

PATHWAYS TO BUSINESS BANKING PROGRAM

FROM FIRST AMERICAN CAPITAL CORPORATION

First American Capital Corporation (FACC) was formed in 2002, by the American Indian Chamber of Commerce of Wisconsin (AICCW). At that time, a growing number of Native American owned businesses encountered barriers in the way of accessing business loans for start-up costs, purchasing equipment, working capital and lines of credit – all essential to starting and growing a business.



When a Native business owner hears “No” from banks, it can stop growth opportunities from being realized, force business owners to seek out high interest predatory lenders, or in some cases, go out of business. The barriers to business loans faced by many entrepreneurs are associated with the credit standards of the mainstream banking industry – sometimes referred to as the “5 C’s of Credit.”

THE 5 C’S OF CREDIT



CAPACITY

Do you have the financial capacity to support debt and expenses? Some of the metrics used here are debt service coverage, and debt to equity ratio.

CAPITAL

Do you have assets including cash to invest in your business? Some banks will look for 20% of the requested loan to be an owner’s investment.



COLLATERAL

Do you have various forms of collateral to leverage and secure the loan – such as cash, equipment, commercial real estate, inventory, or accounts receivable?

CHARACTER

Do you have documented experience in your industry? Do you have business ownership experience? What will your credit score & background check reveal?



CONDITIONS

External issues that may affect your ability to make loan payments. What is the state of the economy? What are the trends in your industry?

FACC IS HERE TO HELP WHEN YOUR BUSINESS IS DENIED OR DOES NOT QUALIFY FOR A BUSINESS BANK LOAN

Business Development Services.

FACC provides no cost business assistance services to help you excel in your industry and eventually qualify for an area business bank loan.

Business Loans. FACC provides fair access to affordable business loans – including business start-up and expansion loans ranging from \$1,000 to \$250,000.

IF YOU ARE INTERESTED IN ONE OR MORE OF THE FACC BUSINESS DEVELOPMENT SERVICES AND/OR FACC LOAN PRODUCTS – OR TO GET ON OUR NOTIFICATION LIST FOR UPCOMING BUSINESS WORKSHOPS/CONFERENCES/EVENTS, PLEASE CONTACT BEVERLY@AICCW-FACC.ORG — AICCW-FACC.ORG — (414) 604-2044

PATHWAYS TO BUSINESS SUCCESS

SOME OF THE ONE-TO-ONE COUNSELING SERVICES FACC OFFERS:

- **Business Planning Assistance** e.g., defensible 3-year financial projections
- **Pro bono Business Legal Assistance**
- **Loan Packaging Assistance**
- **Business Management Assistance** e.g., HR, marketing
- **Financial Management Assistance** e.g., using accounting software systems
- **Periodic Business Performance Reviews** Bank Credit Standards Readiness Check
- **FACC Borrower Annual Review** Benchmarking, Annual Metrics Progress
- **Business Development into Government Contracting Assistance**

- **Construction Safety Assistance**
- **Business Growth and Expansion Assistance**
- **Business Bank Transition Coaching** Preparing to Graduate from the FACC Portfolio
- **Ongoing Business Safety Net Services** throughout the business life cycle
- **Business Succession Planning Assistance**

FACC Workshop Series throughout the year. The FACC offers a wide diversity of standalone workshops and classes as well as features sessions at statewide conferences and events



TOGETHER WE BUILD YOUR BUSINESS STRONGER

Our vast and strong connections with a wide range of bank partners, tribal & nonprofit organizations and private sector subject experts, provide you with a wide range of no cost one-on-one business capacity building services, business coaching/mentoring, and workshop training sessions. **The FACC works in cooperation with 3 other Native CDFIs located in Wisconsin – this alliance is called Wisconsin Indian Business Alliance (WIBA)** wibanative.org.

FACC business capacity building development services (one-to-one business counseling and workshops) is managed through FACC Pathways to Business Banking Program division – designed to work individually with FACC clients through a process of business planning, performance analysis, access to FACC loan products and business growth strategies – working with you towards helping to qualify for the credit standards of business and commercial banks.

OUR NO-COST & ONE-TO-ONE SERVICES ARE MADE POSSIBLE THROUGH FUNDING AGREEMENTS & PARTNERSHIPS WITH:



U.S. Small Business Administration



Key Strategic Partner

FACC PATHWAYS TO BUSINESS BANKING PROGRAM IS MADE POSSIBLE IN PART BY

Federal Home Loan Bank of Chicago



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