00:23:10:15 WELCOME TO THE NATIONAL SMALL

00:23:12:08 BUSINESS WEEK VIRTUAL CONFERENCE

00:23:13:26 SPONSORED BY SCORE AND THE SBA.

00:23:16:05 THIS WEBINAR IS SBA FUNDING

00:23:19:09 PROGRAMS EXPLAINED BROUGHT TO

00:23:22:27 YOU BY THE SBA.

00:23:25:09 MY NAME IS SAMINA AND I WILL BE

00:23:27:16 THE MODERATOR FOR THIS WEBINAR

00:23:30:02 SESSION.

00:23:30:17 WE ARE JOINED BY JOHN MILLER,

00:23:32:21 DEPUTY ASSOCIATE ADMINISTRATOR

00:23:33:24 FOR THE OFFICE OF CAPITAL ACCESS

00:23:37:27 AT THE SBA.

00:23:38:28 BEFORE TURNING THE SESSION ON

00:23:40:06 OVER TO JOHN, I'D LIKE TO JUST

00:23:42:01 GO OVER A FEW HOUSEKEEPING

00:23:44:22 ITEMS.

00:23:45:00 TODAY'S WEBINAR WILL LAST ONE

00:23:47:00 HOUR.

00:23:47:05 THE SESSION IS BEING RECORDED

00:23:48:20 AND A LINK FOR THE RECORDING AND

00:23:50:24 SLIDE DECK WILL BE EMAILED TO

00:23:52:29 ALL PARTICIPANTS.

00:23:54:05 WE HAVE ALSO SET ASIDE TIME FOR

00:23:55:26 Q & A AT THE END OF TODAY'S

00:23:58:25 PRESENTATION.

00:23:58:29 IF YOU HAVE ANY QUESTIONS,

00:24:00:08 PLEASE SUBMIT THOSE USING THE Q

00:24:01:25 & A BOX ON THE LEFT SIDE OF YOUR

00:24:04:26 SCREEN.

00:24:05:02 PLEASE USE THE SAME BOX IF YOU

00:24:07:13 EXPERIENCE ANY TECHNICAL

00:24:09:02 DIFFICULTIES AND NEED

00:24:12:23 ASSISTANCE.

00:24:15:24 WE NOW NOW LIKE TO BEGIN SBA

00:24:18:22 FUNDING PROGRAMS EXPLAINED.

00:24:19:24 HI, JOHN, THANK YOU AND WELCOME

00:24:22:05 TODAY.

00:24:22:05 >> THANK YOU.

00:24:22:28 THANK YOU VERY MUCH.

00:24:23:25 PLEASURE TO BE HERE.

00:24:25:02 HELLO, EVERYBODY, MY NAME IS

00:24:26:10 JOHN MILLER AND I'M THE DEPUTY

00:24:28:13 ASSOCIATE ADMINISTRATOR FOR THE

00:24:30:18 SBA'S OFFICE OF CAPITAL ACCESS

00:24:32:21 WHERE I WORK WITH A GREAT TEAM

00:24:34:27 TO DELIVER SBA'S CAPITAL ACCESS

00:24:37:24 PROGRAMS.

00:24:38:08 I'M VERY PLEASED TO HAVE THE

00:24:40:03 OPPORTUNITY TODAY DURING

00:24:41:02 NATIONAL SMALL BUSINESS WEEK TO

00:24:43:12 PRESENT TO YOU SBA'S FUNDING

00:24:45:05 PROGRAMS EXPLAINED AND HOW SMALL

00:24:47:05 BUSINESSES CAN BENEFIT FROM

00:24:49:19 THEM.

00:24:50:06 FROM TODAY'S PRESENTATION YOU

00:24:51:24 SHOULD GAIN FAMILIARITY WITH OUR

00:24:55:00 MAIN LOAN PROGRAMS, OUR 7A, 504

00:24:58:20 AND MICRO LOAN PROGRAM, LEARN

00:25:00:07 HOW TO APPLY AND WHERE TO GO TO

00:25:02:22 APPLY FOR AN SBA LOAN AND LEARN

00:25:05:14 ABOUT LENDING MATCH, SBA'S FREE

00:25:09:15 ONLINE PLATFORM FOR MATCHING

00:25:11:10 BORROWERS TO SBA LENDERS.

00:25:12:12 BEFORE WE JUMP INTO THE FUNDING

00:25:14:00 PROGRAMS, HOWEVER, LET ME

00:25:15:11 PROVIDE A BRIEF BACKGROUND ON

00:25:16:28 THE SMALL BUSINESS

00:25:18:21 ADMINISTRATION IN GENERAL AND

00:25:19:22 THE STATE OF SMALL BUSINESS.

00:25:21:20 NEXT SLIDE, PLEASE.

00:25:27:18 THE SBA WAS CREATED IN 1953 AS

00:25:30:27 AN INDEPENDENT AGENCY OF THE

00:25:33:00 FEDERAL GOVERNMENT TO AID,

00:25:36:16 COUNSEL, ASSIST AND PROTECT THE

00:25:38:00 INTEREST OF SMALL BUSINESS

00:25:39:02 CONCERNS, TO PRESERVE FREE,

00:25:41:14 COMPETITIVE ENTERPRISE AND TO

00:25:43:23 MAINTAIN AND STRENGTHEN THE

00:25:45:07 OVERALL ECONOMY OF OUR NATION.

00:25:48:05 SBA DIRECTLY SUPPORTS SMALL

00:25:50:14 BUSINESSES AND SMALL BUSINESS

00:25:51:20 RESOURCE PROVIDERS IN ALL 50

00:25:54:10 STATES AND U.S. TERRITORIES.

00:25:56:26 NEXT SLIDE, PLEASE.

00:26:01:18 THE SBA PROVIDES ASSISTANCE

00:26:04:02 PRIMARILY THROUGH FOUR

00:26:05:15 PROGRAMATIC FUNCTIONS, ACCESS TO

00:26:08:04 CAPITAL, THAT'S BUSINESS

00:26:09:03 FINANCING AND THAT'S WHAT WE'RE

00:26:10:27 TALKING ABOUT HERE TODAY,

00:26:14:05 ENTREPRENEURIAL DEVELOPMENT,

00:26:14:26 THAT'S EDUCATION, TRAINING,

00:26:17:15 INFORMATION, TECHNICAL

00:26:20:21 ASSISTANCE, GOVERNMENT

00:26:21:19 CONTRACTING, FEDERAL PROCUREMENT

00:26:23:00 FOR SMALL BUSINESS, AND

00:26:25:16 ADVOCACY, OUR VOICE FOR SMALL

00:26:28:13 BUSINESS.

00:26:30:26 NEXT SLIDE.

00:26:33:04 CURRENTLY RECENT SURVEYS SHOW

00:26:34:11 THAT THERE IS A HIGH OPTIMISM

00:26:36:08 AMONG SMALL BUSINESSES IN

00:26:38:06 AMERICA FUELED BY A HIGH NUMBER

00:26:40:24 OF SMALL BUSINESSES SAYING THAT

00:26:42:08 NOW IS A GREAT TIME TO EXPAND.

00:26:44:22 SBA IS COMMITTED TO IMPROVING

00:26:46:06 ACCESS TO CAPITAL FOR ALL OF

00:26:47:28 AMERICA'S SMALL BUSINESSES THAT

00:26:49:17 CANNOT OBTAIN CREDIT ELSEWHERE.

00:26:52:07 THE OFFICE OF CAPITAL ACCESS HAS

00:26:53:25 MANY PRODUCTS AND RESOURCES

00:26:55:15 AVAILABLE TO SMALL BUSINESSES.

00:26:59:03 SBA RECOGNIZES THAT SMALL

00:27:01:00 BUSINESS IS CRITICAL TO OUR

00:27:03:00 ECONOMIC RECOVERY AND STRENGTH

00:27:05:06 TO BUILDING AMERICA'S FUTURE AND

00:27:07:00 TO HELPING THE U.S. COMPETE IN

00:27:09:06 TODAY'S GLOBAL MARKETPLACE.

00:27:12:07 WE IN THE OFFICE OF CAPITAL

00:27:14:07 ACCESS AND SBA HAVE BEEN HELPING

00:27:16:22 AMERICANS START, BUILD AND GROW

00:27:18:29 BUSINESSES THROUGH AN EXTENSIVE

00:27:20:28 NETWORK OF FIELD OFFICES AND

00:27:22:20 PARTNERSHIPS WITH PUBLIC AND

00:27:26:02 PRIVATE ORGANIZATIONS.

00:27:28:15 NEXT SLIDE.

00:27:29:05 AND NOW WE WILL MOVE INTO OUR

00:27:30:25 FIRST PORTION OF OUR

00:27:32:23 PRESENTATION, SBA'S OFFICE OF

00:27:34:05 CAPITAL ACCESS FUNDING PROGRAMS.

00:27:40:00 NEXT.

00:27:40:17 THE MISSION OF THE OFFICE OF

00:27:42:08 CAPITAL ACCESS IS TO MAKE

00:27:44:11 CAPITAL AVAILABLE THROUGH

00:27:46:10 FINANCING PARTNERS TO SMALL

00:27:48:22 BUSINESSES WHO CANNOT OTHERWISE

00:27:50:28 OBTAIN FINANCING TO START UP OR

00:27:53:24 EXPAND EXISTING SMALL BUSINESSES

00:27:56:05 ON REASONABLE TERMS AND

00:27:59:01 CONDITIONS AND TO ENSURE PROGRAM

00:28:02:01 INTEGRITY.

00:28:02:09 THE TEAM IN THE OFFICE OF

00:28:03:21 CAPITAL ACCESS IS WORKING HARD

00:28:05:08 EVERY DAY TO FULFILL THIS

00:28:07:14 IMPORTANT MISSION OF OUR AGENCY,

00:28:09:08 FIGHTING FOR THE SMALL BUSINESS

00:28:11:02 COMMUNITY AND PROVIDING

00:28:12:23 ASSISTANCE WHERE CONVENTIONAL

00:28:14:22 MARKETS DO NOT.

00:28:16:12 IN THIS ROLE IT IS MY JOB TO

00:28:18:11 HELP ADMINISTER PROGRAMS THAT

00:28:20:16 MAKE CAPITAL AVAILABLE AND

00:28:22:15 ACCESSIBLE TO SMALL BUSINESS

00:28:25:02 ENTREPRENEURS WHO WOULDN'T

00:28:26:09 OTHERWISE NOT BE ABLE TO ACCESS

00:28:29:02 CAPITAL TO START OR EXPAND A

00:28:30:22 BUSINESS THROUGH CONVENTIONAL

00:28:32:14 MEANS.

00:28:32:26 NEXT SLIDE, PLEASE.

00:28:35:21 SBA'S CAPITAL ACCESS PROGRAMS

00:28:39:10 HAVE BEEN HELPING SMALL

00:28:39:10 BUSINESSES GET ON THEIR FEET AND

00:28:42:05 GROW FOR DECADES.

00:28:44:03 THESE PROGRAMS ARE SUMMARIZED

00:28:46:22 HERE ON THE SLIDE, THE 7A LOAN

00:28:51:11 GUARANTEE PROGRAM, THE 504

00:28:53:04 DEVELOPMENT COMPANY LOAN

00:28:54:25 PROGRAM, THE MICRO LOAN PROGRAM,

00:28:58:22 THE COMMUNITY ADVANTAGE, 7A

00:29:01:09 PILOT LOAN PROGRAM, WHICH IS

00:29:02:22 ACTUALLY A SUBPROGRAM OF THE 7A

00:29:06:04 GUARANTEE LOAN PROGRAM, AND THEN

00:29:07:17 ANOTHER PROGRAM CALLED THE

00:29:09:24 SURETY BOND GUARANTEED PROGRAM.

00:29:12:19 WE WILL DISCUSS EACH OF THESE

00:29:14:23 PROGRAMS BEGINNING WITH THE

00:29:16:15 BUSINESS LOAN PROGRAMS.

00:29:19:29 NEXT SLIDE, PLEASE.

00:29:22:23 SBA HAS THREE BUSINESS LOAN

00:29:25:23 PROGRAMS, THE 7A, 504 AND MICRO

00:29:30:00 LOAN PROGRAMS.

00:29:30:22 THERE'S ALSO A PILOT LOAN

00:29:32:10 PROGRAM, AS I MENTIONED, THE

00:29:35:07 COMMUNITY LOAN PROGRAM.

00:29:36:15 ALL PROGRAMS OFFER REASONABLE

00:29:38:00 TERMS FOR BORROWERS WHO CANNOT

00:29:40:07 OBTAIN CONVENTIONAL CREDIT AT

00:29:42:05 REASONABLE RATES AND TERMS.

00:29:47:19 NEXT.

00:29:47:26 THE 7A LOAN PROGRAM IS SBA'S

00:29:52:07 LARGEST PROGRAM AND IS FOR

00:29:53:18 GENERAL BUSINESS PURPOSES.

