



U.S. Small Business  
Administration



# **SBA Funding Programs**

**Get to Know the SBA Virtual  
Learning Series 2019**

April 23, 2019

# Hosts

**Marquiesha Gillispie, Procurement Center Representative  
SBA Office of Government Contracting, Area VI, Las  
Vegas, NV**

**Kathleen Taylor, Program and Marketing Coordinator,  
Nevada Business Opportunity Fund and Nevada  
Women's Business Center, Las Vegas, NV**

# GETTING TO KNOW THE SBA VIRTUAL LEARNING SERIES SCHEDULE

The program schedule is for information only and dates and times are subject to change.

<https://www.sba.gov/offices/district/nv/las-vegas>

Session No.	Date	Time (PST)	Topic
	March 13, 2019	10:00-10:30 AM	<a href="#">Introduction Video</a>
 1	April 23, 2019	10:00-11:00 AM	<a href="#">SBA Funding Programs</a>
2	May 23, 2019	10:00-11:00 AM	<a href="#">SBA Economic Development and Resource Partners (Part 1)</a>
3	June 25, 2019	10:00-11:00 AM	<a href="#">SBA Economic Development and Resource Partners (Part 2)</a>
4	July 23, 2019	10:00-11:00 AM	<a href="#">SBA Office of Government Contracting Overview</a>
5	August 20, 2019	10:00-11:00 AM	<a href="#">Federal Contract Planning Phase -Marketing Your Business (Part 1)</a>
6	September 3, 2019	2:00-3:00 PM	<a href="#">Federal Contracting - Pre Award Phase (Part 2)</a>
7	October 8, 2019	10:00-11:00 AM	<a href="#">Federal Contracting - Post Award Phase (Part 3)</a>
8	November 5, 2019	2:00-3:00 PM	<a href="#">NV Procurement Centers – Forecasted Contracts (Part 1)</a>
9	December 10, 2019	10:00-11:00 AM	<a href="#">NV Procurement Centers – Forecasted Contracts (Part 2)</a>

A Collaboration With

**Nevada**  
**WBC**

# Today's Speakers



**Thomas Martin**  
Lender Relations Specialist  
Las Vegas District Office  
U.S. Small Business Administration



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# GETTING TO KNOW SBA LENDING

THIS IS AN INTRODUCTION TO THE SBA  
LENDING PROGRAMS AND ACCESS TO CAPITAL

# SBA Guaranteed Loans

- The SBA does not lend money; it “guarantees the loan”
  - The loans are for small businesses that are not able to obtain credit elsewhere
  - The program operates through private-sector lenders that participate in SBA lending programs
  - Mitigates the lender’s perceived risk
  - Still requires The Five Cs
  - Character, Capacity Capital, Collateral, and Conditions

**Character** - Sometimes called [credit history](#)

**Capacity** - Capacity measures the borrower's ability to repay a loan

**Capital** - Lenders also consider any capital the borrower puts toward a potential investment

**Collateral** - Help a borrower secure loans (For instance a car secures your Auto Loan)

**Condition** - Items such as its interest rate and amount of principal, influence the lender's desire to finance the borrower

# SBA Guaranteed Loans

- SBA financial assistance programs can help you:
  - Start your business
  - Grow your business
  - Export your goods and services
  - Recover from a disaster
- Small businesses can access a maximum of \$5 million in SBA guaranteed financing
  - Can be used for most small business finance needs
  - Multiple loans allowable, but total SBA-backed loans can't exceed \$5 million

<http://www.sba.gov/financing>

# SBA Loan Programs

- 7(a) Loan Program
  - SBA's primary business loan program
    - Maximum loan amount of \$5 million
- SBA Express Programs
  - Streamlined, expedited loan process
    - Geared toward faster approvals

# **SBA Finance Programs for Underserved Markets**

- **SBA Community Advantage**
  - Loan amounts up to \$250,000
- **SBA Microloans**
  - Loan amounts of \$50,000 or less
- **Administered by non-profit lenders**
- **Credit requirements not as stringent**
- **Management/Technical Assistance usually provided**

# SBA Veterans Advantage

- Includes upfront guaranty fee relief on SBA loans:
  - SBA Express
    - Zero upfront fee



# Not Eligible for SBA Financing

- Gambling or speculation
- Real estate investment/ other speculative activities
- Lending activities
- Multi-level marketing firms
- Businesses providing sexual material
- Religious organizations
- Non-profit organizations
- Charitable organizations
- Illegal Activities
- Borrowers that have defaulted on federal loans or financing

# What's the advantage of a Government-Guaranteed Loan?

- **For banks/credit unions:**
  - Less risky for them because the government “guarantees” a percentage of the loan
- **For YOU:**
  - Can obtain loan without as large of a down payment or as much collateral on-hand
  - Good interest rates and longer terms
  - No balloon payments or demand clauses

# Resources to Support You and the SBA

# Agenda

- **SBA Resource Partner network**
- **Other resources & training**
- **Next Steps**
- **Q&A**

## Services

- Mentoring
  - Online
  - In-Person
- Business Tools and Templates
- Workshops
  - Online
  - In-Person

<https://www.score.org/>



# Small Business Development Centers

## Services

- Business Plan Development
- Manufacturing Assistance
- Financial Packaging and Lending Assistance
- Exporting and Importing Support
- Disaster Recovery Assistance
- Procurement and Contracting Aid
- Market Research Assistance

<https://www.sba.gov/tools/local-assistance/sbdc>

# Women's Business Centers

- Services
  - Training
  - Counseling
  - Access to Capital
  - Webinars
  - Organizational development tools
  - Fund-raising assistance
  - Best practices in program delivery

<https://www.sba.gov/tools/local-assistance/wbc>

# Questions & Discussion

# COMMENTS

## Procurement Center Representative (PCR)

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