U.S. Small Business Administration Programs & Services

Provided By:

U.S. Small Business Administration

Boise District Office

www.sba.gov/id

U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns. The SBA helps Americans start, build and grow businesses.

Boise District Office Service Area

Southern 34 Idaho Counties

and

6 Eastern Oregon Counties

SBA
U.S. Small Business Administration

We Serve Small Businesses!

- Organized as for profit
- Has a place of business in the US
- Independently owned and operated
- Net-Worth less than $15,000,000
- Net-Income less than $5,000,000

A company with fewer than 100 employees (Fewer than 500 for manufacturing)

Revenue less than $7 million (3 year average)

What Does The SBA Have To Offer?

LOW-COST/NO-COST COUNSELING &WORKSHOPS

ACCESS TO CAPITAL

FEDERAL CONTRACTING ASSISTANCE

SBA
U.S. Small Business Administration

Idaho Small Business Development Center

- A university-based organization
- No-cost business consulting
- Low-cost training
- Strategic growth
- Established businesses

Idaho SBDC
www.idahosbdc.org

- STATE OFFICE - Idaho SBDC - Boise
- 1 REGION I - North Idaho College SBDC - Post Falls
- 2 REGION II - Lewis-Clark State College SBDC - Lewiston
- 3 REGION III - Boise State University SBDC, Boise
- 4 REGION IV - College of Southern Idaho SBDC, Twin Falls
- 5 REGION V - Idaho State University SBDC, Pocatello
- 6 REGION VI - Idaho State University SBDC, Idaho Falls

sbdc IDAHO Small Business Development Center direction. solutions. impact.

SCORE

Members come from a variety of occupations and backgrounds. Many counselors owned small businesses for years; others have worked for major corporations.

Volunteers provide:

- Free one-on-one and team business counseling
- Low -cost entrepreneurial training workshops and seminars
- On-line counseling directly from their home or offices.

Treasure Valley SCORE
380 E. Parkcenter Blvd., Suite 330
Boise, ID 83706
(208) 334-1696 Ext. 338
www.easternidaho.score.org

Idaho Innovation Center
2300 N. Yellowstone Highway
Suite 100B
Idaho Falls, ID 83401
(208) 523-1022 Ext. 220

SCORE
FOR THE LIFE OF YOUR BUSINESS

Idaho Women's Business Center

Coverage area:
Ada, Canyon, Gem, Payette and Elmore counties

Services Include:

- Business Counseling
- Business Plan Training and Creation
- Sales, Marketing, and Operations Strategy Consulting
- Access to Capital

Their focus is to assist those who may be socially and economically disadvantaged, such as women and minorities.

1607 W. Jefferson St.
Boise, ID 83702
Office: 208-336-6722
www.wbcidaho.org

WBC
Women's Business Center

Collaboration Opportunities

- Business Visits
- Workshops
- Business Counseling
- Economic Development Brainstorms

Workshops

- Branding and Market Your Business
- Social Media & Web Marketing
- Financing Your Small Business
- Reaching New Markets with Exporting
- Legal Structures
- Business Basics
- DIY Market Research
- Turn Your Creativity into
- Profitability
- DOL services
- Selling on the Internet
- Understanding your financial statements
- Selling to the Federal Government

What is an SBA Loan Guaranty?

- The SBA promises to reimburse a lender for losses at an agreed percentage of loss
  - Up to 85% (90% for exporting)
  - As low as 50%
- Lender Benefits
  - Reduced Risk
  - Increased Liquidity
- Borrower Benefits
  - Access to business credit
  - Better terms and rates

Summary of SBA Loan Programs

7(a)

- ≤ $350,000 7(a) SLA
- > $350,000 7(a) Loan
- International Trade

SBA Express

Export Express

CapLines

504

REAL ESTATE & FIXED EQUIP.

LOC | **LOC/Term** | **Term**

* LOC- Line of Credit

SBA
U.S. Small Business Administration

Fee's & Waivers FY 2015

The fee's are calculated on the guaranteed portion of the loan and can be financed into the cost of the project

- Generally 3%

No fees on any 7(a) loans of $150,000 or less

- *65% of District's loans were under $150,000*

SBA Veterans Advantage

- No up-front fee on SBA Express loans of $150,001-$350,000
- The up-front fee for non-Express loans $150,001-$5MM is reduced by 50%.

