



**COLORADO**

Office of Economic Development  
& International Trade



THE COLORADO OFFICE OF ECONOMIC  
DEVELOPMENT & INTERNATIONAL TRADE

# **PARTNER OUTREACH PROGRAM MANUAL**

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# I. ACCESS TO CAPITAL

The programs in this section offer businesses opportunities to raise funds to support a variety of costs associated with business development and operations. While each program has different parameters, each seeks to address existing gaps in the market and to increase funding available to start and grow businesses. In particular, many of these programs provide capital for businesses that typically would not qualify for traditional sources of financing and would otherwise be unable to access the funds necessary to develop a business.

The access to capital programs in this section are as follows:

1. Colorado Startup Loan Fund
2. CLIMBER
3. Venture Capital Authority Fund
4. Community Development Block Grant Business Loan
5. Rural Jump-Start Program

In addition to the above programs, the following types of lending institutions may be valuable sources of capital or resources:

- Community Development Financial Institutions (CDFI)
- Mission-based Non-Profit Lenders
- Rural Revolving Loan Funds
- Community Banks



# 1. COLORADO STARTUP LOAN FUND

## AT A GLANCE:

The Colorado Startup Loan Fund provides capital to mission-based lenders to provide loans to Colorado entrepreneurs and small business owners needing capital to start, restart, or restructure a business, and those who are not able to obtain a loan from traditional lenders.

### DIRECTION OF FUNDING:

Direct to Business

### GEOGRAPHY:

Statewide - applicants should refer to the Lenders Interactive App on the program webpage to identify their lending institute

### CONTACT:

Kat Cantillo - OEDIT at [kat.cantillo@state.co.us](mailto:kat.cantillo@state.co.us)

### FUNDING SOURCE:

State Funds

### KEY DATES:

Rolling

### CURRENT FUNDING AVAILABLE:

This is a revolving loan fund, meaning the dollars will be used to continue supporting new entrepreneurs as loans are repaid.

### LINK TO PROGRAM:

<https://oedit.colorado.gov/colorado-startup-loan-fund>

## DESCRIPTION:

OEDIT has partnered with eight mission-driven lenders to provide micro-loans under \$150,000 to small business owners and entrepreneurs with capital from the Colorado Startup Loan Fund. By offering smaller-than-average loans with favorable terms and interest rates, the program seeks to make financing a possibility for entrepreneurs who might not qualify for or require a larger loan. These lenders have been selected for their abilities to work with business owners who are located in rural areas, may not be native English speakers, have never carried a loan, lack the traditional assets required to secure financing, or have been previously unable to obtain a loan.

## BUSINESS TYPES:

- Existing businesses that are unable to qualify for traditional financing
- New businesses that are unable to qualify for traditional financing
- Existing businesses who experienced financial losses or other impacts from the COVID-19 pandemic that may inhibit their ability to obtain capital through traditional sources

## AREA OF FOCUS:

- Businesses that are unable to qualify for traditional financing

- Businesses that are restructuring or recovering from financial hardship due to the COVID-19 pandemic
- Increasing capital in underserved communities

## **TYPE OF SUPPORT:**

- Loans up to \$150,000

## **BUSINESS ELIGIBILITY REQUIREMENTS:**

- For-profit entity located in Colorado with primary business activities in the state and who have a majority of employees working in Colorado
- 25 or fewer full time employees (FTE) at the time of loan issuance
- A maximum of \$2 million in gross annual revenues in the fiscal year preceding application
- A maximum of \$2 million projected gross annual revenue in the upcoming fiscal year
- An inability to obtain traditional financing

## **GENERAL TERMS OF FUNDING:**

- Loans up to \$150,000
- Interest rate: 4% + WSJ (Wall Street Journal) prime rate
- Length of loan: up to 10 years
- Origination up to 3% of principal
- Loans for startup working capital with cash flow projections that show future debt service coverage
- Loans for working capital, startup expenses, tenant improvements, commercial real estate, equipment, and, in some cases, debt restructuring and business acquisitions

## **HOW TO APPLY:**

- [B: Side Fund](#)
- [Community Enterprise Development Services \(CEDS Finance\)](#)
- [Colorado Enterprise Fund](#)
- [XI - Exponential Impact](#)
- [First Southwest Community Fund](#)
- [Lendistry](#)
- [Region 9 Economic Development Group/ Rural Consortium](#)

- [Rocky Mountain MicroFinance Institute \(RMMFI\)](#)
- [Northeastern Colorado Revolving Loan Fund](#)
- [Clear Creek Economic Development Corp](#)
- [Prairie Development Corporation](#)
- [Southeast Colorado Enterprise Development](#)
- [San Luis Valley Development Resource Group](#)
- [Region 10 League for Economic Assistance and Planning](#)
- [Business Loan Fund of Mesa County](#)

## FAQ:

### ***What size loans are available?***

Each lender will offer different loan sizes, with minimum loan sizes of \$10,000 and maximums of \$150,000.

