



SBA Programs & Resources

Martin Golden

Director

Columbus District

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Who We Are

SBA Mission

“to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation”

“to help entrepreneurs start, grow, and succeed in business”

Who We Are

- Founded 1953 by President Eisenhower
- Administrator is cabinet member
- 2,400 federal employees
- Serve 28 million+ small businesses in America

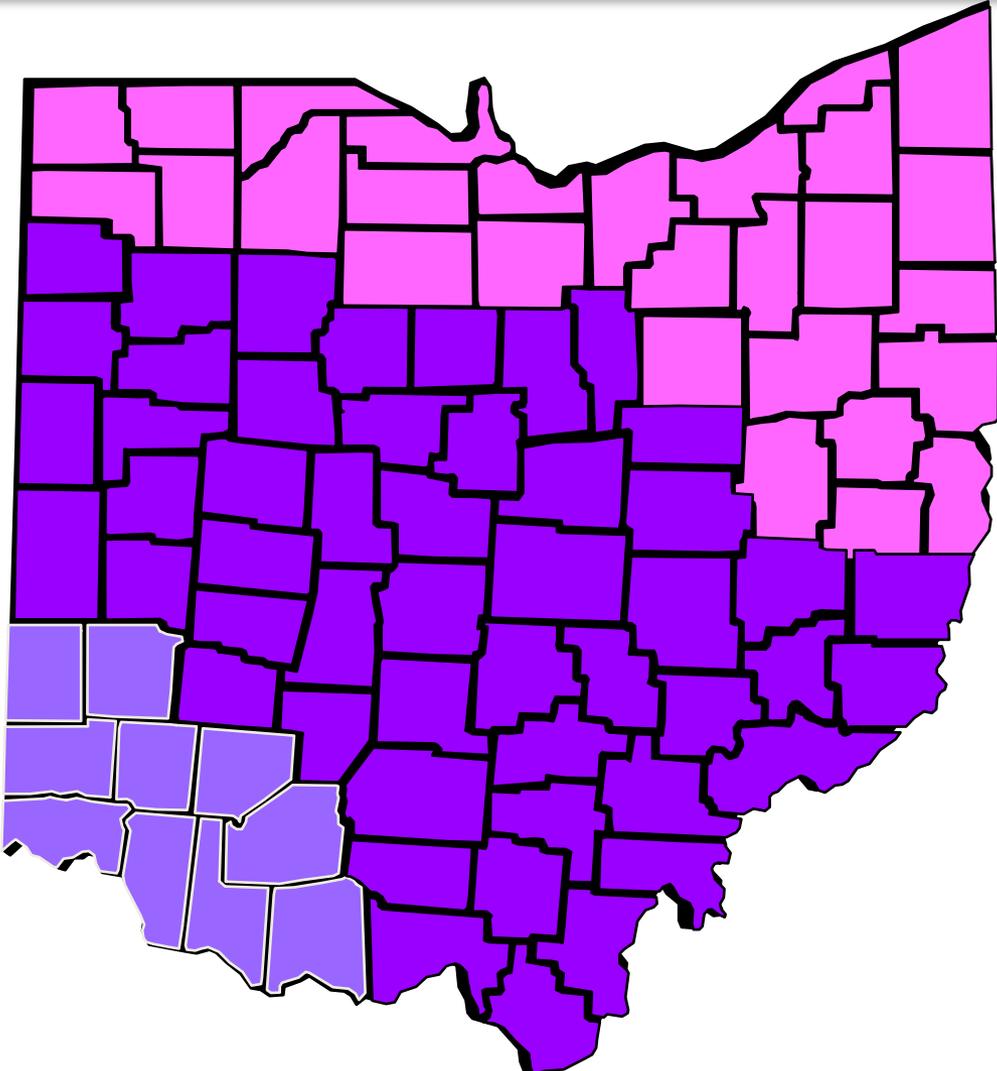
Who We Are

- US Small Business Administration is Headquartered in Washington DC
- Program Offices at HQ's
 - Office of Capital Access
 - Office of Entrepreneurial Development
 - Office of Gov't Contracting and Business Development
 - Office of Field Operations
 - Office of Disaster Assistance

Who We Are

- Ten Regional Offices
- Loan Processing Center (Sacramento)
- Two Loan Servicing Centers (Little Rock and Fresno)
- 68 District Offices nationwide - the Columbus District Office serves 60 of Ohio's 88 counties, 28,516 square miles and 6.3MM people.

