

SBDC
PENNSYLVANIA
Small Business Development Centers
Helping businesses start, grow, and prosper.

Widener University

2023 Collaborative Opportunities

Brief for Community First Fund

December 2, 2022

Lenin Agudo | Liliana Quintero | Eran Dobronsky

1

OUR NETWORK LOCATIONS

THE PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS

15 regions are shown on the map, each corresponding to a county or group of counties:

- 1: Union, Snyder, Northumberland
- 2: Allegheny
- 3: Erie
- 4: Berks
- 5: Lehigh, Northampton
- 6: Centre, Mifflin
- 7: Clarion, Jefferson
- 8: Cambria, Blair
- 9: Westmoreland, Fayette
- 10: Cumberland
- 11: Philadelphia
- 12: Washington, Greene
- 13: Luzerne, Carbon
- 14: Chester
- 15: Columbia, Monroe, Pike

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS

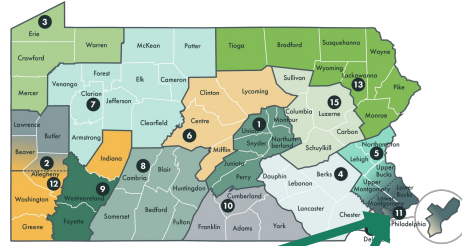
SBDC
PENNSYLVANIA

Widener University

2

WIDENER UNIVERSITY SBDC

THE PENNSYLVANIA
SMALL BUSINESS
DEVELOPMENT CENTERS



**Small Business Development Center
Widener University**

Helping businesses start, grow, and prosper.



PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS



Widener University

3

FUNDING PARTNERS



pennsylvania
DEPARTMENT OF COMMUNITY
& ECONOMIC DEVELOPMENT



U.S. Small Business
Administration



pennsylvania
DEPARTMENT OF ENVIRONMENTAL
PROTECTION



Widener University

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS



Widener University

4

S B D C
PENNSYLVANIA

THROUGH OUR **SERVICES** WE CAN HELP YOUR BUSINESS



START GROW PROSPER

5



SUPPORT SERVICES FOR OUR

ECONOMIC DEVELOPMENT PARTNERS

1. **NEEDS ASSESMENT TOOLS**
2. **CUSTOMIZED TRAINING**
3. **STRATEGIC PLANNING**
4. **VALUE ADDED INNOVATION**

6

BILINGUAL MEMBERS OF OUR TEAM



Lenin Agudo, MBA
Director & Consultant



Liliana Quintero, MBA
Bilingual (ENG/SPA) Small Business
Consultant



Erlan Dobronsky
Bilingual (ENG/ SPA) Capital Formation
Consultant



Monica Herrera
Bilingual (ENG/SPA) Grants and
Budget Analyst

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS



7



SERVICIOS EN ESPAÑOL

Estabilización | Sostenibilidad | Prosperidad



Programas de
educación
Virtuales



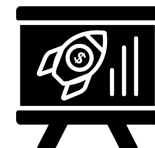
Webinars



Teleconsultoria



Material
instruccional
y guías



Biblioteca de
webinars por
demanda

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS



8




COMMUNITY FIRST FUND

WE BELIEVE

Our free services can assist

- *Affinity Group Lending*
- *Commercial Lending clients*

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS    Widener University

9



WE PROVIDE

- *Customized Training*
- *One to one consulting*

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS    Widener University

10

GOALS FOR TODAY

- 1 Get to know each other
- 2 Define areas of assistance
- 3 Referrals: When... How... Who...
- 4 Learn your process
- 5 Decide training sessions + dates

11

GOAL #2: DEFINE AREAS OF ASSISTANCE

AGL & Commercial Lending

AFFINITY GROUP
LENDING (AGL)



Liliana
Quintero



COMMERCIAL
LENDING



Erlan
Dobronsky



12

AREAS OF ASSISTANCE



AFFINITY GROUP
LENDING (AGL)



Liliana
Quintero

1. Documentation Training & Consulting
2. Startup Training (recurring) – Dates TBD
3. Clinics: small group workshops
4. One-on-one consulting

AREAS OF ASSISTANCE

1. Training for established businesses
 - Recurring – Dates TBD
2. Loan packaging Clinics
3. One-on-one consulting
 - Financial Projection Assistance

