

# BUSINESS DEVELOPMENT RESOURCES

## ENTREPRENEUR CENTERS OF NORTH DAKOTA

*Providing financial and technical assistance  
to small business in North Dakota's*

Working together, neighbor helping neighbor has been a way of life across the prairies of North Dakota. This philosophy of teamwork inspired the creation of the Entrepreneur Centers of North Dakota (ECND). ECND is an effort of local, state and federal resource provider who offers access to over twenty financing programs and a network of resource providers who offer counseling, training and assistance to North Dakota's start-up and existing entrepreneurs. The goal of this group is to work jointly with business people, borrowers, lenders, economic developers and communities to streamline the financing process and provide timely service to borrowers. The Entrepreneur Centers of North Dakota also offering access to, counseling, mentoring, technology, training, publications and materials designed to assist start-up and expanding businesses.

*Entrepreneur Centers of North Dakota financial participants include*

### Bank of North Dakota

<http://www.banknd.com/>

Located in Bismarck, this is the only state-owned bank in the nation. Bank of North Dakota's mission is to encourage and promote agriculture, commerce and industry in the state. Bank of North Dakota acts as a funding resource in partnership with other financial institutions, economic development groups and guarantee agencies. (See List of Programs on page 30)

700 East Main Avenue-PO Box 5509  
Bismarck, North Dakota 58506-5509  
701-328-5777  
1-800-472-2166

### Dakota Certified Development Corporation

[www.dakotacdc.com](http://www.dakotacdc.com)

The DCDC works with SBA's 504-loan program to provide growing businesses with long-term, fixed rate financing. The DCDC is also one of SBA's micro-loan intermediaries which provide up to \$35,000. The DCDC also administers the InterRemediary Lending Program (IRP) for USDA-Rural Development. (See List of Programs on page 31)

700 East Main Avenue-2nd Floor 51 Broadway, Suite 500  
Bismarck, ND 58506-5509 Fargo, ND 58102  
701-328-5851 701-293-8892  
Statewide 1-800-611-8997

### North Dakota Department of Commerce

[www.ndcommerce.com](http://www.ndcommerce.com)

#### Development Fund

The North Dakota Development Fund focuses on supporting business that provide jobs, broadens our tax base and enhances our quality of life. This program is targeted to primary-sector businesses. The fund provides "gap financing" not available from most conventional lenders. The fund is a secondary source of financing, subordinate to private sources. If a business can't handle added debt, the Development Fund can take an equity financing position. (See List of Programs on page 32)

ND Development Fund Century Center  
701-328-5310 1600 East Century Ave.  
Suite 2  
[dreese@state.nd.us](mailto:dreese@state.nd.us) Bismarck, ND 58503

### U.S.D.A -Rural Development

<http://www.rurdev.usda.gov>

USDA Rural Development is committed to helping improve the economy and quality of life in North Dakota. Through their economic development programs they provide loans to businesses through banks and community managed lending pools. They also offer public facilities & services and provide technical assistance to help communities undertake empowerment programs. (See list of Programs on page 33)

Rural Development Program Director 701-530-2065  
PO Box 1737 220 West Rosser Avenue  
[dale.vaneckhout@ND.usda.gov](mailto:dale.vaneckhout@ND.usda.gov) Bismarck, ND 58502-1737

*The Dakota*  
**MANUFACTURING  
EXTENSION PARTNERSHIP Inc.**  
*Helping our clients create new wealth.*

Bismarck Office  
**701-328-5378**  
1600 E. Century Ave., Suite 2, Bismarck, ND 58503

Fargo Office  
**701-271-9410**  
51 Broadway, Suite 505, Fargo, ND 58102

[www.dakotamep.com](http://www.dakotamep.com)

360<sup>SM</sup>

## U.S. Small Business Administration

[www.sba.gov/nd](http://www.sba.gov/nd)

The mission of the SBA is to aid, counsel, and act as an advocate for small businesses. The SBA offers a wide array of services including financing programs, government procurement assistance, business counseling through service providers, and bond guarantees for contractors.

The North Dakota District Office is located in Fargo.  
(See List of Programs on page 34)

657 2nd Avenue North, Room 219 701-239-5131  
PO Box 3086 701-239-5645 - Fax  
Fargo, ND 58108 701-239-5657 - Tdd

*Entrepreneur Centers of North Dakota technical assistance participants:*

## SBA Outreach & Resource Centers

The SBA Resource/Outreach Centers are staffed with SBA employees who provide counseling and training services to start-up and expanding businesses in North Dakota.

