



U.S. Small Business
Administration

U.S. Small Business Administration: Programs and Resources for Small Businesses

Presented By:

SBA's Utah District Office

Counseling

Small Business Development Centers (SBDCs):

- Partnership between SBA & Education
- Free counseling at **13 offices around Utah**
- Free and low-cost training



SCORE:

- Volunteer counselors w/ experience
- Free counseling and training
- Great templates



Women's Business Centers (WBCs):

- Free counseling at **2 offices in Utah**
- Free and low-cost training



Veteran Business Outreach Centers (VBOC):

- Boots to Business
- Boots to Business Reboot
- Veterans Business Outreach Center (VBOC) Program

Contracting

Contract Set-Aside Programs

- 8(a) - economically and socially disadvantaged firms
- HubZone firms
- Service-disabled veteran-owned firms
- Women-owned firms

Surplus Property Program

Surety Bond Guarantees

Matchmaking

Mentors

Certifications

- WOSB, EDWOSB, SDVOB
- HubZone, SDB, DBE



Capital

SBA can help:

- **Unable to obtain conventional financing**
- **New businesses** with a lack of history
- Businesses needing **longer loan terms**
- When **collateral is insufficient** to fully secure loan



Loan Programs

7(a) Loan Program

504 Loan Program

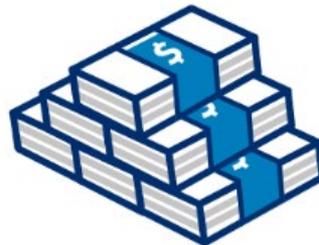
Community Advantage Loans

Microloans

Export Loans



Lending partner



Loan



Small business
(You)

SBA reduces risk and enables easier access to capital.

7(a) Guaranteed Loans

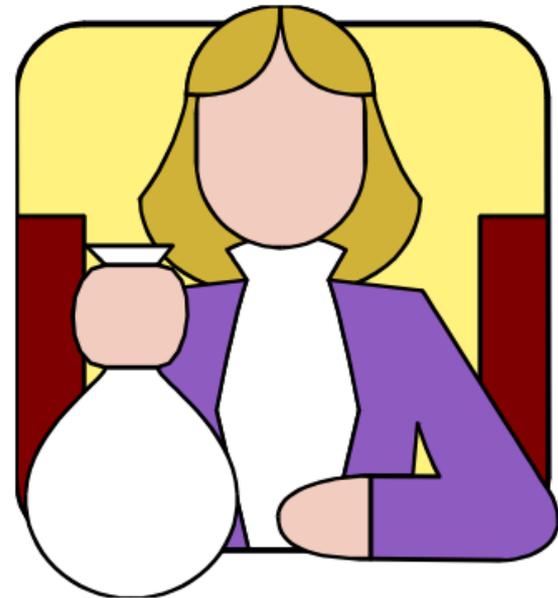
Financial Institution Makes the Loan

- Banks
- Credit Unions

SBA guarantees the Loan (50-90%)

Longer Maturities

Competitive Interest Rates



Loan Terms – 7(a)

Amount – up to \$5,000,000

Maturity – longer than conventional

- Real Estate – 25 years
- Personal Property – 10 years or 15 years
- Working Capital – 10 years (usually 7)
- Leasehold Improvements – 10 years

