

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
<b>International Trade</b>	\$5 million	90% guaranty (up to \$4.5 million maximum guaranty) (Up to \$4 million maximum guaranty for working capital )	Term loan for permanent working capital, equipment, facilities, land and buildings and debt refinance related to international trade	Up to 25 years.	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans Plus, engaged or preparing to engage in international trade or adversely affected by competition from imports.	Long term financing to allow small business to compete more effectively in the international marketplace
<b>Export Working Capital Program</b>	\$5 million	90% guaranty (up to \$4.5 million maximum guaranty)	Short-term, working-capital loans for exporters. May be transaction based or asset-based. Can also support standby letters of credit	Generally one year or less, may go up to 3 years	No SBA maximum interest rate cap, but SBA monitors for reasonableness	Same as 7(a) Loans	Same as 7(a) Loans Plus, need short-term working capital for direct or indirect exporting.	Additional working capital to increase export sales without disrupting domestic financing and business plan
<b>Export Express</b>	\$500,000	90% guaranty for loans of \$350,000 or less; 75% guaranty for loans greater than \$350,000	Same as SBAExpress plus standby letters of credit	Same as SBAExpress	Same as SBAExpress	Same as 7(a) Loans	Applicant must demonstrate that loan will enable them to enter a new, or expand in an existing export market. Business must have been in operation for at least 12 months (though not necessarily in exporting).	Fast turnaround; Streamlined process; Easy-to-use line of credit Loan can be for direct or indirect exporting.
<b>504 Loans</b>  - Dakota Certified Development Corp. - Lake Agassiz Certified Development Co. - Lewis & Clark Certified Development Co.	504 CDC maximum amount ranges from \$5 million to \$5.5 million, depending on type of business or project.	Project costs financed as follows: CDC: up to 40% Lender: 50% (Non-guaranteed) Equity: 10% plus additional 5% if new business and/or 5% if special use property.	Long-term, fixed-asset loans; Lender (non-guaranteed) financing secured by first lien on project assets. CDC loan provided from SBA 100% guaranteed debenture sold to investors at fixed rate secured by 2nd lien.	CDC Loan: 10- or 20-year term fixed interest rate.  Lender Loan: Unguaranteed financing may have a shorter term. May be fixed or adjustable interest rate	Fixed rate on SBA Grow (504) Loan established when the debenture backing loan is sold. Declining prepayment penalty for 1/2 of term.	A participation fee of 0.5% is on lender share, plus CDC may charge up to 1.5% on their share. CDC charges a monthly servicing fee of 0.625%-2.0% on unpaid balance. Ongoing guaranty fee is 0.642% of principal outstanding. Ongoing fee % doesn't change during term.	Alternative Size Standard: For-profit businesses that do not exceed \$15 million in tangible net worth, and do not have an average two full fiscal year net income over \$5 million.  Owner Occupied 51% for existing or 60% for new construction.	Low down payment - equity (10, 15 or 20 percent) (The equity contribution may be borrowed as long as it is not from an SBA loan) Fees can be financed; SBA /CDC Portion: Long-term fixed rate Full amortization and No balloons
<b>504 Loan Refinancing Program</b>  Same as 504 Loan	Same as 504	Loan to Value (LTV) Qualified and Secured Debt 90%. For projects that include "Business Operating Expenses (BOE)" the LTV is 85%. BOE may not exceed 15% of the fixed asset.	At least 85% of the proceeds of the loan(s) to be refinanced had to be originally used for eligible fixed assets.  May include the financing of eligible business expenses as part of the refinancing.	Same as 504	Same as 504	Same as 504 except, ongoing guaranty fee is 0.682% of principal outstanding.	Loan(s) to be refinanced can't be subject to a guaranty by a Federal agency, can't be a Third Party Loan which is part of an existing SBA 504 project and must have been current on all payments for the past 12 months. Both the business and loan(s) to be refinanced must be at least 2 years old.	Business can access equity in their commercial real estate for business operating expenses or refinance property on reasonable terms. Fees can be financed; SBA /CDC Portion: Long-term fixed rate Full amortization and No balloons
<b>Microloans</b>  Lake Agassiz Certified Development Co.	\$50,000	Not applicable	Working capital, supplies, machinery & equipment, fixtures; etc. Intermediary may chose to refinance debt. Cannot be used for real estate.	Shortest term possible, not to exceed 6 years	Negotiable with intermediary. Subject to either 7.75 or 8.5% above intermediary cost of funds.	No guaranty fee	Same as 7(a)	Direct loans from nonprofit intermediary lenders; Fixed-rate financing; Very small loan amounts; Technical assistance available
<b>SBA ILP Loan</b> Dakota Certified Development Corp.	\$200,000	Not applicable	Working capital Equipment and inventory Real estate.	Terms: 5—15 years 10% minimum payment	Fixed rate.	No guaranty fee	Same as 7(a)	Direct loans from nonprofit intermediary lenders