700 East Main Avenue-2nd Floor 1501 28<sup>th</sup> Avenue South  
Bismarck, ND 58506-5509 Grand Forks, ND 58201  
701-328-5850 701-746-5160

## Small Business Development Center (SBDC)

<http://www.ndsbdc.org>

The SBDC provides management and technical assistance in a variety of general and special areas to start-up and expanding small business owners with organizational, financial, marketing or technical problems. The SBDC is a statewide organization.

State Lead Center, Director  
1600 East Century Avenue, Suite 2  
Bismarck, ND 58503  
701-328-5375

Bismarck Area Office  
700 East Main-2nd Floor  
Bismarck, ND 58501  
701-328-5865

51 Broadway, Suite 505  
Fargo, ND 58102  
701-235-1495

1501 28<sup>th</sup> Avenue South  
Grand Forks, ND 58201  
701-795-3734

1925 South Broadway  
Minot, ND 58701  
701-857-8211

291 Campus Drive  
Dickinson State University  
Dickinson, ND 58601-4896  
701-483-2470

*SBDC Satellite sites are located at:*

516 Cooper Ave, Suite 101  
Grafton, ND 58237  
701-352-3550

417 5th Street  
Devils Lake, ND 58301  
701-662-8131

210-10th Street SE, PO Box 903  
Jamestown, ND 58402  
701-252-8060

PO Box 1326, Crighton Bldg  
Williston, ND 58802  
701-774-4235

## Service Corps of Retired Executives

[www.score.org](http://www.score.org)

SCORE is a nationwide organization of retired business owners and professionals who volunteer their expertise to help entrepreneurs. SCORE offers individual counseling and low-cost workshops.

700 East Main Avenue-2nd Floor  
Bismarck, ND 58506-5509  
701-328-5861

51 Broadway, Suite 505  
Fargo, ND 58102  
701-237-5677

1501 28<sup>th</sup> Avenue South  
Grand Forks, ND 58201  
701-746-5851

1925 South Broadway, Suite 2  
Minot, ND 58701  
701-852-6883

## Center for Technology & Business

[www.trainingnd.com](http://www.trainingnd.com)

The Center for Technology & Business (Women & Technology) serves North Dakota as the Women's Business Center. Their goal is to make technology a part of every home and business in North Dakota. They have developed a simplified computer curriculum that makes learning how to use a computer easy for the average adult. Classes are taught in every county in the state. They also certify woman-owned businesses (51% or more) for federal procurement purposes.

115 North Second  
Bismarck, ND 58501  
701-223-0707

## The Dakota Manufacturing Extension Partnership (TD MEP)

<http://www.dakotamep.com>

The Dakota Manufacturing Extension Partnership (TD MEP) is the manufacturer's resource for improving productivity, profitability and competitiveness. As part of a nationwide network of 60 MEP Centers the resource base of manufacturing expertise is very accessible to North Dakota manufacturers.

TD MEP provides technical and business assistance to all types of North Dakota's manufacturers from food processors to machine shops to electronics.

North Dakota Manufacturing Extension Partnership, Inc.

