



HCEDC

Hudson County
Economic Development
Corporation

Lunch and Learn

LOANS & CONSULTING SERVICES

UCEDC

June 30, 2026 1 PM

Opening Doors in Hudson County
www.hudsonedc.org

Supported by:



CRAIG GUY *Craig Guy*
COUNTY EXECUTIVE

& The Board of County Commissioners

Welcome!



This webinar will be recorded and provided with a copy of this powerpoint after the event via email.



Use the chat feature below to ask questions.



Click on the Closed Caption "CC" button below to turn on captions.



Spanish Captions:
Click on the CC button below and change language.

Subtítulos en Español:
Haga clic en el botón CC y cambie el idioma.

About HCEDC

Business Loans, Education, and Information



Education And Information



148
Programs

274,158
People Reached



Loans

210
Number of Loans



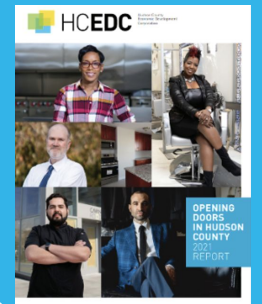
\$ 29,504,007
Approved

\$\$\$\$\$

830
Jobs Created
Retained



[Hudson County:](#)
[The Right Place for You and](#)
[Your Business](#)



SMALL BUSINESS

Highlights

illustrates UCEDC's
entrepreneurs who grew

- TRAINING
- LENDING
- GOVERNMENT CONTRACTING

Today's focus is strictly lending



Lending



Training



Government Contracts

LENDING

- Community Development Financial Institution (CDFI)
- US Small Business Administration (SBA) lender
- Microloans – up to \$50,000
- SBA 504 Commercial Real Estate & Major Equip. loans – up to \$5 million

Non-SBA Loans above \$50,000 require Real Estate or Equipment Collateral and minimum 1 year in business



SMALL BUSINESS FINANCING OPTIONS

- Existing Businesses or Start-Ups
- Up to \$50,000 (Lower amounts for start-up or unsecured)
- Terms up to 6 years
- Fixed rates – as low as 5% up to 7.75%
- No fees, no prepayment penalties



SMALL BUSINESS FINANCING OPTIONS

Rapid Response

- Up to \$10,000, 3 years
- 1+ year in business
- DSC: 1.1x or higher
- Min FICO 650
- Interest rate 7.75% (5.00% if FICO > 700)
- Unsecured; Personal Guarantee

Special Microloan Programs

Prime Lock

- Up to \$25,000, up to 5 years
- 3+ years profitable in business
- DSC: 1.15x or higher
- Min FICO 680
- 5.00% Fixed
- Unsecured; Personal Guarantee

SMALL BUSINESS FINANCING OPTIONS

NEXT STEP SMALL BUSINESS LOAN

- 0% interest loans for established small businesses
- Up to \$15,000 with a fixed 5-year term
- No fees and no collateral required
- Eligible uses: working capital, inventory, furniture, fixtures, and equipment
- Business must be located in Hudson or Passaic Counties (NJ) or NYC
- In business 3+ years, minimum FICO 680
- No bankruptcy in the past 5 years; limited recent slow pays

Supported by Capital One Bank

SMALL BUSINESS FINANCING OPTIONS

SBA 504

- Owner-occupied real estate or major equipment
- Real Estate up to 25 years; equipment 10 years
- Participation loan:
- Bank (up to 50%); UCEDC/SBA (up to 40%); Borrower 10%+
- SBA portion is fixed rate – set at funding

WHAT LENDERS REALLY WANT



LENDERS ARE ASKING ONE KEY QUESTION:

"Will this business be able to repay the loan?"

LENDERS EVALUATE:

- Cash flow
- Credit
- Management experience
- Equity investment
- Collateral
- Documentation





Cash Flow Is King

The #1 Factor in Lending Decisions

Lenders Review:

- Revenue trends
- Profitability
- Existing debt obligations
- Debt Service Coverage (DSCR)
- Future repayment ability

CREDIT AND MANAGEMENT EXPERIENCE



Your Track Record Matters

Lenders evaluate:

- Historical Cash Flow
- Clean Credit – write offs and late payments are a concern
- Industry experience
- Proper YTD documentation, P&L, Balance Sheet, A/R and AP



EQUITY AND COLLATERAL

Demonstrating Commitment

Equity Injection:

- Owner investment in the project
- Shows commitment and reduces risk

Collateral

- Collateral
- Real estate
- Equipment
- Business assets
- Personal guarantees

IMPORTANCE OF FINANCIAL DOCUMENTATION

Be Prepared.
Typical lender requirements:

- Business tax returns
- Personal tax returns
- Profit & Loss Statements
- Balance Sheets
- Bank statements
- Debt schedules



WHY LOANS GET DELAYED

Common causes:

- Missing documents
- Incomplete applications
- Unanswered lender questions
- Outdated financial statements
- Ownership information not provided

WHY LOANS GET DECLINED

Common red flags:

- Insufficient cash flow
- Excessive debt
- Merchant cash advances
- Poor credit history
- Unrealistic projections
- Weak business plan



Preparing for Growth

Financing Growth Successfully

Growth opportunities may include:

- Purchasing commercial real estate
- Expanding operations
- Purchasing equipment
- Hiring employees
- Opening new locations

BUY VS. LEASE REAL ESTATE

Questions to Consider

Buy when:

- Long-term location needs
- Stable cash flow
- Desire to build equity

Lease when:

- Flexibility is important
- Rapid growth expected
- Limited capital available

FINANCING EQUIPMENT AND EXPANSION

Common Financing Options:

- Conventional loans
- SBA 7(a)
- SBA 504
- Equipment financing
- CDFI lending programs

Benefits:

- Preserve working capital
- Support growth
- Match repayment terms to asset life





KEY TAKEAWAYS

Remember These Three Things:

1. Know your numbers
2. Build relationships before you need money
3. Keep your financial records organized

GET CONNECTED:

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Helping small businesses start, grow, thrive.

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Scan the QR code to complete
our short pre-qualification form
or visit **UCEDC.com****





**Request Training Assistance
by scanning the QR code below
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Questions?

Thank you!

Contact us via:

email - info@hudsonedc.org

phone - (201) 369-4370 ext. 2

website - www.hudsonedc.org

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