



U.S. Small Business
Administration

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](https://www.sba.gov/local-assistance)



Zone 2: Funding

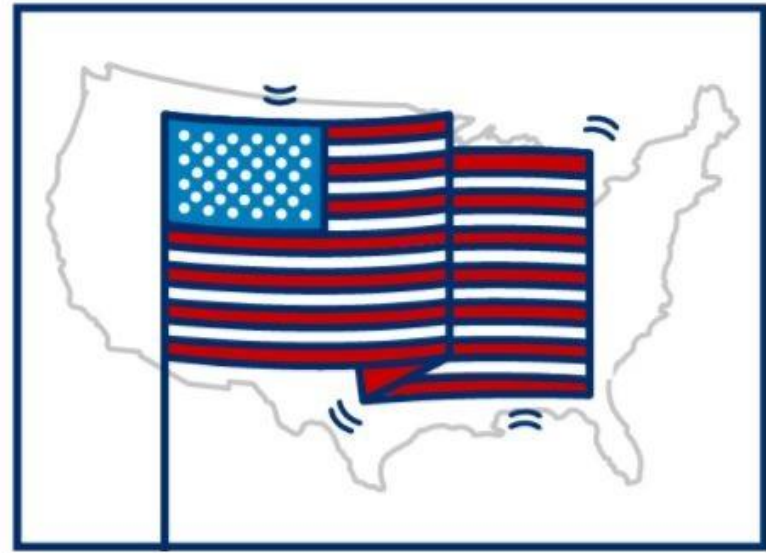
START • GROW • EXPAND • RECOVER

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

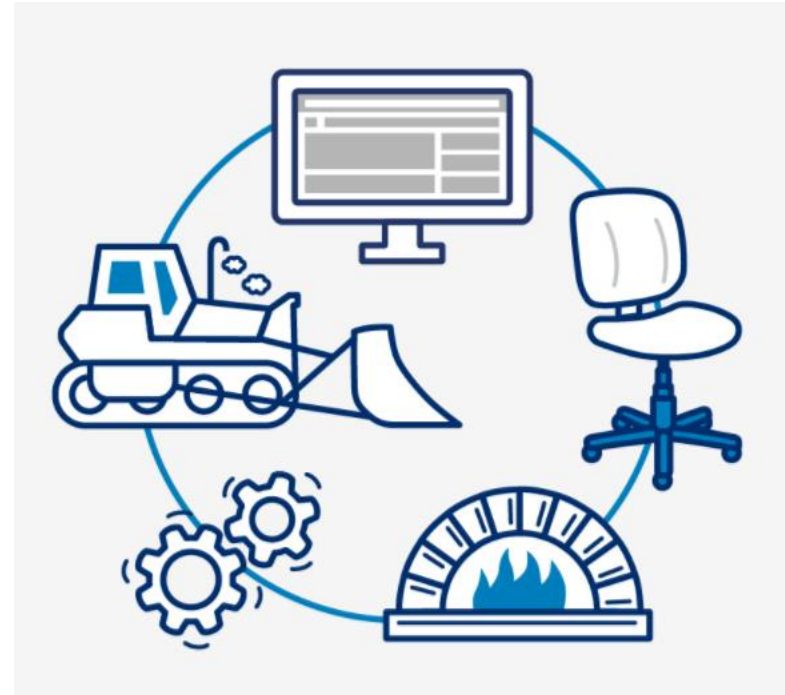
SBA reduces risk and enables easier access to capital.

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

Funding | Starting Out

Micro- & Community Advantage loans drive economic growth in underserved markets & help startups achieve success

Benefits:

