

SCORE

SCORE, Counselors to America's Small Business, is a volunteer organization of successful business persons who volunteer their time to provide free small business counseling and training under special funding from the SBA. Visit www.score.org for more information.

North Carolina SCORE Chapters:

Asheville	(828) 271-4786
Chapel Hill	(919) 968-6894
Charlotte	(704) 344-6576
Greensboro	(336) 333-5399
Hendersonville	(828) 693-8702
Morehead City	(252) 222-6126
Outer Banks	(252) 441-8144
Raleigh	(919) 856-4739
Rocky Mount	(252) 442-1173
Sandhills Area	(910) 692-3926
Washington	(252) 974-1848
Wilmington	(910) 452-5395

Women's Business Centers

The two Women's Business Centers in NC assist women in starting and growing their own businesses.

NCIMED
Durham, NC (919) 956-8889
www.ncimed.org

CEED
Fayetteville, NC (910) 323-3377
www.ncceed.org

Government Contracting

The **8(a) Program** offers business development training for socially and economically disadvantaged businesses. The program also offers access to a variety of development services with the opportunity to receive federal contracts on a sole-source or limited competition basis.

HUBZone Contracting provides federal contracting to qualified small businesses in designated locations. This creates jobs, empowers communities and attracts private investors to small urban and rural locations.

The **Women-Owned Small Business Federal Contract Program** provides equal access to federal contracting opportunities for women-owned small businesses. The program allows contracting officers to set aside specific federal contracts for certified WOSBs in 83 underrepresented NAICS codes.

The **Surety Bond Guarantee Program** guarantees a construction contract bond up to \$10 million. A Surety bond ensures contract completion in the event of contractor default.

Veterans Assistance

The **North Carolina Veterans' Business Outreach Center** helps military veterans start and grow small businesses. The VBOC provides training, counseling, and technical assistance for Veterans, Service-Disabled Veterans, Reservists, National Guard Members, Active Duty business owners and start-ups.

VBOC (910) 672-1107
Fayetteville State University www.fsuvoc.com

www.sba.gov

Visit SBA's website for detailed information on these and other programs. Sign up for NC newsletters at "Email Updates" on www.sba.gov/nc.



U.S. Small Business Administration

Programs & Services

North Carolina District
6302 Fairview Road
Charlotte, NC 28210

www.sba.gov/nc

(704) 344-6563

Asheville (828) 225-1844

Wilmington (910) 815-3188

7(a) Loans

The 7(a) Loan Guaranty Program serves as SBA's primary business loan program to help qualified small businesses obtain financing when it is not available elsewhere.

Loan proceeds can be used for most business purposes including working capital, equipment, inventory, land and building. Loan maturities are up to 10 years for working capital and up to 25 years for real estate.

SBA's 7(a) Loan Guaranty Program has a maximum loan amount of \$5 million, with a maximum exposure of \$3.75 million. Thus, if a business receives an SBA guaranteed loan for \$2 million, the maximum SBA guaranty to the lender will be \$1.5 million or 75%.

Interest rates on business loans are usually variable. Rates are negotiated between the lender and the borrower but are subject to SBA maximums. Depending on the size and term of the loan, the SBA maximum interest rate can range from prime +2 ¼ % to prime + 6 ½ %. In North Carolina the interest rates have typically been less than the maximum allowed.

To be eligible for a 7(a) loan, a business must:

- Operate for profit
- Not exceed SBA size standards
- Not be involved in lending, real estate development, investment or speculation.
- Not be involved in pyramid schemes, gambling, and illegal operations.

Visit www.sba.gov and click on Loans tab for more details involving size, eligibility, use of proceeds, guaranty percentage and other questions.

504 Loans

The 504 Program provides small businesses long-term, fixed-rate financing for fixed assets: land, building, and equipment. The 504 finance package consists of two loans: one from a bank and the other from an SBA licensed Certified Development Company. Maximum loan size is \$5 million (\$5.5 million for manufacturing).

Example Loan Structure for \$2 Million Project

Bank Loan (1st Lien)	\$1,000,000	(50%)
SBA/CDC (2nd Lien)	\$ 800,000	(40%)
Borrower	<u>\$ 200,000</u>	(10%)
Total Project	\$2,000,000	(100%)

For more information visit www.sba.gov and click on Loans tab or call one of the nine CDC's in North Carolina.

Avista Business Development Corporation	
Asheville	(828) 645-0439
Business Expansion Funding Corporation	
- Charlotte	(704) 414-3000
- Raleigh	(919) 366-6441
Centralina Development Corporation	
Charlotte	(704) 373-1233
Neuse River Development	
New Bern	(252) 638-6724
Piedmont Triad Regional Council	
Kernersville	(336) 904-0300
Region D Development Corporation	
Boone	(828) 265-5437 x121
Region E Development Corporation	
Hickory	(828) 322-9191
Self-Help Ventures Fund	(919) 956-4400
- Charlotte	(800) 394-7428
- Wilmington	(910) 254-9988
Smoky Mountain Development Corporation	
Waynesville	(828) 452-1967

SBTDC

The Small Business & Technology Development Center (SBTDC) is a business advisory service administered by NC State University on behalf of the University of North Carolina System. Since 1984, the SBTDC has helped over 125,000 entrepreneurs make their businesses better. It is partially funded by the SBA and provides counseling and training in these areas:

- Financial Analysis and Access to Capital
- Research and Marketing
- Performance Improvement
- Strategy and Leadership Development
- Government Procurement
- International Business
- Technology Commercialization

There are 16 SBTDC offices across the state. Learn more at www.sbtcd.org.

Asheville	(828) 251-6025
Boone	(828) 262-2492
Chapel Hill	(919) 962-0389
Charlotte	(704) 548-1090
Cullowhee	(828) 227-3504
Durham	(919) 530-7386
Elizabeth City	(252) 335-3247
Fayetteville	(910) 672-1727
Greensboro	(336) 256-9300
Greenville	(252) 737-1385
Hickory	(828) 345-1110
Pembroke	(910) 775-4000
Raleigh	(919) 600-5999
Wilmington	(910) 962-3744
Winston-Salem	(336) 750-2030
Raleigh (HQ)	(919) 715-7272