COMMERCIAL
LENDING



Erlan
Dobronsky



DOCUMENT CHECKLIST FOR LOAN CLOSING

DOCUMENT CHECKLIST FOR LOAN CLOSING

Client: _____
 Business Name, if applicable: _____
 AGL Name: _____
 Other Active AGL Groups or Loans (I/R/Mortgages): _____

Cycle Number: _____
 Loan Closing Date: _____
 Post-Closing Review Date: _____

DOCUMENT LIST	Status	Comments
Personal Information		
Loan Application		It can be signed at Closing.
Personal bank statements for past 3 months		We need these docs prior to closing.
Personal bank statements for past 3 months (where loan payment will be withdrawn)		We need this doc prior to closing.
Copy of Voided Check (from the account where loan payment will be withdrawn)		We need this doc prior to closing.
ACH Form will be completed once the voided check is submitted		It can be signed at closing.
Credit Authorization Form		We need this doc prior to closing.
Copy of Government issued photo ID		We need this doc prior to closing.
Social Security/Migratory Status (if applicable)		We need these docs prior to closing.
Personal Tax Returns for last two years		
Other:		
Business Documentation (For Business Loans)		
Business bank statements for past 3 months		We need these docs prior to closing.
Business Tax Returns for last two years		We need these docs prior to closing.
Business Insurance		We need these docs prior to closing.
Business Permits/Certifications		We need these docs prior to closing.
Articles of Incorporation for Business		We need these docs prior to closing.
Filed and dated Certificate of Organization		

Commercial Activity License (formerly BPL)
 EIN Certificate or Letter
 Operating Agreement
 Limited Liability Company agreement (LLC Certificate or Letter)
 Fictitious Business Name (if applicable)
 Flood Zone Verification (Business)
 Other: _____

We need these docs prior to closing.
 We need this doc prior to closing.
 We need this doc prior to closing.
 We need these docs prior to closing.
 We need these docs prior to closing.

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS

15

A CLIENT'S JOURNEY

- Walk us through your client's journey
- How long does it take from intake to closing?
- Where are the bottle necks?

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS

21

DOCUMENT CHECKLIST FOR LOAN CLOSING

DOCUMENT CHECKLIST FOR LOAN CLOSING

Client: _____
 Business Name, if applicable: _____
 AGL Name: _____
 Other Active AGL Groups or Loans (LI/Mortgages): _____

Cycle Number: _____
 Loan Closing Date: _____
 Post-Closing Review Date: _____

DOCUMENT LIST

Item	Status	Comments
Personal Information		
Loan Application		It can be signed at Closing.
Personal bank statements for past 3 months		We need these docs prior to closing.
Copy of voided Check (from the account where loan payment will be withdrawn)		We need this doc prior to closing.
ACH Form will be completed once the voided check is submitted		We need this doc prior to closing.
Credit Authorization Form		It can be signed at closing.
Copy of Government issued photo ID		We need this doc prior to closing.
Social Security/Migratory Status (if applicable)		We need this doc prior to closing.
Personal Tax Returns for last two years		We need these docs prior to closing.
Other:		
Business Documentation (For Business Loans)		
Business bank statements for past 3 months		We need these docs prior to closing.
Business Tax Returns for last two years		We need these docs prior to closing.
Business Insurance		We need these docs prior to closing.
Business Permits/Certifications		We need these docs prior to closing.
Articles of Incorporation for Business		We need these docs prior to closing.
Filed and dated Certificate of Organization		We need these docs prior to closing.

- Commercial Activity License (formerly BPL)
- EIN Certificate or Letter
- Operating Agreement
- Limited Liability Company agreement (LLC Certificate or Letter)
- Fictitious Business Name (if applicable)
- Flood Zone Verification (Business)
- Other:

We need these docs prior to closing.
We need this doc prior to closing.
We need this doc prior to closing.
We need these docs prior to closing.

