

SBA Loan Information

SBA has many different loan programs to meet different small business financing needs.

To be eligible for an SBA loan, the applicant business must:

- Be a small business under SBA's size standards
- Be organized for profit
- Not already have the internal resources (business or personal) to provide the financing
- Be an eligible type of business, and
- Be able to demonstrate repayment ability.

Additionally, lenders consider the applicant's character and credit, management capability, collateral, and owner's equity contribution.

7(a) Guaranty Loan Program

7(a) loans are the most basic and widely-used SBA loan. 7(a) loans are not directly funded by SBA. Rather, they are provided by SBA participating lenders. The business applies to a lender for financing. The lender then decides if they will make the loan on their own, or if they will request SBA's guaranty in order to make the loan.

Under the 7(a) program, SBA generally guarantees up to 85% of the loan, up to a maximum \$3.75 million SBA share.

- Maximum Loan Amount:** \$5,000,000
- Interest Rates:** Generally not to exceed the Prime Rate + 2.75%, except under *SBAExpress* or for loans of \$50,000 or less.
- Use of Loan Proceeds:** Loans can be used for a variety of business purposes: working capital, inventory, equipment, improvements, purchase of commercial real estate, and under certain circumstances, refinancing of business debt and business acquisition.
- Fees:** A guaranty fee of 2.0% to 3.5% of the SBA-guaranteed amount is charged to the borrower. This fee may be financed as part of the loan amount. **Note: For 7(a) loans of up to \$150,000 approved through 9/30/2014, the guaranty fee is waived!**
- Terms:** Loan term varies according to the use of loan proceeds: up to 10 years for working capital; 10 years for fixed assets; 25 years for real estate acquisition.

SBAExpress

SBAExpress is a 7(a) guaranty loan program that provides selected lenders with a 50% guaranty on their loans in exchange for allowing them to use their own applications and documentation. Lenders can structure the financing as either a term loan or *revolving line of credit*. The maximum *SBAExpress* loan is \$350,000.

SBA Veterans Advantage

SBA Veterans Advantage reduces the upfront guaranty fee from 3% to 0% for *SBA Express* loans up to \$350,000 approved by SBA through September 30, 2014, for small businesses that are at least 51% owned by veterans, service-disabled veterans, active duty service members participating in the military's Transition Assistance Program (TAP), reservists and national guard members, their current spouses, or the widowed spouses of service members or veterans who died during service or of service-connected disabilities.

To apply for SBA Veterans Advantage, contact a participating *SBA Express* lender (see list on reverse side).

Community Advantage Loan Program

Community Advantage (CA) is a pilot program designed to increase the number of SBA-guaranteed loans to small businesses located in under-served communities. SBA guarantees up to 85% of the loan amount. As with 7(a) loans, CA loans are not directly funded by SBA, but are approved and funded by participating lenders. Contact one of the CA lenders listed below for further information and to apply for a CA loan.

- Maximum Loan Amount:** \$250,000
- Maximum Interest Rate:** Prime + 6%
- Use of Loan Funds, Terms:** Same as 7(a)

Bay Area Small Business Finance (also known as OBDC) Oakland, CA 94607 http://basbf.com	(510) 830-3280
Valley Economic Development Center San Francisco, CA 94105 http://www.vedc.org/	(415) 504-3933
CDC Small Business Finance Sacramento, CA 95815 http://cdcloans.com/	(916) 473-0204
TMC Financing San Francisco, CA 94133 http://tmcfinancing.com/	(415) 989-8855

For more information about SBA programs, visit:
<http://www.sba.gov/> or BusinessUSA.gov

504 Certified Development Co. Loan

The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, low fixed rate financing for major fixed assets, such as land and building. Certified Development Companies (CDC) are usually non-profit organizations who work with SBA and private sector lenders to provide the financing to small businesses. The typical 504 loan structure is:

Typical Structure	Project Percentage
Private sector 1 st Mortgage	50%
CDC/SBA 2 nd Mortgage	40%
Applicant's Down Payment	10%

To apply for 504 financing, the business should contact a local Certified Development Company listed below.

