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South Dakota District Office

www.sba.gov

Overview of SBA's Offices

- **Office of Capital Access**
 - Lending and Bonding
- **Office of Government Contracting and Business Development**
 - Set-Asides (HubZone and 8(a))
- **Office of Entrepreneurial Development**
 - Education, Outreach & Technical Assistance (SBDCs, WBCs, SCORE)
- **Office of Field Operations**
 - District Offices (68 total)
- **Office of Veterans Business Development**
 - Education, Outreach & Technical Assistance
- **Office of International Trade**
 - State Trade and Export Promotion
 - U.S. Export Assistance Program
 - Take Your Business Global (Online tool)
- **Office of Technology**
 - Small Business Technology Transfer Program
 - **GREEN.SBA.GOV**

The Three C's

- **Capital**
 - Loan Guarantees (no SBA grants available for small business lending)

- **Contracting**
 - Government set aside monitoring
 - Certification
 - Surety Bonds

- **Counseling / Training**
 - District Offices
 - Lender training
 - Business Development
 - Resource Partners
 - SBDCs (Small Business Development Centers)
 - VBOCs (Veterans' Business Opportunity Centers)
 - WBCs (Women Business Centers)
 - SCORE (Service Corps of Retired Executives)

Entrepreneurial Development (ED)

This division of the SBA helps small businesses start, grow, and compete in global markets by providing quality training, counseling, and access to resources.

<http://www.sba.gov/about-offices-content/1/2463>

ED Small Business Learning Center

www.sba.gov/training

- Starting a Business (6)
- Managing a Business (5)
- Financing (3)
- Marketing (2)
- Government Contracting (13)

Office of Veteran Business Development

SBA assists to maximize the availability, applicability and usability of all administration small business programs for Veterans, Service-Disabled Veterans, Reserve Component Members, and their Dependents or Survivors.

<http://www.sba.gov/about-offices-content/1/2985>

OVBD Overview

- As small business owners, Veterans continue to serve their country and create jobs.
 - Veterans are **45%** more likely to own a small business
 - Own about **2.4 million**, or nearly 1 in 10 of all small business nationwide
 - Employ nearly **6 million** Americans
 - Generate over **\$1 trillion** in sales
- The SBA provides grants to 15 organizations across the country to serve as Veterans Business Outreach Centers (VBOCs).
- As part of the Administration's newly re-designed military transition program, Transition GPS, SBA has developed and is piloting a veterans entrepreneurship training program entitled, "Operation Boots to Business: from Service to Startup."

OVBD Overview

We serve veteran entrepreneurs in a variety of ways:

1. Veterans Business Outreach Centers (VBOC)
2. District Office Veterans Outreach Initiative
3. Service-Disabled Veteran Procurement Outreach
4. Boots to Business (B2B) – entrepreneurial training for transition veterans
5. Policy and Program Development & Implementation (includes Entrepreneurship Bootcamp for Veterans with Disabilities (EBV))
6. Supports the SBA Advisory Committee on Veterans Business Affairs
7. Chairs Interagency Task Force on Veterans Business Development
8. Boots to Business Initiative
9. Intra-Agency Coordination
10. Inter-Agency Coordination
11. Development and Distribution of Entrepreneurial Tools
12. Ombudsman Activities and E-Guidance

OVBD Boots to Business Overview

The SBA is the government sponsor of B2B , which is offered in conjunction with the Department of Defense's redesigned Transition Assistance Program (TAP), now known as Transition Goals, Plans, Success (Transition GPS). Transition GPS is offered to service members getting out of the military and provides core education about post-service veterans' benefits.

Small Business Loans

<http://www.sba.gov/category/navigation-structure/loans-grants>

Access to Capital

The SBA has a number of loan programs for small businesses unable to secure financing on reasonable terms through normal lending channels. These loan programs include :

- ✓ 7(a) loan
- ✓ Community Advantage
- ✓ Microloan Program
- ✓ 504 Program

7(A) Loan Program

The majority of small business owners obtain financing under our 7(a) loan program. **These loans are made through private-sector lenders and are partially guaranteed by the SBA.** With a maximum loan size of \$5 million dollars this loan can be used for just about any normal business purpose.

