



Alternative Lending Options for Small Businesses

Below are some lending sources that will lend quickly *without requiring the entrepreneur to have a formal business plan or a financial forecast*.

- The funds can be used for working capital, equipment, or other business needs.
- They offer a 6 month to 5-year repayment period, depending on the source; periods will be longer with credit cards.

Credit cards

Quickest, easiest lending option for a small business owner is to apply for a credit card(s). Options include:

- **Traditional credit cards.** Visa, MasterCard, American Express, Discover.
 - Consider credit cards that offer cash back, travel, or other rewards.
- **PayPal Credit** <https://www.paypal.com/us/cshelp/article/what-is-paypal-credit-and-where-can-i-use-it-help472>
- **Amazon credit** <https://www.amazon.com/Credit-Cards/b?ie=UTF8&node=1266766011>
- **Store credit cards to finance specific needs;** e.g., Best Buy for computers and electronics

Term loan options for small businesses

These lenders look at the cash flow of your business and decide how much they will lend you.

- **Bluevine** <https://www.bluevine.com>
- **Quickbooks Capital** <https://quickbooks.intuit.com/capital/>
- **On Deck** <https://www.ondeck.com>
- **CAN Capital** <https://www.cancapital.com>
- **CIT** <https://www.cit.com/business/solutions/get-financing>

Accounts Receivable Financing

If you sell to other established businesses, there are lenders who will give you an advance less their small fee when they collect payment from your customer. An example of such an “Accounts Receivable financing company” is NOW Account <https://nowcorp.com/how-it-works/>.

- The amount of advance funding offered is based on the credit of your business customers rather than the credit of your company.

- The financing company waits the 30, 60, or 90 days for payment and they accept the risk of nonpayment. In other words, if your customer does not ultimately pay the finance company, you don't have to return the advance and the finance company takes the loss.

Nonprofit community lenders

A final option to consider is nonprofit Community Development Financial Institutions, or CDFIs. An example is the Cooperative Business Assistance Corporation (CBAC) in Camden, New Jersey.

- CDFIs directly lend money from the U.S. Small Business Administration.
- CDFIs are more likely to give a loan to a small business than a traditional bank because they also have a social mission (e.g., job creation, closing the wealth gap).
- Here is a link to the CBAC website: <https://www.cbaclenders.com>

Here is a search tool to find CDFIs in your area: <https://about.bankofamerica.com/en/making-an-impact/cdfi-list> ; also, a number of them are listed below:

Community Development Financial Institutions (CDFIs) in and Around New York City

Ascendus (formerly Accion East)

Website: <https://www.ascendus.org/>

Address: 25 Broadway, 10th Floor, New York, NY 10004

Phone: (866) 245-0783

Special Notes: Empowers low-to-moderate income entrepreneurs with access to capital and financial education.

BOC Capital Corporation

Website: <https://boccapital.org/>

Address: 85 South Oxford Street, 2nd Floor, Brooklyn, NY 11217

Phone: (718) 624-9115

Special Notes: Offers financing solutions and business counseling to small businesses, focusing on minority and women entrepreneurs.

Brooklyn Cooperative Federal Credit Union

Website: <https://www.brooklyn.coop/>

Address: 1474 Myrtle Ave, Brooklyn, NY 11237

Phone: (718) 418-8232

Special Notes: A member-owned financial institution offering banking services and loans to local residents and businesses.

Accompany Capital (formerly Business Center for New Americans)

Website: <https://accompanycapital.org/>

Address: 120 Broadway, Suite 230, New York, NY 10271

Phone: (212) 898-7850

Special Notes: Provides financial services to immigrants, refugees, and women entrepreneurs.

Pursuit

Website: <https://www.pursuitlending.org/>

Address: 19 British American Blvd East, Latham, NY 12110

Phone: (866) 466-9232

Special Notes: Offers loans and advisory services to small businesses to promote growth.

Grameen America

Website: <https://www.grameenamerica.org/>

Address: 82-11 37th Avenue, Suite 607, Jackson Heights, NY 11372

Phone: (718) 704-0424

Special Notes: Provides microloans, financial training, and support to women entrepreneurs.

Harlem Entrepreneurial Fund

Website: <https://www.hefnyc.org/>

Address: 361 West 125th Street, 2nd Floor, New York, NY 10027

Phone: (212) 749-0900 x114

Special Notes: Offers financing and business development services to Harlem-based entrepreneurs.

Neighborhood Trust Federal Credit Union

Website: <https://neighborhoodtrustfcu.org/>

Address: 1112 St. Nicholas Avenue (at West 166th Street), New York, NY 10032

Phone: (212) 740-0900

Special Notes: Provides financial services and education to low-income individuals in Northern Manhattan.

Renaissance Economic Development Corporation

Website: <https://www.renaissancesbs.org/>

Address: 2 Allen Street, 7th Floor, New York, NY 10002

Phone: (212) 964-6022

Special Notes: Offers microloans and business development services to entrepreneurs in New York City.

Note – this document is meant to be accompanied by oral commentary from a Harvard Business School alumni coach.