

APPENDIX A: QUICK REFERENCE TO SBA LOAN PROGRAMS

PROGRAM	AMOUNT	PERCENT OF GUARANTEE (MAX)	USE OF PROCEEDS	MATURITY	MAXIMUM INTEREST RATES	GUARANTEE & OTHER FEES	ELIGIBILITY
<p>7(a) Loan Guarantee Program (SBA's primary loan program)</p>	<p align="center">\$1,500,000 (Maximum Guaranty Amount)</p> <p align="center">(Total loan cannot exceed \$2,000,000)</p>	<p>90% of loan amount (up to max. guaranty amount)</p> <p>Ex.: A loan of \$1,800,000 gets a guaranty of 83.33% (rounded down to 2nd decimal)</p>	<p>Expansion or renovation; construction of new facility; purchase land or buildings; purchase equipment, fixtures, leasehold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit; inventory acquisition.</p>	<p>Depends on ability to repay;</p> <p>Generally, working capital 5-10 yrs; machinery, equipment, real estate, construction up to 25 yrs (not to exceed life of equipment).</p>	<p>Negotiable with Lender;</p> <p>Loans under 7 yrs, maximum prime 2.25%;</p> <p>7 yrs or more, maximum prime + 2.75%;</p> <p>Under \$50,000, rates may be slightly higher.</p>	<p><u>Guaranty fee waived</u>, except for short-term loans up to 12 months – fee is still 0.25%.</p> <p><u>Lender's Annual Servicing Fee</u> – still applies, at 0.55% of outstanding balance of SBA guaranteed portion.</p>	<p>Must be operated for profit; meet SBA size standards; show good character, management expertise, & commitment & show ability to repay; may not be involved in speculation or investment.</p>
<p>CAPLines (Short-term, Revolving Lines of Credit)</p> <ul style="list-style-type: none"> - Seasonal, - Contract, - Builders, - Standard Asset Based - Small Asset Based 	<p align="center">\$2,000,000 (Total Loan Amount)</p> <p align="center">>\$200,000</p> <p align="center"><\$200,000</p>	<p align="center">See 7(a)</p>	<p>Finance seasonal working capital needs, costs to perform, construction costs, advances against existing inventory & receivables; consolidation of short-term debt.</p>	<p align="center">5 year maximum</p>	<p align="center">prime + 2.25</p>	<p>See 7(a)</p> <p>For loans of 12 months or less guaranty fee .25%.</p> <p>Under standard asset-based, no restrictions on servicing fees.</p>	<p>Existing businesses See 7(a)</p>
<p>MicroLoan Program</p>	<p align="center">\$35,000 (Max. Loan Amount)</p>	<p align="center">N/A</p>	<p>Purchase equipment, machinery, fixtures, leasehold improvements, finance increased receivables, working capital. May not be used to repay existing debt.</p>	<p>Shortest term possible. Not to exceed 6 years.</p>	<p>Negotiable with Intermediary.</p>	<p>No guarantee fee.</p>	<p>Same as 7(a)</p>

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International Trade Loans	Same as 7(a)	See 7(a)	Working capital improvements in U.S. for producing goods or services. May not be used to repay existing debt.	25 year maximum	See 7(a)	See 7(a)	Small business engaged or preparing to engage in intr'l trade or business which has been adversely affected by competition from imports.
Export Working Capital Program Fast turnaround, may apply for pre-qualification letter	Maximum Loan \$2,000,000	90%	Short-term working capital loans to finance export transactions.	Matches simple transaction cycle or generally 1 year for line of credit.	No Cap	See 7(a) Guarantee fee .25%. No restrictions on servicing fee.	Small business exporters who need short-term working capital See 7(a) for other qualifications.
504 Certified Development Corp Program	The maximum amount of CDC/504 participation in a single project is \$1.5 million . 2 million for projects which meet certain Public Policy Goals & 4 million for manufacturers.	40% of project but not over \$1,500,000	Purchase of major fixed assets such as land, buildings, improvements, long-term equipment, construction, renovation, limited re-financing.	10 or 20 years only	Based on current market rate for 5 and 10 year treasury issues, plus an increment above Treasury rate.	CDC processing fee and lender participation fee temporarily eliminated.	For profit businesses that do not exceed \$7 million in tangible net worth and did not have average net income over \$2.5 million for past 2 years.

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SBAExpress Lender approves loan, no additional paperwork	\$350,000. (Max. Loan Amount)	Remains at 50%	Same as 7(a); limitations on real estate and construction. May be used for term loans or revolving credit.	Term loan same as 7(a) No more than 7 years on revolving line of credit.	Lenders will be allowed to charge up to 6.5% over prime for loans of \$50,000 or less and up to 4.5% over prime for loans over \$50,000.	See 7(a)	See 7(a)
Community Express	\$250,000 (Max. Loan Amount)	90%	Loan proceeds may be used for most business purposes including start-up, expansion, equipment purchases working capital, inventory or real estate acquisitions.	Generally 5 to 10 years.	Lenders will be allowed to charge up to 4.75 over prime for loans of \$25m or < & 3.75 for loans >\$25m up to \$50m & 2.75 over prime for loans over \$50m depending on loan term.	See 7(a)	Persons who meet normal requirements for SBA loans. Also, must be located in one of Community Express's designated areas.
Patriot Express	\$500,000 (Max. Loan Amount)	90%	See 7(a)	See 7(a)	Range from 2.25% to 4.75% over Prime.	See 7(a)	Veterans Active Duty, In the Transition Assistance Program Reservists National Guard Current Spouses of above Qualified Widowed Spouses