00:29:55:19 7A LOAN PROCEEDS CAN BE USED FOR

00:29:57:17 MOST BUSINESS PURPOSES INCLUDING

00:29:59:21 PURCHASE AND OR CONSTRUCTION OF

00:30:01:20 BUILDINGS AND LAND, MACHINERY,

00:30:06:02 EQUIPMENT AND FIXTURES, TO

00:30:08:25 FINANCE RECEIVABLES AND WORKING

00:30:11:12 CAPITAL, FOR REFINANCE OF

00:30:13:05 BUSINESS DEBT.

00:30:15:24 PERSONAL DEBT CANNOT BE

00:30:17:09 REFINANCED YOU SHOULD NOTE, BUT

00:30:19:05 JUST ONLY BUSINESS DEBT,

00:30:24:16 INCLUDING CREDIT CARD DEBT USED

00:30:25:26 FOR FINANCE PURPOSES.

00:30:28:23 BUSINESS ACQUISITIONS AND TO

00:30:30:27 FINANCE DOMESTIC COSTS OF EXPORT

00:30:33:09 ACTIVITIES AND TRANSACTIONS.

00:30:38:22 NEXT SLIDE.

00:30:40:24 THIS SLIDE SHOWS THE GEOGRAPHIC

00:30:45:15 DISTRIBUTION OF SBA'S 7A LOAN

00:30:47:20 PORTFOLIO BY STATE AS A

00:30:49:02 PERCENTAGE OF THE TOTAL

00:30:50:15 PORTFOLIO.

00:30:50:28 AS YOU CAN SEE, CALIFORNIA HAS

00:30:52:13 THE HIGHEST PERCENTAGE OF THE

00:30:54:23 TOTAL PORTFOLIO AT 17.3%,

00:30:58:03 FOLLOWED BY TEXAS, FLORIDA AND

00:31:01:03 GEORGIA.

00:31:01:15 THESE FOUR STATES TOGETHER MAKE

00:31:03:02 UP ALMOST 40% OF THE TOTAL 7A

00:31:08:02 PORTFOLIO, HOWEVER, IT'S

00:31:09:00 IMPORTANT TO KNOW THAT SBA LOANS

00:31:10:28 ARE AVAILABLE FOR ALL 50 STATES

00:31:12:16 AND ACCESSIBLE IN ALL 50 STATES

00:31:14:25 AND U.S. TERRITORIES.

00:31:16:22 IN FISCAL YEAR 2018 SBA

00:31:21:00 GUARANTEED 60,0007A LOANS WORTH

00:31:24:19 $25 BILLION FOR AN AVERAGE LOAN

00:31:26:22 SIZE OF ABOUT $400,000.

00:31:34:03 NEXT.

00:31:34:15 THE 7A LOAN PROGRAM OFFERS

00:31:36:13 GUARANTEES ON LOANS TO SMALL

00:31:37:22 BUSINESSES OF YOU WILL TO $5

00:31:39:10 MILLION OF WHICH SBA GUARANTEES

00:31:42:11 FOR THE LENDER A MAXIMUM OF

00:31:45:15 $3.75 MILLION TO ANY ONE

00:31:48:02 BORROWER, INCLUDING AFFILIATES.

00:31:51:17 A GUARANTEE IS HIGHER FOR 7A

00:31:53:07 LOANS IN OUR OFFICE OF

00:31:55:21 INTERNATIONAL TRADE TO FINANCE

00:31:57:07 THE DOMESTIC COSTS OF EXPORT

00:31:59:19 ACTIVITIES AND TRANSACTIONS AND

00:32:00:22 THAT GUARANTEE IS $4.55 MILLION

00:32:04:13 MAXIMUM OUT OF A $5 MILLION

00:32:09:08 LOAN.

00:32:10:00 SBA'S GUARANTEE IS AN AGREEMENT

00:32:11:07 BETWEEN A LENDER AND THE SBA

00:32:13:17 THAT SBA WILL ASSUME A CERTAIN

00:32:15:14 PERCENTAGE OF THE LENDER'S LOSS

00:32:17:02 SHOULD A BORROWER DEFAULT ON THE

00:32:20:20 SBA LOAN.

00:32:21:07 ON LOANS OF UP TO $150,000, A

00:32:25:02 GUARANTEE IS 85% OF THE VALUE OF

00:32:28:10 THE LOAN.

00:32:29:04 FOR LOANS OVER $150,000 THE

00:32:31:14 GUARANTEE IS 75%.

00:32:35:12 FOR SBA EXPRESS LOANS WHICH

00:32:37:14 EITHER -- ARE EITHER TERM LOANS

00:32:39:29 OR REVOLVING LINES OF CREDIT THE

00:32:42:19 MAXIMUM LOAN AMOUNT IS $350,000

00:32:44:10 AND THE GUARANTEE IS 50%.

00:32:46:16 THERE IS A LOWER GUARANTEE ON

00:32:48:03 THIS LOAN BUT THE LOAN

00:32:50:23 DOCUMENTATION REQUIREMENTS ARE

00:32:52:02 LESS AND LENDERS CAN USE THEIR

00:32:54:00 OWN PROCEDURES AND DOCUMENTS

00:32:55:29 WHICH IS VERY ATTRACTIVE FOR HIM

00:32:58:10 IN MAKING THESE LOANS.

00:33:01:09 FINALLY SBA GUARANTEES UP TO 90%

00:33:04:03 OF AN INTERNATIONAL TRADE LOAN

00:33:05:05 AS MENTIONED ABOVE.

00:33:07:20 YOU WILL ALSO SEE IN THE MIDDLE

00:33:08:26 OF THIS SLIDE THAT THE 7A LOAN

00:33:12:00 PROGRAM REQUIRES A BORROWER

00:33:13:08 CONTRIBUTION OF AT LEAST 10%, SO

00:33:16:03 AN EQUITY OR CASH CONTRIBUTION

00:33:18:01 INTO THE PROJECT OF 10%.

00:33:22:01 THE SBA HAS ESTABLISHED CREDIT

00:33:24:00 CRITERIA AND TERMS AND

00:33:25:21 CONDITIONS FOR LOANS MADE BY ITS

00:33:27:28 PARTNERING LENDERS INCLUDING

00:33:29:05 NATIONAL BANKS, COMMUNITY BANKS,

00:33:30:29 CREDIT UNIONS AND OTHER

00:33:33:29 FINANCIAL INSTITUTIONS.

00:33:35:14 BANKS ARE REQUIRED TO FOLLOW

00:33:37:02 THESE CREDIT CRITERIA IN

00:33:39:18 EXCHANGE FOR OUR GUARANTEE AND

00:33:41:16 THE GUARANTEE, AGAIN, AS I

00:33:43:16 MENTIONED, REDUCES RISKS FOR

00:33:45:03 LENDERS AND MAKES IT EASIER FOR

00:33:46:28 SMALL BUSINESSES TO GET LOANS.

00:33:52:04 NEXT SLIDE.

00:33:53:07 SBA REQUIRES AT LEAST ONE

00:33:55:23 UNLIMITED PERSONAL GUARANTY FOR

00:33:58:00 EACH 7A LOAN.

00:34:00:04 PERSONAL GUARANTEES ARE ALSO

00:34:01:21 REQUIRED FOR ADDITIONAL

00:34:02:25 INDIVIDUALS WHO OWN 20% OR MORE

00:34:05:04 OF AN APPLICANT.

00:34:07:05 SBA CAN REQUIRE A PERSONAL

00:34:09:03 GUARANTY FROM LESS THAN 20%

00:34:11:13 OWNERS AS WELL AND YOU NEED

00:34:14:02 CIRCUMSTANCES.

00:34:14:16 ONE OF THESE CIRCUMSTANCES MIGHT

00:34:16:23 BE A KEY -- A KEY EMPLOYEE WHO

00:34:20:07 IS -- OR KEY PRINCIPAL WHO OWNS

00:34:23:12 LESS THAN 20%.

00:34:25:08 THE BANK OR THE SBA MAY REQUIRE

00:34:27:13 A GUARANTEE ON THAT INDIVIDUAL

00:34:30:15 AS WELL.

00:34:33:18 NEXT SLIDE.

00:34:35:02 LOAN COLLATERAL.

00:34:36:24 SO SBA LOANS ARE IN ADDITION TO

00:34:38:27 PERSONAL GUARANTEES SBA REQUIRES

00:34:42:05 THAT COLLATERAL BE PLEDGED FOR

00:34:43:04 MOST OF ITS BUSINESS LOANS,

00:34:44:24 EXCEPT FOR SMALL LOANS OF

00:34:47:28 $25,000 OR LESS.

00:34:49:00 FOR LOANS BETWEEN $25,000 AND

00:34:54:04 $350,000, SBA REQUIRES THAT

00:34:55:20 LENDERS FOLLOW THE COLLATERAL

00:34:57:24 POLICIES AND PROCEDURES THAT

00:35:00:00 THEY HAVE ESTABLISHED AND

00:35:02:01 IMPLEMENTED FOR THEIR SIMILARLY

00:35:05:25 SIZED NON-SBA GUARANTEED

00:35:07:14 COMMERCIAL LOANS.

00:35:09:20 ADDITIONALLY, SBA REQUIRES THAT

00:35:10:11 THE LENDER OBTAIN A FIRST LIEN

00:35:13:19 ON ANY ASSETS THAT ARE PURCHASED

00:35:15:17 WITH LOAN PROCEEDS AND A LIEN ON

00:35:17:03 A BORROWER'S FIXED ASSETS

00:35:20:14 INCLUDING REAL ESTATE UP TO THE

00:35:21:24 POINT THAT THE LOAN IS FULLY

00:35:25:10 SECURED.

00:35:25:19 SO TO SUMMARIZE IF A LOAN IS

00:35:28:00 FULLY SECURED BY THE ASSETS OF

00:35:30:10 THE BUSINESS THEN THE LOAN IS

00:35:32:02 CONSIDERED FULLY SECURED AND

00:35:34:12 ADDITIONAL COLLATERAL WILL NOT

00:35:35:29 BE REQUIRED.

00:35:37:21 HOWEVER, IF THERE ARE ADDITIONAL

00:35:38:21 ASSETS AVAILABLE AND THE LOAN IS

00:35:40:03 NOT FULLY SECURED BY THE

00:35:42:12 BUSINESS ASSETS, THEN ADDITIONAL

00:35:44:23 COLLATERAL INCLUDING REAL ESTATE

00:35:47:06 MAY BE REQUIRED.

00:35:51:26 NEXT SLIDE.

00:35:53:22 FOR LOANS OVER $350,000 SBA

00:35:57:28 REQUIRES ALL AVAILABLE FIXED

00:35:59:11 ASSETS OF THE APPLICANT AND

00:36:01:12 AVAILABLE EQUITY IN THE PERSONAL

00:36:04:03 REAL ESTATE INCLUDING

00:36:05:02 RESIDENTIAL AND INVESTMENT

00:36:07:04 PROPERTY OF THE PRINCIPALS.

00:36:09:18 LIENS ON PERSONAL REAL ESTATE

00:36:10:20 MAY BE LIMITED TO THE AMOUNT OF

00:36:13:14 THE COLLATERAL SHORTFALL.

00:36:15:11 SBA DOES NOT REQUIRE A LEND FOR

00:36:18:13 COLLATERALIZE A LOAN WITH REAL

00:36:20:15 ESTATE INCLUDING COMMERCIAL,

00:36:21:22 RESIDENTIAL AND INVESTMENT

00:36:22:12 PROPERTIES OWNED BY THE

00:36:25:12 APPLICANT OR PERSONALLY BY THE

00:36:26:29 OWNERS WHEN THE EQUITY IN THE HE

00:36:28:10 WILL STATE IS LESS THAN 25% OF

00:36:33:11 THE PROPERTY'S FAIR MARKET

00:36:36:11 VALUE.

00:36:36:11 THE LENDER MAY REQUIRE TRADING

00:36:37:21 ASSETS AS COLLATERAL USING A 10%

00:36:39:21 CURRENT BOOK VALUE FOR THE

00:36:41:05 VALUE -- ASSET VALUATION

00:36:44:01 CALCULATION AND A FIRST SECURITY

00:36:45:10 INTEREST IN THOSE ASSETS WILL

00:36:47:01 NOT -- WILL NEED TO BE OBTAINED.

00:36:51:08 AGAIN, AS PURCHASE MONEY FOR

00:36:54:12 SECURITY INTEREST WOULD BE

00:36:55:17 REQUIRED.

00:36:55:18 IN ADDITION, COLLATERAL MAY BE

00:36:57:16 TAKEN IN THE FORM OF ASSETS

00:36:58:24 OWNED BY AN OWNER OF THE

00:37:01:15 APPLICANT AND THEIR SPOUSE.

00:37:06:14 WHEN AN INDIVIDUAL LOAN -- A

00:37:07:22 LOAN OR TOGETHER WITH HIS OR HER

00:37:10:02 SPOUSE OWNS 20% OR MORE OF THE

00:37:11:28 APPLICANT, THE LENDER MUST

00:37:13:09 CONSIDER TAKING AS COLLATERAL A

00:37:15:12 LIEN ON THE PERSONAL REAL ESTATE

00:37:17:22 INCLUDING COMMERCIAL AND

00:37:19:05 INVESTMENT PROPERTIES NOT

00:37:20:00 OCCUPIED YET BY THE APPLICANT

00:37:22:23 BUSINESS THAT IS OWNED

00:37:24:08 INDIVIDUALLY BY THE A.M. CAN'T

00:37:25:20 OWNER OR JOINTLY OWNED BY THE

00:37:28:04 INDIVIDUAL AND HIS OR HER

00:37:31:12 SPOUSE.