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS
SBDC PENNSYLVANIA
Widener University

22

DOCUMENTATION REQUIREMENTS FOR CLOSING

1

Personal Docs

- Loan Application
- Bank Statements (3)
- Voided Check
- ACH Form
- Credit Authorization
- Photo ID
- Social Security
- Tax Returns (2 Y)

2

Business Financial & Insurance Docs

- Bank Statements (3m)
- Tax returns (2Y)
- Business Insurance
- Flood Zone Verification

3

Legal Entity

- Fictitious Name (if ap)
- LLC agreement
- LLC Certificate/ Letter
- Cert of Org.
- Operating Agreement
- Articles of Incorp.
- EIN Certificate/ Letter

4

Licenses & Permits

- Commercial Activity License
- Business Permits/Certs

5

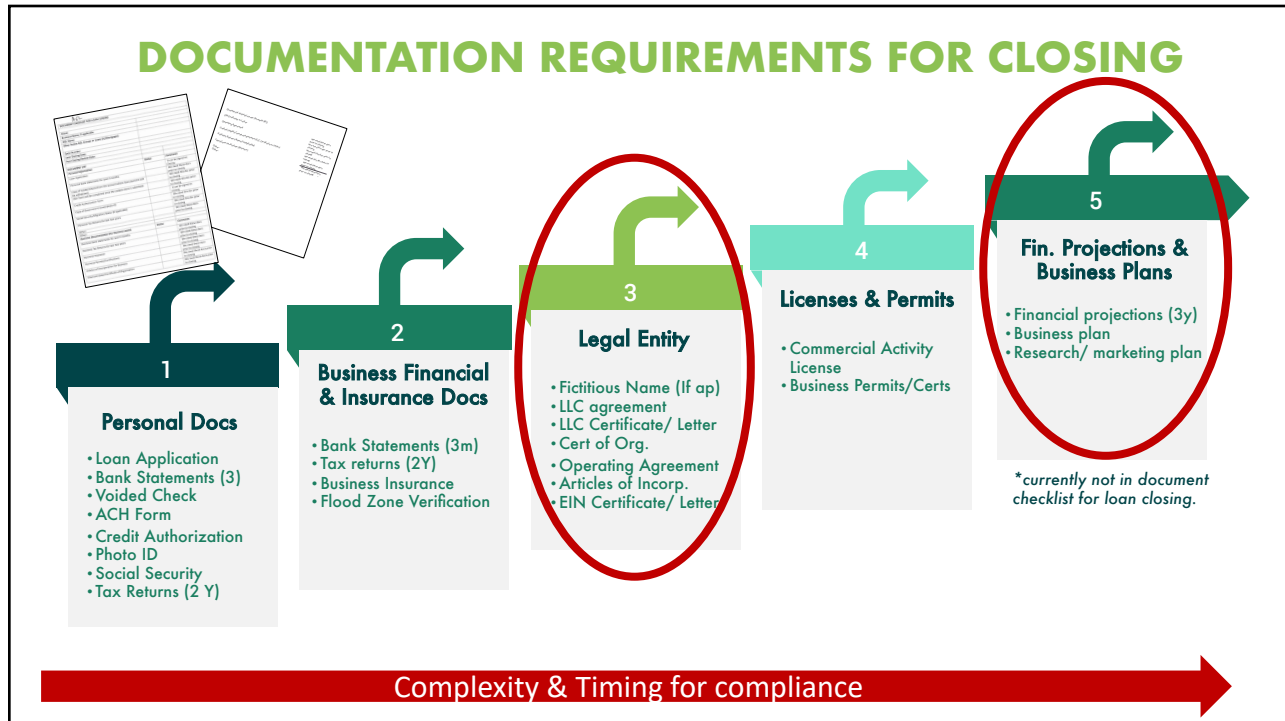
Fin. Projections & Business Plans

- Financial projections (3y)
- Business plan
- Research/ marketing plan

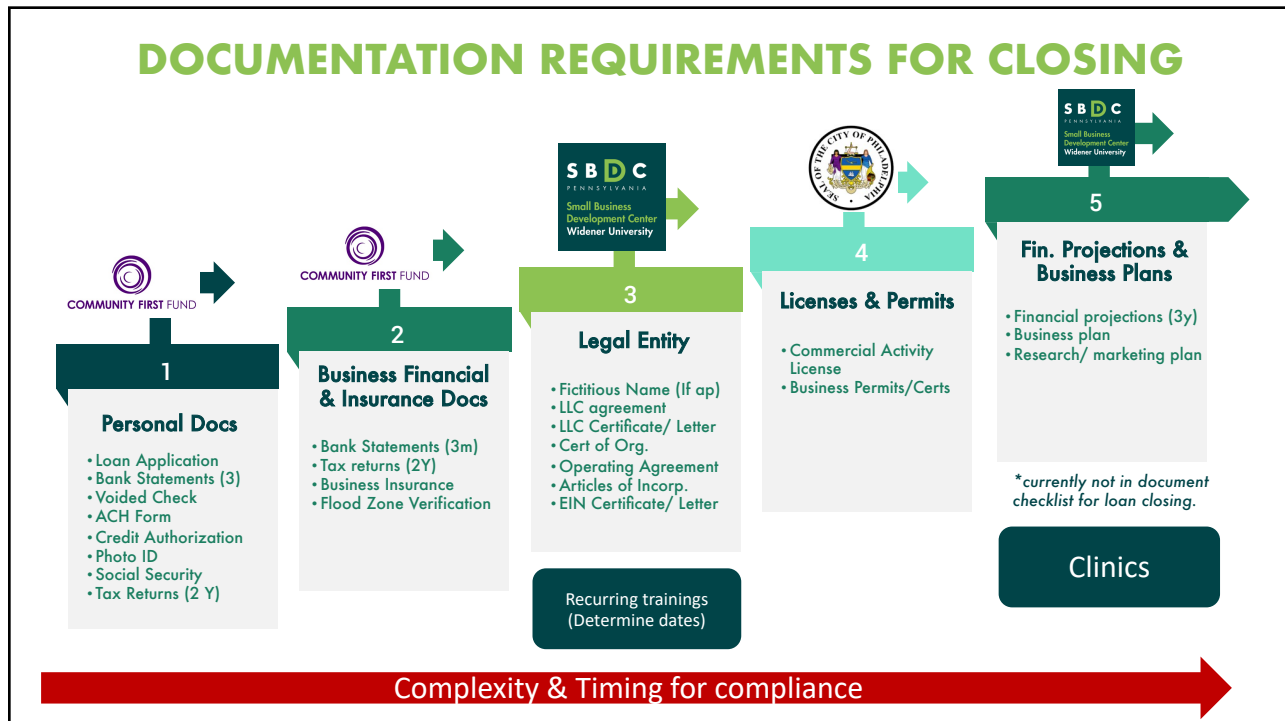
**currently not in document checklist for loan closing.*

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS
SBDC PENNSYLVANIA
Widener University

23



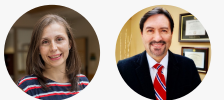
24



25

REFERRAL PRIORITIZATION




(Based on likelihood of getting a loan)

	YES	NO	Maybe Later
<p>Client Profile →</p> <p>→ Refer to</p>	<ul style="list-style-type: none"> • Loan application submitted • Credit score check • Collateral check • Missing supporting docs: financial projections, business Plan, legal entity docs 	<ul style="list-style-type: