



[official SBA program Overview.pptx](#)

U.S. Small Business
Administration



Programs and Services to Assist Small Businesses

**US Small Business Administration
Illinois District Office**

About the Small Business Administration

- The U.S. Small Business Administration (SBA) was established in 1953
- In FY 2022, SBA delivered over \$15 billion in financing, guaranteed some 54,000 loans and assisted 1.0 million clients throughout the U.S.A.
- SBA provides assistance in (3) three major areas (the three C's)
 - Counseling and Training
 - Capital Access
 - Contracting

Counseling - SCORE

- SCORE is an 10,500-member volunteer association sponsored by the U.S. Small Business Administration.
- The association has matched volunteer business-management counselors with clients in need of expert advice.
- SCORE has experts in every area of business management and maintains a national skills roster to help identify the best counselor for a particular client.
- Volunteer counselors, whose collective experience spans the full range of American enterprise, share their management and technical expertise with both present and prospective small business owners.

Counseling - Small Business Development Centers (SBDCs)

- Provide managerial and technical assistance to start-up and existing businesses. These strategically located centers bring together the resources of the university, the private sector and government.
- These resources are utilized to counsel and train small businesses in resolving organizational, financial, marketing, technical and other problems they may encounter.
- The SBDC's specialize in providing direct one-on-one counseling on small business problems.
- 42 SBDCs in Illinois – Find one here: <https://dceo.illinois.gov> and click the Illinois SBDC button

Counseling - Veterans Business Development

- Each SBA District Office has a Veterans Business Development Officer (VBDO) who is the point of contact to assist veterans.
- The VBDO can direct the veteran to a resource partner best suited to meet the veterans needs.

The Illinois VBDO is:

Stephen Konkle

Economic Development Specialist
SBA Illinois District Office - Chicago

Phone: 312-886-4208

Email: Stephen.Konkle@sba.gov

Counseling - Veteran Business Outreach Center

- Available to Guard and Reserve Members, active-duty service members, service members' immediate families, in addition to veterans
- Provides business plan assistance
- One-on-one counseling
- Individual Mentorship
- Assistance available in cooperation with other business development resources

Veteran Business Outreach Center

at the Wisconsin Women's Business Initiative Corporation

1533 N. River Center Dr, Milwaukee, WI

Phone: 414-263-5450

Counseling - Women's Business Ownership

- The Office of Women's Business Ownership (OWBO) promote the growth of women owned businesses through programs that address business training and technical assistance, access to capital, federal contracts and international trade opportunities.
- Find additional information here: [Women-owned businesses | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/women-owned-businesses)

Capital Access

SBA Financing

- The 7(a) Loan Guaranty Program is the SBA's primary financing program. The SBA reduces risk to lenders by guaranteeing major portions of loans made to small businesses. This enables the lenders to provide financing to small businesses when funding is otherwise unavailable on reasonable terms.
- The maximum loan amount under the 7(a) Loan Program depends on the delivery method.

Capital Access - General 7(a) Loan Program Policies

- Proceeds may be used for: working capital, machinery and equipment, debt refinancing, change of ownership, purchase of real estate for business use
- Interest rate ceilings, and SBA's guarantee percentages vary with the 7(a) delivery method chosen by the bank.
- Borrower must have good credit
- Borrower principals must personally guaranty the loan
- Borrower may either be a startup or an established business

Capital Access - SBA Express 7(a) Loans

SBA Express loans are available for up to \$500,000.

- This part of the 7(a) program authorizes SBA selected lenders to use mostly their own forms, analysis and procedures to process, service and liquidate SBA guaranteed loans.
- The SBA guarantees up to 50 percent of an SBA Express loan.
- Loans under \$25,000 do not require collateral.
- Turnaround time is within 36 hours
- Loans may be either a term loan or a line of credit

Capital Access - CAPLine 7(a) Loans

The CAPLines guaranty can be used to:

- finance seasonal working capital needs;
- finance the costs of performing certain construction, service and supply contracts;
- finance the contractors direct cost associated with commercial and residential construction performed on a speculative basis (without a firm commitment for purchase);
- finance operating capital by obtaining advances against existing inventory and accounts receivable;
- and consolidate short-term debt. SBA provides up to an 85 percent guarantee.