00:37:33:16 NEXT SLIDE, PLEASE.

00:37:38:09 LISTEN INTEREST RATES ARE AT

00:37:40:29 REASONABLE MARKET RATES.

00:37:42:10 THIS SLIDE BREAKS DOWN THE

00:37:44:10 VARIABLE INTEREST RATES BY LOAN

00:37:46:20 SIZE FOR THE 7A LOAN PROGRAM.

00:37:48:28 A FIXED 7A LOAN IS ALSO

00:37:53:23 AVAILABLE BUT IT IS THE LENDER'S

00:37:56:23 DISCRETION TO PROVIDE IT AND IN

00:37:58:06 THIS PRESENTATION WE DO NOT SHOW

00:37:59:24 THE CURRENT FIXED INTEREST

00:38:01:01 RATES.

00:38:01:14 FIXED INTEREST RATES ARE FAIRLY

00:38:03:12 RARE FOR THE 7A PROGRAM, THE

00:38:06:15 VAST MAJORITY OF 7A LOANS ARE

00:38:09:11 MADE WITH VARIABLE INTEREST

00:38:10:23 RATES.

00:38:10:27 THE TOP HALF OF THE SLIDE SHOWS

00:38:13:00 THE INTEREST RATES ON STANDARD

00:38:16:05 7A LOANS WITH PRIME RATE BEING

00:38:17:22 CURRENTLY 5.5%, BY WAY OF AN

00:38:21:16 EXAMPLE A LOAN OF GREATER THAN

00:38:24:28 $50,000 WITH A MATURITY OF SEVEN

00:38:28:03 YEARS OR MORE WHICH IS THE

00:38:29:25 LAST -- IN THE MIDDLE OF THE

00:38:32:13 SLIDE THE LAST ENTRY FOR

00:38:35:16 STANDARD 7A, THE INTEREST RATE

00:38:38:10 WOULD BE PRIME PLUS 2.75 OR AT A

00:38:42:10 CURRENTLY 8.25%.

00:38:46:26 SBA EXPRESS LOANS AND CERTAIN

00:38:49:09 EXPORT LOANS CARRY HIGHER

00:38:51:01 MAXIMUM ALLOWABLE INTEREST RATES

00:38:52:23 AS DO SBA'S 7A COMMUNITY

00:38:55:21 ADVANTAGE PILOT PROGRAM LOANS

00:38:56:28 WHICH CARRY A MAXIMUM INTEREST

00:38:59:00 RATE OF PRIME PLUS 6%.

00:39:03:23 NEXT SLIDE, PLEASE.

00:39:07:07 BOTH LENDERS AND BORROWERS PAY

00:39:09:25 FEES FOR 7A LOANS, ALTHOUGH

00:39:12:01 LENDERS CAN PAY THE FEE FOR THE

00:39:14:13 BORROWER AND OFTEN DO.

00:39:16:09 THIS TABLE SHOWS THE PERCENT OF

00:39:18:24 FEES CHARGED FOR FISCAL YEAR

00:39:21:03 2019 CALCULATED ON THE

00:39:23:00 GUARANTEED AMOUNT OF THE LOAN,

00:39:25:22 FOR EXAMPLE, A $100,000 LOAN

00:39:27:18 WITH A 75% GUARANTEE HAS A

00:39:32:21 $75,000 GUARANTEE.

00:39:33:10 IN THIS CASE THE FEE WOULD BE 2%

00:39:36:11 OF THE $75,000 OR $1,500.

00:39:43:21 THERE ARE SOME FEE WAIVERS --

00:39:46:15 EXCUSE ME -- THERE ARE SOME FEE

00:39:48:01 WAIVERS AVAILABLE.

00:39:48:29 THE SBA EXPRESS LOAN TO

00:39:50:18 QUALIFIED VETERANS AND THEIR

00:39:52:00 SPOUSES CURRENTLY HAS A FEE OF

00:39:54:24 ZERO PERCENT AS YOU CAN SEE IN

00:39:57:04 THE SECOND ENTRY ON THE SLIDE.

00:39:59:15 SO THE SBA EXPRESS PROGRAM

00:40:02:03 MAXIMUM AMOUNT FOR THOSE LOANS

00:40:04:28 IS $350,000 AND AS LONG AS THE

00:40:07:17 PROGRAM IS ZERO SUBSIDY, WHICH

00:40:09:24 IT CURRENTLY IS, WHICH MEANS

00:40:13:13 THAT TAXPAYERS -- THERE ARE NO

00:40:15:16 TAXPAYER FUNDS USED TO SUBSIDIZE

00:40:17:18 THIS LOAN PROGRAM, WE CAN ALLOW

00:40:21:00 THAT FEE FOR THE SBA EXPRESS

00:40:23:07 LOANS TO QUALIFIED VETERANS AND

00:40:25:25 SPOUSES TO REMAIN AT NET ZERO.

00:40:30:20 NEXT SLIDE.

00:40:31:11 THERE'S ALSO AVAILABLE THIS YEAR

00:40:33:02 A FEE WAIVER FOR LOANS MADE TO

00:40:35:07 BORROWERS LOCATED IN RURAL AND

00:40:37:19 HUB ZONE AREAS.

00:40:39:00 THIS IS PART OF THE PRESIDENT'S

00:40:41:01 INITIATIVE WHICH PLACES AN

00:40:42:17 EMPHASIS ON RURAL DEVELOPMENT AS

00:40:44:25 PART OF THIS CORE AGENDA TO

00:40:47:00 PROMOTE STRONGER BUSINESSES AND

00:40:51:04 AGRICULTURAL ECONOMIES.

00:40:52:13 FOR 7A LOANS OF $150,000 OR LESS

00:40:55:27 THIS YEAR IN 2019 NO ANNUAL FEE

00:40:59:00 IS PAID BY LENDERS AS AN

00:41:01:07 INCENTIVE TO LEND TO SMALL

00:41:03:18 BUSINESSES AND THE UP FRONT

00:41:05:20 GUARANTEE FEE PARTICULARLY PAID

00:41:06:15 BY THE SMALL BUSINESS APPLICANT

00:41:08:19 IS LOWERED TO LESS THAN ZERO --

00:41:11:18 WELL, TO 0.6667% OF THE

00:41:16:25 GUARANTEED PORTION OF THE LOAN.

00:41:19:23 SO LOWERED FROM WHAT WE HAD ON

00:41:22:00 THE PRIOR SLIDE TO 0.667%.7% OF THE

00:41:30:09 GUARANTEED PORTION OF THE LOAN.

00:41:30:09 SO LOWERED FROM WHAT WE HAD ON

00:41:30:09 THE PRIOR SLIDE TO 0.667%.

00:41:32:04 THE NEXT SLIDE, AGAIN, TALKS

00:41:33:12 ABOUT THE FEE RELIEF.

00:41:37:06 LET'S MOVE ON TO THE FOLLOWING

00:41:37:28 SLIDE WHICH SHOWS A HUB ZONE MAP

00:41:40:23 OF THE CONTINENTAL UNITED

00:41:43:11 STATES.

00:41:43:27 SO FOR MORE INFORMATION ON HUB

00:41:46:03 ZONES VISIT WWW.SBA.GOV UNDER

00:41:50:25 FEDERAL CONTRACTING TO FIND OUT

00:41:52:12 IF YOUR BUSINESS IS LOCATED IN A

00:41:54:05 HUB ZONE AREA.

00:42:02:14 FOR OUR NEXT SLIDE WE WILL TALK

00:42:03:24 ABOUT THE COMMUNITY ADVANTAGE 7A

00:42:07:23 PILOT LOAN PROGRAM, COMMUNITY

00:42:09:07 ADVANTAGE IS A PILOT OF 7A AIMED

00:42:12:11 AT INCREASING LOANS TO

00:42:16:07 UNDERSERVED COMMUNITIES.

00:42:16:28 COMMUNITY ADVANTAGE LENDERS ARE

00:42:18:01 MISSION ORIENTED, PRIMARILY

00:42:20:18 NONPROFIT FINANCIAL

00:42:21:19 INTERMEDIARIES AND THEY'RE

00:42:23:05 FOCUSED ON ECONOMIC DEVELOPMENT.

00:42:24:26 THESE LENDERS ARE REQUIRED TO

00:42:26:27 MAKE AT LEAST 60% OF THEIR LOANS

00:42:29:03 IN UNDERSERVED AREAS WHICH

00:42:31:22 INCLUDE VARIOUS GEOGRAPHIC AREAS

00:42:35:19 AS WELL AS NEW BUSINESSES.

00:42:37:16 THE MAXIMUM LOAN SIZE FOR

00:42:39:13 COMMUNITY ADVANTAGE IS $250,000

00:42:42:03 AND COMMUNITY ADVANTAGE LOANS

00:42:44:17 LIKE OTHER 7A LOANS ARE

00:42:45:27 GUARANTEED UP TO 85% FOR LOANS

00:42:48:23 NOT EXCEEDING $150,000 AND ARE

00:42:52:07 UP TO 75% GUARANTEE FOR LOANS

00:42:56:08 GREATER THAN $150,000, FROM

00:43:00:03 $150,000 TO THE MAXIMUM

00:43:03:00 $250,000.

00:43:05:08 COMMUNITY ADVANTAGE LOANS

00:43:06:09 INTEREST RATE IS PRIME RATE PLUS

00:43:10:28

00:43:15:10 6%.

00:43:17:08 THE NEXT SLIDE SHOWS OUR

00:43:18:22 INTERNATIONAL TRADE LOAN PROGRAM

00:43:22:07 WHICH IS -- OFFERS THREE

00:43:25:04 PROGRAMS, THE INTERNATIONAL

00:43:26:26 TRADE LOAN PROGRAM, THE EXPORT

00:43:29:14 WORKING CAPITAL PROGRAM AND

00:43:31:20 EXPORT EXPRESS.

00:43:32:23 THIS PRESENTATION WILL NOT

00:43:34:00 REVIEW THESE LOANS IN DETAIL,

00:43:35:22 BUT REFERENCES FOR FURTHER

00:43:37:28 INFORMATION WILL BE DISCUSSED AT

00:43:38:21 THE END OF THIS PRESENTATION IF

00:43:41:18 YOU'RE INTERESTED IN A LOAN FOR

00:43:45:28 EXPORT.

00:43:48:00 NEXT SLIDE.

00:43:49:00 WE WILL NOW TALK ABOUT OUR 504

00:43:51:11 LOAN PROGRAM.

00:43:52:11 THE 504 LOAN PROGRAM IS SBA'S

00:43:56:04 SECOND LARGEST PROGRAM.

00:43:57:25 IT'S SBA'S ECONOMIC DEVELOPMENT,

00:43:59:29 JOB CREATION AND RETENTION

00:44:04:03 PROGRAM.

00:44:04:26 504 LOANS ARE MADE AVAILABLE

00:44:06:21 THROUGH CERTIFIED DEVELOPMENT

00:44:09:09 COMPANIES, CDC'S WHICH ARE

00:44:12:19 COMMUNITY BASED PARTNERS FOR

00:44:15:06 PROVIDING 504 LOANS.

00:44:16:01 FOR SMALL BUSINESSES THAT NEED

00:44:18:03 LONGER TERM LOANS FOR FIXED

00:44:19:11 ASSET ACQUISITIONS SUCH AS

00:44:21:11 PROPERTY, PLANT OR HEAVY

00:44:22:15 EQUIPMENT, THE 504 LOAN IS A

00:44:26:17 TERRIFIC OPTION.

00:44:27:17 504 LOANS ARE STRUCTURED WITH A

00:44:29:24 THIRD-PARTY LENDER PROVIDING 50%

00:44:31:19 OF THE COST OF THE PROJECT AND

00:44:35:05 THE CERTIFIED DEVELOPMENT

00:44:35:24 COMPANY PROVIDING THE NEXT 40%

00:44:38:15 AND THAT'S THE 504 LOAN.

00:44:42:11 THE BORROWER CONTRIBUTES THE

00:44:43:21 REMAINING 10% OF THE PROJECT AS

00:44:45:29 A MINIMUM BORROWER INJECTION.

00:44:51:06 THE ADVANTAGE OF THIS PROGRAM IS

00:44:53:07 THAT THE 504 LOAN IS OFFERED AT

00:44:56:15 FIXED INTEREST RATES FOR THE

00:44:58:00 LIFE OF THE LOAN.

00:44:59:21 LOAN TERMS ARE 10 TO 25 YEARS --

00:45:02:26 EXCUSE ME -- 20 TO 25 YEARS FOR

00:45:04:21 LAND AND COMMERCIAL REAL ESTATE

00:45:06:14 AND 10 YEARS FOR HEAVY

00:45:09:29 EQUIPMENT.

