Provide long-term, low interest loans to Community Quota Entities for the purchase of halibut and sable fish quota shares through the National Marine Fisheries Service program, and then lease the quota back to local resident fishermen.

Fisheries Enhancement

Loans for planning, permitting, construction, and operation of fish hatchery facilities.

Mariculture

Loans may be made for the planning, construction, and operation of a mariculture business.

Alaska Microloan

Loans may be made to promote economic development in Alaska by helping small businesses access needed capital.

Rural Development Initiative Fund

Provide private sector employment by financing the start-up and expansion of businesses that will create significant long-term employment.

Small Business Economic Development

Provide private sector employment by financing the start-up and expansion of businesses that will create significant long-term employment.

Assistance Provider Interest Rate Reduction Program

The program was developed to provide an incentive to increase the availability of housing that is occupied by a live-in care provider who provides assistance in activities of daily living for individuals with either a physical or mental disability (the Resident). The home can provide services for seniors, mental health individuals or for foster children with special needs. The

property should be modest in nature, appropriately sized for the number of residents and provide the necessary accessibility, equipment and therapy features.

- Borrowers may be individuals, partnerships, joint ventures, nonprofits, trusts or regional housing authorities.
- Properties may be single-family residences, duplexes, triplexes or four-plexes.
- Housing must be licensed by the appropriate authority based on its intended use.
- At least two Residents must reside in the home with a maximum of five Residents.

Contact Information
 Multi-Family Underwriter II
 907-338-6100
 800-478-2432 (outside Anchorage, but within Alaska)
 907-338-9716 (fax)
 Alaska Housing Finance Corporation
 4300 Boniface Parkway
 P.O. Box 101020
 Anchorage, AK 99510-1020

Agricultural Revolving Loan Fund Program

Attached is the Agricultural Revolving Loan Fund (ARLF) application and supporting documents. The objective of the ARLF is to promote the development of agriculture as an industry throughout the State by means of moderate interest rate loans.

- **SHORT TERM** - loans to finance annual operating expenses such as seed, feed, fertilizer, harvesting or planting activities.
- **CHATTEL** - loans to purchase equipment or livestock.

- **FARM DEVELOPMENT** - loans to purchase real property and construct non-residential improvements for agricultural purposes.
- **IRRIGATION** - loans to purchase and install irrigation systems.
- **PRODUCT PROCESSING** - loans to build and equip facilities to process Alaska agricultural products.
- **CLEARING** - loans to provide for land clearing.

| Loan Type | Maximum Loan | Maximum Term | Fixed Rate |
|--------------------|--------------|--------------|------------|
| Short Term | \$200,000 | 1 year | 3.00 % |
| Chattel | \$1,000,000 | 7 years | 4.00 % |
| Farm Development | \$1,000,000 | 30 years | 4.50 % |
| Irrigation | \$1,000,000 | 30 years | 4.50 % |
| Product Processing | \$250,000 | 30 years | 4.50 % |
| Clearing | \$250,000 | 20 years | 4.50 % |

Total outstanding balances of ARLF loans for a borrower may not exceed \$1,000,000

APPLICATION PROCEDURE

Loan applications must be submitted on ARLF forms. Required information provided on forms other than those provided by ARLF are subject to ARLF Loan Officer review. Applications are processed and reviewed by the ARLF staff. Completed applications are submitted to the Board of

Agriculture and Conservation (BAC) for consideration at the next scheduled meeting.

ELIGIBILITY

Loans may be made to individuals, partnerships, joint ventures, corporations or other business entities. Proof of current Alaska residency must be provided by applicants at loan closing. A statement of Agricultural and other business experience with evidence of necessary related skills and training is required.

CONDITIONS

Loan funds may only be used for agricultural production or processing operations in Alaska. Loans may not exceed 75% of the value of the collateral, less existing liens.

COLLATERAL

Loans must be secured by adequate collateral as appraised by the ARLF or an independent appraiser. Collateral for consideration may include land, improvements, machinery, equipment, crops, or livestock. Property insurance, naming ARLF as loss payee, is required on buildings and all vehicles, machinery, equipment and livestock that are stored in buildings and used as collateral.

