



U.S. Small Business
Administration

**The SBA works to ignite change and spark action
so small businesses can confidently**



START • GROW • EXPAND • RECOVER

Increasing Your Confidence & Business Smarts

START • GROW • EXPAND • RECOVER

The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.



Approved and funded by the SBA



1,400+ partner offices nationwide



Find local resource partners near you at [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



Which Resource Partners are Right for You?



Which Resource Partners are Right for You?

If you are an aspiring entrepreneur or small business owner looking for:

- **Mentorship and advice** from volunteer real-world business executives—in-person or virtually
 - **Free online workshops** and webinars
-



SCORE Business Mentors

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

Enter zip code in “Find My Chapter” to access chapters near you.

Which Resource Partners are Right for You?

If you're an aspiring entrepreneur or small business owner looking for:

- **Free business consulting** to get started or grow
 - **Low-cost training** on crucial topics
 - Including COVID-19 Small Business Resources
-



**Small Business
Development Centers**

<https://americassbdc.org/>

Which Resource Partners are Right for You?



ASSOCIATION OF
WOMEN'S BUSINESS CENTERS

If you are an aspiring or current woman small business owner looking for:

- **Comprehensive training and counseling** on a variety of topics in several languages
- **Business advice** to level the playing field against unique challenges or obstacles

<https://www.awbc.org/search/custom.asp?id=5914>

**There are more than 100 WBCs –
For example in the Twin Cities:**



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

Which Resource Partners are Right for You?

If you are a veteran of the US military or a military spouse in need of:

- **Counseling or transition assistance**
 - **Training and advice** to start or grow your business, or purchase a new business
 - Boots to Business workshops
 - **Resource referrals**
-



Veteran's Business Outreach Centers

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

Your Local SBA District Office Can Help

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

There are 68 SBA District Offices – For example in Minnesota:

Contact Us

Minnesota District Office
330 2nd Ave S, #430
Minneapolis, MN 55401

612.370.2324
minneapolis.mn@sba.gov
SBA.gov/MN

 @sba_minnesota

Work With Us

Twila Kennedy
Lead Economic Development Specialist
612.370.2300, twila.kennedy@sba.gov

Mike Jackson
Economic Development Specialist/Veterans Liaison
612.370.2335, don.jackson@sba.gov

Maribel Reigstad
Economic Development Specialist
612.370.2321, maribel.reigstad@sba.gov

Build Capacity as Your Business Develops

GROW • EXPAND

Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

8(a) Business Development Program

Historically Underutilized Business Zones (HUBZone) Program

Women-Owned Small Business (WOSB) Program

Service-Disabled Veteran-Owned Program

Learn more and determine your eligibility at
[certify.SBA.gov](https://certify.sba.gov)

Who Can Help?

If you are looking to expand with government contracting, PTACs can help:

- **Determine if your business is ready** for federal contracting
 - **Help you register in the proper places** to get involved in the government marketplace
 - **See if you're eligible** for certifications
-

Procurement Technical Assistance Centers

<https://www.aptac-us.org/>

Need Access to Capital? The SBA Can Help



Need Funding for Your Business? The SBA Can Help.

- 1.** SBA-backed Loans
- 2.** Private Investors
- 3.** R&D Awarded Funds
- 4.** Surety Bonds



1. Need a Business Loan to Start, Grow, or Expand?



The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education



How Can an SBA-backed Loan Help You?



- Launch, grow, or repair a start-up
- Start or purchase a small business
- Access revolving credit or working capital for day-to-day expenses



- Purchase, renovate, or expand facilities
- Purchase inventory, equipment, or machinery
- Purchase land or real estate
- Export a product or service

Increase Your Chances of Securing a Loan

Lenders want to know they're making a smart choice by giving you a loan. Your local SBA Resource Partners can help you develop your:



- **Business plan**
- **Expense sheets**
- **Financial statements**
- **Financial projections**

Lender Match

1.

**Describe
Your Needs**



2.

**Interested Lenders
Reply Within 2 Days**



3.

**Talk to
Lenders**



4.

