

JEOPARDY!

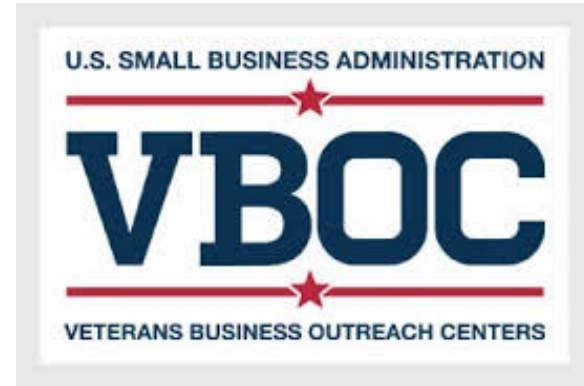
**ESTABLISHED IN 1953,
THIS GOVERNMENT
AGENCY PROVIDES
SUPPORT TO START-UPS
& EXISTING COMPANIES
WITH PROGRAMS &
LOANS**



U.S. Small Business
Administration



AWBC
ALASKA
Women's Business Center
At Business Impact NW



Alaska Small Business
Development Center
UAA BUSINESS ENTERPRISE INSTITUTE

Which Resource Partner is Right for You?

If you're an aspiring entrepreneur with a great idea looking for:

- **Free business consulting** to get started or grow
 - **Low-cost training** on crucial topics
-



AWBC
ALASKA
Women's Business Center
At Business Impact NW

Alaska Women's Business Center

Lisa Noland, Director

911 West 8th Street

Anchorage, Alaska 99501

(907) 290-3296 Ext. 133

Lisan@businessimpactnw.org

Which Resource Partner is Right for You?

If you're an aspiring entrepreneur or small business owner looking for:

- **Free business consulting** to get started or grow
 - **Low-cost training** on crucial topics
-



Alaska Small Business Development Center

1901 Bragaw Street
Anchorage, Alaska 99508
(907) 786-7201
info@aksbdc.org

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**

Workshops



Alaska Small Business Development Center (SBDC) WORKSHOPS



Visit: aksbdc.org/services/workshops

Phone: (907) 786-7201

Updated: September 6, 2023

Accounting/Budgeting

	Fee	Type
Bookkeeping Basics	\$35	On Demand
Financial Health of Your Business: Instant Assessment	\$35	On Demand
How to Read and Prepare Basic Financial Statements	\$35	On Demand
Is QuickBooks Online The Right Accounting Tool For Your Business?	No Fee	On Demand

Business Financing

	Fee	Type
Credit – it is that important!	\$25	On Demand
Preparing Your Pitch: How to Develop an Investor Pitch (SBIR)	No Fee	On Demand
SBA Loans and What the Lender Requires	No Fee	On Demand

Business Plan

	Fee	Type
Creating Financial Projections for Your Business Plan	\$50	On Demand

Which Resource Partners are Right for You?

If you are a veteran of the US military or a military spouse in need of:

- **Counseling or transition assistance**
 - **Training and advice** to start or grow your business, or purchase a new business
 - **Resource referrals**
-



Veteran's Business Outreach Centers

Traci Willett

Alaska VBOC Director

907-891-7465

traciw@businessimpactnw.org

Which Resource Partners are Right for You?

If you are an aspiring entrepreneur or small business owner looking for:

- **Mentorship and advice** from volunteer real-world business executives—in-person or virtually
 - **Free online workshops** and webinars
-



SCORE Business Mentors

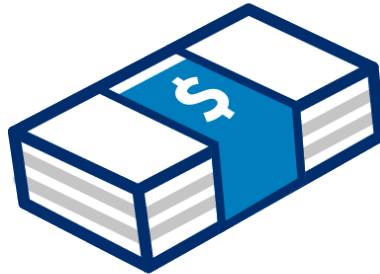
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Administration

<https://www.score.org/>

Need Access to Capital? The SBA Can Help



Need Funding for Your Business?