none"> • Needs substantial credit improvement • Not bankable 	<ul style="list-style-type: none"> • Incomplete Business idea • Needs some credit improvement • Not enough cash, savings, collateral, down payment • Needs licenses and permits
	<p>SBDC Consultants</p>  <p>Liliana Quintero Erian Dobronsky</p>	<p>First Step Program</p> 	<p>Request Consulting</p> 

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS SBDC PENNSYLVANIA WIDENER UNIVERSITY

26

POTENTIAL TOPICS FOR FUTURE TRAININGS

LEGAL ENTITY DOCUMENTATION	BUSINESS GROWTH (STAGES)	FINANCIALS	REAL ESTATE	LOAN PACKAGING
				
Q1. 2023	TBD . 2023	TBD . 2023	TBD . 2023	TBD . 2023

CFF Opportunity: Identify growth potential clients for expansion and new loans.

SBDC support: transition clients from - to

- Obtaining documentation
- Business strategy (business model design)
- Business life cycle
- Customized training for growth potential clients (Ella Emprrende)

PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS SBDC PENNSYLVANIA WIDENER UNIVERSITY

27

LET'S KEEP IN TOUCH



Lenin Agudo, MBA
Director & Consultant



Liliana Quintero, MBA
Bilingual (ENG/SPA) Small Business
Consultant



Erian Dobronsky
Bilingual (ENG/ SPA) Capital Formation
Consultant



PENNSYLVANIA SMALL BUSINESS DEVELOPMENT CENTERS



28

THANK YOU!



Widener University
School of Business
1304 Walnut St.
Chester, PA 19013
T. 610.499.4109
WIDENERSBDC.ORG

www.widenersbdc.org

29