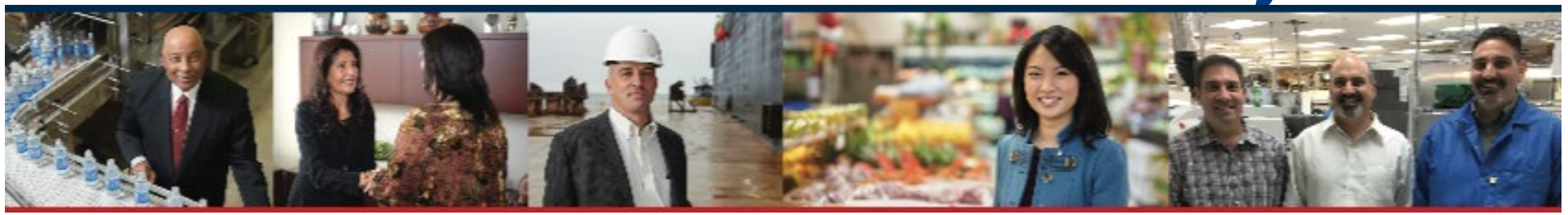
U.S. Small Business Administration

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



START • GROW • EXPAND • RECOVER

U.S. Small Business Administration

New Mexico District Office

505-248-8225

www.sba.gov/nm

NewMexico_DO@sba.gov

The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.

POWERED BY SBA
U.S. Small Business Administration

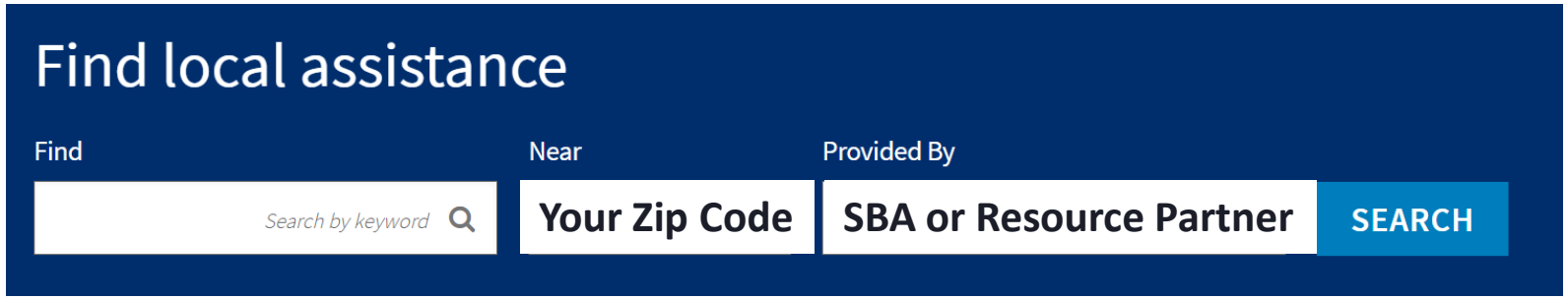
Approved and funded by the SBA

1,400+ partner offices nationwide

Find local resource partners near you at **SBA.gov/local-assistance**

SBA Resource Partners

sba.gov/LocalAssistance



U.S. Small Business Administration

AMERICA'S SBDC
IN PARTNERSHIP WITH SBA

SCORE

U.S. SMALL BUSINESS ADMINISTRATION
VBOC
VETERANS BUSINESS OUTREACH CENTERS

ASSOCIATION OF WOMEN'S BUSINESS CENTERS

Which Resource Partners are Right for You?

Which Resource Partners are 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

Small Business Development Centers

Check our website for your local SBDC in your area

Which Resource Partners are Right for You?