00:45:10:18 504 LOANS RANGE IN SIZE FROM

00:45:13:13 $25,000 UP TO $5 MILLION AND UP

00:45:17:05 TO $5.5 MILLION FOR

00:45:21:21 MANUFACTURING CONCERNS.

00:45:24:19 THE NEXT SLIDE SHOWS THE 504

00:45:29:03 GEOGRAPHIC CONCENTRATION OF THE

00:45:31:00 PORTFOLIO BY STATE AS A

00:45:32:03 PERCENTAGE OF THE TOTAL

00:45:34:10 PORTFOLIO.

00:45:34:17 CALIFORNIA HAS THE HIGHEST

00:45:36:05 PERCENTAGE OF THE TOTAL

00:45:38:15 PORTFOLIO AT 25.17%, FOLLOWED BY

00:45:42:18 FLORIDA, TEXAS AND NEW YORK.

00:45:46:24 SIMILAR TO THE 7A LOAN PROGRAM,

00:45:49:22 OF COURSE, 504 LOANS ARE

00:45:51:12 AVAILABLE IN ALL STATES AND U.S.

00:45:53:25 TERRITORIES.

00:45:54:11 IN FISCAL YEAR 2018 SBA

00:45:59:15 GUARANTEED NUMBER 6,000 504

00:46:01:25 LOANS FOR ALMOST $5 BILLION FOR

00:46:03:29 AN AVERAGE LOAN SIZE OF ABOUT

00:46:05:27 $800,000.

00:46:06:03 BECAUSE THOSE LOANS WERE 40% OF

00:46:08:06 THE OVERALL PROJECT, THE ACTUAL

00:46:11:15 FUNDING AND PROJECT THAT THOSE

00:46:13:17 504 LOANS CONTRIBUTED TO WAS

00:46:16:02 SUBSTANTIALLY MORE, AROUND $11

00:46:20:08 BILLION.

00:46:20:12 NEXT SLIDE, PLEASE.

00:46:25:17 504 LOANS ARE SECURED BY THE

00:46:27:25 PROJECT COLLATERAL, WHICH IS

00:46:29:14 TYPICALLY REAL ESTATE,

00:46:30:22 COMMERCIAL REAL ESTATE, THAT IS,

00:46:32:16 BUT ALSO EQUIPMENT AND COULD BE

00:46:36:01 BOTH.

00:46:36:08 AS IN 7A, SBA REQUIRES AT LEAST

00:46:40:28 ONE PERSONAL GUARANTY ON A 504

00:46:43:13 LOAN AND WILL REQUIRE

00:46:44:27 INDIVIDUALS WHO OWN 50% OR MORE

00:46:46:22 OF AN APPLICANT TO PROVIDE AN

00:46:49:16 UNLIMITED PERSONAL GUARANTY.

00:46:52:03 SBA CAN REQUIRE A PERSONAL

00:46:53:26 GUARANTY FROM LESS THAN 20%

00:46:58:22 OWNERS.

00:47:00:08 NEXT SLIDE.

00:47:01:29 INTEREST RITZ FOR 504 LOANS ARE

00:47:06:02 ESTABLISHED WHEN THE 504 LOAN

00:47:09:03 CLOSES AND THE DIS EN TOUR IS

00:47:12:01 SOLD.

00:47:12:13 RATES ARE TIED TO LONG TERM

00:47:14:07 MARKET RATES AND ARE CURRENTLY

00:47:15:13 CLOSE TO THE INTEREST -- THE

00:47:17:00 PRIME INTEREST RATE OF 5.5%.

00:47:21:10 ALL 504 LOANS CARRY FIXED

00:47:23:03 INTEREST RATES, THERE ARE NO

00:47:24:21 VARIABLE RATES IN THE 504 LOAN

00:47:26:17 PROGRAM.

00:47:26:25 FEES FOR THE 504 LOAN PROGRAM

00:47:29:21 FOR THOSE LOANS APPROVED IN 2019

00:47:32:28 THERE IS AN UP FRONT GUARANTEE

00:47:36:16 FEE THAT IS 50 BASIS POINTS OR

00:47:38:28 0.5% OF THE AMOUNT OF THE 504

00:47:41:17 LOAN AND AN ANNUAL SERVICE FEE

00:47:44:12 OF 0.368% THAT'S 36.8 BASIS

00:47:50:01 POINTS OF THE OUTSTANDING

00:47:51:28 BALANCE OF THE LOAN AND THOSE

00:47:53:04 FEES ARE ADDED TO THE LOAN

00:47:55:26 PAYMENT THAT THE BOROUGH WE ARE

00:47:57:16 PAYS EVERY MONTH.

00:47:58:24 THOSE ARE ALL CALCULATED BY THE

00:48:01:22 CERTIFIED DEVELOPMENT COMPANY

00:48:02:07 FOR THE BORROWER.

00:48:03:27 IT IS NOT REQUIRED THAT THE

00:48:05:13 BOROUGH WE ARE KEEP TRACK OF THE

00:48:06:18 FEE, IT WILL JUST BE ADDED TO

00:48:08:05 YOUR LOAN PAYMENT.

00:48:10:25 YOUR 504 DEBT REFINANCE LOANS

00:48:14:03 APPROVED IN 2019, THE FEES ARE

00:48:17:01 SLIGHTLY HIGHER THAN THE REGULAR

00:48:23:06 504 PROGRAM.

00:48:24:16 IN THE 504 DEBT REFINANCE

00:48:27:00 PROGRAM IS A PROGRAM THAT ALLOWS

00:48:29:15 FOR REFINANCE OF ELIGIBLE

00:48:31:25 COMMERCIAL DEBTS USING THE 504

00:48:37:11 LOAN PROGRAM.

00:48:39:03 FOR MICRO LOANS OUR NEXT PROGRAM

00:48:42:04 THIS IS SBA'S SMALLEST LOAN

00:48:43:21 PROGRAM BUT A VERY, VERY

00:48:46:25 IMPORTANT PROGRAM BECAUSE IT

00:48:48:11 ENSURES THAT THE FULL SPECTRUM

00:48:49:29 OF SMALL BUSINESS -- BUSINESSES

00:48:52:05 AND ENTREPRENEURS HAVE ACCESS TO

00:48:54:10 CAPITAL AND TECHNICAL ASSISTANCE

00:48:56:18 NEEDED FOR BUSINESS SURVIVAL AND

00:49:00:09 GROWTH.

00:49:00:18 THE TARGET IN THE MICRO LOAN

00:49:02:18 PROGRAM IS SOCIALLY AND

00:49:05:27 ECONOMICALLY DISADVANTAGED

00:49:06:19 INDIVIDUALS OR BUSINESSES I

00:49:08:03 SHOULD SAY, HOWEVER, THE MICRO

00:49:11:01 LOAN PROGRAM IS AVAILABLE FOR

00:49:15:13 EVERYONE.

00:49:15:21 THE PROGRAM PROVIDES DIRECT

00:49:18:07 LOANS AND GRANTS TO ELIGIBLE

00:49:21:15 NONPROFIT MICRO LENDERS SO THAT

00:49:23:07 THEY MAY PROVIDE MICRO LEVEL

00:49:26:18 LOANS AND BUSINESS-BASED

00:49:28:14 TRAINING AND TECHNICAL

00:49:29:24 ASSISTANCE TO STARTUPS.

00:49:31:24 NEWLY -- OR NEWLY ESTABLISHED

00:49:33:22 AND GROWING SMALL BUSINESS

00:49:35:05 CONCERNS.

00:49:35:15 MANY OF THEM RUN BY WOMEN,

00:49:37:21 MINORITIES OR VETERANS.

00:49:41:24 NEXT SLIDE.

00:49:42:19 THE WAY THIS PROGRAM WORKS IS

00:49:46:29 SBA MAKES CAPITAL DIRECTLY

00:49:50:19 AVAILABLE TO THE NONPROFIT

00:49:52:17 INTERMEDIARIES WHICH IN TURN

00:49:53:12 LEND TO SMALL BUSINESSES.

00:49:55:14 SBA ALSO PROVIDES GRANT FUNDING

00:49:57:05 TO INTERMEDIARY LENDERS TO IN

00:49:59:10 TURN PROVIDE FREE BUSINESS

00:50:01:20 TRAINING AND TECHNICAL

00:50:03:16 ASSISTANCE TO THEIR MICRO

00:50:05:26 BUSINESS CLIENTS.

00:50:06:17 TECHNICAL ASSISTANCE IT IN THE

00:50:07:25 FORM OF BOTH PRE AND POST LOAN

00:50:12:19 ASSISTANCE TO HELP PROSPECTIVE

00:50:15:11 MICRO BUSINESSES OBTAIN

00:50:16:14 FINANCING AND THEN TO HELP THEM

00:50:18:18 SUCCEED IN THEIR BUSINESS AFTER

00:50:19:15 THE LOAN IS MADE.

00:50:23:20 NEXT SLIDE.

00:50:27:13 MICRO LOAN INTERMEDIARIES USE

00:50:29:14 THEIR LOAN UNDERWRITING CRITERIA

00:50:31:12 WHEN EVALUATING BORROWERS.

00:50:34:13 LOANS RANGE IN SIZE FROM $500 TO

00:50:39:23 $50,000 AND BUSINESSES CAN USE

00:50:40:27 MICRO LOANS FOR A RANGE OF

00:50:42:15 PURPOSES INCLUDING WORKING

00:50:44:02 CAPITAL OR BUYING EQUIPMENT,

00:50:45:25 MACHINERY OR SUPPLIES.

00:50:48:25 THE AVERAGE SBA MICRO LOAN IS

00:50:51:00 JUST OVER $14,000.

00:50:57:04 CURRENTLY THERE ARE

00:50:59:21 APPROXIMATELY 150,000 MICRO LOAN

00:51:02:23 INTERMEDIARIES NATIONWIDE

00:51:04:06 SERVING RURAL, SUBURBAN AND YOU

00:51:07:29 WISHEN COMMUNITIES HEADQUARTERED

00:51:09:16 IN 46 STATES, PUERTO RICO AND

00:51:11:07 THE DISTRICT OF COLUMBIA.

00:51:13:27 THE MAXIMUM LOAN TERM FOR A

00:51:15:22 MICRO LOAN IS SIX YEARS AND THE

00:51:17:21 INTEREST RATES VARY DEPENDING

00:51:18:20 UPON THE SIZE OF THE LOAN.

00:51:22:20 FOR LOANS OF $10,000 OR LESS,

00:51:25:25 THE INTERMEDIARY MAY CHARGE UP

00:51:29:06 TO 8.5% ABOVE THE INTERMEDIARY'S

00:51:32:27 COST OF FUNDS AND FOR LOANS OF

00:51:36:20 LESS -- FOR LOANS OF MORE THAN

00:51:38:14 $10,000 UP TO 7.75% OF THE

00:51:42:21 INTERMEDIARY'S COST OF FUNDS.

00:51:43:22 THE FEES FOR THE PROGRAM ARE

00:51:47:08 2.3% UP FRONT.

00:51:49:01 PERSONAL GUARANTY IS TYPICALLY

00:51:49:26 REQUIRED BY THE INTERMEDIARY AND

00:51:53:00 COLLATERAL MAY BE REQUIRED, BUT

00:51:54:08 THAT IS DETERMINED BY THE

00:51:56:13 INTERMEDIARY AS WELL AS THE

00:51:58:15 PERSONAL GUARANTY BECAUSE, AS I

00:51:59:16 MENTIONED EARLIER, THE MICRO

00:52:02:03 LOAN INTERMEDIARIES USE THEIR

00:52:04:17 OWN LOAN UNDERWRITING CRITERIA

00:52:06:15 AND SBA DOES NOT DICTATE HOW

00:52:08:25 THEY UNDERWRITE THEIR LOANS.

00:52:11:19 IN 2018 SBA APPROVED OVER 5,000

00:52:17:07 MICRO LOANS FOR $72 MILLION AND

00:52:22:24 THAT IS A SMALL AMOUNT, BUT A

00:52:25:08 SUBSTANTIAL NUMBER OF SMALL

00:52:27:11 BUSINESSES OVER 5,000 RECEIVING

00:52:30:10 IMPORTANT CAPITAL TO START UP OR

00:52:32:17 EXPAND A BUSINESS.

00:52:36:25 NEXT SLIDE.

00:52:40:14 ONE OTHER NOTE ON MICRO LOANS

00:52:41:28 THAT I FORGOT TO MENTION, I

00:52:43:04 WOULD LIKE TO NOTE THAT OVER 8%

00:52:46:12 OF OUR MICRO LOAN SMALL BUSINESS

00:52:48:26 BORROWERS RETURN TO SBA WHEN

00:52:50:22 SEEKING LARGER AMOUNTS OF

00:52:51:23 CAPITAL FROM ONE OF OUR OTHER

00:52:54:18 LOAN GUARANTEE PROGRAMS.

00:52:55:26 NOW, THIS SLIDE TALKS ABOUT

00:52:57:01 WHERE TO APPLY FOR AN SBA LOAN.