The SBA Can Help

1. SBA-backed Loans
<https://www.sba.gov/funding-programs/loans>
2. Private Investors/SBIC Program
<https://www.sba.gov/partners/sbics>
3. R&D Awarded Funds/SBIR & STTR
<https://www.sbir.gov/>
4. Surety Bond Guarantee Program
<https://www.sba.gov/funding-programs/surety-bonds>

SBA Surety Bonds Guarantee Program



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.**

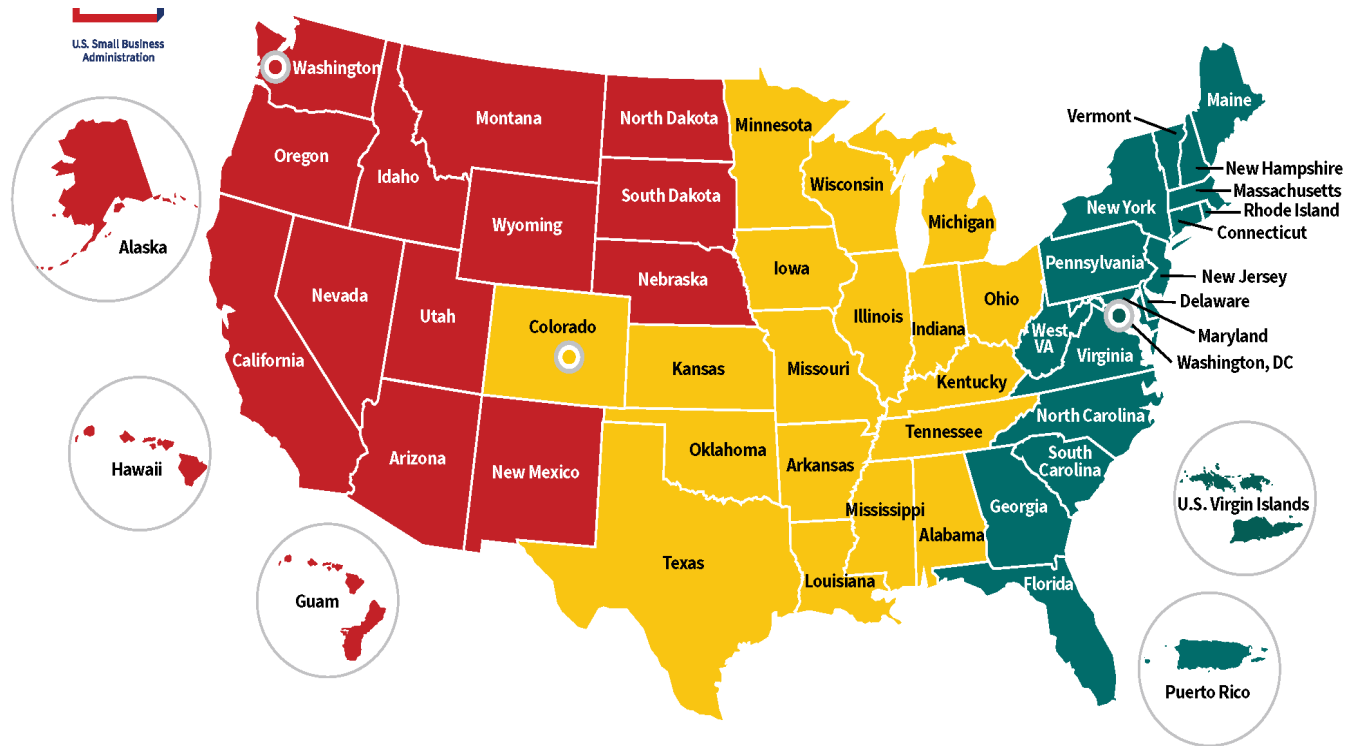
Find an SBA-authorized surety agent



sba.gov/osg

SBG Program - Area Offices

"We Open Doors to Bonding"



Seattle Underwriting Center

2401 4th Avenue, #450, Seattle, WA 98121

M. Catharine Powers, Area Director
(206) 553-8541 catharine.powers@sba.gov

Emily Than, SBG Specialist
(303) 927-3477 emily.than@sba.gov

Begonia Provencio, SBG Specialist
(206) 553-0390 begonia.provencio-jimenez@sba.gov

Denver Underwriting Center

721 19th Street, #426, Denver, CO 80202

Jennifer Vigil, Area Director
(303) 927-3489 jennifer.vigil@sba.gov

Leslie Long, SBG Specialist
(303) 927-3476 leslie.long@sba.gov

Danny Vu, SBG Specialist
(303) 927-3478 gia.vu@sba.gov

Washington, DC Underwriting Center

409 3rd Street, #8600, Washington, DC 20416

Earnest L. Knott, Area Director
(202) 401-6786 earnest.knott@sba.gov

Tesha L. Williams, UW Policy Analyst
(202) 205-6519 tesha.williams@sba.gov

Norma Nunez-Gutierrez, SBG Specialist
(303) 927-3488 norma.nunezgutierrez@sba.gov

SBA Loan Programs



504 Loan



7(a) Loan



Microloan

Community
Advantage
Loans/SBLC

SBA Express

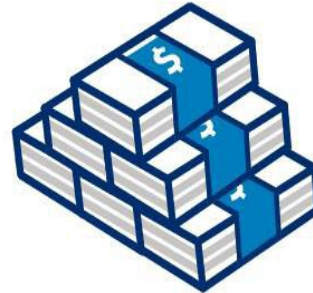
Export Loans

CAPLines

A Snapshot of SBA Guarantee Loans



Lending partner



Loan



Small business
(You)

SBA reduces risk and enables easier access to capital.