PAYMENT TERMS

Loan terms, including payment terms, will be based on applicant's ability to service the loan. Payment terms may be monthly, quarterly, semi-annual, annual or variable.

RATES & FEES

Fixed interest rates are comparable to rates charged by other Alaska agricultural lenders and established by the BAC. A non-refundable \$50 application fee is required.

If you have any questions, please contact an ARLF Loan Officer.

STATE OF ALASKA
Division of Agriculture
Agricultural Revolving Loan Fund
1800 Glenn Highway, Suite 12
Palmer, Alaska 99645-6736
Phone: (907) 745-7200
Fax: (907) 745-7112
Web: <http://dnr.alaska.gov>

Alaska Growth Capital

Alaska Growth Capital BIDCO, Inc. ("Alaska Growth Capital" or "AGC") is an innovative alternative lending company based in Anchorage, Alaska, and doing business throughout the northwestern United States. AGC was founded in 1997 as Alaska's first Business and Industrial Development Corporation ("BIDCO"), created to promote economic development and job creation by providing loans, investments, and management assistance to businesses.

AGC is a leading provider of business loans utilizing programs offered by the Small Business Administration ("SBA") and the U.S. Department of Agriculture ("USDA"), providing financing up to, and in some cases exceeding, \$10 million. AGC is a resource for companies who are finding traditional lenders slow to act or unable to provide financing terms that meet their needs.

Alaska Growth Capital is an eight-time SBA Community Lender of the Year, and is a Native-owned certified Community Development Financial Institution (Native CDFI). AGC has successfully secured and deployed \$90 million of New Market Tax Credits (NMTC), and provides professional servicing of all assets in its portfolio. AGC is a major lender to the rural and low-income regions in Alaska that are often under-served by the traditional banking system, including many Alaska Native Corporations.

Since AGC opened its doors in 1997, it has provided over \$500 million in capital to its customers, helping them to create and maintain tens of thousands of jobs. AGC is currently doing business in Alaska, Hawaii, Montana, Washington, Colorado, and Idaho.

AGC employs a talented team of professionals dedicated to their customer's success, with a passion for making their communities stronger. As a registered BIDCO, AGC is regulated by the Alaska Division of Banking and Securities which provides the necessary licensing, regulation, and enforcement that enables AGC to satisfy eligibility requirements for the various programs it participates in.

Contact Information

Alaska Growth Capital
3900 C Street, Suite 101
Anchorage, Alaska 99503
907.339.6760

Evergreen Business Capital

Whether you're searching for a \$10,000 equipment loan or want financing for a \$2 million building purchase, there is a good chance we have the right loan product for you.

SBA 504 Loan Program

The U.S. Small Business Administration established the 504 loan to help businesses purchase owner-occupied commercial real estate and equipment. If you are a small business owner who is looking to buy an existing building, construct a new building or to purchase long term equipment then the SBA 504 Loan Program might be the right one for you.

SBA Community Advantage Loans

Evergreen Business Capital has partnered with the SBA to offer Community Advantage Loans for businesses in need of affordable capital. With a mission of serving underserved markets Evergreen Business Capital provides Community Advantage Loans as low as \$10,000 up to \$250,000. Proceeds can be used for equipment, business acquisition and working capital needs.

USDA IRP Loans

With the assistance of the United States Department of Agriculture, Evergreen provides non-agricultural businesses in rural communities of Washington State with access to capital that otherwise might be difficult to obtain. The Rural Loan Program is available to small businesses in communities with populations less than 25,000 in most counties of Washington State. It is available to most types of businesses and can be used for most business related needs.

The Evergreen team has a reputation for providing the best service of any CDC in the Northwest. We're committed to constant improvement. Please let us know if we're not meeting your expectations so that we can serve you better. We look forward to hearing from you.