1600 East Century Avenue, Suite 2  
Bismarck, ND 58503  
701-328-5378

51 Broadway, Suite 505  
Fargo, ND 58102  
701-271-9410

1925 South Broadway, Suite 2  
Minot, ND 58701  
701-857-8211

101 13th Street Northeast  
Watertown, SD 57201

# DakotaCDC

Certified Development Corporation

*"A Lender to Small Business"*

**SBA 504 Loans** - long term - 10 years to 20 years - fixed assets - \$1 million maximum.

**IRP Loans** - short term up to 10 years - \$25,000 to \$150,000.

**SBA Microloans** - short term up to 6 years - \$35,000 maximum.

**B&I Loan Packing Service**

**SBA 7a Loan Packing Service**

FOR MORE INFORMATION CALL

51 Broadway, Suite 500  
Fargo, North Dakota 58102

(701) 293-8892 • fax: (701) 293-7819

700 E. Main. Ave.

Bismarck, North Dakota 58501

(701) 328-5851 • fax: (701) 250-4304

**TOLL FREE: 1-800-611-8997**

**Entrepreneur Centers of ND - Bank of North Dakota**  
**701-328-5600 or 1-800-472-2166 • www.banknd.com**

<b>Program Title</b>	<b>BND Beginning Entrepreneur Guaranty Program</b>	<b>BND Business Development Loan Program</b>	<b>BND Partnership in Assisting Community Expansion</b>
<b>Borrower</b>	A North Dakota resident, high school graduate and experience in the type of enterprise being financed. Available statewide	Any business. Available statewide	Manufacturing, processing, data processing, communications and telecommunications. Available statewide
<b>Funding Limit</b>	BND can issue an 85% guarantee on a maximum loan amount of \$100,000	BND's share, maximum of \$500,000 per project	BND's share-up to BND lending limit
<b>Participation Requirements</b>	Commercial lender must be regulated or funded under the laws of ND or the United States	Commercial lender required, and local lender's portion be at least 30% of the total loan amount	Commercial lender required. BND must take 50% to 80% of total loan
<b>Use of Proceeds</b>	Business start-up expenses including accounting, legal and business planning	Working capital, equipment and real property	Working capital, equipment and real property
<b>Interest Rate</b>	The maximum amount the lender may charge may not exceed 3% above the BND base or NY prime.	BND share: base rate variable or 2.5% over the FHLB. Advance rate, fixed for 5 years. Lead Lenders capped at 3% over BND base rate	PACE will fund up to \$250,000 for interest rate buy down to 5% below the yield rate. Borrower's rate cannot be less than 1%.
<b>Term</b>	A guarantee term may not exceed 5 years. Guarantee fee .5% per year or a one time fee of 1.5%	Averages: working capital 1-5 years. Equipment 5-7- years. Real estate 12-15 years	Averages: working capital 1-15 years, equipment 5-7 years, and real estate 12-15 years
<b>Equity Requirements</b>	No minimums-based on project & management	No minimums-based on project & management	No minimums-based on project and management
<b>Credit Criteria</b>	In compliance with the lead lender. Personal guarantees required	Based on borrower and project. Personal guarantees required	Based on borrower and project. Personal guarantees required
<b>Average Processing Time</b>	10-15 Working days	10-15 working days depending on the size of the loan and completeness of the application	10-45 working days depending upon size of loan and completeness of applications
<b>Qualifications</b>	Applicant's must have a net worth of less than \$100,000 excluding the value their principal residence and one personal automobile	North Dakota business	North Dakota Business that creates one job for every \$75,000 of loan proceeds
<b>Cost and Fees</b>	5% per year or a one time fee of 1.5% based on the guarantee amount	Fees will be assessed on a loan by loan basis	Minimum of \$250; otherwise assessed on a loan-by-loan basis
<b>Miscellaneous</b>	Can be used in conjunction with other BND loan programs	Available for refinancing	Not available for refinancing

**Entrepreneur Centers of ND**  
**Dakota Certified Development Corporation (DCDC)**  
**701-293-8892 or 1-800-611-8997 • www.dakotadc.com**

<b>Program Title</b>	<b>Micro Loan</b>	<b>504 Loan Program</b>	<b>IRP Financing</b>
<b>Borrower</b>	Start-up and existing micro businesses that can meet basic lending requirement. Available statewide	Small business that will create and/or retain jobs through long-term financing. Available statewide	Any legal entity including individuals, public & private organizations, government entities and agencies
<b>Funding Limit</b>	Maximum loan amount is \$35,000	Through the DCDC the SBA can fund up to 40% of the total project costs, or from \$50,000 to \$1,000,000 and in certain cases \$1,300,000	Loans are available up to \$150,000. DCDC can make loans to qualified applicants for up to 75% of eligible project.
<b>Participation Requirements</b>	Direct loan from a SBA Intermediary	Commercial lender required.	Only for businesses in cities with a population of less than 25,000
<b>Use of Proceeds</b>	Working capital, inventory and small equipment	Long -term financing of real estate and equipment	New & existing business, equipment purchase or lease and working capital
<b>Interest Rate</b>	Fixed rate that is established at the time of approval and often based on the degree of risk involved in the loan	The interest rate on the SBA portion of a 504 loan is determined by the sale of debentures	DCDC provides IRP loans at a fixed rate for the term of the loan. Rate is set at time of application and generally between 6% and 8%
<b>Term</b>	Average term is 2 years and based on use of funds. Maximum term is 6 years: working capital: 1-18 months equipment: Up to 3 years	Intended to create and retain jobs. 20 yrs.-real estate 10 yrs- equipment	Generally the term is less than 10 years
<b>Equity Requirements</b>	Investment by owner required is generally 10% of the loan amount	Investment by owner is generally 10% of the total project. 15% -if new 15% -special purpose 20% -if new & special purpose	10% to 25%, depending upon the involvement of a commercial lender
<b>Credit Criteria</b>	Based on borrower and project. Personal guarantees required	Based on borrower and project. Personal guarantees required	Borrowers must be unable to obtain funds elsewhere at a reasonable rate
<b>Average Processing Time</b>	10-45 working days depending on completeness of the application.	10-45 working days depending on completeness of the application.	10-45 working days depending on completeness of the application.
<b>Qualifications</b>	Business plan and other data required. Borrowers may be required to attend meetings /classes with technical assistance providers	For profit corporation, partnership or proprietorship	51% of the owners or members of the organization must be citizens of the US or individual, admitted for residence
<b>Costs &amp; Fees</b>	Nominal fees to cover costs of loan closing	DCDC origination fee of 2.75% on DCDC portion. .5% on bank portion	1% Origination Fee of DCDC loan amount plus closing costs
<b>Miscellaneous</b>	A direct loan to new or existing "micro" businesses Minimum loan amount is \$1000 and averages loan is \$7,500. Can be used in conjunction with other financing programs.	A SBA guaranteed loan that is administered by the DCDC who can fund up to 40% of the total project costs	Authorized by Rural Development, part of US Dept. of Agriculture to offer direct loans to small business across ND

