

Enterprise Loan Fund

What is ELF?	Enterprise Loan Fund is a revolving loan fund capitalized by the U.S. Economic Development Administration. We operate in Cibola, McKinley, and San Juan County with a focus on providing flexible and patient expansion loans to small businesses in northwest New Mexico.
How is ELF different?	<ul style="list-style-type: none">• Lower interest rates and longer repayment terms lowers your monthly payment• No down payment for working capital / 10% down for non-working capital• We participate with banks and other lenders to get deals done
Who is eligible?	This program is open to qualified, existing businesses in operation subject to the SBA size standards by industry (determined by your NAICS). Speculative real estate investment or research and development projects, non-profits and financing entities are NOT eligible.
How much can I borrow?	Our loans range from \$20,000 - \$100,000. However, the amount a business and its affiliates can borrow is subject to our underwriting and available capital. ELF participants will leverage a minimum of two private dollars for each RLF dollar loaned.
How can loan funds be used and what are the repayment terms?	<ul style="list-style-type: none">• Working Capital - 7-10 year term• Machinery & Equipment - up to 10 year term• Real estate acquisition and/or renovation or improvements - up to 25 year term• Tenant Improvements - to be repaid over the life of the lease (10 year max)• Refinance of existing business debts
Is there an application fee?	Yes, a \$250 application fee which is subtracted from your closing costs. Refundable less any 3rd party processing costs if deal does not close.
Are there closing fees?	Yes, soft and closing costs include appraisals, liens searches and filings, environmental studies, legal etc. <ul style="list-style-type: none">• 1% closing fee• All closing costs may be financed into the loan
What are the interest rates?	<ul style="list-style-type: none">• Fixed rates up to WSJ Prime + 2.00%• Minimum interest rates shall not be lower than 5%• Maximum interest rate not to exceed 10%
What guarantees and collateral are required?	<ul style="list-style-type: none">• Personal guarantees are required from any individual with > 20% ownership of the business• Security interest in all available collateral• For real estate: flexible Loan-to-Value, depending on underwriting
Is any reporting required?	As a relationship lender, ELF meets with every business in our portfolio annually. We also expect the business to provide us with financial statements and/or tax returns and complete a brief community survey on at least an annual basis.

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