



## **About the Fund: for Prospective Borrowers**

The Neighbor Fund revolving loan fund is a joint project of Redeemer Community Church, a church based in the Bayview ([www.redeemersf.org](http://www.redeemersf.org)), and Dayspring Technologies ([www.dayspring-tech.com](http://www.dayspring-tech.com)), a business also based in the Bayview.

We started the fund to support small business in the Bayview/Hunters Point neighborhood by making small loans.

## **How We Lend**

### **Lending as a practice of righteousness**

Our philosophy is simple. We want to recover a practice of lending that is based on person-to-person relationship and deep knowledge of one another. We lend in a way that builds the community up in all its relationships. We hope borrowers and lenders become friends.

Our approach is personal. We talk with you about loan amounts and interest rates that work for your business. We ask for letters of reference and financials rather than running credit scores. We also ask borrowers to agree to serve on a loan committee to help determine other loans to make. We plan on eating together and enjoying one another's company.

### **Interest**

We see the interest that borrowers pay on a loan as a way for those who loan money, together with those who borrow money, properly to share in the fruits of a flourishing business.

We firmly believe that money does not "make money." Good work combined with the blessing put in Creation by a good and generous Creator is what results in increase. We lend in a way that recognizes this.

### **Loan Terms**

We loan for capital purchases for business expansion in amounts ranging from \$3,000 to \$10,000 with interest rates that range from 3 to 7%. In setting the rate of interest we take into account your ability to re-pay. Loans can be structured to be repaid over a one to three year (12 - 36 month) period.

## **The Loan Application**

We ask for the following in your loan package:

- A. **General.** Description of your business and its major products or services.
- B. **Capital Uses.** Description of what you will do with the money you borrow and how this helps your business expand
- C. **Financial.** Information about your business's financial performance (revenue and expenses) over the last 12 - 36 months covering
  - a. Total sales by quarter
  - b. Total expenses by quarter
  - c. Sales by product/service, if this applies.
- B. **Debt.** We ask that you let us know of any other debt that you currently are carrying.
- C. **References.** Letters of reference from 2 to 3 different community members who are familiar with your character and business experience. Please ask your references to be sure to provide email or phone contact information so that we can speak with them. We typically do this after we have made a preliminary lending decision.
- D. **Your Loan Committee Contribution.** Because we ask that borrowers be prepared to serve on the committee of the fund that determines who gets loans, we ask you to write a brief paragraph explaining what you would bring to the loan committee. Perhaps it's your 7 years in business or your knowledge of the Bayview community. Perhaps it's your past struggles paying the bills that will help us do lending in a more righteous way. Tell us what you would bring to our committee.

If you need help pulling together any of this information, we are more than happy to sit down with you and help you complete your application. We hope that putting together the information for the loan application would help your business even if you don't get a loan.

### **The Process**

Your loan application will be reviewed by a loan committee composed of local small business people, some of whom are borrowers from the fund, members of Redeemer and other local churches, and staff members of Dayspring.

You can expect that the people on the loan committee will thoroughly review your application and tell you what prompted us to approve or fail to approve the loan. Our loan committee meets as needed. When we start our conversations about applying for a loan, we'll let you know how long it will take to make the loan decision. We'll do our best to meet your critical timelines.

### **Follow-up**

If you eventually take a loan from the fund, we'll plan on meeting together once every couple of months to see how your business is doing and hear what we can do to help. We want to do what we can to help you succeed!

## Contact Us

For more information or to apply, please contact Chi-Ming Chien at 415-247-9420, [chi-ming@neighborfund.org](mailto:chi-ming@neighborfund.org) or Jeff Boyd at [jeff@neighborfund.org](mailto:jeff@neighborfund.org).