

Funding 101

What you need, when you need it!

1 What do you need funding for?

- ▶ Start or purchase a business
- ▶ Purchase, renovate or expand facilities
- ▶ Purchase inventory, equipment or machinery
- ▶ Revolving credit/working capital for day-to-day expenses
- ▶ Export a product or service



I need investors.

SBA's SBIC Program could be a great option for you.



I need to research and develop a business idea.

You may need the SBIR or STTR Program.



I'm bidding on a contract that requires me to be bonded.

Ask for information on SBA's Surety Bond Program.

2 Do you need help with your business plan or loan package?

- ▶ If so, SBA Resource Partners can help! Ask for a local list.



3 Now that you have your business plan and loan package ready, contact an SBA Lender to see if you qualify! There are two options...

A. Check out sba.gov/lendermatch to search national SBA Lenders who may specialize in your industry or type of project.

B. Ask your nearest SBA District Office for a list of local SBA Lenders.

Be prepared to discuss:

- Size and purpose of your loan
- Size and age of your business
- Your credit history
- Collateral
- Financial projections
- Your technical assistance/mentoring needs



What Kind of Funding is Right For You?

IF YOU NEED ACCESS TO CAPITAL TO HELP YOU ACHIEVE YOUR BUSINESS GOALS, THE SBA OFFERS A VARIETY OF FUNDING PROGRAMS FOR ALL KINDS OF SMALL BUSINESS VENTURES.

Funding to Help You Start or Grow Your Business

While the SBA has many specialty loan lines, our loan programs can be divided into three main categories:

- **The 7(a) Loan:** Can be used for almost any purpose, including buying real estate, equipment, inventory, or for working capital, refinancing business debt, or purchasing a small business.
- **SBA Microloan Program:** Great for helping start-ups launch and grow, or repair credit. Loans from \$500 to \$50K plus free business counseling.
- **504 Certified Development Company Loan Program:** Competitive fixed-rate mortgage financing to purchase land, heavy equipment, or real estate for businesses that do not qualify for traditional financing.

Funding from Private Investors

- To facilitate the flow of long-term capital to America's small businesses, the SBA partners with private investors (**Small Business Investment Companies or SBICs**) to invest in qualifying small businesses with guaranteed capital and private funds.

Funding Programs for Research & Development

The **Small Business Innovation Research (SBIR)** and **Small Business Technology Transfer (STTR)** programs provide more than \$2.5 billion annually in early stage capital through more than 4,000 new awards. Visit sbir.gov to find funding opportunities and helpful program tutorials.

Funding to Make You More Competitive

- Surety bonds are often required to win construction, supply, and service contracts. The **SBA's Surety Bond Program** is for small businesses that lack the financial resources or performance track record needed to secure bonding through traditional commercial channels.

To find out more about funding programs from the SBA, visit your local SBA District Office or SBA.gov.



U.S. Small Business
Administration