



## Small Businesses Administration Resources

Small businesses have suffered some of the worst effects of the economic crisis and credit shortage. Whether your small business is looking to secure assistance from the Small Business Administration (SBA) or to contract with the federal government, the following resources should help you get started. Please feel free to contact Senator Brown's offices for additional assistance. Small business growth will create jobs and help get our economy back on track.

### Contact the SBA

#### **Cleveland District Office**

1350 Euclid Avenue, Suite 211  
Cleveland, OH 44115  
Phone: (216) 522-4180

<http://www.sba.gov/localresources/district/oh/cleveland/>

#### **Columbus District Office**

401 N. Front St. Suite 200  
Columbus, Ohio 43215  
(614) 469-6860

<http://www.sba.gov/localresources/district/oh/columbus/index.html>

#### **Cincinnati Branch Office**

525 Vine Street, Suite 1030  
Cincinnati, Ohio 45202  
(513) 684-2814

<http://www.sba.gov/localresources/district/oh/columbus/index.html>

#### **Office of Contracting Assistance**

U.S. SBA  
409 3rd Street SW  
Washington, DC 20416  
(202) 205-6460

<http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>

### SMALL BUSINESS CONTRACTING WITH THE FEDERAL GOVERNMENT

All Federal purchases above \$3,000 but under \$100,000 are reserved for small businesses. Additionally, to ensure that small businesses get their fair share, the Federal agencies must reserve 23% of prime contracts for small businesses, 5 % for women-owned small business, 3% for HUBZone small businesses, and 3% for service-disabled veteran-owned small businesses.

Selling to the federal government is not as complicated as you may think. Here's how to get started:

- List your business in the Central Contractor Registration (<http://www.ccr.gov>).
- Determine your size standard. All Federal agencies must use SBA size standards for contracts identified as small business. For more information, visit <http://www.sba.gov/contractingopportunities/officials/size/>
- Determine if you qualify for special programs. Visit: <http://www.sba.gov/contractingopportunities/owners/start/specialprograms>
- Find opportunities: <http://www.sba.gov/contractingopportunities/owners/pursue>

For more details, visit: <http://www.sba.gov/contractingopportunities/>

<b>SBA ASSISTANCE &amp; INFORMATION</b>	
<b>HOW TO GET AN SBA LOAN</b>	<a href="http://www.sba.gov/financialassistance/borrowers/">http://www.sba.gov/financialassistance/borrowers/</a>
<b>FAQS</b>	<a href="http://www.sba.gov/mostrequesteditems/">http://www.sba.gov/mostrequesteditems/</a>
<i>SEE REVERSE SIDE FOR MORE DETAILS ON SBA PROGRAMS</i>	

### Additional Assistance

#### **The Small Business Development Centers (SBDC) of Ohio Network:**

SBDCs provide free, confidential business consulting. For more information and to find a center near you, visit:

<http://www.entrepreneurio.org/>

**Closing Opportunity Gaps:** The SBA provides support for minority and special audiences, including women, veterans, young entrepreneurs, and more. For additional information, visit:

<http://www.sba.gov/services/specialaudiences>

# SMALL BUSINESS ADMINISTRATION FINANCIAL ASSISTANCE PROGRAMS

## **Guaranteed Loan Programs**

SBA does not make direct loans to small businesses, but it guarantees that loans made to small businesses by banks and other lending institutions will be repaid. Below are listed SBA's main loan programs:

- 7(a) loan program: SBA's primary program to help start-up and existing small businesses obtain financing
- CDC/504 loan program: A long-term financing tool for economic development within a community
- Microloan Program: Small, short-term loans to small business for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment.
- Disaster Assistance Loan Program: Low-interest loans to homeowners, renters, businesses of all sizes and most private non-profit organizations to repair or replace assets damaged or destroyed in a declared disaster

Please note that SBA loan guarantee programs and requirements can change as the government alters its policy and priorities to meet current economic conditions.

For more details and information, visit: <http://www.sba.gov/financialassistance/borrowers/guaranteed>

## **Surety Bond Guarantee (SBG) Program**

A surety bond is a three-party instrument between a surety (someone who agrees to be responsible for the debt or obligation of another), a contractor, and a project owner. If a contractor is unable to successfully perform your contract, the surety assumes the contractor's responsibilities and ensures that the project is completed.

SBA reimburses a participating surety for the losses incurred as a result of a contractor's default on a bond. SBA can guarantee bonds for contracts up to \$5 million, covering bid, performance and payment bonds, and in some cases up to \$10 million for certain contracts.

For more information, visit: <http://www.sba.gov/financialassistance/borrowers/surety/index.html>

## **Venture Capital Program**

Venture capital differs from traditional financing sources in the following ways:

- Focuses on young, high-growth companies;
- Invests equity capital, rather than debt;
- Takes higher risks in exchange for potential higher returns;
- Has a longer investment horizon than traditional financing;
- Actively monitors portfolio companies via board participation, strategic marketing, governance, and capital structure.

SBA provides venture capital through the Small Business Investment Company (SBIC) Program.

For more information, visit: <http://www.sba.gov/financialassistance/borrowers/vc/index.html>