U.S. Small Business
Administration

7(a) Loan Program

- Provides funds for a variety of uses
- Federally-guaranteed loans up to \$5 Million
- 50%, 75% , 85%, or 90% SBA Guaranty to lenders
- Competitive loan terms
- SBA Line of Credit
- \$50K or less – No collateral

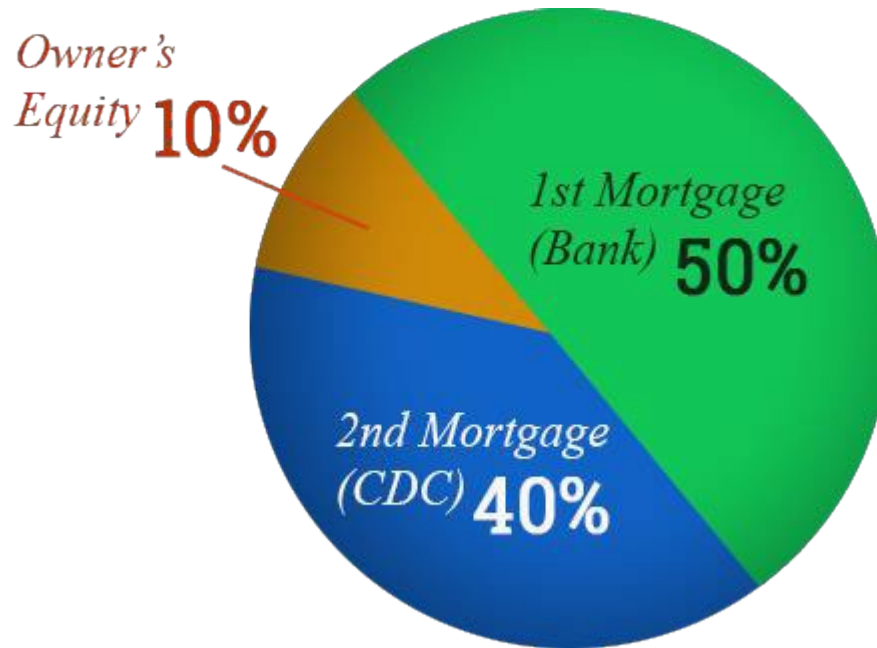
Interest Rates for 7a Loans

- Maximum variable interest rates for all 7(a) loans:
 - \$50,000 or less: (Prime) + 6.5
 - \$50,001 - \$250,000: (Prime) + 6%
 - \$250,001 - \$350,000: (Prime) + 4.5%
 - \$350,001 and greater: (Prime) + 3%
- Fixed Rates are also available.

SBA Guaranty Fee in FY 2024

- **For 7(a) loans* with a maturity >12 months, the Upfront Fees are:**
- **For all loans of \$1,000,000 or less: 0.00%.**
- **For loans of \$1,000,001 to \$2,000,000: 1.45%** of the guaranteed portion of the loan up to and including \$1,000,000, **plus 1.70%** of the guaranteed portion of the loan over \$1,000,000.
- **For loans greater than \$2,000,001: 3.50%** of the guaranteed portion of the loan up to and including \$1,000,000, **plus 3.75%** of the guaranteed portion of the loan over \$1,000,000.

SBA 504 Loan Structure



1 st Mortgage/Third Party Lender	\$ 1,000,000
2 nd . Mortgage/CDC-SBA Portion	\$ 800,000
Equity Injection	\$ 200,000

Total Project Cost **\$2,000,000**

Lender Match

Benefits of SBA Lender Match

Competitive Terms: SBA matches lenders generally have competitive rates and fees.

Counseling and education: Some loans come with continued support to help you start and run your business.

Unique benefits: Lower down payments, flexible overhead requirements, and no collateral needed for some loans.

We would like to ask a few preliminary questions to find the right lender for you.