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

- **Comprehensive training and counseling** on a variety of topics in several languages
- **Business advice** to level the playing field against unique challenges or obstacles

ASSOCIATION OF WOMEN'S BUSINESS CENTERS

Women's Business Centers

Find your local women's Business Center on SBA.gov

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

Locate your local SCORE chapter by visiting our website at SBA.gov

Or SCORE.org

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**

U.S. SMALL BUSINESS ADMINISTRATION

VBOC

VETERANS BUSINESS OUTREACH CENTERS

Veteran's Business Outreach Centers

SBA.gov has the local listing of the Veteran's Business Outreach centers in your area

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**

The SBA Can Help You Evaluate Your Readiness

Federal contracting can represent a very profitable market for your business—but it can also be extremely complex to get started and thrive. The SBA can help you determine if your business is ready for federal contracting by assessing your:

- **Marketability**
- **Structure and experience**
- **Systems and capacity**
- **Ability to find contracts**

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:

- 8(a) Business Development Program
- Historically Underutilized Business Zones (HUBZone) Program
- Women-Owned Small Business (WOSB) Program
- Service-Disabled Veteran-Owned Program

Learn more and determine your eligibility at
certify.SBA.gov

All Small Mentor Protégé Program

Gain valuable business development insight from mentors who are experience government contractors. Mentors can help you:

- **Strategize** contracting & partnership opportunities
- **Navigate** the bidding and acquisition process
- **Manage** contracts by securing the appropriate business and financial systems, resources, and financial assistance

Government Contracting for Small Business

Federal agencies must meet specific statutory contracting goals that require them to award at least 23 percent of all prime government contract dollars to small business concerns.

Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

- **Women-Owned Small Businesses (5%)**
- **Small Disadvantaged Businesses (including 8(a) certified) (5%)**
- **HUBZone Small Businesses (3%)**
- **Service-Disabled Veteran-Owned Small Businesses (3%)**

Set-asides are reserved for small business between $3,500 (Micro-purchase Threshold) to $250,000 (Simplified Acquisition Threshold)

8(a) Business Development Program

Access to business development support

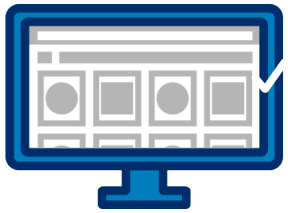
Build capacity and grow through contracts

Nine-year program available once per lifetime

8(a) Application Process

BEFORE APPLICATION

- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at certify.SBA.gov

RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact certify.SBA.gov

Need Access to Capital? The SBA Can Help

Myths About Grants

Myth #1 It is easy to get a small business grant

Myth #2 Grants are available for any type of business

Myth #3 There are special government grants for women, veterans and minorities to start a business

Myth #4 The government tries to keep grants a secret

Truths About Grants

- Recipients are typically nonprofit organizations
- Grants are for industry specific and Research & Development (R&D)
- Grant sources are plentiful but locating them can be difficult
- Obtaining grants is highly competitive
- SBA does not provide grants to small businesses
- Seek grants at www.grants.gov

Need Funding for Your Business?
Sources of Capital

- Savings Accounts
- Credit Cards
- Relatives or Friends
- Personal Loan
- Second Mortgage
- Retirement funds
- Business Loans

SBA Funding Options

other options through lending partners

- 7a Loan- Term loan up to $5 million use of funds- working capital, purchase equipment, expansion, purchase existing business finance a variety of business purposes
- 7a Express -up to $500,000 line of credit available
- Micro loan - up to $50,000 through approved micro lenders
- 504 loan- up to $5 Million long term asset loan to purchase or build real estate
- Disaster Loan

SBA's FundingOptions

Economic Injury Disaster Loan EIDL

SBA Direct Loan
Operating costs
3.75% interest rate
2.75% interest rate-nonprofits
30-year loan
Collateral may be required
Payments deferred
Loan not forgiven

SBA's FundingOptions

Economic Injury Disaster Loan EIDL

- Applications are no longer being accepted
- You may request an increase if you have previously applied
- You may request a reevaluation if your loan was denied or withdrawn from consideration
- Log into your loan portal to request additional funds

Ineligible Uses of Loan

- Repair or replacement of physical damages
- Refinancing long term debt
- Paying down (including regular installment payments) or paying off loans provided, or owned by another Federal agency (including SBA) or a Small Business Investment Company
- Payoff or prepayment of any part of a direct Federal debt, (including SBA loans) except IRS obligations
- Relocation