Evergreen Office Directory

| | |
|--|--|
| Seattle Headquarters 13925 Interurban Avenue South Suite 100 Seattle, WA 98168 Toll Free: 800.878.6613 Main Local: 206.622.3731 Main Local Fax: 206.623.6613 | Portland Office 1618 SW 1st Ave. Suite 200 Portland, OR 97201 Toll Free 800.878.6613 |
| Eugene Office P.O. Box 40081 Eugene, OR 97404 Office 541.513.7436 Fax 206.336.0686 | Alaska Office(s) P.O. Box 3673 2525 C Street Suite 200 Palmer, AK 99645-3673 Anchorage, AK 99503 Office 907.746.5047 Direct 907.746.5047 Fax 907.745.8504 |
| Spokane Office 421 West Riverside Ave Suite 866 Spokane, WA 99201 Office: 509-230-6539 Toll Free: 800.878.6613 | Online: www.evergreen504.com Mobile Calculator Facebook Twitter LinkedIn |

Alaska Commercial Fishing and Agriculture Bank

CFAB's authority and mission is to provide financing to Alaskan residents involved in commercial fishing, agriculture, tourism, and other resource-based industries in Alaska. The Alaska Commercial Fishing and Agriculture Bank was established as a private member owned cooperative by a special Alaska statute, and began operations in 1980. Borrowers have the opportunity to participate in CFAB's annual financial results through a partial refund of interest paid. CFAB is controlled by a Board of Directors whose members are elected by and from among its stockholders.

To initiate the loan process with CFAB, deliver (in person or by mail) your completed application. Our Commercial Fishing and Business applications are available to download from this website. For an application to modify an existing loan, please contact our office.

Applications are in a PDF format which will require Acrobat Reader® 7.0 or later to view and download. If you do not already have Acrobat Reader® on your computer you may download a free copy by going to the Adobe website and selecting a version compatible with your computer.

We are now offering the option of an online "fill-in" version of the Commercial Fishing and the Business Applications. For ease of use the fill in Fishing application has been divided into two sections (See Below.) Once you have completed both sections of the application it must be printed, signed, and sent/delivered to us with the items on the checklist.

The Business application is comprised of a single section. Once you have completed the application it must be printed, signed,

and sent/delivered to us with the items on the checklist.

| | | |
|---|---|--|
| <p>To complete the <u>fill-in application</u>, download Sections 1 & 2. Upon completion print and <u>sign</u> where required. <u>You must complete both sections.</u> <u>Section 1 - General Information</u> <u>Section 2 - Financial Information</u></p> | <p>To complete <u>fill-in application</u>, download Business Application below. Upon completion print and <u>sign</u> where required. <u>Fill In Business Application</u></p> | |
|---|---|--|

| | | |
|---|---|---|
| Commercial Fishing Application | Business Application | Agriculture Application |
| <u>Request Application to be Mailed</u> | <u>Request Application to be Mailed</u> | <u>Request Application to be Mailed</u> |
| Download Application | Download Application | Download Application |

Southeast Alaska Revolving Loan Fund

If you have a project that will create or retain jobs in Southeast Alaska, Juneau Economic Development Council could be the lender you've been looking for.

We are a non-profit financial institution created to fund development in Southeast Alaska.

It is often very difficult for new businesses and businesses in depressed industries to get the financing they need to get started and so Juneau Economic Development Council launched the Southeast Alaska Revolving Loan Fund in 1997 to bridge the gap between what banks will finance and what the business community needs. Our goal is to provide financing for viable projects that will create and retain quality jobs and help to diversify local economies in Southeast Alaska.

JEDC operates several community-based loan funds and one region wide loan program that serves smaller communities

throughout Southeast Alaska. Our total loan capital is about \$4 million with about half that for projects in Juneau.

Financing criteria.

JEDC seeks to work with healthy companies that have excellent potential for growth, will provide increased employment in Southeast Alaska, and will help diversify our economy. The primary criteria we consider are the following:

- Dedicated and experienced management
- Past performance
- Market strengths such as providing a new service or import substitution in Southeast Alaska
- Current economic viability of the business
- High potential for profitability
- High potential for growth
- Sufficient collateral and cash flow to service and secure the loan
- Inability to obtain conventional financing at rates and terms that make the project viable.