What is the **name** of your business? *

Address Line 1 *

Address Line 2

City *

State *

Zip *

County *

[Continue](#)

Find an SBA-approved lender that's right for you by visiting

[SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

FY2023 SBA Alaska Loan Volume

Lenders	# Of Loans	\$ Amount
Evergreen Business Capital	27	\$ 16,082,000
Wells Fargo Bank, N. A.	16	\$ 1,294,900
Alaska Growth Capital BIDCO, Inc.	15	\$ 15,304,100
Northrim Bank	14	\$ 11,321,000
KeyBank National Association	12	\$ 5,244,700
BayFirst National Bank	8	\$ 1,160,000
Newtek Small Business Finance, Inc.	6	\$ 4,478,000
Live Oak Banking Company	4	\$ 4,610,000
First National Bank Alaska	3	\$ 1,805,800
Native American Bank, N.A.	3	\$ 326,500
Cadence Bank	2	\$ 550,000
Newtek Bank, N. A.	2	\$ 1,683,000
Northeast Bank	2	\$ 52,400
ReadyCap Lending, LLC	2	\$ 5,591,000
SaviBank	2	\$ 1,790,000
American Momentum Bank	1	\$ 408,000
Bank Five Nine	1	\$ 1,906,300
Bank Of Hope	1	\$ 2,303,000
Bankvista	1	\$ 604,000
Blue Ridge Bank, N. A.	1	\$ 50,000
Denali State Bank	1	\$ 2,100,000
Enterprise Bank & Trust	1	\$ 2,319,500
Five Star Bank	1	\$ 225,000
JP Morgan Chase Bank, N. A.	1	\$ 200,000
Legacy Bank	1	\$ 1,764,500
Mortgage Capital Development Corp.	1	\$ 1,490,000
Mountain Pacific Bank	1	\$ 1,793,300
Mt. McKinley Bank	1	\$ 85,000
Stearns Bank N. A.	1	\$ 3,200,000
Veritex Community Bank	1	\$ 960,500
Grand Total	133	\$ 90,702,500

Have a question about your EIDL loan?

- **MySBA Portal:**

If a borrower has set up their MySBA Lending Portal, inquiries should be sent by logging in and using the “messaging” tab. This will be the most efficient way for borrowers to get quick response times. <https://lending.sba.gov/>

- If a borrower cannot access their MySBA Lending Portal or does not have an account: **Servicing Center contacts:**

Telephone: 1-833-853-5638 (Monday-Saturday) 8 am –8 pm (Eastern time)

Email: covideidlservicing@sba.gov

- If you have trouble, you can view the [user guide](#) or contact CLS at cls@sba.gov or call 833-572-0502

- If the Borrower has a general question such as:

- When is my payment due?
- How much is my payment?
- How do I log into CAFS?
- Changing my phone, email, mailing address

<https://lending.sba.gov/>

https://caweb.sba.gov/cls/help/CAFS_Borrower.pdf

If you have continued issues you can reach out to covidEIDLservicing@sba.gov or by calling 1-833-853-5638

Have a question about your EIDL loan? Cont...

- If the customer is requesting a change to a fully disbursed loan or they need a specific servicing action, such as:
 - Re-amortization after large principal paydown
 - Assumption of business
 - Bankruptcy of business
 - Business Closure/Dissolution
 - Change of ownership
 - Death of a borrower
 - Insurance check(s)
 - Release of collateral
 - Relocation of business
 - Sale of Business/Equipment
 - Subordination
 - Offer in Compromise (OIC)
 - UCC Release Inquiries
 - Payment Assistance/Hardship Accommodations on Loans <\$200K

Contact the Covid EIDL Customer Service Center at CovidEIDLservicing@sba.gov or by calling 833-853-5638 (TTY: 711).

Urgent Action –PPP Borrower

You must submit your PPP forgiveness application by March 3, 2024.

We urge you to [complete the PPP forgiveness application](#) as soon as possible to avoid the consequences of default. This takes most borrowers less than 15 minutes and there is no cost to complete.

For questions you can reach the PPP forgiveness hotline at 1-877-552-2692.

SBA STEP Grant –International Trade Assistance Grant

Administered by AK Department of Commerce, Community and Economic Development (DCCED).