**Entrepreneur Centers of ND - ND Department of Commerce**  
**701-328-5300 - Development Fund**  
**www.ndcommerce.com**

<b>Program Title</b>	<b>North Dakota Development Fund &amp; Revolving Loan Fund</b> <b>701-328-5334</b>	<b>Division of Community Service (DCS)</b> <b>701-328-2476</b>	<b>Regional Development Councils</b>
<b>Borrower</b>	Any Primary Sector business in the State of ND. Typically primary sector businesses are manufacturers, food processors and exported service companies.	The DCS administers the Community Development Block Grant Small Cities program for the State of ND.	The 8 Regional Planning Councils receive an annual allocation & make recommendations for projects to be funded in their region.
<b>Funding Limit</b>	These funds can participate in up to 50% of a project. The initial maximum investment amount is \$300,000.	Retail Sector minimum loan amount is \$10,000 and maximum is \$150,000. For Primary Sector the minimum amount is \$15,000 and the maximum is \$500,000.	<b>Region 1</b> Tri-County Development 22 East Broadway, 2 <sup>nd</sup> Floor Williston, ND 58802-0697 701-577-1358
<b>Participation Requirements</b>	Direct and participation loans and direct equity investments.	Commercial lending institution required. Must have one to one match.	<b>Region 2</b> Souris Basin Planning Council 4215 Burdick Expressway East Minot, ND 58701 701-839-6641
<b>Use of Proceeds</b>	Working capital, equipment and real property. Cannot be for debt refinancing or for production agriculture.	Construction of buildings, acquisition of property, working capital, equipment, inventory, equity investments or grants for infrastructure development.	<b>Region 3</b> North Central Planning Council Memorial Bldg. PO Box 651 Devils Lake, ND 58301 701-662-8131
<b>Interest Rate</b>	Negotiable based on use of funds and financial risk of the project. Generally a fixed rate at below market rates.	Determined by the Regional Council.	<b>Region 4</b> Red River Regional Planning Council Chase Bldg. 516 Cooper Ave. #101 Grafton, ND 58237 701-352-3550
<b>Term</b>	Varies depending on project and purpose.	Fixed assets up to 25 years. 10 yr.-equipment 5 yr.-inventory 2 yr.-working capital	<b>Region 5</b> Lake Agassiz Regional Council 417 Main Avenue Fargo, ND 58103 701-235-1197
<b>Equity Requirements</b>	A minimum of 15% equity in the business.	10% minimum.	<b>Region 6</b> South Central Regional Council 210 10 <sup>th</sup> Street SE-PO Box 903 Jamestown, ND 58402 701-252-8060
<b>Credit Criteria</b>	The business must have a realistic financial commitment. A business plan is required with a detailed sources and uses of funds.	The 8 Regional Planning Councils receive an annual allocation & make recommendations for projects to be funded in their region.	<b>Region 7</b> Lewis & Clark Regional Council 400 East Broadway, Suite 418 Bismarck, ND 58502 701-255-4591
<b>Average Processing Time</b>	14-45 working days depending on size of loan and the completeness of the application.	14-45 working days depending on size of loan and completeness of the application.	<b>Region 8</b> Roosevelt-Custer Council 200 Pulver Hall Dickinson, ND 58601 701-483-1241
<b>Qualifications</b>	Must be "primary sector" business with funding tied to the creation of jobs (\$10,000-per job urban & \$20,000 per job rural)	The programs is designed to assist primary sector and retail sector businesses	
<b>Costs &amp; Fees</b>	Fees are assessed on a loan-by-loan basis	No fees	<b>Ag Products Utilization Commission (APUC)</b>
<b>Miscellaneous</b>	Primary Sector is defined as an individual, corporation, partnership or association which, through the employment of knowledge or labor, adds value to a product, process or service that results in the creation of new wealth.	The CDLF program is designed to provide "gap financing" for new or expanding businesses	APUC's mission is creation of new wealth & jobs through the development and expanded use of ND agricultural products. This is accomplished through the administration of a grant program. 701-328-5350 or www.growingnd.com/APUC