### ***How do I decide which lender to work with?***

Businesses are encouraged to determine which lender serves their geographic area and offers the type and size of loan they need.

### ***How do I apply?***

Businesses should identify the lender that serves their geography and business needs and apply directly with the lender to be matched with a loan funded by the Colorado Startup Loan Fund. Each lender will have their own application process and timeline. OEDIT will not be collecting applications.

### ***How do I know if I am eligible for a loan?***

Each lender will have unique eligibility requirements for the loans funded by the Colorado Startup Loan Fund. Additionally, some lenders will require that the business participate in their technical assistance programming to be eligible for a loan. Businesses are encouraged to refer to the minimum eligibility requirements of the program before connecting with a lender.

### ***How do applicants demonstrate their inability to obtain traditional financing?***

Each lender has their own set of criteria to identify small businesses that may not be able to secure financing otherwise. These requirements could include low- to moderate-income borrowers, businesses or borrowers with poor or unestablished credit scores, startups that have been in operation for less than six months, and other criteria.

## RELEVANT ADDITIONAL DOCUMENTS:

- [Business Loan Preparedness Checklist](#)
- [Lista de requisitos generales \(Español\)](#)

## 2. CLIMBER

### AT A GLANCE:

These loans provide up to \$250 million in working capital loans to Colorado small businesses negatively impacted by the COVID-19 pandemic.

**DIRECTION OF FUNDING:**  
Direct to Business

**GEOGRAPHY:**  
Statewide - applicants can refer to the Participating Lender map to identify a lending institute close to their business.

**CONTACT:**  
Terrance Grady - Program Manager at CHFA at [tgrady@chfainfo.com](mailto:tgrady@chfainfo.com) and [Climber@chfainfo.com](mailto:Climber@chfainfo.com)

**FUNDING SOURCE:**  
ARPA - SSBCI &  
Private donors

**KEY DATES:**  
Rolling through  
the end of 2024

**CURRENT FUNDING AVAILABLE:**  
This is a revolving loan fund, meaning the dollars will be used to continue supporting new entrepreneurs as loans are repaid.

**LINK TO PROGRAM:**  
<https://climber-colorado.com/>

### DESCRIPTION:

The CLIMBER (Colorado Loans to Increase Mainstreet Business Economic Recovery) Loan Fund will support small business lending across the state by providing enhancements and loan capital to lenders. The Fund purchases participation in eligible loans, enhances loans, and provides direct lending capital. Lenders, CDFIs, and nonprofit lenders can participate to provide loans for their small business customers needing financial assistance. Refinancing options are available. CLIMBER will disburse \$250 million of combined public/private funds through the end of 2024. The funds are distributed in successive tranches, up to \$50 million per tranche.

### BUSINESS TYPES:

- Small businesses

### AREA OF FOCUS:

Businesses that were financially stable prior to COVID-19 but were negatively impacted by the pandemic with special consideration to small businesses that are underserved and/or rural businesses, are located in low- to moderate-income areas, and/or are located in economically distressed and underserved areas.

## **TYPE OF SUPPORT:**

CLIMBER creates opportunities for lenders to provide loans to small businesses through the following unique resources to offset loan risk:

1. Credit Enhancement:
  - Provides a cash deposit equal to 10-15% of a registered loan as a pooled loan loss reserve, OR
  - Up to 20% cash deposit as a loan-specific collateral enhancement
2. Loan Participation:
  - Fund purchases 80% of the loan; the lender can charge interest on the retained share of the loan
3. Direct Lending (only available to non-bank lenders):
  - Provides lending capital for direct loans to small businesses

## **BUSINESS ELIGIBILITY REQUIREMENTS:**

- For-profit corporation, partnership, or association incorporated in Colorado; filed with the Colorado Secretary of State as a foreign entity authorized in Colorado; a nonprofit in Colorado; or a sole proprietorship owned by a Colorado resident with primary operations in Colorado
- Up to 99 employees
- 1 year of positive cash flow in the previous 5 years
- A debt service coverage ratio of at least 1:1
- Financially stable pre-pandemic but experienced financial hardship as a result of the pandemic

## **GENERAL TERMS OF FUNDING:**

- Loan amount: \$10,000 - \$500,000
- Below market interest rates
- Principal deferral for up to 6 months
- Loans fund working capital

## **HOW TO APPLY:**

Small business owners should contact a participating lender to apply for a loan. There are statewide lenders available even if the business is not located in their area. However, there are lenders located in specific regions of the state so businesses can select a lender close to them. Each lender is independent and has its own application process, timeline, and underwriting discretion.