Questions? Please Contact:

Victoria Caltagirone

STEP Program Manager

Phone: 907-269-7396

Email: Victoria.Caltagirone@Alaska.Gov

Website:

[International Trade Assistance Grant, Department of Commerce, Community and Economic Development \(alaska.gov\)](http://alaska.gov)

Federal Contracting for Small Business

Federal Contracting Facts

- ❖ **The world's largest buyer of Goods and Services is the "Federal Government," with nearly \$100 billion each year in federal contracts going to small businesses.**
- ❖ **Contracts exist for every item imaginable, from paper to Aircraft Carriers.**

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)



Prime Contracting Government-Wide Procurement Goals

- ❖ **Small Business (SB) – 23%**
- ❖ **Small Disadvantaged Business (SDB) – 15%**
- ❖ **Women-Owned Small Business (WOSB) – 5%**
- ❖ **HUBZone Small Business – 3%**
- ❖ **Service-Disabled Veteran-Owned SB (SDVOSB) – 5%**
- ❖ **Significantly higher goals for Alaska based buying agencies**
- ❖ ***** Respond to Sources Sought/RFI notices ****

Certificate of Competency (COC)

SBA COC Program

- ❖ When determined to be non-responsible, a small business is entitled to an independent review by the SBA.
- ❖ The small business can apply for a COC.
- ❖ The SBA will review the business' ability to fulfill the contract.
- ❖ If the business demonstrates the ability to fulfill the contract, the SBA will issue a COC to the contracting officer, requiring the award of that contract to the small business.

SBS and SBP

(Small Business Specialists (SBS) and Small Business Professional (SBP))

- ❖ Located at each federal buying office
- ❖ Implement Small Business policy
- ❖ Provide assistance on how to market to an agency
- ❖ List of SBSs/SBPs can be obtained from each agency's website

Small Business Programs

Self and Formal Certifications

- ❖ **“Self-Certification” Programs are:**
 - ❖ **Small Business (SB);**
 - ❖ **Small Disadvantaged Business (SDB);**

- ❖ **“Formal Certification” Programs requiring SBA’s pre-approval:**
 - ❖ **8(a) Business Development**
 - ❖ **HUBZone Empowerment Program**
 - ❖ **Women-Owned Small Business(WOSB/EDWOSB)**
 - ❖ **Service-Disabled Veteran-Owned SB (SDVOSB)**
 - ❖ **Veteran-Owned SB (VOSB)**

Parity

Small Business Program Parity

- ❖ **There is no order of precedence among the 8(a), HUBZone, SDVOSB or WOSB Programs. All have equal standing in the procurement process.**

Meet Basic Requirements

Registration and Identification

- ❖ **Must have a UEI number**
- ❖ **Must be registered in the System for Award Management (SAM) database**
- ❖ **Validate/update your Dynamic Small Business Search (DSBS) Profile**
- ❖ **Maintain Compliance**

How to Win Contracts

Responding to Solicitations

- ❖ Describes why your company offers the best solution
- ❖ No magic bullet – it comes down to doing a lot of things right
- ❖ It's about:
 - ❖ Understanding the solicitation and responding appropriately
 - ❖ Demonstrating how your firm can best fulfill the government's needs
 - ❖ Offering pricing that is fair and competitive
 - ❖ Making sure your proposal is well-written and error free
 - ❖ Showing evidence of success through past performance
 - ❖ Interweaving an amazing story throughout all parts of the proposal that makes a compelling case for your firm as the best solution

How to Win Contracts

Market Your Company

- ❖ **RESPOND to Sources Sought and RFIs**
- ❖ **Present your Capability Statement**
- ❖ **Attend procurement conferences**
- ❖ **Interact with the requirements personnel**
- ❖ **Add details to your SAM/DSBS profiles**
- ❖ **Interact with the requirements personnel (pre solicitation)**

Federal Contracting for Small Business

Tips

- ❖ Know the FAR
- ❖ Self-certify
- ❖ Use marketing research tools
- ❖ State and local government certification programs
- ❖ Request debriefings
- ❖ Show contracting and requirements personnel your company is a good match for their needs by making appointments and one-on-one presentations for those that are willing.

Which Resource Partner is Right for You?

If you are looking to expand with government contracting, APEX Accelerators can help:

- **Determine if your business is ready** for federal contracting
- **Help you register in the proper places** to get involved in the government marketplace
- **See if you're eligible** for certifications



(Procurement Technical Assistance Center)

1901 Bragaw Street
Suite 199

Anchorage, Alaska, 99508

(907) 786-7258

info@apexalaska.org

SBA Alaska District Office

SBA Alaska District Office

420 L Street, Suite 300
Anchorage, AK 99501

(907) 271-4022
akinfo@sba.gov
www.sba.gov





U.S. Small Business
Administration

Questions?

ROSS G. MACARTY

Outreach & Marketing Specialist

(907) 519-8197 / Ross.Macarty@sba.gov

NELIDA Z. IRVINE

Lender Relations Specialist

(907) 301-2652 / Nelida.Irvine@sba.gov

RANDALL C. MILLER

Procurement Center Representative

(907) 229-6939 / Randall.Miller@sba.gov