Getting in the Zone: Supporting Startups, Scaleups & becoming Internationally Known

National CEDS Forum
June 20, 2019
The SBA works to ignite change and spark action so small businesses can confidently

START • GROW • EXPAND • RECOVER
Zone 1: Powering Partners & Education

START • GROW • EXPAND • RECOVER
Classes & Online Courses

The SBA offers a variety of online courses. Small businesses can also take classes & get guidance at 68 district offices.

SBA Online Learning Center

District Training
SBA’s Support Partner Network

Providing small business owners the access to the right tools at the right time—wherever they are.

Approved and funded by the SBA

1,400+ partner offices nationwide

Find local resource partners in your community at SBA.gov/local-assistance
Zone 2: Funding

START • GROW • EXPAND • RECOVER
Funding Requirements

Small business owners work with lenders to get SBA-guaranteed loans. The SBA does not directly loan money.

Be a for-profit business: The business is officially registered & operates legally.

Do business in the U.S.: The business is physically located & operates in the U.S. or its territories.
Finding a Lender

**Lender Match**, SBA’s online referral tool, or a local district office helps small businesses identify a lender.

- **Lending partner** → **Loan** → **Small business**

SBA reduces risk and enables easier access to capital.
SBA-Backed Loans

Access $500 to $5.5 million to fund small businesses.

**Working Capital:** Seasonal financing, export loans, revolving credit & refinanced business debt.

**Fixed Assets:** Furniture, real estate, machinery, equipment, construction & remodeling
Micro- & Community Advantage loans drive economic growth in underserved markets & help startups achieve success

**Benefits:**

- Consideration beyond numbers/credit history
- More affordable credit and favorable terms
- Business-based training, mentoring and support resources
- Funds supplies, inventory, expansion and/or working capital
Through a public-private partnership, the SBA regulates **Small Business Investment Companies** that invest through debt, equity, or both.

More than **300 SBICs** have invested or are currently investing in U.S. small businesses.
Funding | America’s Seed Fund: SBIR/STTR

Businesses engaged in scientific R&D compete for funding to develop tech and get it to market.

In 2018, **5,600+ SBIR & STTR awards** were given to small businesses.

How it works:

✓ Participating federal agencies announce R&D needs
✓ Businesses submit proposals
✓ Three-phase award goes from proof of concept to R&D to commercialization

Learn more at [SBIR.gov](http://SBIR.gov)
Funding Recovery after a Disaster

Funds available via **direct loans** from the government to help rebuild

The SBA provides a variety of **low-interest disaster loans** to help small businesses, non-profit organizations and homeowners recover from declared disasters.
Zone 3: Government Contracting Opportunities

GROW • EXPAND
Federal Contracting

Small business can expand by selling to the government

✓ The *world’s largest purchaser* of goods & services
✓ Goal of having **23 percent of federal contracts** come from small businesses
✓ In FY 2017, small businesses were awarded nearly **$106 billion** in federal contracts

Contracting guide  Contracting assistance programs  Counseling and help
Zone 4:
Get “Made in [Community]” known around the world

EXPAND
What can International Trade Mean to Your Community?

Nearly 96 percent of consumers live outside the U.S.

Two-thirds of the world’s purchasing power is in foreign countries

Learn more by visiting SBA.gov/exporting
Zones 5+:
Special Initiatives
SBA Grants and Awards

Supporting organizations that provide technical assistance to small businesses

✓ **PRIME**: helps low-income entrepreneurs gain access to capital

✓ **FAST**: one per state; improves participation of small tech firms in innovation & commercialization of new technology

✓ **STEP**: assists with export-related activities, including foreign trade missions, marketing campaigns, sales trips, & more

✓ **MaTCH Competition**: to help provide the human capital pipeline businesses need to succeed

✓ **Growth Accelerator Fund Competition**: to support high-tech startup entrepreneurs in certain group and locations with SBIR/STTR potential
Rural Strong

Elevating Rural and Small Town Businesses

The SBA is working to:

✓ Support and increase opportunities for the start, growth and expansion of local small businesses

✓ Empower and partner with state, local and tribal agencies for economic development

✓ Increase the production and use of products created in hometowns to fulfill government needs and export around the world
Developing: Opportunity Zones

8,700 designated across U.S. & in territories
What’s Next & Getting in Touch
What’s Coming

FY 19 initiatives based on what small businesses are saying:
✓ Opportunity Zone, rural & HUBZone focus for continued economic development
✓ Addressing workforce challenges
✓ Reducing regulations & red tape
✓ Facilitation of lender connections & funding
✓ Contracting made even easier

Events
✓ Black Business Month: **August**
✓ Women’s Small Business Month: **October**
✓ Entrepreneurship Month: **November**
✓ National Veteran’s Small Business Week: **Nov. 4-8**
✓ Small Business Saturday: **Nov. 30**
✓ National Small Business Week: **May 3-9, 2020**
Where & How to Find Us

Contact
✓ **Phone:** 312-353-4528
✓ **takefive@sba.gov**
✓ **www.sba.gov**

Follow Us
✓ **Twitter:** @SBAGreatLakes, @SBAgov
✓ **Facebook:** SBA
✓ **Instagram:** @sbagov
✓ **YouTube:** SBA