Use of Loan Proceeds

- Purchase a Business
- Fixtures & Real Estate
- Working Capital (Inventory)
- Working Capital (short term/ seasonal)
- Refinance Business Debt with Unreasonable Terms
- Equipment
- Start-Up Costs
- ~~Return Equity to Owner~~
- ~~Delinquent Payroll Taxes~~

SBA
U.S. Small Business Administration

Loan Guarantee Process

Loan Statistics BDO FY 2015

- Approved 467 7(a) loans totaling $135,899,400
- Approved 76 CDC/504 loans totaling $32,772,000
- 4,348 jobs were created or retained
- 187 loans were to a new business
- 78 are women owned businesses
- 33 are veteran owned businesses
- 152 businesses are in a rural area
- The smallest 7(a) loan was $5,000
- The largest 7(a) loan was $5,000,000
- The smallest 504/CDC loan was $42,000
- The largest 504/CDC loan was $2,505,000

Loan Volume

Federal Contracting Assistance

U.S. Government is the world's largest buyer of goods & services totaling over $400 billion a year

- 8(a) Business Development Program
- Women-Owned Small Business Federal Contract Program (WOSB)
- Service Disabled Veteran Owned Business
- HUBZone Program

Federal Contracting Certifications

Self Certifications:

- Small Business (determined by NAICS Codes) – www.sba.gov/size
- Women-Owned Small Business - www.sba.gov/wosb
- Veteran-Owned Small Business - www.vetbiz.gov
- Service-Disabled Veteran-Owned Small Business

SBA Certifications:

- 8(a) Business Development
- HUBZone

Women-Owned Small Business Contracting Program

Created to help WOSBs compete for and win federal contracts.

- 5% Federal government goal
- Contracting Officers **may** set aside contracts for WOSBs
- Create and retain jobs for WOSBs

Women-Owned Small Business Contracting Program

Designations:

Women-Owned Small Business (WOSB)

- 38 NAICS codes available

Economically Disadvantaged Women Owned Small Business (EDWOSB)

- 83 NAICS Codes available

WOSB Program Eligibility

Must be a small business

At least 51% unconditionally and directly owned by women who are U.S. citizens

The woman must manage the day-to-day operations

The woman must make the long-term decisions for the business

A woman must hold the highest position in the firm

The woman must work at the business full-time during normal working hours

There are no restrictions on the length of time in business

8(a) Program Overview

Created to help small disadvantaged businesses compete in the federal procurement market.

Provide viable contracts, financial, technical and management assistance to promote their competitive growth.

The 8(a) Program is a "Business Development" program – not a contracting program. There are "no guarantees of contracts."

8(a) Basic Requirements

The applicant firm:

- Must be a small business
- Be 51% owned and controlled by one or more socially and economically disadvantaged U.S. citizens
- Demonstrate potential for success (the business applying for certification must be in business for at least 2 years)

8(a) Requirements Cont.

Who are presumed socially disadvantaged individuals?

- Black Americans
- Hispanic Americans
- Native Americans (American Indians, Eskimos, Aleuts, and Native Hawaiians)
- Asian Pacific Americans

Members of non-designated groups

- An individual who is not a member of a designated group may establish social disadvantage by a contributing factor such as race, ethnic origin, gender or physical handicap.

8(a) Requirements Cont.

Who are economically disadvantaged individuals?

- Individuals whose ability to compete in free enterprise has been impaired due to diminished capital and credit opportunities.

Determining factors include the applicant's:

- Adjusted net worth < $250,000
- Average three year income < $250,000
- Market value of assets < $4 million
- Overall financial condition

HUBZone Program
(Historically Underutilized Business Zone)

What is it?

- Economic Development Program
- Purpose is to create new jobs by awarding contracts to small businesses
- Areas of high unemployment or low per capita income

Idaho HUBZone Counties

http://map.sba.gov/hubzone/maps/

Legend

Counties

Non-Qualified County

Qualified Non-Metro County

Redesignated County

Other Qualified Areas

Indian Land

Base Closure Area

0 100 200

Miles

HUBZone Program

Are you eligible?	Contracting Benefits – 3% Goal:
• Must be a small business • 51% owned and controlled by one or more U.S. citizens • Principal office must be located in a HUBZone • At least 35% of the company's employees must reside in a HUBZone	• Set-aside contracts • Sole source • Price differential

SBA Online Resources

www.idahobizhelp.org

- SBA

  www.sba.gov

  www.sba.gov/id

  www.sba.gov/or

- Score

  www.score.org

  Treasurevalley.score.org

- Small Business Development Centers (SBDC)

  www.sbdcnet.org or www.idahosbdc.org

- Idaho Women's Business Center

  www.wbcidaho.org

- Idaho Nonprofit Center

  www.idahononprofits.org

Any Questions?

Thank you for attending!

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