Community Advantage

The Community Advantage (CA) loan program provides streamlined business financing as well as management, and technical assistance to small businesses located in distressed or underserved markets. CA provides mission-oriented lenders access to 7(a) loan guaranties for loans up to \$250,000.

Patriot Express

- Eligibility
 - Same as 7(a)
 - Additional Requirements
 - Veteran
 - Service-Disabled Veteran
 - Active-Duty Service Member
 - Reservist and/or National Guard Member
 - Current spouses of any of the above
 - Widowed spouse of a service member or veteran who died during service

7(A) Key Program Features

Percent of Guaranty

- 85% guaranty for loans of \$150,000 or less
- 75% guaranty for loans greater than \$150,000

Maturity

- Maximum of 10 years for working capital
- Maximum of 10 years or useful life for equipment
- Maximum of 25 years for real estate

Guaranty Fees

- 0.25% for maturities \leq 12 months
- For maturities $>$ 12 months
 - 2.0% for gross CA loan \leq \$150,000
 - 3.0% for gross CA loan $>$ \$150,000
- 0.55% on-going guaranty fee paid by lender

Microloan

Offers very small loans to start-up, newly established or growing small business concerns. SBA makes funds available to nonprofit community based lenders which, in turn, make loans to eligible borrowers in amounts up to a maximum of \$50,000. Applications are submitted to the local intermediary and all credit decisions are made on the local level.

- NESDEC in Sisseton (operates in 16 counties in NE SD)

504 Loan Program

The U.S. Small Business Administration's 504 Loan Program, also known as the Certified Development Company Program, provides affordable long-term, fixed-rate financing to help healthy, expanding small businesses grow. The loans are generally used for

- ✓ acquiring long-term fixed assets, such as land, buildings, machinery and equipment, or
- ✓ for building, modernizing, renovating or restoring facilities.

504 Loan Program

Typically, a 504 project includes –

- ✓ a third party (i.e. banks, credit unions) loan secured with a senior lien on the financed asset from a private-sector lender covering 50 percent of the project cost;
- ✓ a 504 loan secured with a junior lien made by a CDC (funded by a 100 percent SBA guaranteed debenture) covering 40 percent of the project cost; and
- ✓ a contribution of at least 10 percent (up to 20%) equity from the borrower

Contracts

<http://www.sba.gov/category/navigation-structure/contracting>

Office of Government Contracting

Mission Statement

The Office of Government Contracting (GC) works to create an environment for maximum participation by small, disadvantaged, and woman-owned businesses in federal government contract awards and large prime subcontract awards. GC advocates on behalf of small business in the federal procurement world.

Getting Started

1. Are you a Small Business?
2. System for Award Management (sam.gov)
3. D-U-N-S Numbers
4. NAICS Codes and Small Business Size Standards
5. Register for Government Contracting
6. Contracting Support for Small Businesses
7. Small Business Certifications
8. Contracting Support and Rules

Access to Federal Contracting

- 8(a) Business Development Program
- HUBZone
- Women-owned small businesses (WOSBs) or
- Economically disadvantaged women-owned small businesses (EDWOSBs)
- Size Standards

