

ABOUT THE FUND



The 865 Opportunity Fund is a \$6 million loan fund established in January 2023 to improve access to capital for area small businesses, particularly those led by women and minorities with capital needs of \$5,000 to \$50,000.

Pathway Lending serves young and established Tennessee small businesses seeking to fund an opportunity to grow or expand their businesses. Pathway also offers loans up to \$5 million for a range of small business and commercial funding needs to businesses of all industries and stages.

Initial capital provided by:
First Horizon Bank
Regions Bank
Pinnacle Financial Partners

In collaboration with:
Knoxville Chamber

WHAT SOLUTIONS WE OFFER

Loan Size | Our small business loans start at **\$5,000**, and we focus on loans under **\$50,000** but have flexibility to consider loans for larger amounts

Term | We typically allow borrowers **3 to 10 years** to pay back the loan, depending on use of funds

Rate | We typically charge borrowers interest rates based on the prime, or best, rate plus 4 points (See bank prime loan at [federalreserve.gov/releases/h15/](https://www.federalreserve.gov/releases/h15/))

Uses | We cover a range of purposes, including **working capital** lines of credit, term loans for **equipment and real estate**, and **microloans**

Accounts Receivable	Energy Efficiency	Marketing
Business Acquisition	Equipment	Real Estate
Debt Consolidation	Working Capital	
Emergency Repairs	Inventory	

WHAT WE TYPICALLY REQUIRE

Collateral and Personal Guaranty | Usually **required**

Loan to Value | We will finance **up to 100%** of the value of the underlying asset(s) for which the borrower requests the loan funds

Debt Service Coverage | We require borrowers have sufficient cash flow to cover debt payments **at least 1.15 times** after covering operating expenses

Financials | We like to see **at least one year** of positive recorded revenue for the business

State of Business | We typically work with **established businesses** that have been in operation for at least one year and have opportunity to grow

TELL US ABOUT YOUR OPPORTUNITY



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MORE THAN A LENDER



Pathway Lending partners with clients to help them realize the opportunities Pathway loans finance. We do this by pairing clients with dedicated advisors who have finance and marketing expertise and connecting clients with a full range of learning programs they can access online anytime, anywhere.

SUPPORT

Many clients Pathway Lending focuses on serving face unique challenges to business sustainability and growth.

Our Business Advisory Services team coaches clients one-on-one so they can navigate the loan application process before the loan and grow businesses after the loan with higher creditworthiness, more jobs and more revenue.

1-1 COACHING IN 2021

535 

BUSINESSES

 **5,422**
HOURS

LEARNING

Learning programs at Pathway do more than skim the surface with 'what' to do in business and dive deep into the 'how.' As we say at Pathway, you'll spend your time here working ON your business.

And with programs for every stage of business that range from classes and workshops to cohorts and one-to-one coaching, we're ready to walk with you every step of the way.

Through our single online destination Pathway Learning, access our programs when and where you need them — online and on demand. Check out our lineup at pathwaylearn.org.

ABOUT PATHWAY LENDING

Whether you need education to get capital ready or you need capital to grow your business, Pathway Lending is here to help you take your next step. For Tennessee small businesses at any stage in any industry, we offer a complete catalog of flexible and affordable loan products. We also offer a full range of learning programs, from classrooms to one-to-one coaching by our expert advisors.

GET TO KNOW OUR MISSION AND THE ENTREPRENEURS WE SERVE
PATHWAYLENDING.ORG/865FUND