

# Washington's Revenue-Based Financing Fund

Supported by the Washington State Department of Commerce and the U.S. Department of Treasury through the Washington State Small Business Credit Initiative (SSBCI)



## Smart financing for your growing business.

If you're a business looking to grow at your own pace, the Revenue-Based Financing Fund may be the right fit for you. Our revenue-based financing is an alternative to a traditional bank loan, with repayments that are customized to your specific needs and tailored to your business's income.

### What's the benefit of revenue-based financing?

Traditional forms of revenue-based financing are repaid from a business's gross revenue. Financing supported by the Revenue-Based Financing Fund is different because repayment is based on a percentage of the business's revenue after adjustments for investments and ordinary expenses that the business needs to grow — such as investments in new products or equipment, cost of goods, payroll, rent, taxes, and other allowable expenses.

### Choose the financing option that best fits your needs.

#### The Denkyem Loan

##### Businesses must be:

- Located and registered to do business in Washington state
- Generating revenue
- In business for at least 12 months, 2 years preferred
- A for-profit entity
- 500 employees or less

##### Terms:

- 3-year term
- Working capital loan between \$10,000 – \$50,000
- The multiple of this product is 1.10x (6.29% APR\*)
- Repayments set at 5% of business's adjusted monthly revenue, with a minimum monthly payment of \$100



#### Ajust from Grow America

##### Businesses must be:

- Located and registered to do business in Washington state
- Able to demonstrate ability to repay loan
- In business for at least 3 years
- A for-profit entity
- 500 employees or less

##### Terms:

- 3-year term
- Working capital loan between \$50,001 – \$500,000 (with exceptions up to \$1M)
- The multiple of this product is 1.24x (14.27% APR\*)
- Repayments based on 20% of business's adjusted monthly revenue, with a minimum monthly payment of \$1,000



\*APR is the estimated cost of your financing expressed as a yearly rate and incorporates interest costs and any other finance charges allowed under SSBCI customer protection guidelines.

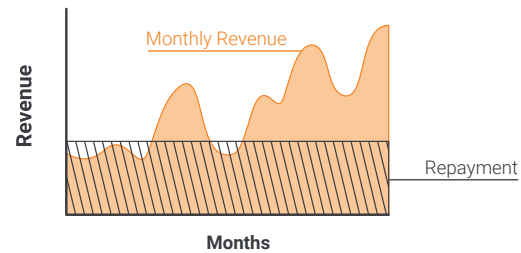
# A revenue-based loan works like this.

Since opening a few years ago, Rebecca's flower shop has seen an increase in customers and revenue. She has an opportunity to grow her business even more by investing in additional inventory and staff. Rebecca wants to take on a loan, but a fixed payment structure can be difficult for businesses during growth and ramp-up phases.

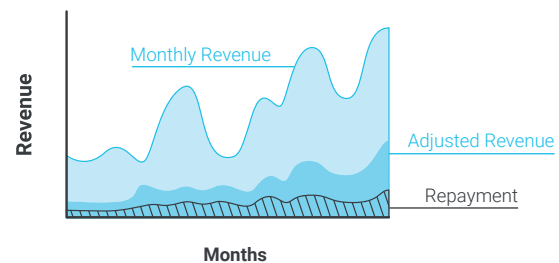
A revenue-based loan may be the right fit for Rebecca. A conventional RBF loan would require Rebecca to repay a portion of her gross revenue and limit her ability to invest in the business.

Financing from the Washington RBF Fund adapts to her revenue growth and enables her to significantly invest in her business, and she's able to double her inventory and hire an assistant. With flexible repayments based on adjusted revenue, she can also invest in marketing to reach a wider audience.

## Term Loan



## Washington RBF Fund



## Working capital can be spent on:

- Equipment
- Renovations
- Marketing and advertising
- Payroll
- Supplies
- And more
- Rent and utilities
- Inventory

## Our knowledgeable financial experts will steer you right.

They're not like traditional banks. They're community development financial institutions, or CDFIs, that have years of experience working with small businesses. Their financial guidance is supportive, transparent and honest, and they'll collaborate with you on the best way forward.

## Find the right financing option for you.



Visit [growamerica.org/rbf](https://growamerica.org/rbf) and get started today.

The Washington Revenue-Based Financing Fund is supported by the Washington State Department of Commerce and the US Department of Treasury through the Washington State Small Business Credit Initiative (SSBCI). You can visit the [agency's website](#) to learn more about how SSBCI provides additional capital to Community Development Financial Institutions (CDFIs) and participating lenders for small businesses and nonprofits throughout Washington, particularly those in historically underserved and under-banked communities.

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