**Entrepreneur Centers of ND**  
**US Dept. of Agriculture-Rural Development**  
**1-800-582-7584 Ext. 2065 • [www.rurdev.usda.gov](http://www.rurdev.usda.gov)**

<b>Program Title</b>	<b>Business &amp; Industry Loan Guarantee</b>	<b>Value-Added Agricultural Development Grant (VADG)</b>	<b>Renewable Energy Systems and Energy Efficiency Systems Grants</b>	<b>Rural Economic Development Loan and Grant (REDLG)</b>
<b>Borrower</b>	Any legal business entity. Available statewide excluding cities Bismarck, Mandan, Fargo and West Fargo.	Independent agricultural producers including associations of producers and producer-owned cooperatives...	Individual agricultural producer or rural small business (SBA definition).	Rural Electric and Telephone Cooperatives
<b>Funding Limit</b>	Up to \$25 million loan amount. No minimum loan size. 80% guarantee- up to \$5 million 70% guarantee- \$5-10 million 60% guarantee- over \$10 million.	Maximum grant amount is \$500,000.	Minimum grant \$10,000. Maximum renewable energy grant \$500,000. Maximum energy efficiency improvement grant \$250,000.	Maximums: \$450,000 for REDLoan \$200,000 for REDGrant Subject to change annually.
<b>Participation</b>	Generally negotiated between the commercial lender and borrower.	Applicant must provide matching non-federal funds at least equal to the grant.	Requires 75% minimum applicant match.	Not Applicable
<b>Use of Proceeds</b>	Permanent working capital, hard asset acquisition, real estate, equipment & limited refinancing	Feasibility analysis, business and marketing plans or working capital.	Purchase equipment, construction energy audits, feasibility studies, business plans and permit or professional service fees.	Business startup or expansion projects that create rural jobs. Grants may only establish a revolving loan fund.
<b>Interest Rate</b>	Negotiated between the lender and borrower and may be fixed or variable.	Not Applicable	Not Applicable	0%
<b>Terms/ Conditions</b>	Maximums: 7 year- working capital 15 years - equipment 30 years - real estate	Not Applicable	25% of eligible project costs. Demonstrate financial need.	10 year term. Existing business may receive a 1-year deferral. New business may receive a 2-year deferral.
<b>Equity Requirements</b>	Tangible balance sheet equity: 10% minimum for an existing business and 20% for new businesses.	Not Applicable	Not Applicable	Negotiated
<b>Credit Criteria</b>	Based on borrower, project and meeting normal commercial lending standards. Personal guarantees subject to borrower's structure.	Not Applicable	Test for other credit.	Negotiated
<b>Average Processing Time</b>	1-60 working days depending on scope of the project.	2-6 months	1-6 months	3 months-1 year
<b>Qualifications</b>	All of North Dakota except Bismarck, Mandan, Fargo & West Fargo.	Not Applicable	Available statewide excluding cities with population over 50,000 (Bismarck/ Mandan & Fargo/West Fargo).	Rural areas with populations of 2,500 or less are given priority.
<b>Cost and Fees</b>	Typically 2% of the guaranteed portion of the loan.	Not Applicable	Not Applicable	Negotiated
<b>Miscellaneous</b>	Limits risk to lender. Can be used in participation and/or sold on secondary market.	Applications requested by Notice of Funding Availability (NOFA) published annually in the Federal Register.	Applications requested by Notice of Funding Availability (NOFA) published annually in the Federal Register.	The rural electric or telephone cooperative must be a Rural Utilities Service (RUS) borrower.