Interest Rate – usually variable based on prime rate



504 Loans

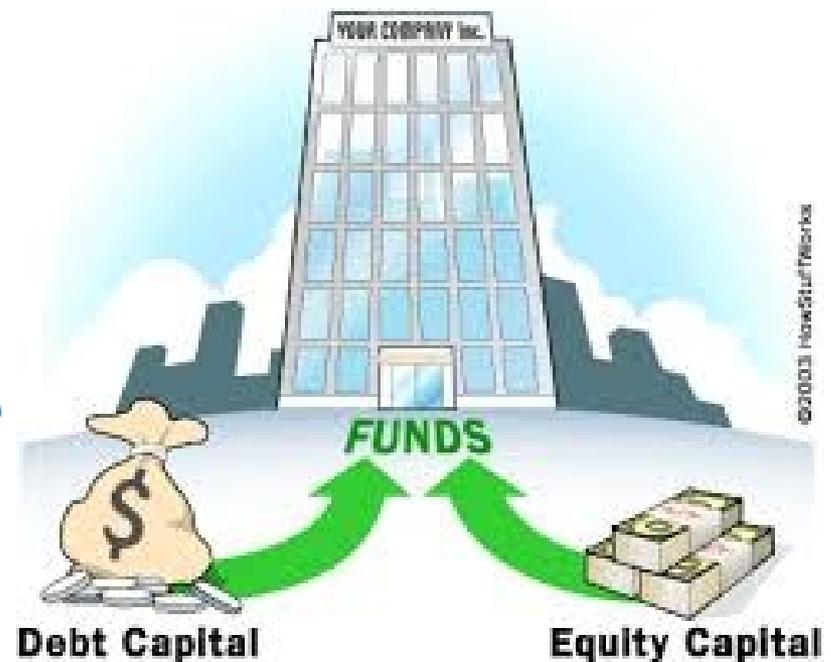
Fixed-asset financing

- Purchase land and building
- Construct buildings
- Purchase large equipment

Borrower injects 10-20%

Loan amount up to \$5,000,000

**Favorable long-term fixed-rate
(20-25 years)**



Community Advantage Loans

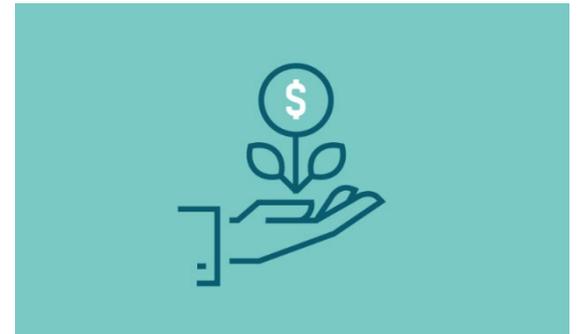
Purpose:

- Businesses in underserved markets
- Up to \$350,000 / Up to 7 years
- At least 4 employees
- Gross sales of \$150,000 plus
- In business at least 2 years

Microloans

Purpose:

- SBA provides funding to lender to disperse
- Up to \$50,000 loan
- Generally easy to receive



SBA Export Finance Programs

Export Express:

- Flexible line of credit program used to assist export development and working capital needs

Export Working Capital Program (EWCP):

- Asset-based working capital program that can support both accounts receivable and purchase order financing; and support the issuance of letters of credit

International Trade Loan:

- Term loan program that can support permanent working capital and expand exporter capacity through capital investment

Export Finance Managers at www.sba.gov/international

SBA Lending in Utah – FY2022

| Loan Program | # of Loans | \$ Amount of Loans |
|--------------|------------|--------------------|
| 7(a) Loans | 761 | \$425,586,400 |
| 504 Loans | 370 | \$371,026,000 |
| Microloans | 38 | \$1,447,715 |
| Totals | 1,169 | \$798,060,115 |

| Categories | # of Loans | \$ Amount of Loans |
|----------------|------------|--------------------|
| Woman-Owned | 156 | \$79,283,700 |
| Minority-Owned | 146 | \$66,230,700 |
| Veteran-Owned | 34 | \$19,533,300 |
| Rural | 112 | \$12,685,450 |

New SBA Lenders

- Microlender – MoFi
- Community Advantage Lender – MoFi
- New Startup CDC – Wasatch Business Finance
- New CDC Expansion – B:Side & Capital Matrix
- 534 Lenders Provided PPP Loans in Utah
- 80+ SBA Lenders Statewide



SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term **disaster loans** to help small businesses, homeowners, and renters recover from declared disasters. Loans may cover:



**Real
Estate**



**Personal
Property**



**Economic
Injury**



**Machinery &
Equipment**



Inventory



**Active Duty
Military**

Current SBA Emphasis

- Equity Action Plan—Underserved Markets
- Rural
- Cybersecurity
- Chambers
- Access to Funding



SBA Utah District Office Contact

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www.sba.gov/ut