**Apply for a
Loan**

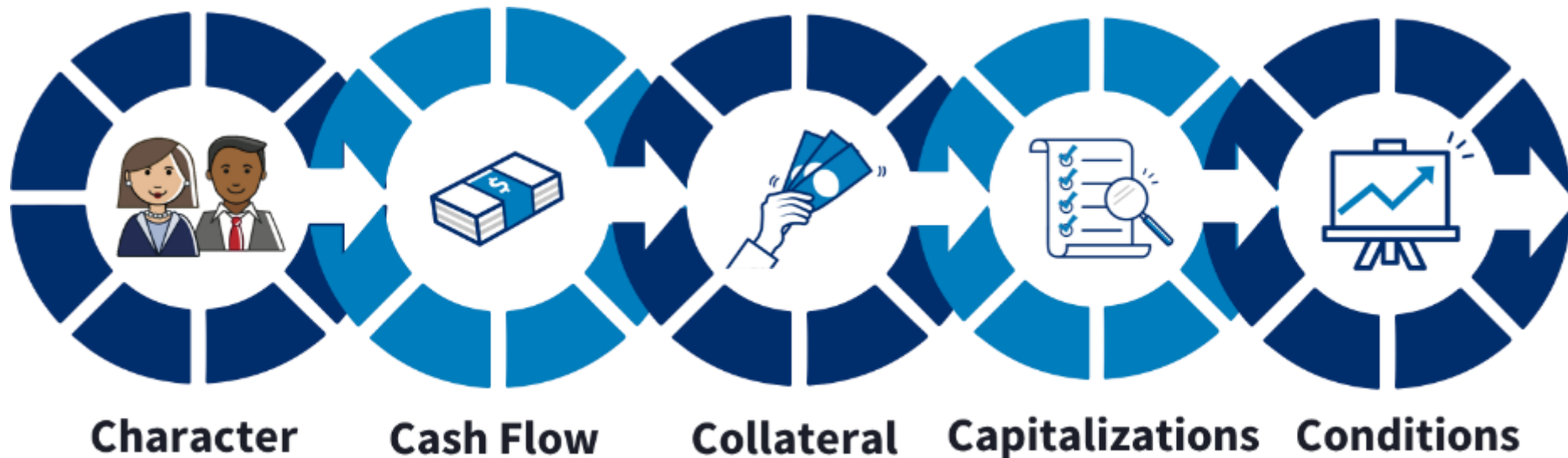


Find an SBA-approved lender that's right for you by visiting

[SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

Determine Your Creditworthiness

Your local SBA District Office or SBA Resource Partners can work with you to determine your creditworthiness using the **5 Cs Model**:



Reimagine Your Potential as You Branch Out



Interested in International Trade or Exporting?



Nearly 96 percent of consumers live outside the U.S.



Two-thirds of the world's purchasing power is in foreign countries



Evaluate your readiness & learn more by visiting [SBA.gov/exporting](https://www.sba.gov/exporting)



The SBA Can Help You Go Global

1



Get Counseling & Training

- U.S. Export Assistance Centers (USEACs)
- Small Business Development Centers (SBDCs)

2



Find Buyers Internationally

- State Trade Expansion Program (STEP)

3



Get Export Funding

- Export Express Loans
- Export Working Capital Loans
- International Trade Loans

Who Can Help?

If you are looking to go global with international trade, tap a USEAC to:

- **Explore** the process of exporting
 - **Get help** with export financing and transactions
-

US Export Assistance Centers

<https://www.trade.gov/export-solutions>

Triumph Over Adversity

RECOVER

Disasters Happen. Prepare Your Business.



An estimated 25% of businesses don't reopen after a major disaster.*



Businesses can protect themselves with an up-to-date plan of action.



Prepare your business & learn more by visiting [SBA.gov/prepare](https://www.sba.gov/prepare)



*According to the Institute for Business and Home Safety (IBHS).

SBA's Disaster Declaration Makes Loans Available Due to the Coronavirus (COVID-19)



Economic Injury Disaster Loan (EIDL) Advance

<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/economic-injury-disaster-loan-emergency-advance>



Paycheck Protection Program (PPP)

www.sba.gov/ppp



SBA Express Bridge Loan

<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/sba-express-bridge-loans>



SBA Debt Relief

<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/sba-debt-relief>

Small Business Economic Relief

Tools Made Available in Response to Coronavirus (COVID-19)

CARES Act



Paycheck Protection Plan



Economic Injury Disaster Loan Advance (up to \$10,000)



SBA Debt Relief

SBA Base Programs Expanded



Economic Injury Disaster Loans
Includes deferment through 2020



Traditional SBA-backed Lending
Includes new Express Bridge Loan Pilot



No-Cost Business Advising
Additional funding via partners

PPP Flexibility Act: SBA, in consultation with Treasury, will promptly issue rules and guidance, a modified borrower application form, and a modified loan forgiveness application in accordance with the Act.

The modifications will:

1. Extend the covered period to 24 weeks (changed from 8 weeks) from loan disbursement or December 31, 2020, whichever is earlier, providing greater flexibility for borrowers to qualify for loan forgiveness; for loans prior to June 5, borrowers can elect 8 weeks
2. Require that borrowers only use 60% (changed from 75%) of the loan proceeds for payroll costs for forgiveness; if a borrower uses less than 60% for payroll costs, the borrower will continue to be eligible for partial loan forgiveness
3. Give safe harbors from reduction in loan forgiveness re: the inability to return to previous business levels that operations were at before February 15, 2020, due to requirements/guidance from HHS, CDC and OSHA, or to rehire or find new qualified employees that were in place on February 15, by December 31, 2020.
4. Lengthen the term of any PPP loan after June 5 from two- to five years; term changes for PPP loans prior to June 5 will have to be agreed to between borrower and lender
5. Begin the PPP loan deferral period on the date the SBA remits the forgiveness amount to the lender or, if the borrower does not ask for forgiveness, have it be 10 months from the eligible date of forgiveness

In addition, the new rules will **confirm that June 30, 2020**, remains the last date on which a PPP loan application can be approved.

Disaster Related Contact Info



More information concerning
SBA and its programs

Sign up for updates at www.sba.gov/updates

Follow us on Twitter @SBAgov

Send questions to:

disastercustomerservice@sba.gov | 800-659-2955
(800-877-8339 for the deaf and hard-of-hearing)



U.S. Small Business
Administration

Questions?

Brian McDonald

District Director, Minnesota District Office

www.sba.gov/mn | [@sba_Minnesota](https://twitter.com/sba_Minnesota)

Minneapolis.mn@sba.gov