504 Certified Development Companies

Arcata Economic Development Corporation 100 Ericson Court, Suite 100 Arcata, CA 95521 http://www.aedc1.org/	(707) 822-4616
Bay Area Development Co. 1801 Oakland Blvd., Suite 300 Walnut Creek, CA 94596 http://www.baydevco.com/	(925) 926-1020
California Coastal Rural Development Corporation 221 Main Street, Suite 301 Salinas, CA 93902 http://www.calcoastal.org/	(831) 424-1099
California Statewide CDC 426 "D" Street Davis, CA 95616 http://www.californiastatewide.org	(530) 756-9310
Capital Access Group 150 California Street, Suite 250 San Francisco, CA 94111 http://www.capitalaccess.com/	(415) 217-7600
TMC Financing 440 Pacific Avenue San Francisco, CA 94133 http://www.tmc.com/	(415) 989-8855

SBA Microloan Program

The Microloan Program provides very small loans to start-up, newly-established, and growing small business concerns. Under this program, SBA makes funds available to non-profit community-based lenders (Microlending Intermediaries) who, in turn, make loans to eligible borrowers in amounts up to a maximum of \$50,000. Loans may be used for typical business purposes such as working capital, machinery and equipment, inventory and leasehold improvements. The interest rate is fixed, and currently averages 7.9%. Maximum loan term is 6 years, fully amortized (no balloon payment). Free training and technical assistance is provided to the borrower. To apply for an SBA Microloan, contact a Microlending Intermediary that serves your county.

SBA Microlending Intermediaries

Arcata Economic Development Corp. Arcata, CA 95521 http://www.aedc1.org Counties Served: Del Norte, Humboldt, Lake, Mendocino, Shasta, Siskiyou, Trinity	(707) 822-4616
California Coastal Rural Dev. Corp. Salinas, CA 93902 http://www.calcoastal.org Counties Served: Monterey, San Benito, San Luis Obispo, Santa Barbara, Santa Clara, Santa Cruz, Ventura	(831) 424-1099
OBDC Small Business Finance Oakland, CA 94607 http://www.obdc.com Loans of \$25.0k > Counties Served: Alameda, Contra Costa, Solano, San Francisco	(510) 763-4297
Opportunity Fund San José, CA 95113 http://www.opportunityfund.org Counties Served: Alameda, Contra Costa, Marin, Monterey, Napa, San Francisco, San Joaquin, San Mateo, Santa Cruz, Santa Clara, Solano, Sonoma	(408) 849-4320
Southeast Asian Community Center San Francisco, CA 94109 http://www.seaccusa.org Counties Served: Alameda, Contra Costa, Marin, Merced, Napa, Sacramento, San Francisco, San Mateo, Santa Clara, Solano, Sonoma	(415) 885-2743 or (510) 261-8289
TMC Working Solutions San Francisco, CA 94133 http://www.tmcworkingsolutions.org Counties Served: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, Sonoma	(415) 655-5473 stephen@tmcworkingsolutions.org

SBA Participating Lenders

■	AltaPacific Bank	(909) 256-5302
■	Bank of America	(800) 263-2055
■	Bank of Guam	(415) 392-1670
■*	Bank of San Francisco	(415) 744-6702
■	Bank of the Orient	(415) 338-0748
■	Bank of the West	(866) 306-7254
■	Bay Commercial Bank	(925) 476-1805
■	BBCN Bank	(408) 557-2023
■	Beach Business Bank	(866) 862-3878
■	Boston Private Bank & Trust Co.	(650) 378-3722
■*	Bridge Bank	(408) 556-8334
■*	California Bank and Trust	(916) 561-1121
■	California Bank of Commerce	(925) 444-2956
■	Capitalsource Bank	(916) 457-7360
■	Cathay Bank	(866) 228-4296
■*	Celtic Bank Corporation	(877) 472-1941
■	Chase Bank	(415) 315-5913
■*	Circle Bank	(415) 898-5400
■	CIT Small Business Lending	(801) 412-6800
■*	Citibank, N.A.	(415) 658-4465
■*	City National Bank	(800) 722-5945
■	Comerica Bank	(408) 556-5886
■	Commerce National Bank	(949) 870-4407
■	Community Bank	(877) 636-7492
■*	Community Bank of the Bay	(408) 298-4900
■	Community 1st Bank	(916) 724-2424
■	Community South Bank	(415) 682-9275
■*	Community West Bank	(408) 379-1724
■*	Compass Bank	(888) 273-5363
■	County Bank	(209) 725-4522
*	Cooperative Center Federal CU	(510) 647-2131
■	CTBC Bank Corp. (USA)	408-873-3280, x103
■*	East West Bank	(888) 895-5650
■*	Excel National Bank	(888) 392-5265
■*	Exchange Bank	(707) 524-3000
■	Far East National Bank	(415) 677-8566
■*	First Community Bank	(707) 636-9000
■	First Financial Bank	(870) 863-7000
■*	First Nat'l Bank of No. CA	(415) 488-2733
■*	Focus Business Bank	(408) 200-8718
■	GBC International Bank	(408) 280-1288
■*	Grow America Fund, Inc.	(518) 271-9256
■	Hanmi Bank	(213) 382-2200
■*	Heritage Bank of Commerce	(408) 947-6900
■	Industrial & Comm'l Bank of China	(650) 872-9700
*	KeyPoint Credit Union	(408) 731-4303
■*	Lighthouse Bank	(831) 600-4013