00:52:59:06 IT'S IMPORTANT TO NOTE THAT SBA

00:53:01:14 ITSELF IS NOT A DIRECT LENDER

00:53:03:12 FOR OUR SMALL BUSINESS LOAN

00:53:05:13 PROGRAMS.

00:53:05:19 SBA HAS A NETWORK OF LENDING

00:53:08:29 PARTNERS CERTIFIED DEVELOPMENT

00:53:10:07 COMPANIES, MICRO LOAN

00:53:11:29 INTERMEDIARIES AND OTHER

00:53:13:05 NONPROFIT LENDERS THAT PROVIDE

00:53:15:11 FINANCING TO SMALL BUSINESSES.

00:53:18:06 FOR 7A, SBA LENDERS INCLUDE

00:53:21:07 BANKS, CREDIT UNIONS AND OTHER

00:53:24:10 NON-BANK LENDERS.

00:53:25:26 504 LOANS ARE MADE BY CERTIFIED

00:53:29:10 DEVELOPMENT COMPANIES OR CDCs.

00:53:32:06 MICRO LOANS ARE PROVIDED BY

00:53:34:24 MICRO LOAN INTERMEDIARIES WHICH

00:53:36:20 ARE CERTAIN CDCs AND OTHER

00:53:39:09 NONPROFIT LENDERS AND COMMUNITY

00:53:41:19 ADVANTAGE -- THE COMMUNITY

00:53:43:03 ADVANTAGE PILOT LOAN PROGRAM

00:53:44:17 LOANS ARE MADE BY CERTAIN CDCs,

00:53:47:11 MICRO LENDERS AND CDFIs.

00:53:50:20 INFORMATION ON SBA LENDING

00:53:51:27 PARTNERS IS LOCATED AT SBA.GOV

00:53:54:25 UNDER FUNDING PROGRAMS.

00:53:57:07 YOU CAN ALSO FIND SBA LENDERS ON

00:53:59:09 LENDER MATCH, WHICH WE WILL GET

00:54:01:03 INTO IN A FEW MINUTES.

00:54:03:14 BUT FIRST I WANT TO TELL YOU

00:54:06:05 ABOUT THE SBA'S SURETY BOND

00:54:11:19 PROGRAM.

00:54:14:14 IN THE SURETY BOND PROGRAM SBA

00:54:16:02 GUARANTEED BID, PAYMENT AND

00:54:17:24 PERFORMANCE BONDS FOR SMALL AND

00:54:20:01 EMERGING CONTRACTORS WHO CANNOT

00:54:23:25 OBTAIN SURETY BONDS THROUGH

00:54:26:05 REGULAR COMMERCIAL CHANNELS.

00:54:28:06 SBA'S GUARANTEE GIVE SURETIEES

00:54:30:03 THE ABILITY TO PROVIDE BONDING

00:54:31:22 FOR SMALL BUSINESSES AND THEREBY

00:54:34:04 ASSIST SMALL BUSINESSES IN

00:54:35:19 OBTAINING GREATER ACCESS TO

00:54:38:03 CONTRACTING OPPORTUNITIES.

00:54:39:06 SBA'S GUARANTEE IS AN AGREEMENT

00:54:43:25 BETWEEN A SURETY AND SBA THAT

00:54:45:07 SBA WILL ASSUME A CERTAIN

00:54:48:04 PORTION OF THE SURETY'S LOSS

00:54:50:29 SHOULD THE CONTRACTOR DEFAULT ON

00:54:52:10 THE UNDERLYING CONTRACT.

00:54:53:10 SBA IS AUTHORIZED TO GUARANTEE A

00:54:56:00 SURETY FOR A CONTRACT OF UP TO

00:54:59:10 $6.5 MILLION AND WITH THE

00:55:01:23 CERTIFICATION OF A FEDERAL

00:55:02:19 CONTRACTING OFFICER UP TO $10

00:55:04:15 MILLION FOR A FEDERAL CONTRACT.

00:55:07:22 SBA'S FEE FOR THE SMALL BUSINESS

00:55:10:10 CONTRACTOR IS 0.6% WHICH IS 60

00:55:13:22 BASIS POINTS OF THE CONTRACT

00:55:16:22 AMOUNT.

00:55:17:00 SLIDE 31.

00:55:20:25 CURRENTLY THERE ARE 34

00:55:22:17 PARTICIPATING SURETIES AND OVER

00:55:24:13 350 ACTIVE AGENTS IN THE SURETY

00:55:27:08 BOND GUARANTEE PROGRAM.

00:55:28:22 FOR MORE INFORMATION ON SURETY

00:55:31:07 BONDING OR TO LOCATE AN AGENT

00:55:33:23 YOU CAN GO TO WWW.SBA.GOV/OSG,

00:55:38:29 THAT'S OFFICE OF SURETY

00:55:42:27 GUARANTEES.

00:55:46:24 NOW FOR AN OVERVIEW OF LENDER

00:55:49:09 MATCH ON THE NEXT SLIDE, WHICH

00:55:51:10 IS AN ONLINE REFERRAL TOOL TO

00:55:54:08 CONNECT SMALL BUSINESSES WITH

00:55:55:18 SBA LENDERS.

00:55:59:17 NEXT SLIDE.

00:56:00:16 LENDER MATCH WHICH WAS FORMERLY

00:56:02:22 KNOWN AS LINK WAS LAUNCHED IN

00:56:04:10 MAY OF 2015.

00:56:09:06 THIS IS AN INCREDIBLE REFERRAL

00:56:10:26 TOOL THAT MATCHES SMALL

00:56:12:15 BUSINESSES WITH LENDERS WHO ARE

00:56:15:11 LOOKING TO PROVIDE SBA CAPITAL.

00:56:18:12 THESE ARE SBA LENDERS ONLY.

00:56:23:01 PROSPECTIVE BORROWERS COMPLETE A

00:56:24:19 SHORT QUESTIONNAIRE ON AN

00:56:26:17 SBA.GOV HOSTED APPLICATION AND

00:56:28:02 RESPONSES TO THE QUESTIONNAIRE

00:56:28:28 ARE FORWARDED TO THE

00:56:30:24 PARTICIPATING SBA LENDERS THAT

00:56:32:14 OPERATE WITHIN THE SMALL

00:56:35:16 BUSINESS' COUNTY.

00:56:37:03 LENDERS ARE INTERESTED -- EXCUSE

00:56:38:23 ME.

00:56:39:01 LENDERS INTERESTED IN REFERRAL

00:56:40:15 OPT IN TO RECEIVE THE BORROWER'S

00:56:44:10 CONTACT INFORMATION AND TO

00:56:45:12 PURSUE A DEAL.

00:56:48:21 TO DATE LENDER MATCH HAS

00:56:50:21 PRODUCED OVER 4 MILLION EMAIL

00:56:52:11 LEADS FOR SMALL BUSINESS

00:56:54:27 BORROWERS IN SEARCH OF FINANCING

00:56:57:07 ASSISTANCE.

00:56:57:15 THESE LEADS HAVE RESULTED IN

00:56:59:26 OVER 185,000 SMALL BUSINESS

00:57:02:22 BORROWERS RECEIVING A LENDING

00:57:05:06 MATCH WITH AN APPROVED SBA

00:57:08:05 LENDER.

00:57:10:26 NEXT SLIDE.

00:57:12:13 SBA HAS JUST RECENTLY ENHANCED

00:57:14:13 LENDER MATCH TO PROVIDE CLOSER

00:57:16:17 MATCHES BETWEEN PROSPECTIVE

00:57:17:28 SMALL BUSINESS BORROWERS AND

00:57:20:24 LENDERS.

00:57:21:07 LENDERS NOW HAVE MORE ABILITY TO

00:57:23:15 REFINE THEIR SEARCH AND IDENTIFY

00:57:25:28 LEADS AND BETTER MATCHES WITH

00:57:29:11 BORROWERS.

00:57:29:15 SOME OF THE INFORMATION THAT THE

00:57:30:16 LENDERS WILL BE ABLE TO SEARCH

00:57:33:26 FOR IS THE TYPE OF LOAN

00:57:35:17 PROCEEDS, THE LOAN AMOUNT, THE

00:57:38:13 COUNTY, SO THE LOCATION OF THE

00:57:40:15 BUSINESS, THE INDUSTRY IN WHICH

00:57:42:03 THE BUSINESS IS AND THE BUSINESS

00:57:45:29 AGE.

00:57:46:20 FUTURE ENHANCEMENTS IN THE FORM

00:57:48:21 OF SEAMLESS APPLICATIONS WILL

00:57:50:11 ALLOW LENDERS TO TURN LENDER

00:57:53:14 MATCH LEADS INTO A LOAN

00:57:56:22 APPLICATION WITHOUT LEAVING

00:57:57:18 SBA'S SYSTEM.

00:57:58:10 LENDERS WILL BE ABLE TO WORK

00:58:00:23 WITH THE MATCHED BORROWERS TO

00:58:02:25 REQUEST ADDITIONAL LOAN

00:58:03:17 APPLICATION DATA, INCREASING THE

00:58:05:00 CERTAINTY OF BOTH THE LENDER AND

00:58:08:25 THE BORROWER'S FINANCING

00:58:12:01 EXPECTATIONS.

00:58:12:29 NEXT SLIDE.

00:58:13:18 SO LET ME CONCLUDE TODAY'S

00:58:16:08 PRESENTATION BY PROVIDING

00:58:17:28 CONTACT INFORMATION FOR SBA.

00:58:20:12 SBA HAS DISTRICT AND BRANCH

00:58:22:00 OFFICES IN EVERY STATE AND

00:58:25:03 TERRITORY.

00:58:26:07 FOR ASSISTANCE QUESTIONS

00:58:27:06 FOLLOWING THIS PRESENTATION, YOU

00:58:29:09 CAN INQUIRE WITH YOUR LOCAL SBA

00:58:33:14 DISTRICT OFFICE.

00:58:34:08 THE DISTRICT OFFICE MAY BE FOUND

00:58:35:26 ON THE LOCAL ASSISTANCE PAGES OF

00:58:39:27 SBA'S WEBSITE AT THE LINK

00:58:41:21 PROVIDED, WHICH IS

00:58:50:21 WWW.SBA.GOV/LOCALASSISTANCE.

00:58:51:06 ALSO RESOURCE PARTNERS SUCH AS

00:58:52:29 SCORE, SBEC, THE SMALL BUSINESS

00:58:55:08 DEVELOPMENT NETWORK OR WOMEN'S

00:58:56:15 BUSINESS CENTERS, WE HAVE

00:58:59:27 THOUSANDS OF RESOURCE PARTNERS

00:59:02:13 ACROSS THE UNITED STATES AND

00:59:04:20 THESE RESOURCE PARTNERS CAN ALSO

00:59:06:17 BE FOUND AND SHOULD BE LOCATED

00:59:08:10 UNDER THIS LINK AS WELL IF YOU

00:59:10:03 SCROLL DOWN TO THE AREA WHERE IT

00:59:11:27 SAYS CONNECT WITH A RESOURCE

00:59:14:15 PARTNER.

00:59:15:15 FINALLY, LENDING MATCH CAN BE

00:59:17:03 LOCATED ALSO AT

00:59:22:29 WWW.SBA.GOV/LENDERMATCH.

00:59:23:07 AND THAT CONCLUDES OUR

00:59:25:23 PRESENTATION.

00:59:25:27 I AM NOW AVAILABLE TO TAKE

00:59:27:20 QUESTIONS AND WILL TURN IT BACK

00:59:28:22 TO THE MODERATOR.

00:59:43:07 >> OKAY.

00:59:44:02 WE WOULD NOW LIKE TO START THE Q

00:59:45:20 & A PORTION OF OUR PRESENTATION.

00:59:47:12 WE WILL ADDRESS AS MANY

00:59:48:19 QUESTIONS AS WE CAN IN THE TIME

00:59:51:02 REMAINING.

00:59:51:12 REMEMBER IF WE DON'T HAVE TIME

00:59:53:06 TO GET TO YOUR QUESTION, I

00:59:54:23 ENCOURAGE YOU TO CONNECT WITH

00:59:56:00 THE SCORE MENTOR AFTER THE

00:59:58:16 WEBINAR.

00:59:58:29 MENTORS ARE AVAILABLE TODAY AND

01:00:01:08 TOMORROW IN THE MENTORING HALL.

01:00:03:17 LET'S GET STARTED.

01:00:06:00 FIRST I HAVE JONATHAN S. IS

01:00:08:12 ASKING IS THERE A CREDIT SCORE

01:00:10:25 MINIMUM FOR SBA LOANS?

01:00:13:05 >> THANK YOU FOR THE QUESTION,

01:00:16:12 JONATHAN.

01:00:16:21 THERE IS NO CREDIT SCORE MINIMUM

01:00:21:09 AS FAR AS A BUSINESS CREDIT

01:00:22:17 SCORE OR A PERSONAL CREDIT SCORE

01:00:24:18 FOR SBA LOANS.