[Download Application Form \(PDF\)](#)

Applications and other forms necessary for loans and other business services can be found at <http://www.jedc.org/business>.

Contact Information

Margaret O`Neal, Director of Operations
 Juneau Economic Development Council
 612 West Willoughby Avenue, Suite A
 Juneau, AK 99801
 Phone: (907) 523-2326
 Fax: (907) 463-3929
 e-mail: moneal@jedc.org
 Web site: <http://www.jedc.org/business/loanrfl>

USDA Farm Service Agency

By providing access to credit, FSA's Farm Loan Programs offer opportunities to family-sized farmers and ranchers to:

- Start, improve, expand, transition, market, and strengthen family farming and ranching operations
- Beginning farmers, racial and ethnic minority farmers and women producers
- Value-added, direct sale, organic, and specialty crop operations
- Young People actively involved in agricultural youth organizations needing financial assistance for income-producing, educational, agricultural projects
- Urban farmers and roof-top producers
- Operations using alternative farming methods such as hydroponics, aeroponics, vertical farming, and freight container farming

Continue below to learn more about Available Farm Loans, Targeted Loan Audiences, and Specialty Loans.

- [Aerial Photography](#)
- [ARC/PLC Program](#)
- [Commodity Operations](#)
- [Conservation Programs](#)
- [Cooperative Agreements](#)
- [Cotton Ginning Cost Share Program](#)
- [Dairy Margin Protection Program](#)

- [Disaster Assistance Programs](#)
- [Economic and Policy Analysis](#)
- [Energy Programs](#)
- [Environmental and Cultural Resource Compliance](#)
- [Farm Bill](#)
- [Farm Loan Programs](#)
- [Financial Management Information](#)
- [Laws and Regulations](#)
- [MIDAS](#)
- [Outreach and Education](#)
- [Payment Eligibility](#)
- [Price Support](#)

[Fisheries Finance Program](#)

Provides long term financing for the cost of construction or reconstruction of fishing vessels, fisheries facilities, aquacultural facilities and individual fishing quota in the Northwest Halibut/Sablefish and Alaskan Crab Fisheries. The Western Alaska Community Development Quota Share program was recently included, to provide economic development opportunities for Western Alaska Communities. Vessel financing or refinancing that could contribute to overcapitalization by increasing harvesting capacity is prohibited by regulation.

How Do I Get More Information?

Contact your regional Financial Services Branch and discuss your project:

[Southeast Financial Services Branch](#)
St. Petersburg, FL (727) 824-5377

[Northeast Financial Services Branch](#)
Gloucester, MA (978) 281-9154

[Northwest Financial Services Branch](#)
Seattle, WA (206) 526-6122

If after discussing your proposal and it appears to meet the program's requirements, you will be sent an application form to complete and submit along with a one-time filing/commitment fee equal to 1/2 of 1% of your proposed loan amount.

[Spruce Roots](#)

Spruce Root's loan program is unique – just like your Southeast Alaskan Business! Our business coaches work with you to develop and refine your business plan, budget, and financial structure before you apply for funds to give your business the strongest opportunity for success.

Anyone in Southeast Alaska can apply for a Spruce Root business loan. Our region's resiliency and sustainability is woven together with the successes of our small businesses and pioneering entrepreneurs – the very roots of our local economy.

For additional information on who is eligible please visit our FAQ's page.

BANKS

NorthRim Bank

Loan application available on-line: www.northrim.com

Alaska USA Federal Credit Union

Loan application available on-line: www.alaskausa.org

First Bank Alaska

Loan application available on-line: www.firstbankak.com

First National Bank of Alaska

Loan application available on-line: www.fnbalaska.com

KeyBank Alaska

Loan application available on-line: www.key.com

Wells Fargo

Loan application available on-line: www.wellsfargo.com