■*	Live Oak Banking Company	(877) 790-1678
*	Magna Bank	(888) 653-1888
*	Meadows Bank	(916) 427-5772
■*	Mechanics Bank	(510) 419-3916
*	Meriwest Credit Union	(408) 363-3382
*	Mission Valley Bank	(925) 756-2545
■*	Monterey County Bank	(831) 649-4600
*	New Resource Bank	(415) 995-8100
■	Newtek Small Business Finance	(866) 639-1835
■	North Coast Bank	(707) 528-6300
■	North Valley Bank	(707) 443-8488
*	OBDC Small Business Finance	(510) 763-4297
■	One PacificCoast Bank	(510) 550-8400
■*	Pacific City Bank	(925) 847-2017
*	Pacific Coast Bankers' Bank	(415) 399-1900
*	Pacific Community Ventures	(415) 442-4300
*	Pan Pacific Bank	(510) 809-8811
■*	Pinnacle Bank	(408) 762-7163
■	Plaza Bank	(858) 220-9106
■*	Plumas Bank	(530) 889-8616
■	Rabobank	(888) 945-6600
■	Redwood Capital Bank	(707) 444-9800
■	Redwood Credit Union	(800) 479-7928
■	SF Fire Credit Union	(415) 674-4808
■*	SAFE-BIDCO	(707) 577-8621
■*	Santa Cruz Community CU	(831) 425-7708
■*	Santa Cruz County Bank	(831) 457-5000
*	Savings Bank of Mendocino County	(707) 463-6006
■	Seacoast Commerce Bank	(619) 476-7776
*	Security Bank of California	(909) 888-2546
■	Sonoma Bank	(707) 579-0610
■*	Spirit of Texas Bank, SSB	(281) 252-8888
*	Stanford Federal CU	(650) 723-8940
*	Summit Bank	(510) 839-8800
■*	Summit State Bank	(707) 568-6000
■*	Superior Financial Group	(925) 296-0500
■*	Technology Credit Union	(408) 467-6917
*	Torrey Pines Bank	(510) 899-7547
■	Trans Pacific National Bank	(415) 543-3377
■*	Travis Credit Union	(707) 469-1845
■*	U. S. Bank, N.A.	(858) 530-9655
■*	Umpqua Bank	(707) 269-3120
■	Union Bank of California	(866) 825-6267
*	United American Bank	(408) 636-1905
■*	UPS Capital Business Credit	(866) 489-6881
■*	Valley Community Bank	(925) 621-7206
*	Vision One (Optometrists only)	(800) 327-2628
■*	Wells Fargo Bank	(800) 495-8256
■	Wilshire State Bank	(408) 942-4200
■	<i>Represents Preferred and/or Express Lender</i>	
*	<i>Represents Lenders who have been known to make loans to startup businesses.</i>	
	<i>Lenders in Bold are active in SBA 7(a) lending. Revised March 2014.</i>	

**U.S. Small Business Administration
San Francisco District Office
455 Market Street, Suite 600
San Francisco, CA 94105-2420**



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www.sba.gov
http://www.sba.gov/ca/sf**



SBA's Basic Loan Programs

- **7(a) Guaranty Loan Program**
- **504 Certified Development Company Program**
- **Microloan Program**