## LENDERS:

[Find a participating lender here.](#)

## FAQ:

### ***What are eligible uses for the loan funds?***

Eligible loans are limited to working capital and eligible refinanced debt. Working capital includes:

- Inventory, marketing, payroll, tenant improvements, operating and emergency maintenance;
- Current property taxes, utilities, rent, and supplies;
- Making regularly scheduled interest and principal payments on mortgages, loans, and other existing business debt;
- Paying off existing debt that is due within 90 days; and
- Paying off credit cards that were used to pay monthly operating expenses and that the business historically was able to pay off each month.

### ***What are ineligible uses for the loan funds?***

Borrowers must certify that funds will not be used for any Ineligible Uses:

- To repay delinquent federal or state income taxes unless the borrower has a payment plan in place with the relevant taxing authority;
- To repay taxes held in trust or escrow (e.g., payroll or sales taxes);
- To reimburse funds owed to any owner, including any equity injection or injection of capital for the business continuance;
- To purchase any portion of any ownership interest of any owner of the business
- To refinance a loan except as allowed in Section 4
- To enroll or refinance the unguaranteed portions of SBA-guaranteed or other federal loans; and
- To pay severance to any employee.

### ***How is the loan repaid?***

Your loan payments will vary based on loan size and term. CLIMBER Loan Fund programs are meant to be more affordable, with below-market interest rates, prohibition of fees, and deferred payment options.

## RELEVANT ADDITIONAL DOCUMENTS:

- [CLIMBER Outreach Flier](#)
- [CLIMBER Material de Promoción \(Español\)](#)
- [CLIMBER Lender Meeting Preparation Checklist](#)

# 3. VENTURE CAPITAL AUTHORITY

## AT A GLANCE:

The Venture Capital Authority partners with professional venture capital fund managers to provide capital access in the form of equity capital to new and expanding businesses that will ultimately support the formation of new jobs in Colorado.

### DIRECTION OF FUNDING:

Direct to Business

### GEOGRAPHY:

Statewide - applicants should refer to the participating venture funds and contact the fund managers directly with questions.

### CONTACT:

Crystal Walsh - OEDIT at [crystal.walsh@state.co.us](mailto:crystal.walsh@state.co.us) & Sonya Guram - OEDIT at [sonya.guram@state.co.us](mailto:sonya.guram@state.co.us)

### FUNDING SOURCE:

Colorado VCA Evergreen Fund & U.S. Department of the Treasury State Small Business Credit Initiative (SSBCI)

### KEY DATES:

Rolling

### LINK TO PROGRAM:

<https://oedit.colorado.gov/venture-capital-authority>

## DESCRIPTION:

The Venture Capital Authority (VCA) supports access to venture capital for Colorado's entrepreneurs and startup businesses. The VCA is a political subdivision of the state and a Special Purpose Authority like the Public Employees' Retirement Association. The VCA is neither an agency of the state nor subject to administrative direction by any agency or department of the state. The VCA is governed by a board of directors that partners with professional fund managers to deploy its capital and OEDIT staff provides administrative support to the VCA.

## BUSINESS TYPES:

Seed and early-stage startups with high-growth potential

## AREA OF FOCUS:

Each partner fund identifies different strategic focuses

## TYPE OF SUPPORT:

Equity investment

## BUSINESS ELIGIBILITY REQUIREMENTS:

The Venture Capital Authority partners with funds that invest in seed and early-stage Colorado businesses. The objective is to support entrepreneurship, economic diversification, and quality jobs.

The business needs to:

- Be headquartered in and have principal business operations in Colorado
- Commit to staying in Colorado for at least five years after an initial fund investment
- Be seeking its first venture capital investment
- Meet the Small Business Administrations criteria for a small business
- Have strong growth potential

## GENERAL TERMS OF FUNDING:

Historically, from \$50,000 to \$3.25 million per investment

## HOW TO APPLY:

Visit the fund manager websites to apply.

## FUNDS:

1. [Avesta Fund Colorado](#) invests in Colorado-based seed-stage startups that help address the challenges of climate change and inequality, and deliver both attractive venture returns and measurable impact.
2. [Colorado ONE Fund](#) targets early-stage investment into small disruptive companies developing innovative critical technologies in aerospace, defense, and homeland security, with a focus on underserved companies.
3. [DEMI Fund](#) is focused on investing in startups and scale-ups owned and/or operated by business leaders of color. The fund is focused on scalable early to mid-staged businesses as well as transitioning succession companies in information technology, advanced manufacturing, food and agribusiness, biosciences, health/beauty/wellness, tourism, and aerospace industries. This fund will focus on investing in early-stage businesses that have the potential to grow in urban enterprise zones.
4. [FirstMile Venture Fund](#) is focused on founder-driven businesses and seed-stage investments. This fund invests in technology businesses.
5. [Greater Colorado Venture Fund](#) invests in early-stage startups in rural Colorado. The fund's mission is to inspire innovation in places formerly overlooked by established venture capital firms.

