

ALTERNATIVE FINANCING



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IN THESE CHANGING TIMES, WE'RE ADAPTING QUICKLY TO ADJUST TO THE NEW NORMAL.

For the past couple months, business owners have been focused on figuring out how to adjust or to survive this pandemic. Regarding funding, most have spent their time trying to access the disaster loans like the PPP, Paycheck Protection Program Loan, through their bank. But those loans only provide the funds to cover about 2.5 months of payroll. Besides that, some businesses could not qualify for those loans (i.e. foreign ownership) or could not secure a funding source. So, it's important to know what other options are available.

As you can imagine, lenders are tightening up their restrictions. Pre-COVID, it was very difficult to qualify for traditional bank financing. Now, it's even more so. Even alternative lenders are making a number of changes. Some have temporarily paused all new funding. Some have even closed up shop. But others are learning to fund businesses in new ways.

Let's look at a few lenders in our network that are still open for business and see what they are looking for:

SHORT TERM REVENUE-BASED LOANS

Now accepting submissions for all industries, so long as they meet a monthly revenue of \$50,000 and 5 deposits per month into the business bank account. As markets continue to adjust, they're letting the activity on the bank statements reveal which businesses are now deemed "essential."

Here's some industries we've seen success with recently:

- Medical Offices
- Medical Research and Laboratory Services
- Walk-in Clinics
- Medical Wholesale and Distribution
- Nursing Homes
- In-Home nursing services
- Mental health providers
- Substance abuse support
- Physical Therapy
- Repair and Maintenance
- HVAC
- Plumbing
- Roofing
- Remodelers
- Manufacturing
- Pharmacy
- Trucking
- Delivery Services
- Grocery Stores
- Farmers Markets

- Pet Care
- Gas Stations feat. Convenience Stores
- Auto Repair
- Funeral Homes
- Trash and Recycling
- Landscaping
- Pool Maintenance
- IT Services
- E-Commerce
- Liquor Stores
- Convenience Stores

A/R FINANCING PROGRAMS

Lenders in this space are still very active. They are able to verify invoices and credit check accounts and have more safeguards than most. They focus on the quality of your accounts receivable, not your financial performance.

The following industries below would be expedited through underwriting at this time (up to 10 business days to fund). It is important to note that there are still underwriting opportunities in other industries but these would move quicker and have a higher closing rate.

- Government A/R
- Large Cap Technology Spend
- Utilities (Water, Electricity, Waste Management)
- Security Services
- Health Services (Lab Testing, Hospital Cleaning, Hospital Services)
- Staffing (especially Consumer Staples, Food Distribution)
- Pharmaceuticals

OTHER ALTERNATIVE LENDING PROGRAMS STILL ACTIVE

- SBA 7a Commercial Real Estate Loans
- Hard Money Real Estate Loans
- Purchase Order Funding
- Equipment leasing: A-D credit, sale leaseback programs available
- Business Funding based on personal FICO (700+), Startups welcome

**PLEASE REACH OUT TODAY IF YOU HAVE
A QUESTION ABOUT CURRENT FUNDING
OPTIONS FOR YOUR BUSINESS.**