Government Contracting Classroom

The screenshot shows the SBA.gov website interface. At the top right, there are social media sharing icons and a 'Share | Translate' link. Below that is a search bar with the text 'Search SBA.Gov' and a 'Search' button. A navigation menu includes links for 'About SBA | Contact SBA | Newsroom | Community | Email Updates'. A secondary menu has tabs for 'Starting & Managing', 'Loans & Grants', 'Contracting', 'Learning Center', 'Local Assistance', 'SBA Direct', and 'For Lenders'. The breadcrumb trail reads: 'Home > About SBA > SBA Programs > Counseling & Training > Government Contracting Classroom'. On the left, the 'About SBA' sidebar lists various SBA programs, with 'Government Contracting Classroom' highlighted. The main content area features the title 'Government Contracting Classroom' and a key statistic: 'Did you know the US Federal Government buys nearly \$100 billion worth of goods and services from small businesses each year?'. It explains that government contracts offer significant opportunities for small businesses but require a different approach than the commercial sector. It then states that SBA has created a series of free online contracting courses to help businesses understand the basics. A 'Featured Courses' section lists three courses: 'Pre-8(a) Business Development Program Training' (Multi-Part Training Series), 'Government Contracting 101' (Overview of contracting basics & certification programs), and 'Government Contracting 101' (How the Government Buys). Each course includes links for 'Workbook' and 'Transcript'. On the right, there are two boxes: 'SBA Direct: Find what matters most to you...' with a 'GET RESULTS' button, and 'Get Local Assistance Right in Your Area' with a 'FIND RESOURCES' button. At the bottom right, a yellow box says 'Join the Community!'.

Purpose of ONAA

- Ensures access to SBA tools, products, and services for American Indian, Alaska Natives, and Native Hawaiians
- Advises Agency wide on policies impacting AI/AN/NH community
- Conducts Tribal Consultation
 - Developed the Agency's first American Indian and Alaska Native Policy and Tribal Consultation Plan
 - SBA takes government to government dialogue extremely seriously
 - Serves as officer on record for Tribal Consultation Exec. Order 13175 adherence

ONAA Current Initiatives

1. Native American Small Online Business Primer
 - ✓ <http://www.sba.gov/sba-learning-center/training/363911>
2. Native American Emerging Leaders (e200)
 - ✓ Advanced “Executive MBA-type” training of native business owners/managers to improve success and growth
3. Native Communities Entrepreneurial Empowerment Outreach Workshops
 - ✓ Ms. Veronica Hix
Executive Director
ONABEN -A Native American Business Network
onaben.org | Indianpreneurship.com

ONAA Emerging Leaders Initiative

<u>Urban E200 Communities</u>	<u>Native American</u>
Atlanta, GA	Albuquerque, NM
Baltimore, MD	Farmington, NM
Boston, MA	Helena, MT
Chicago, IL	Honolulu, HI
Dallas, TX	Milwaukee WI
Denver, CO	Phoenix, AZ
Detroit, MI	Portland, OR
Fresno, CA	Oklahoma City, OK
Jacksonville, FL	Seattle, WA
Los Angeles, CA	Tulsa, OK
Memphis, TN	
Minneapolis, MN	
New Orleans, LA	
Philadelphia, PA	
St. Louis, MO	
Syracuse, NY	
Youngstown, OH	

Native American Communities Entrepreneurial Empowerment Outreach Workshops

Contact Information

Ms. Veronica Hix

Executive Director

ONABEN -A Native American Business Network

onaben.org | Indianpreneurship.com

Indianpreneurship[®]

- Unique business courses that represent the challenges, experiences and opportunities for Native American entrepreneurs.
- ***Is the Indianpreneurship[®] curriculum right for you or your organization?*** If you are a Native American considering going into business, or are already a business owner, —Indianpreneurship can help you reach your goals!
- If you are trying to build a thriving economy on your reservation and are looking for a proven system—Indianpreneurship is the answer!

ONAA Native American Business Primer

Native American Business Primer (00:27 / 17:59)

Outline Thumbnails Transcript Search

- Strategies for Success
- Small Business Primer**
- Objectives
 - ▶ Are You Ready?
 - ▶ Is Your Idea Viable?
 - ▶ Planning for Success
 - ▶ The Legal Side
 - ▶ The Numbers
 - ▶ Attracting Customers
 - ▶ Target Marketing
- Congratulations!

Small Business Primer:
Strategies for Success



www.sba.gov/naa



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Questions?