## FAQ:

### ***What type of businesses should pursue venture capital funding?***

Venture capital (VC) is a useful and powerful financing method, but it's not well-suited for every business. VC is geared toward companies that are designed to grow quickly and where the owners are interested in having their business acquired, merged, or go public. The business is often based on a disruptive technology and may have high startup costs for which the founder is unable to bootstrap or obtain debt financing. VC financed companies share ownership of the company. VCs often take a board seat and will help the company make connections and grow rapidly.

# 4. COMMUNITY DEVELOPMENT BLOCK GRANT BUSINESS LOAN

## AT A GLANCE:

This program helps businesses in rural areas by giving loans and loan guarantees to create or retain jobs.

### DIRECTION OF FUNDING:

Direct to Business

### CONTACT:

Reach out to your regional business loan fund manager at <https://oedit.colorado.gov/regional-business-loan-fund-managers> for questions. For additional support, please reach out to Audrey Field at [audrey.feld@state.co.us](mailto:audrey.feld@state.co.us).

### FUNDING SOURCE:

U.S. Housing and Urban Development (Federal)

### KEY DATES:

Rolling

### CURRENT FUNDING AVAILABLE:

Check with your regional business loan fund manager to confirm available funding (see below for full list of managers)

### LINK TO PROGRAM:

<https://oedit.colorado.gov/community-development-block-grant-business-loan>

## DESCRIPTION:

The Community Development Block Grant (CDBG) Business Loan helps businesses in rural areas by giving loans and loan guarantees. A business typically needs to create or retain one job for each \$20,000 in loan funds. If your business has five or fewer employees, you may be exempt from that requirement through a micro enterprise loan. Every year, the U.S. Department of Housing and Urban Development's State CDBG program gives Colorado money for community and economic development. We receive about one-third of this money for economic development across the state. Specifically, we use this money to aid the state's business loan funds. The money goes into 14 regional loan funds to create and retain jobs in Colorado. The funds cover most of Colorado's rural areas. Each of the 14 regional funds is led locally with its own dedicated regional business loan fund manager, local loan review committee, and local board of directors.

## GEOGRAPHY:

If the business is in one of these areas, it is **not eligible** for this program:

- Adams County (unincorporated areas and Bennett, Broomfield, Brighton, Federal Heights, Northglenn and Thornton)

- Arapahoe County (unincorporated areas and Bow Mar, Centennial, Cherry Hills Village, Columbine Valley, Deer Trail, Englewood, Glendale, Greenwood Village, Littleton, and Sheridan)
- Douglas County (unincorporated areas and Castle Rock, Larkspur, Lone Tree, and Parker)
- Jefferson County (unincorporated areas and Arvada, Edgewater, Golden, Lakewood, Mountain View, and Wheat Ridge)
- Aurora
- Boulder
- Colorado Springs
- Denver
- Fort Collins
- Grand Junction
- Greeley
- Lakewood
- Longmont
- Loveland
- Pueblo
- Westminster

## **BUSINESS TYPES:**

Small businesses

## **AREA OF FOCUS:**

Rural businesses

## **TYPE OF SUPPORT:**

Loans and micro-enterprise loans

## **BUSINESS ELIGIBILITY REQUIREMENTS:**

The business typically needs to create or retain one job for every \$20,000 in funds received. The business typically needs to fill at least 51% of the jobs it creates and/or retains with low- to moderate-income persons. If the business has five or fewer employees, it may be exempt from that requirement through a micro enterprise loan.

## GENERAL TERMS OF FUNDING:

Borrowers may use these loans in an eligible rural area to:

- Start a business
- Expand a business
- Stabilize an existing business

## HOW TO APPLY:

To apply for a Community Development Block Grant Business Loan, contact the business's regional business loan fund manager.