01:00:28:21 LENDERS WILL EVALUATE THE CREDIT

01:00:34:21 AND THERE IS ALSO OUR MICRO LOAN

01:00:38:09 PROGRAM SO IN SOME CASES WHERE A

01:00:41:09 CREDIT SCORE IS LOWER THAN A

01:00:43:19 LENDER WOULD ENTERTAIN IN MAKING

01:00:45:07 A LOAN, ONE OF OUR MICRO LENDER

01:00:49:25 INTERMEDIARIES MAY MAKE A LOAN

01:00:50:29 FOR A LOWER CREDIT SCORE, BUT

01:00:52:15 THERE IS NO SET MINIMUM SCORE.

01:00:55:12 GOOD QUESTION.

01:00:56:02 >> OKAY.

01:00:56:28 AND WE DID -- YOU SPOKE OF MICRO

01:00:59:26 LOAN -- MICRO LOANS.

01:01:01:03 A FEW PEOPLE HAD ASKED FOR A

01:01:05:29 CLARIFICATION.

01:01:06:13 VALERIE SAYS THE MICRO LOAN

01:01:08:22 SLIDE SAYS 150 SBA MICRO LOAN

01:01:11:10 INTERMEDIARIES BUT YOU HAD SAID

01:01:14:15 150,000.

01:01:14:22 CAN YOU PLEASE CLARIFY.

01:01:16:12 >> OKAY.

01:01:17:18 MY APOLOGIES.

01:01:18:11 IT'S 150.

01:01:19:00 SO THE SLIDE WAS CORRECT.

01:01:22:27 >> OKAY.

01:01:23:25 AND ALSO REGARDING MICRO LOANS,

01:01:26:12 KIMBERLY M. IS ASKING DO YOU

01:01:28:15 HAVE TO HAVE A HIGH PERSONAL

01:01:30:09 CREDIT SCORE FOR MICRO LOANS?

01:01:32:10 >> NO, YOU DO NOT.

01:01:35:23 AS A MATTER OF FACT, AS THE

01:01:37:13 SLIDE MENTIONED, IN THE MICRO

01:01:41:15 LOAN PROGRAM SBA DOES NOT SET

01:01:43:08 ANY TYPE OF CREDIT REQUIREMENTS

01:01:45:03 FOR THE MICRO LOAN

01:01:48:00 INTERMEDIARIES.

01:01:48:05 SBA LENDS THEM THE MONEY AND

01:01:50:04 THEY LEND IT OUT UNDER THEIR OWN

01:01:54:00 GUIDELINES AND PROCEDURES.

01:01:58:12 >> OKAY.

01:01:59:06 NEXT QUESTION IS BY FOLA.

01:02:01:25 ARE THERE ADDITIONAL FEES LEVIED

01:02:03:05 BY THE LENDING PARTNERS SINCE

01:02:05:14 SBA DOES NOT SERVICE THE LOAN?

01:02:10:10 >> YES, THERE'S AN UP FRONT

01:02:12:25 GUARANTEE FEE THAT THE LENDER

01:02:14:15 CAN PASS ON TO THE BORROWER AND

01:02:16:12 THEY OFTEN DO, AND THEN THE

01:02:18:11 LENDER ALSO PAYS AN ADDITIONAL

01:02:21:23 ONGOING SERVICING INTO HE TO

01:02:22:23 KEEP THE GUARANTEE IN PLACE,

01:02:24:20 THAT FEE CANNOT BE PASSED ON TO

01:02:26:17 THE BORROWER.

01:02:27:27 ALSO LENDERS MAY CHARGE A

01:02:30:16 PACKAGING FEE AND SOME OTHER

01:02:32:05 LOAN ORIGINATION FEES WHEN THEY

01:02:33:18 MAKE THE LOAN.

01:02:36:06 >> OKAY.

01:02:38:15 SHANNON M. IS ASKING ARE THERE

01:02:41:07 ANY LOANS SPECIFICALLY FOR SMALL

01:02:43:15 BUSINESS OWNERS WITH

01:02:45:00 DISABILITIES?

01:02:45:08 >> NO, THERE ARE NOT.

01:02:47:05 WE DO, HOWEVER, HAVE SPECIAL

01:02:51:05 FEE -- AS YOU SAW -- FEE WAIVERS

01:02:53:05 FOR VETERANS AND LOANS IN HUB

01:02:58:27 ZONES AND RURAL AREAS.

01:03:02:12 >> OKAY.

01:03:04:00 CHRISTINE K. IS ASKING DO THE

01:03:07:14 COLLATERAL REQUIREMENTS APPLY TO

01:03:09:21 LLCs OR ONLY SOLE

01:03:14:15

01:03:14:15 PROPRIETORSHIPS?

01:03:14:18 >> GOOD QUESTION.

01:03:15:17 WE MAKE BUSINESSES -- WE MAKE

01:03:17:07 LOANS TO ALL TYPES OF BUSINESSES

01:03:20:05 AND THE COLLATERAL REQUIREMENTS

01:03:21:00 WOULD BE THE SAME FOR ALL TYPES.

01:03:27:01 >> OKAY.

01:03:29:04 WENDY S. IS ASKING DOES THE 7A

01:03:32:28 LOAN PROGRAM HELP WITH BUYING

01:03:33:29 INTO A FRANCHISE?

01:03:36:05 >> IT DOES, AND I'VE ACTUALLY

01:03:38:22 INVITED SOME OF MY COWORKERS

01:03:41:19 HERE, SUBJECT MATTER EXPERTS IN

01:03:43:02 THE PROGRAMS, AND I'M GOING TO

01:03:44:08 TURN THAT OVER TO MICHELLE WHO

01:03:48:06 IS HERE WHO CAN EXPLAIN A LITTLE

01:03:50:17 BIT ABOUT FRANCHISE LENDING.

01:03:52:21 >> HI, EVERYONE.

01:03:54:11 MY NAME IS MICHELLE AND

01:03:56:24 FRANCHISES ARE ONE OF OUR

01:03:58:14 BIGGEST LOANS THAT WE MAKE TO

01:04:02:05 PEOPLE.

01:04:02:09 THE FRANCHISE ITSELF HAS TO BE

01:04:05:28 APPROVED FROM US TO MAKE SURE

01:04:07:18 THAT IT IS ELIGIBLE AND THAT

01:04:11:11 THERE IS NO BURDENS OF

01:04:12:28 OVERCONTROL.

01:04:13:06 THAT'S WHAT WE KIND OF LOOK AT

01:04:15:12 TO MAKE THAT DETERMINATION ON

01:04:18:03 WHAT THE -- OR IF THAT FRANCHISE

01:04:20:01 IS ELIGIBLE, BUT, YES, WE DO

01:04:21:26 MAKE A LOT OF LOANS TO

01:04:26:15 FRANCHISES.

01:04:26:15 >> OKAY.

01:04:27:26 AND IGORL. IS ASKING CAN A

01:04:32:06 CURRENT 7A BE REFINANCED?

01:04:34:01 MUST THAT BE DONE BY A CURRENT

01:04:36:06 LENDER OR ANY LENDER, AND IS THE

01:04:38:10 NEW SBA FEE REQUIRED?

01:04:42:11 >> WOULD YOU LIKE TO TAKE THAT

01:04:43:24 ONE?

01:04:44:07 >> I'M OVER HERE NODDING MY

01:04:46:23 HEAD, SHAKING MY HEAD NO.

01:04:48:10 IN SOME CASES AN SBA LOAN CAN BE

01:04:51:10 REFINANCED, HOWEVER, WE DO NOT

01:04:52:24 ALLOW ANY OF OUR PREFERRED

01:04:54:14 LENDERS TO REFINANCE THOSE, THEY

01:04:56:00 HAVE TO COME IN-HOUSE TO BE

01:04:58:23 PROCESSED.

01:04:59:01 WE DO HAVE SOME REQUIREMENTS

01:05:01:03 SUCH AS IT HAS TO -- THE PAYMENT

01:05:04:02 HAS TO BE REDUCED BY AT LEAST

01:05:07:15 10%, AGAIN, WE HAVE TO MAKE SURE

01:05:09:06 THAT THE ORIGINAL LOAN WAS

01:05:13:05 ELIGIBLE, BUT IF IT WAS A

01:05:14:16 PREVIOUS SBA LOAN, HOW WAS THAT

01:05:16:18 APPROVED?

01:05:16:25 SO WE WILL LOOK AT THAT, BUT,

01:05:18:27 YES, IN SOME OCCASIONS WE CAN

01:05:21:13 REFINANCE SBA LOANS.

01:05:24:20 >> OH, I'M SORRY, AND, THEN,

01:05:27:01 YES, IF THEY DO REFINANCE AN SBA

01:05:29:04 LOAN, THEY DO HAVE TO PAY BACK

01:05:32:23 THE OVER AGAIN.

01:05:33:08 >> OKAY.

01:05:34:06 NEXT QUESTION IS CAN THE SBA

01:05:37:23 HELP NONPROFITS OBTAIN LOANS?

01:05:43:10 >> SBA -- TO BE ELIGIBLE FOR AN

01:05:46:12 SBA LOAN THE BUSINESS HAS TO BE

01:05:49:02 A FOR-PROFIT BUSINESS.

01:05:51:17 WE CAN, HOWEVER, MAKE LOANS TO

01:05:56:11 SUBSIDIARIES, FOR-PROFIT

01:05:59:12 SUBSIDIARIES OF NON-PROFIT

01:06:01:23 BUSINESSES.

01:06:01:23 >> OKAY.

01:06:04:15 NADINE IS ASKING DO YOU HAVE --

01:06:06:08 DO YOU OFFER SMALL BUSINESS

01:06:09:22 GRANTS?

01:06:09:26 >> NO, WE DO NOT.

01:06:15:06 >> AT THIS TIME.

01:06:17:00 ALWAYS HOPING FOR MORE.

01:06:19:18 >> THAT'S GOOD.

01:06:23:03 DAPHNE L. IS ASKING ARE THERE

01:06:24:19 LINES OF CREDIT AVAILABLE OR

01:06:28:00 JUST LOANS?

01:06:29:07 >> THERE ARE LINES OF CREDIT

01:06:32:08 AVAILABLE THROUGH OUR SBA

01:06:34:26 EXPRESS PROGRAM.

01:06:35:25 THERE IS A REVOLVING LINE OF

01:06:39:24 CREDIT OPTION AND WE ALSO HAVE

01:06:43:18 SOME OTHER CAP LINE PROGRAMS

01:06:47:18 THAT PROVIDE LINES OF CREDIT FOR

01:06:51:06 CONTRACTS, FOR BUILDERS, WORKING

01:06:54:24 CAPITAL, AND WE ALSO HAVE SOME

01:06:57:05 EXPORT/IMPORT LINES OF CREDIT.

01:06:59:22 >> OKAY.

01:07:00:11 YOU MENTIONED SBA EXPRESS.

01:07:03:17 SCOTT IS ASKING IS THERE A

01:07:05:04 DIFFERENT MAX AMOUNT FOR SBA

01:07:08:09 EXPRESS?

01:07:08:17 >> YES, SBA EXPRESS CURRENTLY

01:07:11:13 HAS A STATUTORY LIMIT OF

01:07:17:06 $350,000.

01:07:18:10 THE AGENCY HAS REQUESTED A

01:07:21:17 HIGHER LIMIT AND, YOU KNOW,

01:07:24:24 WHETHER OR NOT THAT WILL BE

01:07:25:20 GRANTED, THAT HAS TO BE DONE

01:07:27:01 THROUGH CONGRESS.

01:07:27:22 WE'VE ASKED FOR A LIMIT OF UP TO

01:07:30:22 A MILLION DOLLARS FOR SBA

01:07:33:19 EXPRESS AND ONE GOOD FEATURE OF

01:07:35:22 THAT WOULD BE THERE WOULD BE A

01:07:38:07 REVOLVING LINE OF CREDIT FEATURE

01:07:41:06 AVAILABLE.

01:07:41:26 CURRENTLY IT'S $350,000.

01:07:46:17 >> OKAY.

01:07:47:22 CHRISTOPHER W. IS ASKING CAN

01:07:49:16 SOMEONE USE THEIR LIFE INSURANCE

01:07:51:10 POLICY AS COLLATERAL FOR A LOAN?

01:07:55:24 >> I'M GOING TO TURN THIS ONE

01:07:57:07 BACK OVER TO MICHELLE.

01:07:58:18 I DON'T BELIEVE THAT'S THE CASE.

01:08:00:03 >> NO, WE DON'T LIKE TO TAKE

01:08:05:02 LIFE INSURANCES AS COLLATERAL,

01:08:06:20 HOWEVER, IF THERE IS A SHORTFALL

01:08:09:08 ON COLLATERAL IN SOME CASES WE

01:08:11:24 MAY REQUIRE THAT THERE BE AN

01:08:16:07 INSURANCE POLICY TAKEN OUT FOR

01:08:20:08 THE SHORTFALL OF THE LOAN.

01:08:22:13 >> FOR KEY EMPLOYEES, RIGHT?

01:08:26:12 >> YEAH, PARTICULARLY IF THERE

01:08:28:14 IS NO SUCCESSION PLAN FOR THE

01:08:29:28 OWNER OF THE BUSINESS.