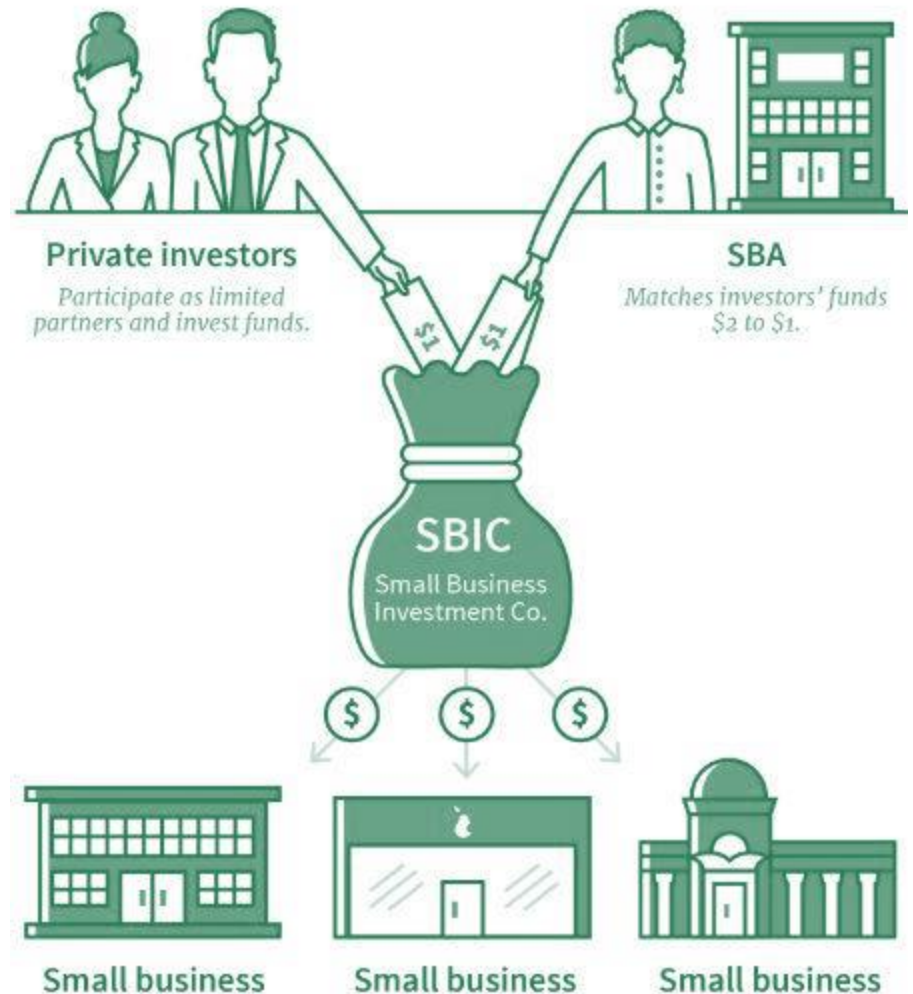


- ✓ Consideration beyond numbers/credit history
- ✓ More affordable credit and favorable terms
- ✓ Business-based training, mentoring and support resources
- ✓ Funds supplies, inventory, expansion and/or working capital

Funding | Investment 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

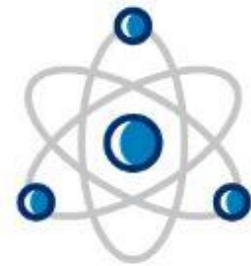


Businesses engaged in scientific R&D compete for funding to develop tech and get it to market.

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

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**](https://www.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

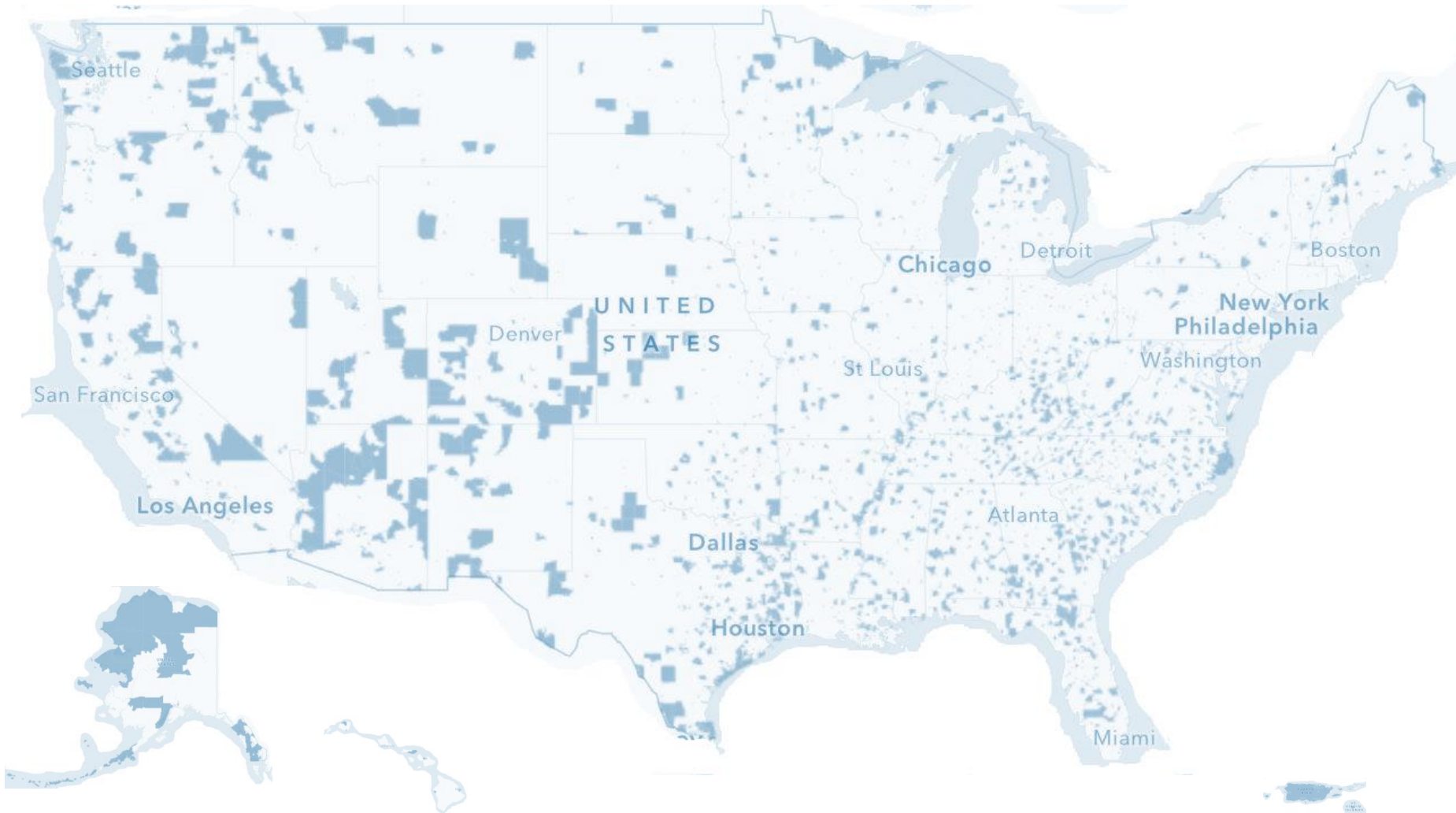
The SBA is working to:

- ✓ 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
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