The application will need to include:

- Business plan
- Pro forma projections
- Historical and recent financial statements
- Projected job creation/retention information
- Additional information as directed by the local fund administrator

## LENDERS:

- [Region 1: Northeast Colorado Revolving Loan Fund](#)
- [Region 3: Clear Creek Economic Development Corp.](#)
- [Region 5: Prairie Development Corporation](#)
- [Region 6: Southeast Colorado Enterprise Development](#)
- [Region 7: NeighborWorks Southern Colorado](#)
- [Region 8: San Luis Valley Development Resource Group](#)
- [Region 9: Economic Development District of SW Colorado](#)
- [Region 10: League for Economic Assistance & Planning](#)
- [Region 11: Western Colorado Business Development Corp.](#)
- [Region 12: Northwest Loan Fund](#)
- [Region 13: Upper Arkansas Area Development Corp.](#)
- [Region 14: Otero/Las Animas Loan Fund](#)

# 5. RURAL JUMP-START GRANT PROGRAM

## AT A GLANCE:

This program offers grants to newly-established rural businesses with no regional competition in the form of matching funds or awards for new hires.

### DIRECTION OF FUNDING:

Direct to Business

### GEOGRAPHY:

[Rural Jump-Start Zones](#)

### CONTACT:

Leslie Hylton-Hinga at [leslie.hylton-hinga@state.co.us](mailto:leslie.hylton-hinga@state.co.us)

### FUNDING SOURCE:

State general fund

### KEY DATES:

Grant application closes June 30, 2024

### LINK TO PROGRAM:

<https://oedit.colorado.gov/rural-jump-start-program>

## DESCRIPTION:

The Rural Jump-Start Program is a collaborative effort by the state, local governments, Institutes of Higher Education (IHE), and economic development organizations (EDO) to incentivize new businesses to start in or move to rural, economically distressed counties in Colorado, which are referred to as Rural Jump-Start zones, and hire new employees.

## AREA OF FOCUS:

Businesses located or starting in rural, economically distressed counties as designated by OEDIT.

These counties are currently Rural Jump-Start zones: Alamosa, Archuleta, Clear Creek, Costilla, Conejos, Delta, Dolores, Fremont, Garfield, Huerfano, Kiowa, Kit Carson; Lake, Las Animas, Lincoln, Logan, Mesa, Moffat, Montezuma, Montrose, Morgan, Otero, Phillips, Prowers, Pueblo, Rio Blanco, Rio Grande, Routt, San Juan, Sedgwick, and Yuma

These counties are designated as economically distressed and are eligible to be Rural Jump-Start zones, but they have not yet applied to the program: Baca, Bent, Cheyenne, Crowley, Custer, Hinsdale, Jackson, Mineral, Saguache, and Washington.

## TYPE OF SUPPORT:

Grants up to \$20,000 per new business (\$40,000 for new businesses in [Just Transition](#) communities), up to \$2,500 per new hire (\$5,000 per new hire in Just Transition communities)

## BUSINESS ELIGIBILITY REQUIREMENTS:

To become an eligible business in the Rural Jump-Start Program, a business must:

- Not be operating (selling a product or service) in Colorado at the time of application;
  - › Eligible businesses may be planning, fundraising, recruiting, doing market research, preparing for production (designing/prototyping), filing business formation or registration, or manufacturing and testing a proof of concept, even if some revenue is associated with the activity.
- Be located in a Rural Jump-Start zone;
- Not directly compete with another business in its county or in an adjacent, economically distressed county
- Export goods and services outside the county (this could include tourism);
- Form a relationship with a sponsoring entity to align missions and benefit the community; and
- Plan to hire at least five qualified New Hires (that are not existing jobs moving to the Rural Jump-Start zone)

## GENERAL TERMS OF FUNDING:

Grant benefits are dependent on the business's location:

- If a business is located in a Rural-Jump Start zone, businesses can receive a matching grant of up to \$20,000 as a newly established business and up to \$2,500 per New Hire.
- If a business is located in a Rural-Jump Start zone that is also a Tier 1 Just Transition community, businesses can receive a matching grant of up to \$40,000 as a newly established business and up to \$5,000 per New Hire.
- The Rural Jump-Start program matches a business's operating expenses on a 3:1 or 25% basis with a minimum reimbursement of \$5,000. For example, if a business spent \$20,000 on business supplies, the program would match \$5,000.

To learn more about how to become a qualified New Hire, please review the program webpage.

## HOW TO APPLY:

Three steps to becoming a Rural Jump-Start business:

1. Contact the sponsoring entity in your rural jump-start zone to determine qualification and create a memorandum of understanding that outlines the relationship
2. Go to the OEDIT Application Portal and login or create an account
3. Collaborate with sponsoring entity to complete and submit the Rural Jump-Start application in Salesforce (please see program webpage to learn more about required documentation)

# III. CREDIT ENHANCEMENTS

The programs in this section offer lenders the ability to improve the credit risk of the borrower. By offsetting the risk that the lender takes on, these programs allow lenders to engage with businesses that otherwise may not qualify for a traditional loan. Both of the programs listed in this section are operated by the Colorado Housing and Finance Authority (CHFA), which disperses the funding for these programs directly to the lenders. To activate one of these programs, borrowers must reach out directly to a participating lender.