01:08:30:17 >> BUT THAT WOULD BE THE ONLY

01:08:31:23 TIME THAT WE WOULD TAKE LIFE

01:08:34:00 INSURANCE POLICIES.

01:08:36:15 WE DO SOMETIMES LOOK AT THE CASH

01:08:38:06 VALUE OF THAT POLICY IN ORDER TO

01:08:41:13 DETERMINE IF THERE IS CREDIT

01:08:46:11

01:08:46:11 ELSEWHERE.

01:08:46:11 >> ANOTHER QUESTION RELATED TO

01:08:49:26 COLLATERAL, ACTUALLY JOE V. IS

01:08:52:02 ASKING FOR TECHNOLOGY COMPANIES

01:08:54:09 THERE ARE MINIMAL PHYSICAL

01:08:55:27 ASSETS.

01:08:56:04 HOW DOES THE SBA VALUE THIS TYPE

01:08:58:18 OF FIRM FOR COLLATERAL PURPOSES?

01:09:02:15 >> ALL BUSINESS ASSETS FOR

01:09:04:11 COLLATERAL PURPOSES ARE VALUED

01:09:07:12 AT 50% OF FAIR MARKET VALUE, BUT

01:09:11:03 SBA IS A CASH FLOW LENDER, SO WE

01:09:13:04 DO NOT LOOK TO SEE IF A LOAN IS

01:09:15:08 FULLY SECURED BEFORE WE WILL

01:09:17:13 MAKE A LOAN.

01:09:21:19 >> OKAY.

01:09:23:17 NEXT QUESTION IS FROM FAITH.

01:09:26:05 WHAT WOULD BE THE BEST TYPE OF

01:09:27:19 LOAN FOR AN ONLINE BUSINESS?

01:09:32:26 >> WELL, THAT'S A GOOD QUESTION.

01:09:36:22 I WILL HAVE ONE OF OUR OTHER

01:09:39:06 EXPERTS HERE, GINGER ALLEN,

01:09:41:17 RESPOND TO YOUR QUESTION.

01:09:42:12 >> HI, EVERYBODY.

01:09:45:04 I THINK WE NEED TO KNOW A LITTLE

01:09:47:19 MORE BEFORE WE COULD GIVE YOU A

01:09:49:03 GOOD ANSWER FOR THAT BECAUSE OUR

01:09:52:09 ANSWER WOULD DEPEND ON WHAT YOU

01:09:53:14 WANTED TO USE THE LOAN FOR AND

01:09:55:15 HOW MUCH MONEY THAT YOU WANTED.

01:09:57:15 FOR INSTANCE, I WORK IN THE 504

01:10:01:19 BRANCH AND IF A TECHNOLOGY

01:10:03:03 COMPANY NEEDED A BUILDING TO

01:10:04:09 WORK OUT OF AND YOU WANTED TO

01:10:05:28 PURCHASE THAT BUILDING, WELL,

01:10:07:05 YOU COULD GET A 504 LOAN, BUT

01:10:09:04 PERHAPS YOU JUST WANT WORKING

01:10:10:22 CAPITAL AND DEPENDING ON THE

01:10:11:27 AMOUNT YOU WOULD HAVE OTHER

01:10:12:28 OPTIONS AVAILABLE.

01:10:14:17 >> THOSE OPTIONS BEING THE 7A OR

01:10:17:29 IF IT'S SMALL, UNDER $50,000,

01:10:20:07 THE MICRO LOAN PROGRAM.

01:10:25:18 >> OKAY.

01:10:26:13 NEXT QUESTION IS FROM EDWARD.

01:10:28:18 IS THE PROCESS OF QUALIFYING FOR

01:10:31:01 AID FOR CONSULTING-TYPE SERVICES

01:10:33:19 DIFFERENT THAN THOSE MAKING

01:10:35:09 TANGIBLE PRODUCTS?

01:10:39:06 >> NO.

01:10:39:26 THE PROCESS WOULD BE THE SAME.

01:10:45:10 MAKING A TANGIBLE PRODUCT OR

01:10:47:07 OFFERING CONSULTING SERVICES, AS

01:10:49:02 LONG AS YOU'RE ORGANIZED FOR A

01:10:53:12 PROFIT.

01:10:53:12 >> AMBER H. IS ASKING WILL SMALL

01:10:55:24 BUSINESS CREDIT BE CHECKED IN

01:10:57:11 ORDER TO QUALIFY OR BOTH

01:10:59:05 PERSONAL AND SMALL BUSINESS

01:11:00:09 CREDIT INFO?

01:11:02:10 >> BOTH PERSONAL AND SMALL

01:11:03:20 BUSINESS CREDIT INFO WILL BE

01:11:09:21 CHECKED.

01:11:09:21 >> OKAY.

01:11:10:27 JONATHAN S. IS ASKING WHAT WOULD

01:11:13:00 AN EQUITY CONTRIBUTION LOOK

01:11:17:14 LIKE?

01:11:17:18 >> LET ME RETURN TO THE FIRST --

01:11:20:13 THE PREVIOUS QUESTION, THOUGH.

01:11:22:00 LET ME CLARIFY, THOUGH, THAT

01:11:24:23 UNDER A MICRO LOAN PROGRAM SBA

01:11:28:09 DOES NOT TELL THE MICRO LENDER

01:11:30:14 HOW TO LEND OUT THOSE FUNDS.

01:11:32:16 SO WHILE I BELIEVE THEY'RE

01:11:34:02 CHECKING PERSONAL AND BUSINESS

01:11:35:22 CREDIT, I CAN'T SAY FOR SURE

01:11:36:28 THAT THEY WOULD BE.

01:11:38:25 AND, I'M SORRY, CAN YOU REPEAT

01:11:40:09 THIS LAST QUESTION?

01:11:41:05 >> SURE.

01:11:41:28 SURE.

01:11:42:04 SO JONATHAN S. IS ASKING WHAT

01:11:43:22 WOULD AN EQUITY CONTRIBUTION

01:11:47:05 LOOK LIKE?

01:11:48:01 >> I WILL ASK ONE OF MY --

01:11:50:18 GINGER, WOULD YOU LIKE TO TAKE

01:11:52:01 THAT?

01:11:52:07 >> IS THE QUESTION HOW IT WOULD

01:11:53:26 BE DOCUMENTED THAT IT WAS MADE?

01:11:56:06 DO YOU THINK THAT'S WHAT THE --

01:11:57:13 >> I THINK SO.

01:11:58:04 WHAT WOULD IT BE MADE OF?

01:12:00:23 >> TYPICALLY AN EQUITY INJECTION

01:12:03:26 WOULD BE IN THE FORM OF CASH AND

01:12:06:04 IT WOULD BE AS SIMPLE AS

01:12:07:26 PROVIDING A COPY OF THE TWO MOST

01:12:10:10 RECENT BANK ACCOUNT STATEMENTS

01:12:12:05 SHOWING THAT THE MONEY WAS

01:12:13:15 AVAILABLE, COULD BE A COPY OF

01:12:15:10 THE CHECK OR WIRE TRANSFER OR

01:12:17:01 MAYBE YOU WOULD HAVE A HUD 1

01:12:20:03 SETTLEMENT STATEMENT SHOWING

01:12:20:24 WHERE THE LOAN PROCEEDS WENT.

01:12:22:05 SO THOSE ARE ALL TYPES OF

01:12:24:22 DOCUMENTS THAT YOU MIGHT PROVIDE

01:12:25:18 TO YOUR LENDER TO SHOW THAT

01:12:27:09 YOU'VE ACTUALLY MADE YOUR EQUITY

01:12:31:22 CONTRIBUTION.

01:12:31:22 >> WHAT IF YOU WERE --

01:12:35:08 PURCHASED -- LET'S SAY YOU HAD

01:12:36:23 PURCHASED SOME EQUIPMENT OR

01:12:37:17 SOMETHING AND YOU WANTED TO

01:12:38:27 INJECT THAT INTO THE BUSINESS,

01:12:40:06 WOULD THAT BE ACCEPTABLE?

01:12:42:07 >> THE LENDER WOULD PROBABLY

01:12:44:22 DEPENDING -- AGAIN, DEPENDING ON

01:12:46:09 THE LOAN AMOUNT, REQUIRE SOME

01:12:49:26 TYPE OF A VALUATION, WHETHER

01:12:51:14 IT'S AN APPRAISAL OR FAIR MARKET

01:12:53:27 VALUE BASED ON THE MARKET --

01:12:57:08 THAT'S PROBABLY THE ROUTE THEY

01:12:59:02 WOULD GO WITH THAT.

01:13:00:27 MUST BE ON A BALANCE SHEET, TOO.

01:13:04:07 >> IT HAS TO BE ON THE BUSINESS'

01:13:06:04 BALANCE SHEET.

01:13:06:15 >> RIGHT.

01:13:07:04 SO IF THEY HAVE ASSETS THAT ARE

01:13:08:10 ALREADY ON THE BUSINESS BALANCE

01:13:10:14 SHEET, WE WILL LOOK AT THAT,

01:13:12:19 TOO.

01:13:12:19 IN SOME CASES WE CAN USE THE

01:13:15:06 EQUITY BASED ON THAT BALANCE

01:13:19:07 SHEET.

01:13:19:07 >> OKAY.

01:13:20:00 >> I THINK THAT ANSWERS -- THAT

01:13:24:26 IS VARIOUS WAYS OF LOOKING AT

01:13:27:19 THAT ANSWER.

01:13:29:27 >> GREAT.

01:13:30:15 SO THE NEXT ONE IS FROM ESTHER.

01:13:33:13 HOW LONG DOES IT TYPICALLY TAKE

01:13:34:23 TO PAY OFF THE DIFFERENT TYPES

01:13:38:15 OF LOANS?

01:13:40:05 >> WELL, WE HAVE VARIOUS

01:13:43:08 MATURITIES FOR DIFFERENT TYPES

01:13:44:05 OF LOANS.

01:13:45:11 SO, FOR EXAMPLE, IF IT'S A REAL

01:13:47:27 ESTATE LOAN, THE LENDER WOULD

01:13:50:12 PROBABLY TIE THAT TO A 20 -- OUR

01:13:54:15 LONGEST MATURITY OF 25 YEARS.

01:13:56:16 IF IT'S EQUIPMENT, TYPICALLY TEN

01:13:59:29 YEARS.

01:14:00:05 WE EVEN HAVE SOME VERY

01:14:03:00 SHORT-TERM WORKING CAPITAL TYPE

01:14:07:18 LOANS THAT ARE UP TO THREE YEARS

01:14:09:21 OR EVEN ONE YEAR OR LESS.

01:14:12:05 SO IT REALLY DEPENDS UPON THE

01:14:14:06 MATURITY OF THE LOAN BUT THE

01:14:16:10 LOANS -- ALL OF OUR LOANS FULLY

01:14:21:18 AMORTIZE SO THERE IS NO BALLOON

01:14:23:24 PAYMENT AT THE END OF THE LOAN.

01:14:25:14 SO IF THE DETERMINE IS TEN

01:14:26:27 YEARS, THE LOAN WILL BE PAID OFF

01:14:28:07 IN TEN YEARS.

01:14:34:00 >> OKAY.

01:14:36:00 JOYCE S. IS ASKING IN WHAT

01:14:38:13 CONTEXT WERE HUB ZONES MENTIONED

01:14:41:06 IN REGARD TO LOANS?

01:14:42:14 SHE IS A HUB ZONE CERTIFIED

01:14:45:10 PRIME SUPPLIER.

01:14:46:00 >> OKAY.

01:14:48:25 HUB ZONES HAVE BEEN MENTIONED IN

01:14:51:27 REGARD TO LOANS FOR THE FEE

01:14:57:00 WAIVER.

01:14:57:20 CURRENTLY THE AGENCY IS

01:14:59:14 PROVIDING FEE WAIVERS FOR LOANS

01:15:02:08 OF $125,000 OR LESS AND THOSE

01:15:08:14 BUSINESSES TO WHICH -- WHERE

01:15:10:18 THOSE LOANS ARE BEING MADE WOULD

01:15:13:13 RESIDE IN A RURAL OR A HUB ZONE

01:15:16:23 AREA.

01:15:17:01 SOMETIMES THOSE AREAS OVERLAP.

01:15:22:28 >> OKAY.

01:15:25:01 MARIE IS ASKING WHAT IS THE

01:15:27:12 LENDER MATCHING RATE?

01:15:31:05 >> CAN YOU REPEAT THE QUESTION?

01:15:33:19 >> WHAT IS LENDER MATCHING RATE?

01:15:36:18 >> OH, LENDER MATCH RATES?

01:15:39:25 >> YES.

01:15:40:15 >> LENDER MATCH REALLY DOES NOT

01:15:44:23 OFFER INTEREST RATES AND IT

01:15:46:15 DOESN'T REQUIRE A FEE, IF THAT'S

01:15:47:23 WHAT THE QUESTION WAS.

01:15:49:13 IT'S A FREE SERVICE.

01:15:50:24 SO IF YOU WANT -- IF THE

01:15:53:00 INDIVIDUAL WANTED TO PUT THEIR

01:15:56:03 NAME IN LENDER MATCH, THERE

01:15:58:06 WOULD NOT BE ANY FEE FOR THAT

01:16:00:27 SERVICE.

