



U.S. Small Business
Administration

Small Business Assistance Overview

U.S. Small Business Administration (SBA)

Kansas City District Office

1000 Walnut Street, Suite 500

Kansas City, MO 64106

Phone: 816-426-4900

Twitter: **@SBA_KansasCity**

Web: **sba.gov/mo**

“SBA’s participation or support is not an endorsement of any products, service or entity.”

Our Mission

- To maintain and strengthen the United States economy, by helping new and existing small businesses grow and create jobs.
- To aid, counsel, assist and protect the interests of small businesses.
- To help families and businesses recover from natural disasters.

Did You Know?

- Small businesses have accounted for 62% of net new job creation since 1995.
- There are over 33 million small businesses in the U.S. compared to 20,516 large businesses.
- 99.7% of firms with paid employees are small businesses.
- 43.5% of gross domestic product is attributed to small businesses.

How We Do It

- Entrepreneurial Development (Education, Information, Technical Assistance, Training & Counseling)
- Access to Capital (Business Financing)
- Government Contracting and Small Business Certifications
- Disaster Recovery

Entrepreneurial Development

The SBA provides free quality education, information, technical assistance and training to small businesses and entrepreneurs.

We provide helpful resources to **Plan, Launch, Manage, and Grow your business**

- Market research and competitive analysis
- Write your business plan
- Calculate startup cost
- Fund your business
- Buy an existing business or franchise
- Disaster planning
- Cybersecurity

SBA Resource Partners

SBA also funds the following organizations that do small business trainings and counseling.

- Small Business Development Centers
- SCORE Mentors
- Women's Business Center
- Veterans Business Outreach Center

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



Access to Capital (Business Financing)

What can you get an SBA business loan for?

- Purchase of an existing business
- Funding for a start-up business
- Construction and leasehold improvements
- Working capital and lines of credit
- Purchase of machinery and equipment
- Refinance of business debt

** SBA doesn't provide direct loans, only guarantees loans made by SBA approved lenders.*

Access to Capital (Business Financing)

Basic Eligibility Requirements for a Small Business SBA Loan

- Organized for profit
- Located in the U.S.
- Be small based on regulatory size requirements*
- Demonstrate a need for the desired credit (Credit Elsewhere)
- Owners must be of “good character”
- Demonstrate repayment ability through cash flow
- SBA guaranty is not a substitute for available collateral. Personal real estate may be required to cover any collateral shortfall, if you have at least 25% equity in the real estate.

Access to Capital (Business Financing)

Loan Programs:

- **7(a) Loan Program** – The 7(a) loan program is SBA's primary program for providing financial assistance to small businesses. The terms and conditions, like the guaranty percentage and loan amount, may vary by the type of loan. <https://www.sba.gov/partners/lenders/7a-loan-program/types-7a-loans>
- ***Community Advantage** – Community Advantage (CA) is a 7(a) loan program introduced by the SBA to meet the credit, management, and technical assistance needs of small businesses in underserved markets. CA provides mission-oriented lenders, primarily nonprofit financial intermediaries focused on economic development, access to 7(a) loan guaranties for loans of \$350,000 or less. <https://www.sba.gov/partners/lenders/7a-loan-program/pilot-loan-programs>

AltCap: info@altcap.org, 833-549-2890

Justine Petersen: intake@justinepetersen.org, 314-533-2411

*This program will sunset on September 30, 2023. Qualified lenders will transition to the Community Advantage Small Business Lending Company (SBLC).

Access to Capital (Business Financing)

Loan Programs:

- **504 Loans** – The 504 Loan Program provides long-term, fixed rate financing of up to \$5 million for major fixed assets that promote business growth and job creation. <https://www.sba.gov/funding-programs/loans/504-loans>

Access to Capital (Business Financing)

Loan Programs:

- **Microloans** – SBA Micro-lenders can make loans up to \$50K for the same uses as 7(a) loans, except they cannot be used for real estate. Microlenders may accommodate lower credit scores. Microlenders are not for profit mission-based lenders. The SBA does not guarantee any portion of the loans made under the SBA Microloan program.

<https://www.sba.gov/funding-programs/loans/microloans>

AltCap: info@altcap.org, 833-549-2890

Justine Petersen: intake@justinepetersen.org, 314-533-2411

New Growth: wbcinfo@newgrowthmo.org, 417-282-5936

Forge: forge@forgefund.org, 479-738-1585

Access to Capital (Business Financing)

Through its Signature Lending Programs (7(a) and 504):

- Nationwide, the SBA facilitated more than 62,000 loans totaling \$43 Billion to small businesses in FY 2022.
- 887 loans totaling \$397.7 million were approved in KCDO service area in FY 2022

Access to Capital (Business Financing)

How to Apply for an SBA Loan?

Visit ***sba.gov/lendermatch***

Lender Match helps you find lenders

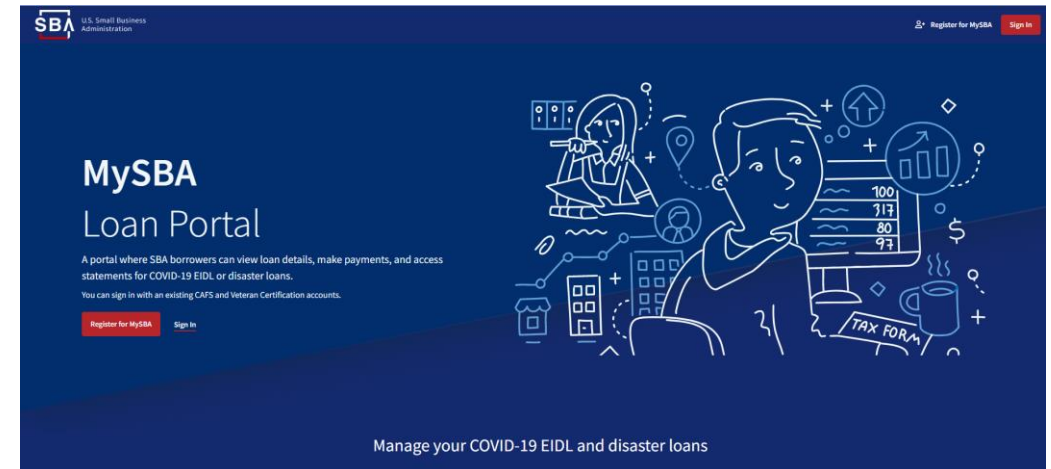
Lender Match is a free online referral tool that connects small businesses with participating SBA-approved lenders.