Who We Are



Cleveland District Office

Columbus District Office

Cincinnati Branch

Ohio Small Business

- Small businesses are comprised of businesses \leq 500 employees.
- Small businesses total approximately 926,000 statewide
- Represent 98% of all employers
- Employ 47% (2.1mm) of the private-sector workforce
- Vital to Ohio's economic health and well-being

What We Do: C³E

- Access to **Capital**
- Access to Federal **Contracting**
- Access to **Counseling & Training**
- Access to **Export Assistance**

What We Do: *Capital*

- SBA offers generous guaranty to banks making commercial loans to small firms (50-90% guaranty)
- Guaranty helps mitigate bank's risk
- SBA does not offer grants to business owners
- No direct loans (exception: disaster loans)

What We Do: *Capital*

- 7(a) Loan Guaranty Program (7 Products)
 - Working Capital (most uses permitted)
 - Fixed assets including Real Estate acquisitions
 - Up to \$5M
 - 7-25 year terms
 - Prime + up to 6%; typical: Prime + 2.75%
 - Interest rate is negotiable
 - Guarantee fee up to 3.75%, 0.52% servicing fee
 - 0% fees for loans \leq \$150,000 (FY'15)

What We Do: *Capital*

- 504 Loan Guaranty Program (1 Product)
 - Real Estate, Heavy Machinery & Equipment
 - Up to \$5M (SBA's portion) Total project of \$12.5MM
 - Up to 20 year terms on real estate
 - Fixed-rate financing
 - **Must create or retain jobs**

What We Do: *Capital*

504 Loan Guaranty Program

- Typical financing structure:
 - Bank 50% (senior lien-holder)
 - Certified Development Company (backed 100% by SBA's debenture, junior lien-holder): 40%
 - Borrower: 10%
- NOT for speculative real estate development

What We Do: *Capital*

- Micro Loan Program
 - Loan amounts up to \$50K
 - Loans provided by not-for-profit entity, technical assistance also provided
 - Funds can be used for the following:
 - Working Capital, Inventory, Furniture & Fixtures, M&E
 - Proceeds CANNOT be used to pay existing debts or purchase real estate
 - Most expensive: 8% above cost of funds

What We Do: *Capital*

Top SBA 7(a) Lenders for Ohio Entrepreneurs (FY'14 – by # of loans)

1. HUNTINGTON BANK
2. U.S. BANK
3. JP MORGAN CHASE
4. THE COMMUNITY BANK
5. FIRST FINANCIAL BANK
6. HEARTLAND BANK
7. KEYBANK
8. TELHIO CREDIT UNION
9. FIFTH THIRD
10. CELTIC BANK

What We Do: *Capital*

Total Loan Guarantees in Columbus SBA District (FY'14)