Capital Access - Microloans

- SBA provides funds to non-profit intermediaries
- Loan amounts up to \$50,000.00
- Maturity may not exceed 6 years
- Loans may be used only for working capital or purchase of fixed assets such as machinery or equipment - refinancing of debt and real estate purchases are not allowed
- Interest rates are negotiable
- Intermediaries may provide technical assistance

Capital Access - Sec 504 Loans

- The Sec 504 is the SBA's economic development instrument that supports American small business growth and helps communities through business expansion and job creation.
- The SBA Sec 504 loan program provides long-term, fixed-rate, subordinate mortgage financing for acquisition and/or renovation of capital assets including land, buildings and equipment.
- Virtually all types of for-profit small businesses are eligible for this program.
- Total projects could be as much as \$10 million. Lender funds 50 percent, SBA 40 percent, owner 10 percent.

Surety Guarantee Program

- The Surety Guarantee program (SG) provides small and/or minority contractors assistance by providing guaranties for contract bonds issued by surety companies
- For information regarding the SG program, visit the SBA website at www.sba.gov/osg or contact the Illinois District Office at (312) 353-4528
- Largest contract amount \$6.5M
- IDIQ Contracts \$6.5 M per project

Export Assistance Programs

- Export specific loan guarantee programs: Export Express, Export Working Capital, International Trade Loan Programs
- Individualized counseling and technical assistance to prospective and existing exporters through the International Trade Centers at Small Business Development Centers
- US Export Assistance Center an interagency program of which SBA is one of the participating agencies . It manages financing and technical assistance program for prospective and existing exporters

Contracts - Government Contracting

- The Federal Government is the largest buyer in the world. SBA can help small businesses overcome market barriers and win federal contracts.
- To discover contracting information and opportunities, visit: [Federal Contracting | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/federal-contracting)

Contracts - SAM

- The System for Award Management SAM is a government wide registration procedure to obtain contractor information for contractors that conduct business with the federal government.
- To conduct market research and confirm eligibility for SBA's procurement preference programs users go to [SAM.gov | Home](https://sam.gov) and set up an account. After setting up your account, you will have access to search engines.

Contracts - Contracting Assistance

- SBA has several programs to help small firms do business with the federal government.
- The Subcontracting Assistance Program utilizes Commercial Market Representatives to identify and expand subcontracting opportunities for small businesses.
- With the Certificate of Competency Program (COC) SBA conducts a detailed review of a small businesses capability to perform on a contract.
- If the small business demonstrates the ability to perform, SBA issues a COC requiring the award of the specific contract to the small business.

8(a) Business Development Program Overview

- The 8(a) program is a robust nine-year program created to help firms owned and controlled by socially and economically disadvantaged individuals.
- Businesses that participate in the program receive training and technical assistance designed to strengthen their ability to compete effectively in the American economy.
- Eligible to participate in the 8(a) program are small businesses owned by Alaska Native corporations, Community Development Corporations, Indian tribes, and Native Hawaiian organizations. Small business development is accomplished by providing various forms of management, technical, financial, bonding and procurement assistance.

8(a) Business Development Program Overview

- SBA partners with federal agencies to promote maximum utilization of 8(a) program participants to ensure equitable access to contracting opportunities in the federal marketplace. Once certified, 8(a) program participants are eligible to receive federal contracting preferences and receive training and technical assistance designed to strengthen their ability to compete effectively in the American economy.
- For additional information go to [8\(a\) Business Development program | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/8a-program)

8 (a) Business Development Program

- 8(a) orientation is conducted by the SBA Illinois District Office every 3rd Wednesday of the month at 9:30am CT. Register [HERE](#).
- Applications for the 8(a) program are available online at www.sba.gov.

HUBZone Program

- The HUBZone Program
 - Program encourages economic development and employment growth in distressed areas.
 - Program provides access to more Federal contracting opportunities for qualified small businesses located in distressed areas and historically underutilized business zones.

HUBZone Program

- Types of HUBZone Contracts
 - Competitive set aside HUBZone contracts
 - Sole Source HUBZone Contracts
 - Full and open competition contracts (10% price preference)
- HUBZone site: Go to [HUBZone program | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/hubzone-program)

Questions about SBA Resources?

Reach out here:

Stephen Konkle

Economic Development Specialist
SBA Illinois District Office - Chicago

Phone: 312-886-4208

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U.S. Small Business Administration

The staff is committed to providing the best possible service to you!

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