The credit enhancement programs in this section are as follows:

1. Colorado Credit Reserve
2. Cash Collateral Support



# 1. COLORADO CREDIT RESERVE

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## AT A GLANCE:

This credit enhancement is for businesses that typically struggle to access a bank loan.

### DIRECTION OF FUNDING:

To lenders

### GEOGRAPHY:

Statewide - applicants should refer to the Participating Lenders document (linked below under “Lenders”) to identify a lender institute that works for their business.

### CONTACT:

Program Manager Justin Vause - CHFA at [jvause@chfainfo.com](mailto:jvause@chfainfo.com)

### FUNDING SOURCE:

State Funds

### KEY DATES:

Rolling

### LINK TO PROGRAM:

<https://oedit.colorado.gov/colorado-credit-reserve> or <https://www.chfainfo.com/business-lending/business-lenders/credit-enhancements>

## DESCRIPTION:

The Colorado Credit Reserve program helps businesses that typically struggle to get access to a bank loan. The program helps lenders make loans by establishing a loan loss reserve account with the lender as additional security. To get a loan through this program, the borrower pays a fee of 1% of loan principal, which is matched by the state. Borrower and program fees fund the loan loss reserve.

## BUSINESS TYPES:

All businesses

## AREA OF FOCUS:

Special consideration is given to women and minority-owned businesses, businesses in enterprise zones, and rural businesses.

## TYPE OF SUPPORT:

Credit Enhancement: Loans are made to finance working capital, lines of credit, real estate projects, and/or equipment purchases. The program assists lenders in making these loans by establishing a loan loss reserve account with the lender as additional security. Each participating lender makes the underwriting decisions, sets the terms, and services the loan.

## **BUSINESS ELIGIBILITY REQUIREMENTS:**

- For-profit, nonprofit, commercial, industrial, and agricultural firms are all eligible
- Must be carrying on a trade or business primarily within the state of Colorado
- The primary economic benefit of the loan must be contained in Colorado

## **GENERAL TERMS OF FUNDING:**

Up to \$500,000 per loan

## **HOW TO APPLY:**

If you are interested in the Colorado Credit Reserve program, please contact a CCR program participating lender or contact CHFA Community Development at 303.297.2432 or 1.800.877.2432

## **LENDERS:**

Find a participating lender using this [CHFA CCR Participating Lenders directory](#).

## **FAQ:**

### ***What documents are required for a business to apply?***

Businesses will not be required to provide any additional documentation beyond what is necessary for the loan application. Once the loan is approved and closed, it will be registered by the lender into the program.

### ***Is there any cost associated with the registration of the loan into the program?***

Borrowers are required to pay 1% of the loan principal as a registration fee for the program. This fee is included in the closing costs.

## **RELEVANT ADDITIONAL DOCUMENTS:**

- [Credit Reserve Program Guidelines by CHFA](#)

## 2. CASH COLLATERAL SUPPORT

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### AT A GLANCE:

This credit enhancement helps small and medium-sized businesses in Colorado access loans that they would otherwise not get because they do not have enough collateral.

**DIRECTION OF FUNDING:**  
To lenders

**GEOGRAPHY:**

Statewide - applicants should refer to the participating lenders list below to identify a lender institute that works for their business

**CONTACT:**

Program Manager Justin Vause - CHFA at [jvause@chfainfo.com](mailto:jvause@chfainfo.com)

**FUNDING SOURCE:**

ARPA - SSBCI

**KEY DATES:**

Rolling

**LINK TO PROGRAM:**

<https://oedit.colorado.gov/cash-collateral-support> or <https://www.chfainfo.com/business-lending/business-lenders/credit-enhancements/cash-collateral-support>

### DESCRIPTION:

The Cash Collateral Support (CCS) program provides a cash deposit as additional collateral for a business loan when the business cannot meet the lender's collateral requirements. Flexible and low-cost, CCS supports loans and lines of credit for most expenses, including inventory, working capital, and equipment/real estate purchases. CCS funds are not used to accomplish a project but are held by the lender as collateral in support of the loan.

### BUSINESS TYPES:

Small and mid-sized businesses

### AREA OF FOCUS:

Special consideration is given to support employee ownership business transitions, for Very Small Businesses (VSB), or for businesses owned by individuals who qualify as a Socially or Economically Disadvantaged Individual (SEDI).

## **TYPE OF SUPPORT:**

Credit Enhancement: Lenders can apply for up to 25% of the loan amount or \$500,000, whichever is less, in collateral support to strengthen small business loan applications. The maximum loan size that CCS supports is \$10 million, and the business borrower must have fewer than 750 employees at the time of financing.