FIND LENDERS

MySBA Loan Portal

A Web-based platform where SBA borrowers can view loan details, make payments, and access statements for COVID-19 EIDL, Disaster, or SBA-serviced 7(a) loans.

Visit ***lending.sba.gov***



Government Contracting and Small Business Certifications

- ***SBA 8(a) Business Development Program** – “To promote the business development of small business concerns owned and controlled by socially and economically disadvantaged individuals...”
 - *SBA has temporarily suspended new 8(a) application submissions to comply with the recent decision by the U.S. District Court.
- ***HUBZone Program** - To help distressed communities reverse a sluggish economy. (**maps.certify.sba.gov**) The new HUBZone map update went into effect July 1, 2023, and reflect 2020 Census and other economic and population data. Map update FAQ - <https://www.sba.gov/brand/assets/sba/resource-partners/HUBZone-MapChange-QA.pdf>

Government Contracting and Small Business Certifications

- ***Women Owned Small Business Federal Contract Program, WOSB/EDWOSB** - Makes it easier for women-owned companies to compete for and win federal contracts.
- ***Service-Disabled Veteran Owned Small Business Program** – Competition is limited for certain federal contract opportunities to businesses that participate in the SDVOSB program.
- **Small Disadvantaged Business** – Self registered if qualification criteria are met.

***The SBA helps firms get certified for the first four. Certification doesn't guarantee you will receive a contract!**

Government Contracting and Small Business Certifications

In FY 2022, Federal Government spent almost

\$615 Billion!

on prime contracts

The Federal Government has a goal to set aside **23%** contract dollars for small businesses.

Government Contracting and Small Business Certifications

\$162.9 Billion Went to Small Businesses

- **5% goal for Small Disadvantaged Businesses (including 8(a)) (\$69.9B)**
- **5% goal for Women Owned Small Businesses (including EDWOSB) (\$28.1B)**
- **3% goal for HUBZone Businesses (\$16.3B)**
- **3% goal for Service-Disabled Veteran Owned Small Businesses (\$28.1B)**

***Over \$897 million in prime contracts were awarded to KCDO businesses in FY 2022**

Bonds the SBA guarantees

The SBA guarantees bid, performance, and payment surety bonds issued by certain surety companies.



A variety of bond types and amounts:

1 Bid

2 Performance

3 Payment

4 Maintenance

For each government and private sector contract **up to \$6.5 million.**

For each direct federal contract, the limit is **\$10 million.**

SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term **disaster loans** to help small businesses, homeowners, and renters recover from declared disasters. Loans may cover:



**Real
Estate**



**Personal
Property**



**Economic
Injury**



**Machinery &
Equipment**



Inventory



**Active Duty
Military**

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 Local Success Stories

Many successful large businesses started small with the help of the SBA. Some local successes include:

- **Cerner**
- **The Roasterie**
- **The Hereford House**
- **Gates Barbeque**
- **Cabela's**
- **Shatto Dairy**
- **ECCO Select**
- **Town Topic Hamburgers (since 1937)**

Small Business Resources

Visit www.sba.gov

[Funding Programs](#)

[Counseling and Training](#)

[7\(j\) Management and Technical Assistance](#)

[Contracting](#)

[Disaster Assistance](#)

[Advocacy](#)

[International Trade](#)

[Innovation](#)

[Tax Assistance](#)

[Small Business Loans](#)

[Surety Bonds](#)

[Minority-Owned Businesses](#)

[Women-Owned Businesses](#)

[Veteran-Owned Businesses](#)

[Rural Businesses](#)

[Exporting Assistance](#)

[Business Plan Assistance](#)

[Marketing and Advertising](#)

[Cybersecurity](#)

Nominations for the 2024 NSBW Awards Now Open

To nominate a small business owner in your area or download related forms, criteria, and guidelines, visit sba.gov/nsbw. Nominations for the following categories will be accepted:

- Small Business Person of the Year
- Small Business Exporter of the Year
- Phoenix Awards for Disaster Recovery
- Federal Procurement Awards - (prime/sub contractor, 8(a) graduate, etc.)
- Awards to SBA Resource Partners - (SBDC, WBC, VBOC)
- Small Business Investment Company of the Year

*Small businesses can self nominate for most of these awards. Nomination is open until Dec 7, 2023.



U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback



Thank You for Attending

For more information about these programs or SBA , please contact the following team members:

District Leadership:

- Michael Barrera (District Director) - michael.barrera@sba.gov
- Ram Basnet (Deputy District Director) - ram.basnet@sba.gov

Lending:

- Mike McWhorter - michael.mcwhorter@sba.gov
- Krishin Thadani (Springfield Branch Office) - krishin.thadani@sba.gov

Contracting:

- Aubrey Salazar - aubrey.salazar@sba.gov

Outreach:

- Sheila Forrester - sheila.forrester@sba.gov
- Jamilah Ward - jamilah.ward@sba.gov

Questions?