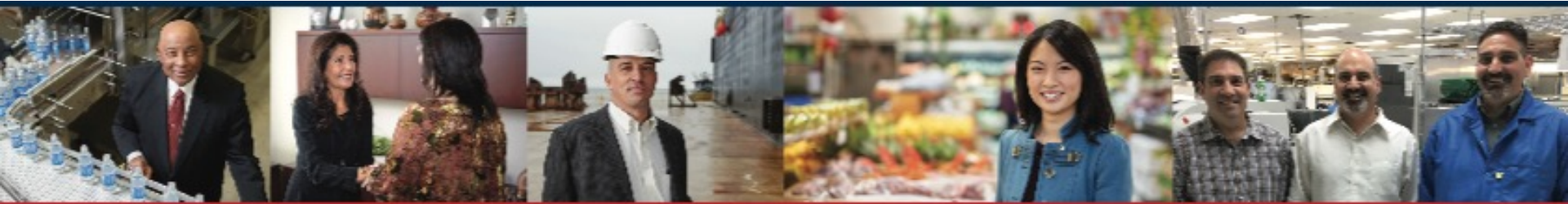




U.S. Small Business  
Administration

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



**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)**



# Are You Ready to Consider Federal Contracting?



The world's largest customer, buying all kinds of products & services



Required by law to provide contract opportunities to small businesses



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



# 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:

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8(a) Business  
Development  
Program

---

Historically  
Underutilized  
Business Zones  
(HUBZone)  
Program

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Women-Owned  
Small Business  
(WOSB) Program

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Service-  
Disabled  
Veteran-Owned  
Program

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

# Need Funding for Your Business? The SBA Can Help.

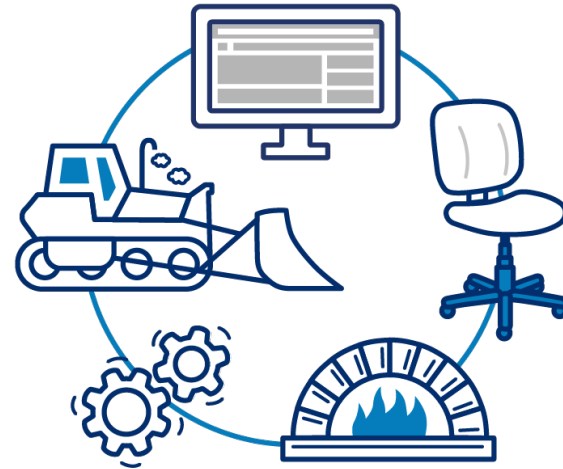
- 1.** SBA-backed Loans
- 2.** Private Investors
- 3.** R&D Awarded Funds
- 4.** Surety Bonds



# 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)**

# 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

# Disasters Happen. Prepare Your Business.



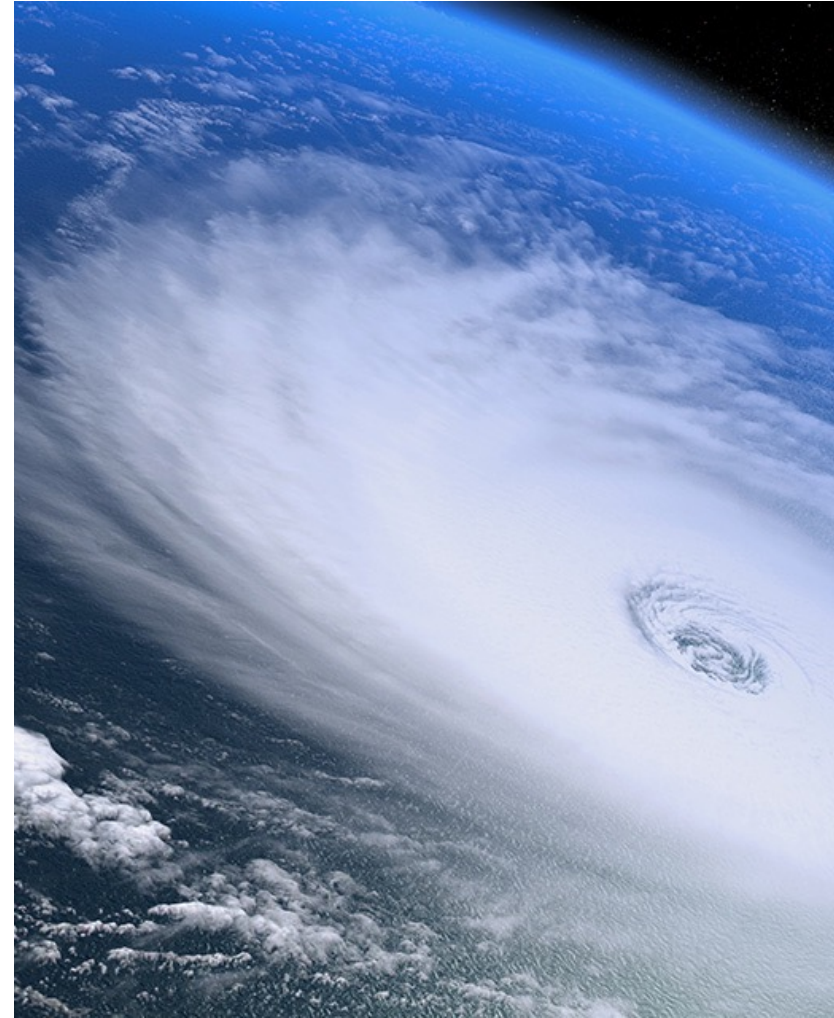
An estimated 25% of businesses don't reopen after a major disaster.\*



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).

# Ways to Collaborate with SBA

- **Refer small businesses to SBA Resource Partners for counseling**
  - SCORE, Small Business Development Centers, Women's Business Centers, Veterans Business Outreach Centers
- **Host a small business training on SBA capital and contacting topics**
  - In-person and online
- **Direct your small businesses to the free resources on SBA.gov**
  - Business Guide, Learning Platform, Local Assistance, Lender Match
- **Sign up for and share the SBA e-Newsletter**
  - [SBA.gov/updates](https://www.sba.gov/updates)
- **Apply for SBA grant funding to help your community organization support small business growth and development in your area**

# Grants for Community Organizations

Funding that supports small business growth and development in underserved areas

- **Community Navigator Pilot Program**
  - Hub & Spoke model designed to reduce barriers that underrepresented and underserved entrepreneurs often face in accessing the programs they need
- **Program for Investors in Microentrepreneurs (PRIME)**
  - Funding to help microenterprise development organizations build their capacity and provide assistance to disadvantaged microentrepreneurs
- **Regional Innovation Clusters**
  - Networks of businesses and organizations that work together to maximize their strengths and resources, allowing them to compete on a larger scale
- **Federal and State Technology (FAST) Partnership Program**
  - Funding for state/regional programs that build the SBIR/STTR ecosystem through technical and business assistance, outreach, and financial support
- **Growth Accelerator Fund Competition (GAFC)**
  - Awards to accelerators and incubators who support company formation and education on the SBIR/STTR programs
- **SCORE, Small Business Development Centers, Women's Business Centers, Veterans Business Outreach Centers**



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# Questions?

**Contact your local SBA:**

**<http://www.sba.gov/local-assistance>**