

## What is Kiva Zip?

Kiva Zip is a new initiative to make small business loans to entrepreneurs in the United States. We aim to **expand access** to capital for microenterprises, to **lower costs** of capital, and to **increase connections** between borrowers and lenders. Kiva Zip helps entrepreneurs “crowd-fund” loan capital from individual lenders around the world at a 0% interest rate. We work with local organizations and individuals called **trustees** to identify and endorse borrowers, tapping into the networks of trust that already exist in communities across the country.

## What do the loans look like?

- 0% interest rate
- first loan can be up to \$5k; subsequent loans can be up to \$50k
- up to 24 months repayment term
- grace periods available for startups and agricultural businesses
- repayments made in regular weekly or monthly installments
- disbursements and repayments made electronically via Paypal
- posted and “crowd-funded” online

## What are the criteria for the loans?

Minimum Requirements (Borrowers)	Character Assessment (Trustees)
<ul style="list-style-type: none"> <li>✓ your debt-to-income ratio (DTI) must be less than 35% (not including rent or mortgage payments)</li> <li>✓ you cannot have debt that is more than 90 days past due</li> <li>✓ you cannot currently be in foreclosure or bankruptcy</li> <li>✓ your annual income must be less than \$100,000</li> <li>✓ you must have both PayPal and Facebook accounts</li> </ul>	<ul style="list-style-type: none"> <li>✓ do you deeply trust that the borrower is the kind of person who will commit to repaying their loan?</li> <li>✓ do they have a viable business or business plan?</li> <li>✓ do you know what they will use the loan for and how it will impact their business?</li> <li>✓ will this loan have a positive social impact?</li> </ul>

## Is Kiva Zip right for me as a borrower?

If you are looking to start a small business or grow your existing small business and need \$500 to \$5000 we want to hear from you. Please call your local Kiva representative to learn more about getting a Kiva Zip loan.

## What does a trustee do and what are the benefits of being a trustee?

First, a trustee must create a public profile on the Kiva Zip website. A trustee invites a borrower (or a few!) to apply for a Kiva Zip loan and crafts a brief, open endorsement that enhances the credibility of the entrepreneur and helps lenders decide whether or not to make a loan. There are two types of trustees:

- **Organizational trustees:** include community development corporations, local businesses, nonprofits, religious groups, small business development centers, and startup incubators and accelerators. A borrower may apply for a loan of up to \$5,000, repaid over 10 to 24 months with an invitation from an organizational trustee.
- **Individual trustees:** include advisors, close friends, college professors, and mentors. A borrower may apply for a loan of up to \$2,500, repaid over 3 to 12 months with an invitation from an individual trustee.

The benefits of being a trustee are many:

- Help people in your community who you might otherwise not be able to access capital.
- Engage with Kiva’s network of a million lenders across the globe.
- Showcase your social impact to people in your community and around the world while building your brand.
- Benefit from the positive publicity that collaboration with Kiva brings.