01:16:01:03 I THINK THAT'S WHAT YOU MEAN.

01:16:02:03 AND THE RATES WOULD BE, OF

01:16:03:13 COURSE, THE RATES THAT ARE

01:16:04:10 OFFERED BY THE LENDERS IF THERE

01:16:07:02 IS A MATCH.

01:16:11:02 >> OKAY.

01:16:12:05 KAREN W. IS ASKING WHAT TYPE OF

01:16:15:02 EXPORT BUSINESSES USUALLY GET

01:16:16:15 APPROVED FOR LOANS?

01:16:26:04 >> SO ANY TYPE OF EXPORT

01:16:28:26 BUSINESS THAT EITHER IS A DIRECT

01:16:33:27 EXPORTER OR PROVIDES SERVICES --

01:16:36:07 OR AN INDIRECT EXPORTER,

01:16:38:22 SOMEBODY WHO PROVIDES SERVICES

01:16:40:08 TO ANOTHER BUSINESS THAT'S

01:16:41:17 EXPORTING A GOOD OR SERVICE.

01:16:45:25 >> OKAY.

01:16:46:12 A COUPLE PEOPLE HAVE ASKED --

01:16:49:13 HILLARY ESPECIALLY HAS ASKED HOW

01:16:50:26 LONG BEFORE YOU FIND OUT IF YOUR

01:16:52:11 LOAN HAS BEEN APPROVED?

01:16:57:22 >> THAT'S A GOOD QUESTION.

01:17:02:03 SBA OR THE LENDER IT REALLY

01:17:05:07 DEPENDS UPON THE LENDER'S

01:17:10:02 UNDERWRITING CRITERIA AND

01:17:11:15 UNDERWRITING PROCESSES.

01:17:12:28 IT COULD BE ANYWHERE FROM MAYBE

01:17:17:10 ONE TO TWO WEEKS OR MORE, BUT

01:17:23:01 TYPICALLY NOT MORE THAN TWO

01:17:24:09 WEEKS FOR A LOAN APPROVAL.

01:17:29:03 >> OKAY.

01:17:30:26 OMAR S. IS ASKING -- HE HAS

01:17:33:05 MULTIPLE BUSINESSES.

01:17:34:02 IS THERE A LIMIT ON THE NUMBER

01:17:36:11 OF LOANS PURSUED AT ONCE?

01:17:39:20 >> THERE IS A LIMIT ON THE

01:17:44:14 NUMBER OF LOANS.

01:17:44:22 THERE'S A LIMIT ON THE AMOUNT,

01:17:46:04 THE GUARANTEED AMOUNT, THAT IS

01:17:48:10 AVAILABLE TO ANY ONE BORROWER.

01:17:55:12 THAT IS 3 -- I BELIEVE IT'S

01:17:58:15 $3.75 MILLION IN THE REGULAR 7A

01:18:02:00 PROGRAM AND 504, AND HIGHER FOR

01:18:07:15 EXPORT BECAUSE OF THE HIGHER

01:18:11:25 GUARANTEE.

01:18:11:25 >> OKAY.

01:18:12:21 >> AND IN THE 504 PROGRAM, IF I

01:18:14:17 CAN JUST JUMP IN, JOHN.

01:18:17:28 >> PLEASE.

01:18:18:09 >> THE WAY IT'S STRUCTURED IS

01:18:20:19 THE PROJECT COULD BE

01:18:21:29 SIGNIFICANTLY HIGHER THAN $5

01:18:24:06 MILLION, IT COULD BE $13 MILLION

01:18:27:09 BECAUSE OF THE WAY IT'S

01:18:30:22 STRUCTURED.

01:18:32:13 SMALL MANUFACTURERS AND CERTAIN

01:18:35:08 ENERGY PROJECTS EVEN HAVE HIGHER

01:18:39:02 AMOUNTS AVAILABLE TO THEM.

01:18:44:01 >> OKAY.

01:18:45:00 WE HAVE SEVERAL QUESTIONS ABOUT

01:18:48:24 A BUSINESS PLAN.

01:18:49:02 HOW VITAL IS IT FOR AN SBA LOAN

01:18:51:25 APPLICATION OR DO YOU NEED ONE?

01:18:53:14 >> A BUSINESS PLAN IS VERY

01:18:57:04 IMPORTANT AND FOR ASSISTANCE

01:18:59:25 WITH BUSINESS PLANS I WOULD

01:19:02:14 RECOMMEND USING ONE OF THE SBA'S

01:19:05:19 RESOURCE PARTNERS, TAKING

01:19:06:27 ADVANTAGE OF THAT SERVICE,

01:19:09:00 WHETHER IT'S SCORE OR THE SBDCs

01:19:12:12 OR WOMEN OWNED BUSINESS CENTERS.

01:19:13:24 WE HAVE THOUSANDS OF RESOURCE

01:19:16:23 PARTNERS THAT CAN ASSIST YOU AND

01:19:19:03 YOU CAN FIND A LISTING OF THEM

01:19:22:20 AT YOUR -- AT THE WWW.SBA.GOV

01:19:28:22 WEB PAGE.

01:19:30:00 >> OKAY.

01:19:31:28 SHERRY M. IS ASKING ARE THERE

01:19:33:22 ANY FEES INVOLVED IN PAYING

01:19:35:04 LOANS OFF EARLY?

01:19:38:17 >> IN SOME PROGRAMS THERE ARE,

01:19:40:19 YES, IN THE 7A PROGRAM THERE IS

01:19:45:15 A FEE WHERE I THINK UP TO -- IS

01:19:47:09 IT THREE YEARS, MICHELLE?

01:19:49:20 I THINK FIRST THREE YEARS.

01:19:50:27 AND IN THE 504 PROGRAM, GINGER,

01:19:53:17 IS IT TEN YEARS?

01:19:54:07 >> YES, IT'S A DECLINING FEE

01:19:56:24 THAT GOES OVER A PERIOD OF TEN

01:20:02:29 YEARS.

01:20:02:29 >> OKAY.

01:20:04:29 EBONY S. IS ASKING WHAT TYPES OF

01:20:06:27 BUSINESSES DO NOT QUALIFY FOR

01:20:09:02 SBA LOANS?

01:20:10:01 ARE REAL ESTATE BUSINESSES

01:20:14:02 EXCLUDED?

01:20:14:28 >> COULD YOU REPEAT THE REQUEST

01:20:16:03 HE?

01:20:16:11 I'M SORRY.

01:20:16:18 >> SURE.

01:20:17:28 WHAT TYPES OF BUSINESSES ARE NOT

01:20:19:27 QUALIFIED OR DO NOT QUALIFY FOR

01:20:23:02 SBA LOANS?

01:20:23:21 AND SPECIFICALLY SHE'S ASKING

01:20:25:05 ARE REAL ESTATE BUSINESSES

01:20:28:15 EXCLUDED?

01:20:28:21 >> WELL, I GUESS IT WOULD DEPEND

01:20:30:13 UPON THE TYPE OF REAL ESTATE

01:20:34:15 BUSINESS.

01:20:34:19 WE HAVE A BUILDER'S CAP LINE FOR

01:20:39:04 BUSINESSES THAT ARE BUILDING OR

01:20:41:12 IMPROVING PROJECTS, BUT WE DON'T

01:20:44:11 MAKE LOANS FOR SPECULATIVE REAL

01:20:46:15 ESTATE OR PASSIVE REAL ESTATE

01:20:49:28 INVESTMENT COMPANIES.

01:20:50:16 OR REAL ESTATE HOLDING.

01:20:56:03 >> OKAY.

01:20:57:00 ROY K. IS ASKING WHAT TYPE OF

01:20:58:22 SBA LOAN IS BEST FOR THE

01:21:01:27 EXPANSION OF MY SMALL BUSINESS?

01:21:05:25 >> WELL, THAT'S A VERY GOOD

01:21:09:27 QUESTION.

01:21:09:27 THE EXPANSION OF A SMALL

01:21:11:20 BUSINESS IT REALLY DEPENDS UPON

01:21:13:00 THE TYPE OF THE BUSINESS.

01:21:14:14 ARE YOU EXPANDING WITH REAL

01:21:16:11 ESTATE, ARE YOU BUYING A NEW

01:21:17:29 BUILDING IN WHICH CASE THE 504

01:21:20:17 PROGRAM, OR THE 7A PROGRAM CAN

01:21:23:26 BE USED.

01:21:25:26 IS IT A SMALL -- VERY SMALL

01:21:27:10 BUSINESS AND YOU NEED A WORKING

01:21:29:18 CAPITAL LOAN?

01:21:30:13 IT COULD BE THE 7A OR EVEN THE

01:21:33:22 COMMUNITY ADVANTAGE, THE MICRO

01:21:34:27 LOAN PROGRAM.

01:21:37:03 ARE YOU PURCHASING LARGE

01:21:38:17 EQUIPMENT, HEAVY EQUIPMENT, IN

01:21:39:29 WHICH CASE, AGAIN, THE 504

01:21:42:17 PROGRAM.

01:21:42:21 OR IS IT SMALLER EQUIPMENT, DO

01:21:44:07 YOU NEED WORKING CAPITAL, A LINE

01:21:46:13 OF CREDIT?

01:21:47:22 IN WHICH CASE IT WOULD BE 7A OR

01:21:50:17 MICRO LOAN.

01:21:51:09 SO VERY GOOD QUESTION.

01:21:51:27 >> AND IF I COULD JUMP IN HERE

01:21:53:27 AND MAKE A SHAMELESS PLUG FOR

01:21:55:14 THE PROGRAM I WORK IN, THE 504

01:21:58:04 PROGRAM, IT ALSO DEPENDS ON WHAT

01:22:00:10 SORT OF REPAYMENT OPTIONS YOU

01:22:01:23 ARE LOOKING FOR.

01:22:02:21 THE 504 PROGRAM IS STRUCTURED

01:22:05:12 SUCH THAT THE 504 LOAN ITSELF,

01:22:07:22 WHICH IS 40% OF THE PROJECT

01:22:10:17 AMOUNT, IS FIXED SO YOU COULD

01:22:12:10 HAVE A FIXED 25-YEAR REPAYMENT

01:22:15:28 AND RIGHT NOW THE 25-YEAR

01:22:18:04 INTEREST RATE IS BELOW PRIME.

01:22:21:25 SO PRETTY STRONG REASON TO LOOK

01:22:23:19 INTO THE 504 PROGRAM.

01:22:26:17 >> GREAT.

01:22:27:03 >> ALL RIGHT.

01:22:27:28 WELL, THAT'S A GREAT WAY TO END

01:22:29:09 IT.

01:22:29:13 THOSE ARE ALL THE QUESTIONS THAT

01:22:30:23 WE HAVE TIME FOR TODAY.

01:22:32:26 WE REALLY WANT YOU TO ENJOY THE

01:22:35:15 REST OF OUR VIRTUAL CONFERENCE.

01:22:38:07 PLEASE TALK TO A MENTOR IN THE

01:22:40:04 MENTORING HALL, YOU CAN NETWORK

01:22:42:00 WITH OTHER BUSINESS OWNERS IN

01:22:42:24 THE NETWORKING LOUNGE AND CHAT

01:22:44:26 WITH INDUSTRY EXPERTS AND PICK

01:22:47:01 UP FREE BUSINESS RESOURCES IN

01:22:49:23 THE EXHIBIT HALL, AND PLEASE

01:22:51:00 JOIN US FOR THE NEXT WEBINAR,

01:22:53:20 THE CULTURE IMPERATIVE, DRIVE

01:22:55:16 GROWTH WITH CUSTOMER OBSESSION,

01:22:57:11 STARTING IN 30 MINUTES.

01:22:59:20 LADIES AND GENTLEMEN, ON BEHALF

01:23:00:17 OF SCORE AND THE SBA, I'D LIKE

01:23:02:15 TO THANK YOU ALL FOR ATTENDING

01:23:04:05 THIS WEBINAR AND A BIG THANK YOU

01:23:06:17 TO JOHN FOR -- JOHN MILLER FOR

01:23:08:21 PRESENTING TODAY.

01:23:09:16 JOHN, COULD YOU ALSO REMIND

01:23:11:08 EVERYONE WHO ARE YOUR GREAT

01:23:12:23 SMALL BUSINESS EXPERTS YOU HAVE

01:23:15:06 HAD?

01:23:16:24 I KNOW MICHELLE WAS THERE.

01:23:17:01 THANK YOU TO MICHELLE.

01:23:18:14 GINGER, WERE YOU ALSO THERE

01:23:19:11 TODAY?

01:23:19:20 >> YES, GINGER ALLEN WITH THE

01:23:22:01 504 LOAN PROGRAM.

01:23:22:17 >> AND PETER GIBBS WITH OUR

01:23:26:12 SURETY BOND PROGRAM.

01:23:28:10 THANK YOU ALL.

01:23:28:28 OUR PLEASURE.

01:23:30:12 >> THANK YOU, EVERYONE.

01:23:32:29 >> THANK YOU.

01:23:33:19 >> BYE-BYE.