## **BUSINESS ELIGIBILITY REQUIREMENTS:**

Lenders may apply for a cash deposit to hold as additional collateral for business loans. To be eligible, lenders must demonstrate that:

1. There is a collateral shortfall; and
2. There is a reasonable expectation that the business borrower will repay the loan as agreed.

Business terms:

- Be a nonprofit or for-profit in Colorado and authorized in Colorado;
- Assets must cover at least 50% of the proposed loan;
- Should provide evidence that the loan will be repaid;
- Used for startup costs, working capital, business procurement, franchise fee, equipment, inventory, refinancing, real estate; and
- Fewer than 750 employees at the time of financing.

## **GENERAL TERMS OF FUNDING:**

- Must demonstrate that there is a collateral shortfall
- Cash collateral is either up to 25% of the loan or \$500,000, whichever is less
- Maximum loan size is \$10 million
- Initial term of 3 years, with a possible extension of up to 10 years in special circumstances. Every additional extension will be charged a 1% fee of the principal per year

## **HOW TO APPLY:**

Small business owners should apply directly to lenders that serve their geographic and business needs. Each lender is independent and has its own application process, timeline, and underwriting discretion. Lenders will need to email or mail the completed Cash Collateral Support borrower and lender applications to CHFA for review, along with supporting documents listed on the lender application.

## LENDERS:

- [Collegiate Peaks Banks](#)
- [Yampa Valley Bank](#)
- [Colorado Enterprise Fund](#)
- [Region 9 Economic Development District of Southwest Colorado](#)
- [Bank of Colorado](#)
- [First American State Bank](#)
- [Pikes Peak National Bank](#)
- [Integrity Bank & Trust](#)
- [High Plains Bank](#)
- [Del Norte Bank](#)
- [Gunnison Bank & Trust](#)
- [Bank of the San Juans](#)
- [B.S.D. Capital, dba Lendistry](#)
- [Region 12 Revolving Loan Fund, dba Northwest Loan Fund](#)

## FAQ:

### ***How does the lender demonstrate that there is a collateral shortfall?***

It's important to note that every lender who participates in the program has their own set of specific requirements and criteria for evaluating loan applications. They assess the assets along with the requested loan amount to determine if there is a shortfall based on their own guidelines. Ultimately, it's up to the lender to decide whether or not a loan application meets their criteria.

## RELEVANT ADDITIONAL DOCUMENTS:

- [Cash Collateral Support Program Outreach Document](#)
- [CHFA Cash Collateral Support - Lender Webinar Recording 7/12/2023](#)

# III. BUSINESS CONSULTING RESOURCES

As a key tool in economic development and support for small businesses, OEDIT offers business training, consulting, and mentoring programs. This type of support is often referred to as technical assistance. These programs provide targeted support to enhance a business's ability to build capacity within their organization. The program in this section specifically serves small businesses across Colorado, however, similar forms of support are available to a wide range of business types and often provide industry-specific guidance. To learn more about additional programs that offer this type of support, please visit the OEDIT website at <https://oedit.colorado.gov/> or reach out to your direct contact at OEDIT.

The business consulting resources in this section are as follows:

- Small Business Development Center Technical Assistance



# 1. SBDC TECHNICAL ASSISTANCE

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## AT A GLANCE:

The network of Small Business Development Centers helps small businesses achieve their goals by providing free, confidential consulting and low or no-cost training programs across our state.

### GEOGRAPHY:

Statewide

### FUNDING SOURCE:

Small Business Administration (SBA) - Federal and State Funds

### CONTACT:

Small Business Navigator - Andrea Chichizola - OEDIT at [andrea.chichizola@state.co.us](mailto:andrea.chichizola@state.co.us)

### LINK TO PROGRAM:

<https://www.coloradosbdc.org/> or <https://coloradobusinesslearning.thinkific.com/pages/the-nest>

## DESCRIPTION:

Powered by the Small Business Administration (SBA), the SBDC Network is the federal government's largest and most successful management and technical assistance program for small businesses. The Network has 15 centers across the state with over 70 part-time satellite centers and over 300 specialized business consultants with tailored services to local regions. The SBDC also offers online on-demand educational content, one-time free legal assistance, and networking events across the state.

