



How we work with financial institutions.

At CRF, we are committed to driving collective impact and enhancing the small business ecosystem's scale and effectiveness. Our innovative lending, technology, and service solutions work in harmony to fill access to capital gaps and grow the capacity of the small business support ecosystem. We design and manage financial programs that complement and amplify the distribution of capital, especially to those small businesses with a history of underinvestment. With CRF, you'll find a partner dedicated to maximizing the positive impact on small businesses and their communities.

REFERRAL PROGRAMS

Connect your customers and targeted small business owners, who may not be eligible for bank credit products, to a network of responsible lenders that can provide flexible financing and business support services.

Description

- CRF Connect is the first and largest online referral network of community lenders and business support organizations with nearly 150 capital providers that have collectively funded >\$500 million in loans to more than 8,500 businesses through the platform
- CRF Connect leverages technology to match business owners with lenders and business support organizations who are best positioned to meet their business' needs
- CRF Connect provides enhanced reporting, allowing bank leaders to monitor ongoing performance, track referral successes, and work with lenders to understand when a client is ready to be referred back to the bank

How it works

1. CRF develops a white label CRF Connect platform for Financial Institution (including the ability to add or remove capital providers already in our network)
2. CRF creates a microsite for Financial Institution customers and small business owners
3. Small business owners fill out a short, customizable, preapplication form on the platform
4. Small business owners are prequalified with a community lender and begin working with them on a loan application or coaching
5. CRF provides reporting to the Financial Institution on the journey and outcomes of each business that comes through the platform

DEDICATED LOAN FUNDS/LIQUIDITY PROGRAMS

Support a segment of customers or targeted small businesses, who may not be eligible for bank credit products, through a tailored loan program in partnership with CRF.

Description

- CRF is a national CDFI and experienced small business lender directly providing more than \$3.6B in capital to communities since 1988
- CRF can establish bespoke lending programs for targeted small businesses of Financial Institution customers, either lending directly to the small businesses or working with our network partners (supported through Connect, loan participation purchases, or other partnership opportunities)

How it works

1. CRF and Financial Institution identify target small business segment, type of loan product, and level of support needed
2. CRF designs a loan fund/liquidity program with a loan product tailored to the needs of targeted small businesses
3. Financial institution provides capital contribution to support the program (e.g., Senior debt to a SPV, grant capital for program design, grant capital for loss reserves)
4. CRF develops a microsite with program information and launch point to submit a preliminary application
5. Eligible small business owners fill out an application and work with CRF or CRF partners to obtain capital

SUPPLIER DIVERSITY FINANCING PROGRAMS

Empower your corporate partners to provide their diverse suppliers with the capital and resources needed to fulfill committed orders and grow into larger orders.

Description

- CRF Supplier Diversity Financing is offered to select corporate partners to support their suppliers who are challenged with access to business funding
- For example, CRF's Pre-Shipment Finance product (PSF) provides an innovative working capital solution which allows diverse suppliers to raise cash in advance of invoice generation
- PSF injects capital at earlier stages of the procurement process cycle for suppliers to use as operating cash and to access raw materials necessary for completion of goods/services

How it works

1. CRF and Financial Institution identify and collaborate with corporate partners who are seeking unique capital solutions to support and financially strengthen their diverse suppliers
2. CRF and corporate partner design a program with a loan product tailored to the needs of their diverse suppliers
3. Financial Institution provides capital contribution to support the program (e.g., Senior debt to a SPV, grant capital for program design, grant capital for loss reserves)
4. CRF, with input from corporate partner and Financial Institution, develops a microsite with program information and launch point to submit a preliminary application
5. Suppliers meeting program eligibility requirements are invited to complete a loan application and work with CRF to obtain capital

OTHER OFFERINGS

Franchise Financing

Empower your corporate partners to provide their diverse franchisees with the capital needed to expand.

Description

- CRF provides tailored financing programs for an organization's franchisees to expand and acquire additional restaurants/stores with reduced equity

Revenue-based Lending (RBL)

Support the small business ecosystem to launch an innovative and responsible lending product.

Description

- CRF is leading a cohort of 5 CDFIs to launch a revenue-based lending product through a \$15M pilot fund, this collaborative partnership approach will allow us to innovate faster and smarter
- Revenue-based loans align with the interests and ability to pay of the business owner, do not rely on traditional underwriting, and maximize wealth-building potential of business ownership
- Target businesses are small businesses (<20 FTE) with \$150K to \$2M in annual revenues, with a focus on diverse business owners and business owners who face disproportionate barriers, in business and revenue-generating for 12+ months

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