



# CAL COASTAL

## A SMALL BUSINESS LENDER

LOAN PROGRAMS	FARM LOAN	504 LOAN PROGRAM	MICROLOAN PROGRAM	MONTEREY COUNTY REVOLVING LOAN FUND	LOAN GUARANTEE	COMMUNITY ADVANTAGE 7(a) LOAN
<b>DESCRIPTION</b>	Operating capital and mortgage loan to family farms eligible for a USDA Farm Service Agency (FSA) guarantee.	A direct loan program funded through the SBA for long-term fixed assets.	Credit and technical assistance to new or expanding small enterprises.	Loans to businesses located in Monterey County.	To promote small business enterprises with special emphasis on assistance to those which will create or retain jobs.	Available in California.
<b>USE OF FUNDS</b>	Crop production, harvest costs, farm ownership, farm improvements or equipment acquisition.	Fixed-rate financing to buy property, build or expand facilities or purchase long term equipment.	Inventory, accounts receivable, working capital, machinery and equipment.	Inventory, furniture and fixtures, leasehold improvements, equipment, working capital or business acquisition.	Inventory, accounts receivable, equipment acquisitions, farm production. Revolving lines of credit, short and intermediate term loans.	To help start-up and existing small businesses with financing for a variety of general business purposes.
<b>QUALIFICATION</b>	Eligible as a family farm as qualified by the FSA Loan Office.	Most "for-profit" companies. Job creation required.  Private lenders provide 50% of the financing with the 504 providing up to 40% subordinate financing. The remaining 10% is provided by the borrower.	The Microloan Program lends to owners of new or expanding small and micro enterprises to finance business start-up and expansion.	Business must be located in Monterey County. Loan must meet employment criteria of one job created or saved for each \$20,000 lent. Loans meant to be used with other loan sources.	Borrower must have received a commitment from a lender that participates in the guarantee program.	Based on specific aspects of the business and its principals; what the business does to receive its income, the character of its ownership and where the business operates.
<b>MINIMUM &amp; MAXIMUM AMOUNTS</b>	\$10,000 to \$1,399,000.  U.S.D.A. may reset maximum annually.	To \$5,000,000. A total project cost of \$12,000,000.  Subject to change by SBA.	\$5,000 to \$50,000.  Subject to change by SBA.	\$5,000 to \$250,000, dependent upon geographic location within the county.	Maximum guarantee of 80% of loan amount up to \$2,500,000 per borrower.	A maximum of \$250,000 and no set minimum.
<b>MATURITY</b>	Dependent upon loan purpose operating loans generally 12-18 months. Real Estate loans up to 30 years.	10 years for equipment and 20 years for real estate.	Loan terms are from 1 to 6 years.	Terms can be up to 25 years on real estate. 15 years on equipment and 5 years for working capital.	Maximum of 7 years.	Maximum loan maturities are 25 years for real estate and up to 10 year for equipment.
<b>INTEREST RATE</b>	Variable rates tied to National indices on production loans. Fixed rate on farm ownership and term loans available.	Tied to U.S. Treasury rates. Rate set at time of debenture sale.	Rate tied to prime based on credit evaluation.	Rate tied to prime based on credit evaluation.	Market rate as negotiated by lender and borrower.	Market rate as negotiated by lender and borrower but subject to SBA maximums.
<b>COLLATERAL</b>	Available business and personal assets including machinery and equipment, accounts receivables, inventory, real property, crop production and loans also secured by the crop.	Generally limited to the project being financed.	Available business and personal assets including machinery and equipment, accounts receivables, inventory and real property.	Available business and personal assets including machinery and equipment, accounts receivable, inventory and real property.	Available business and personal assets, machinery and equipment, accounts receivable, inventory and real property.	Available business and personal assets, machinery and equipment, accounts receivable, inventory and real property.
<b>FEES</b>	3.35% fee plus closing costs.	1.50% origination fee and other fees added to the project costs to be financed.	Up to 3.00% of loan amount.	\$200 non-refundable application fee and 2.00% of loan amount due at time of funding, plus closing costs.	2.50% of the guaranteed portion of the loan and a \$250 documentation fee.	Based on maturity and dollar amount guaranteed.



Salinas Office  
 221 Main St., Ste. 301  
 Salinas, CA 93901  
 831-424-1099



## Loan Officers

**San Luis Obispo and North**  
Jose Guerra, Senior Ag Loan Officer  
 jose\_guerra@calcoastal.org  
 831-424-1099  
 831-676-2020

**San Luis Obispo and South**  
Erich K. Kortz, Senior Loan Officer  
 erich\_kortz@calcoastal.org  
 805-349-0798

David Dickinson, Chief Credit Officer  
 david\_dickinson@calcoastal.org  
 805-456-1040

Martha Moreno, Loan Administration  
 martha\_moreno@calcoastal.org  
 805-349-0798



Santa Maria Office  
 2625 S Miller St., Ste. 106  
 Santa Maria, CA 93455  
 805-349-0798



Santa Barbara Office  
 430 E Carrillo St.  
 Santa Barbara, CA 93101  
 805-456-1040



## Business Development

Loree Van Bebber, Marketing Manager  
 loree\_vanbebber@calcoastal.org  
 831-424-1099  
 Toll Free: 855-815-3833  
 www.calcoastal.org

California Coastal Rural Development Corporation is dedicated to providing financing to small farmers and businesses throughout California who lack access to capital and technical assistance. Our mission is to assist these enterprises to grow, thrive and prosper enabling the overall economic development to our under served



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