## BUSINESS TYPES:

Small businesses

## AREA OF FOCUS:

Technical assistance in the form of one on one consulting with specialized business consultants and educational webinars, trainings, and workshops

## TYPE OF SUPPORT:

Any Colorado-based small business may access these services

## HOW TO APPLY:

Access these services through your local Small Business Development Center at this link: <https://www.coloradosbdc.org/who-we-are/locations/>

## SBDC CENTERS:

- [North Metro / Denver](#)
- [San Luis Valley](#)
- [Aurora-South Metro / Denver](#)
- [Southwest](#)
- [East Colorado](#)
- [Boulder](#)
- [Central Mountain](#)
- [Northwest](#)
- [Southern](#)
- [West Central](#)
- [Denver Metro](#)
- [Southwest](#)
- [Pikes Peak](#)
- [Larimer](#)
- [Grand Junction](#)

## FAQ:

### ***Can I visit my regional SBDC in person?***

Yes! SBDCs provide in-person services as well as virtual services. Be sure to check the hours of operation and in-person availability of your local SBDC before you go.

### ***Do consulting sessions or the other available resources cost money?***

SBDC consulting sessions are free of charge, as are most other SBDC resources. There are occasionally events or workshops that are available at a low cost.

***What topics do the consulting services cover?***

- Marketing
- Business plan writing
- Financial assistance
- Loan packaging
- QuickBooks
- Health and wellness
- Social media strategies
- Transportation contracts
- Human resources
- Access to capital
- Certifications
- International trade
- Business valuation
- Feasibility analysis
- Veteran certifications
- Government procurement
- Website development
- Taxes
- E-commerce
- Exit strategies

# IV. ADDITIONAL OEDIT PROGRAMS OF INTEREST

The following list includes additional programs at OEDIT that provide access to capital. Many of these programs aim to support businesses and individuals who do not have access to traditional financing options. To learn more about each program, please visit the program webpage or contact the program manager.

## 1. Advanced Industry Early-Stage and Retention Grant

- **Description:** This grant helps Colorado-based advanced industry technology businesses develop and commercialize advanced technologies that will be created or manufactured in Colorado. The funding aims to fill the gap left by the market since the market typically under-invests in early-stage technologies. A disruptive technology is defined as a significant departure from the currently available technology in the industry.
- **Amount:** Up to \$250,000 per project
- **Webpage:** <https://oedit.colorado.gov/advanced-industries-early-stage-capital-retention-grant>
- **Program Manager:** Rama Harris - OEDIT at [rama.harris@state.co.us](mailto:rama.harris@state.co.us)

## 2. Folk and Traditional Arts Project Grant

- **Description:** The Folk and Traditional Arts Program Grant is dedicated to celebrating, documenting, and preserving Colorado's cultural heritage through folk and traditional arts. It aims to enhance community well being, encompassing belonging, cultural identity, economic vitality, and sense of place.
- **Amount:** \$3,000 grant
- **Webpage:** <https://oedit.colorado.gov/folk-and-traditional-arts-project-grant>
- **Program Manager:** Libby Barbee - OEDIT at [libby.barbee@state.co.us](mailto:libby.barbee@state.co.us)

## 3. Arts in Society Grant

- **Description:** The Arts in Society Grant funds projects that help arts organizations and artists find solutions to civic and social challenges facing Colorado communities. The grant provides both financial and organizational support.
- **Amount:** \$5,000 to \$35,000 grant
- **Webpage:** <https://oedit.colorado.gov/arts-in-society-grant>
- **Program Manager:** Redline Contemporary Arts Center at [info@redlineart.org](mailto:info@redlineart.org)

#### 4. Equity in Arts Learning Grant

- **Description:** Equity in Arts Learning for Colorado Youth (EAL) seeks to increase access to arts education for historically marginalized youth. Grants are available to support projects that bring professional artists and culture bearers into educational settings to lead programming with youth ages 4-21. Projects supported will exemplify the value of arts education, encouraging ongoing community support.
- **Amount:** \$10,000 to \$25,000 grant
- **Webpage:** <https://think360arts.org/grant-opportunities/>
- **Program Manager:** Think 360 Arts at [grants@think360arts.org](mailto:grants@think360arts.org)

#### 5. Colorado Tourism Office Partner Resource Guide

- **Description:** The Colorado Tourism Office Partner Resource Guide helps you fully leverage the resources of the Colorado Tourism Office and maximize your exposure to visitors. By working together, we can build the strength of our industry and attract travelers who share our values and will help our state thrive. The guide is organized in five phases:
  - i. Get Started: Start your involvement with the Colorado Tourism Office with these opportunities.
  - ii. Reach Higher: Dive deeper into our programs and opportunities, start getting funding, and diversify your marketing strategies.
  - iii. Think Bigger: Take your presence to a national level and learn about leadership opportunities.
  - iv. See Further: Start your international presence and learn lead-growth strategies.
  - v. Maximize: Establish and maximize your international growth opportunities.
- **Webpage:** <https://oedit.colorado.gov/cto-partner-resource-guide>
- **Program Manager:** Elizabeth O’Rear - OEDIT at [elizabeth.o’rear@state.co.us](mailto:elizabeth.o’rear@state.co.us)