**North Dakota District Office**

Fargo 701-239-5497, Bismarck 701-250-4303. Grand Forks 701-746-5160

[www.sba.gov/content/nd-lender-information](http://www.sba.gov/content/nd-lender-information)

**U.S. Small Business Administration**

Information effective as of October 2017 (Fiscal Year 2018)

*SBA programs and services are provided on a nondiscriminatory basis.*

**SBA** THE LENDER'S ADVANTAGE  
 QUICK REFERENCE TO SBA LOAN GUARANTY PROGRAMS

Program	Maximum Loan Amount	Maximum Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
<b>7(a) Loans</b>	\$5 million	85% guaranty for loans of \$150,000 or less;  75% guaranty for loans greater than \$150,000  (up to \$3.75 million maximum guaranty)	Term Loan. Expansion/renovation; new construction, purchase land or buildings; purchase equipment, fixtures, lease-hold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit, inventory or starting a business	Depends on ability to repay. Generally, working capital & machinery & equipment (not to exceed life of equipment) is 5-10 years; real estate is 25 years.	<b>Loans less than 7 years:</b> \$0 - \$25,000 Prime + 4.25% \$25,001 - \$50,000 P + 3.25% Over \$50,000 Prime + 2.25%  <b>Loans 7 years or longer:</b> 0 - \$25,000 Prime + 4.75% \$25,001 - \$50,000 P + 3.75% Over \$50,000 Prime + 2.75%  Fixed Rate: <a href="http://www.colsonservices.com">www.colsonservices.com</a> Click: News & Rates	Fees charged on guaranteed portion of loan only.  <b>Maturity 1 year or less:</b> 0.25% guaranty fee  <b>Maturity more than 1 year:</b> FY2018: <b>\$125,000 or less</b> = 0% guaranty fee  \$125,001- \$150,000 = 2.0% (Lender retains 25% of fee)  \$150,001 - \$700,000 = 3.0%  \$700,001-\$1 Million= 3.5%  Guaranteed portion over \$1 million = 3.75%  Annual servicing fee = 0.55%	Must be a for profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business.  Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years. (5% year 1, 3% year 2, and 1% year 3)  <b>7(a) Small Loans \$350,000 and less</b> - all loan applications will be credit scored by SBA prior to loan approval or loan number. If score below 140 the loan can be submitted via SBAExpress	Long-term financing; Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years)
<b>SBAExpress</b>	\$350,000	50%	May be used for revolving lines of credit (up to 7 year maturity) or for a term loan [same as 7(a)].	Up to 7 years for Revolving Lines of Credit including term out period. Otherwise, same as 7(a).	Loans \$50,000 or less; prime+ 6.5% Loans over \$50,000; prime + 4.5%	Same as 7(a) Loans	Same as 7(a) Loans	Fast turnaround; Streamlined process; Easy-to-use line of credit
<b>SBA Veterans Advantage</b>	Processed under <b>SBAExpress</b> \$350,000  Processed under <b>SBA 7(a) Loans</b> \$5 million	Same as SBAExpress  Same as 7(a) Loans	Same as SBAExpress  Same as 7(a) Loans	Same as SBAExpress  Same as 7(a) Loans	Same as SBAExpress  Same as SBA 7(a) Loans	No guaranty fee.  Annual servicing fee of 0.55%  Same as 7(a) Loans Except guaranty fee for non SBAExpress loans \$125,001-\$350,000 will be reduced by 50%.  Annual servicing fee of 0.55%	Same as 7(a) plus business must be owned and controlled by individual(s) in following groups: Veterans or Service-Disabled Veterans; Active Duty Military participating in TAP; Reservist and National Guard Members; Current spouse ; Widowed spouse of service member who died during service or of a service-connected disability	Same as SBAExpress No guaranty fee  Same as 7(a) Loans but with a reduced guaranty fee.
<b>CAPLines:</b> 1. Working Capital; 2. Contract; 3. Seasonal; and 4. Builders	\$5 million	Same as 7(a) Loans	Finance seasonal and/or short-term working capital needs; cost to perform; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving.	Up to 10 years, except Builder's CAPLine, which is 5 years	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans Plus, all lenders must execute Form 750 & 750B (short-term loans)	1. Working Capital - (LOC) Revolving Line of Credit 2. Contract - can finance all costs (excluding profit). 3. Seasonal - Seasonal working capital needs. 4. Builder - Finances direct costs in building a commercial or residential structure
<b>Community Advantage</b> Dakota Certified Development Corp.	\$250,000	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Prime plus 6%	Same as 7(a) Loans  Expires 03/31/2020	Same as 7(a) Loans Small Loans	Same as 7(a) Plus lenders must be CDFIs, CDCs, micro-lender or SBA Intermediary Lenders targeting underserved market.

This is an overview and does not include full policy and procedures. See the current Lender and Development Company Loan Programs SOP 50 10 5 for more details.