Total 7(a) Loans: 1,799

\$358,031,000

Total 504 Loans: 96

\$65,311,000

Minorities: 190

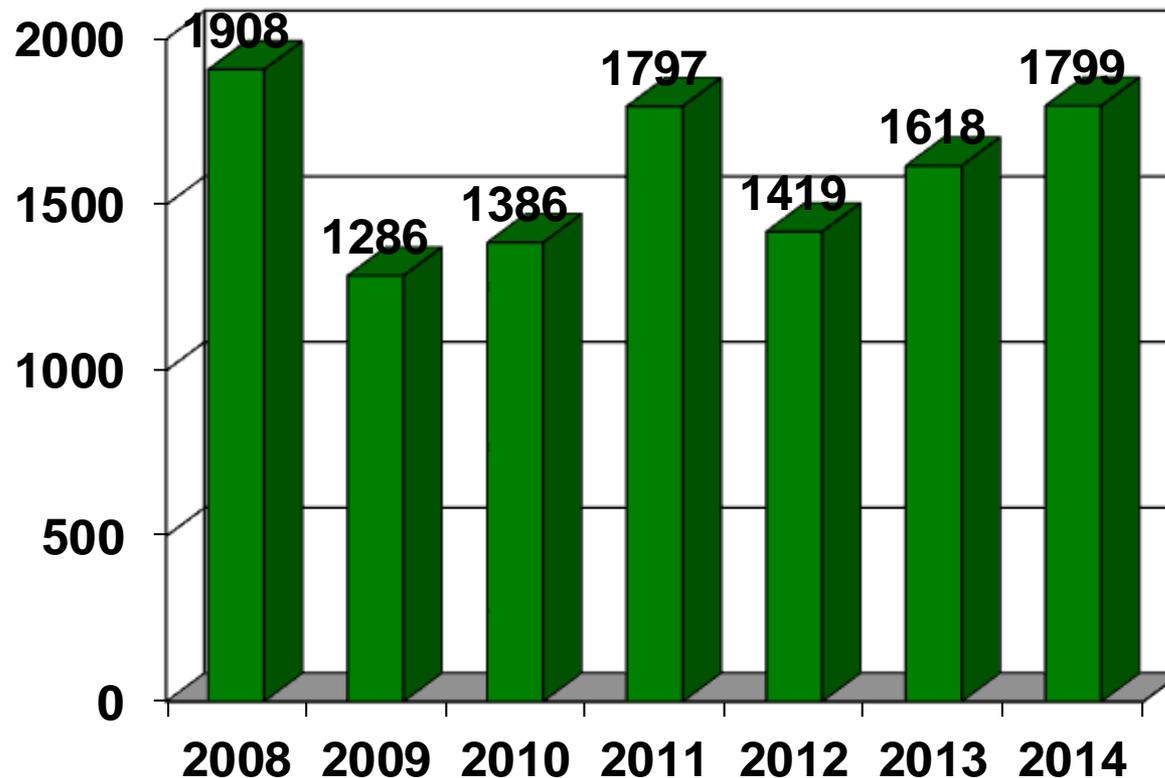
Women: 275

Underserved: 659

Veterans: 71

What We Do: *Capital*

Columbus DO 7(a) Approvals



What We Do: *Contracting*

Contracting Programs

- 8(a) Business Development Program
- HUBZone Program
- Other Contracting Programs
 - Woman-Owned Small Business Program
 - Economically Disadvantaged Woman-Owned
 - Veteran Owned Program
 - Service Disabled Veteran Owned Program

What We Do: *Contracting*

8(a) BD Program Objectives

- 9 year business development program
- Socially Disadvantaged
- Economically Disadvantaged
- 51% Owned and Controlled by US Citizen
- “to promote the competitive viability of small business concerns...”
- “to promote the business development of such concerns owned and controlled by socially and economically disadvantaged individuals...”

What We Do: *Contracting*

HUBZone Program Purpose

- Provide federal contracting assistance to qualified small business concerns located in historically underutilized business zones

What We Do: *Contracting*

HUBZone Eligibility Requirements

- Size – “Small” by IAW SBA standards.
- Ownership and Control - At least 51% Ownership by US Citizen
- Location - “Principal Office” must be located in a HUBZone
- Employment - At least 35% of employees must reside in a HUBZone
- Must be recertified every three years

What We Do: *Contracting*

Government Contracting 101 Classrooms

- Monthly 8(a) business development training sessions
 - Overview of Contracting Basics and Certification
 - How to sell to the Government
 - What the Government buys
- Monthly 8(a) certification sessions
- HUBZone workshops

What We Do: *Counseling & Training*

Offer high-quality business counseling & training through Ohio SBA's extensive network of SBA Resource Partners:

- 10 SCORE Chapters—Counselors to America's Small Business

www.score.org

- 41 Small Business Development Centers

www.ohiosbdc.com

- Women's Business Center powered by ECDI

www.ecdi.org/programs/womens-business-center/index.htm

- Economic Community Development Institute (ECDI)

www.ecdi.org

www.sba.gov

What We Do: *Counseling & Training*

SCORE & SBDC can guide, support and assist with...

- Writing/developing a business plan
- Analyzing the existing business
- Developing / implementing marketing plan
- Preparing a loan package
- Finding additional resources

What We Do: *Counseling & Training*

Entrepreneurial Education Classes

- Small Business Development Series (6 month workshops)
- Ohio Business Matchmaker Event
- Boots to Business (transitioning military service)
- Over 100 free online courses at sba.gov, webinars, and call-in training

What We Do: *Export Assistance*

- 95% of the world's consumers live outside the USA and account for 67% of purchasing power.
- Ohio is 9th largest exporting state - \$48B
- Over 12,000 companies in Ohio export and 90% of those are small- or medium-sized
- 300,000 Ohio jobs linked to exports
- 70% of all exporting companies have less than 20 employees

What We Do: *Export Assistance*

- 93 U.S. Department of Commerce Export Assistance Centers – SBA has a trade finance specialist in 19 of the centers. The Columbus District Office is served by the Cleveland EAC.
- Each SBA District Office has a District International Trade Officer (DITO).

What We Do: *Export Assistance*

Export Loan Programs

- Export Express
 - Maximum amount is \$500,000
 - Maximum guaranty of 90% for loans up to \$350,000 and 75% for loans between \$350,000 and \$500,000
- Export Working Capital Program
 - Maximum amount is \$5,000,000
 - Maximum guaranty of 90%
- International Trade Loans
 - Maximum amount is \$5,000,000
 - Maximum guaranty of 90%

Staff Contacts

Capital

Scot Hardin – scot.hardin@sba.gov 614-469-6860 ext 237

Wil Bowdish – wilmer.bowdish@sba.gov 614-469-6860 ext 232

Jordi Arimany – Jordi/arimany@sba.gov 614-469-6860 ext 229

Contracting

Stephen Ash – stephon.ash@sba.gov – 614-469-6860 ext 236

Jill Nagy-Reynolds – jill.nagyreynolds@sba.gov 614-469-6860 ext 247

Counseling & Training

Shannon Feucht – shannon.feucht@sba.gov – 614-469-6860 ext 244

Export

Alex Kohls – alexander.kohls@sba.gov 614-469-6860 ext 229