**Entrepreneur Centers of ND - US Small Business Administration (SBA)**  
**701-239-5131 • www.sba.gov**

<b>Program Title</b>	<b>7 (a) Loan Guaranty</b>	<b>SBA LowDoc</b>	<b>CAPLines</b>	<b>SBA Express</b>
<b>Borrower</b>	Creditworthy start-up or existing businesses that cannot obtain financing on reasonable terms through normal lending channels. Available statewide.	Start-up and existing businesses that have met their lender's requirement for credit. Available statewide.	Any business that has been in operation for at least 1 year. Designed to meet short-term, cyclical working capital needs. Available statewide.	Creditworthy start-up or existing businesses that cannot obtain financing on reasonable terms through normal lending channels. Available statewide.
<b>Funding Limit</b>	Maximum loan amount is \$2 million and maximum guaranty is \$1.5 million. Guaranty percentages are up to 85% on amounts up to \$150,000 and 75% on loans over \$150,000.	Maximum loan amount is \$150,000 and the maximum SBA guaranty amount is 85%.	Maximum loan amount is generally \$2 million.	Maximum loan amount is \$350,000 and the maximum SBA guaranty is 50%.
<b>Participation Requirements</b>	Commercial lenders, rather than SBA, approve and service the loans and request the SBA guaranties.	Commercial lenders, rather than SBA, approve and service the loans and request the SBA guaranties.	Commercial lending institution required.	Commercial lending institution authorized by SBA as an Express Lender.
<b>Use of Proceeds</b>	Business startups, expansion, equipment purchases, working capital, inventory or real estate acquisition.	Business startups, expansion, equipment purchases, working capital, inventory or real estate acquisition. Cannot be used for revolving lines of credit.	Line of credit categories: *Seasonal *Contract *Builders *Standard Asset Based *Small Asset Based	Funds can be used to establish a new business or to assist in the operation, acquisition or expansion of an existing business.
<b>Interest Rate</b>	Determined by the lead lender. Maximum rates for term 7 years or greater-2 3/4% for term 7 years or less-2.1/4% over prime.	Determined by the lead lender. Maximum rates for term 7 years or greater-2 3/4% for term 7 years or less-2.1/4%. May be higher on smaller loans.	Determined by the lead lender. Maximum rate is 2 1/4% over prime. A service fee is allowed.	Lenders and borrowers can negotiate the interest rate. Rates are tied to prime rate and may be fixed or variable. Maximum charge is 6.5% over prime.
<b>Term</b>	Determined by commercial lender.	Determined by commercial lender.	Short-term and based on the need of the small business and the commercial lender.	Determined by the commercial lender using the bank's own underwriting guidelines.
<b>Equity Requirements</b>	Determined by lender and SBA using the usual standards for that type of industry.	Determined by lender and SBA using the usual standards for that type of industry.	Loan proceeds are generally advanced against a borrower's existing or anticipated inventory and/or accounts receivable.	Determined by lender using the bank's underwriting guidelines for that type of industry.
<b>Credit Criteria</b>	Application is submitted to the District Office. Each application is reviewed by a SBA Loan Officer without credit scoring. Personal guarantees required.	SBA relies heavily on the lender checklist. But a SBA Loan Officer reviews each application. Personal guarantees required.	Based on borrower and project. Personal guarantees required.	Determined by lender using the bank's underwriting guidelines and forms.
<b>Average Processing Time</b>	5-7 Working days	36 hours	3-5 Working days	1-2 Working days
<b>Qualifications</b>	Any creditworthy start-up and existing businesses that cannot obtain financing on reasonable terms through normal lending channels.	Applicant must complete the one page application and more data may be required.	The SBA regulations governing the basic 7(a) Loan Guaranty Program also apply to CAPLines	Any creditworthy start-up and existing businesses that cannot obtain financing on reasonable terms through normal lending channels.
<b>Cost and Fees</b>	SBA charges a guaranty fee of: 0.25% for 12 months or less 2% up to \$150,000 3% up to \$700,000 3.5% to \$1 million on guaranteed portion.	SBA charges a guaranty fee of 2% on the guaranteed portion.	SBA charges a guaranty fee of 1/4 % on loan with terms of less than 1 year.	SBA charges a guaranty fee of: 2% up to \$150,000 3% up to \$350,000
<b>Miscellaneous</b>	This loan can be sold on the secondary market.	Loan can be sold on the secondary market.		Loans are processed by SBA Processing Center in Sacramento.