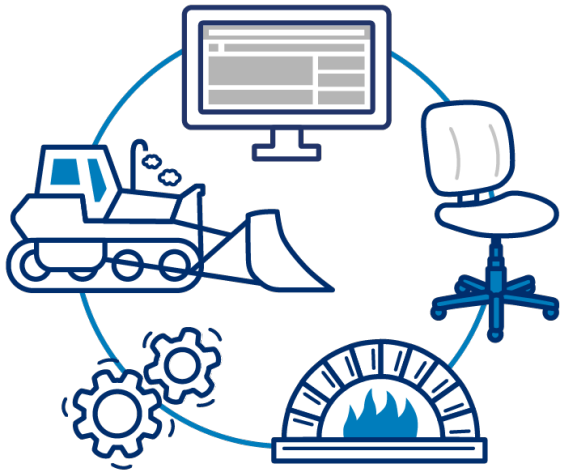
SBA Loan

An SBA loan is a commercial loan from a lender that is guaranteed by the U.S. Small Business Administration

Requirements

Personal Background
Resumes
Business Plan
Personal Credit Report
Business Credit Report
Income Tax Returns
Financial Statements
Collateral
Legal Documents

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

1. Need a Business Loan to Start, Grow, or Expand?

The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education

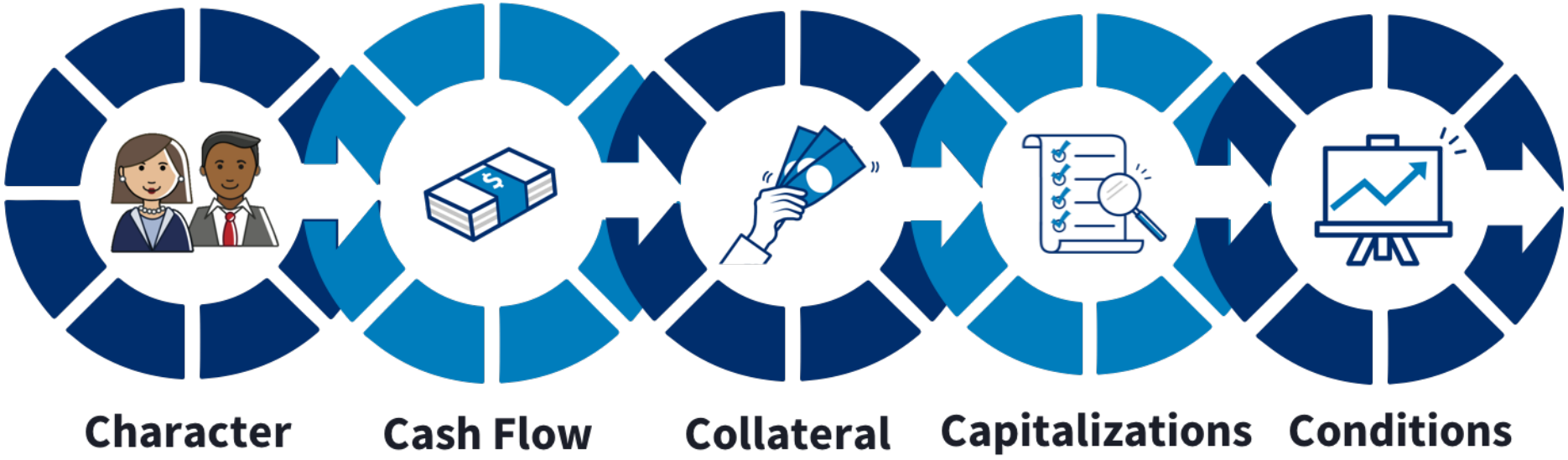
Increase Your Chances of Securing a Loan

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**

Determine Your Creditworthiness

Your local SBA District Office or SBA Resource Partners can work with you to determine your creditworthiness using the **5 Cs Model**:



Lender Match

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

SBA.gov/lendermatch

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Twitter

- @SBAgov

Join Our Newsletter!

- www.sba.gov/updates

Stay Connected with Us

SBA Links & Contacts

Subscribe to SBA's e-newsletter: www.sba.gov/updates

Follow us on Twitter: https://twitter.com/SBA_NewMexico.

Email: NewMexico_@sba.gov

Call: (505) 248-8225

www.sba.gov-all SBA programs and resources
www.sba.gov/disaster www.sba.gov/federal-contracting- Federal contracting

Thank you

U.S. Small Business Administration

New Mexico District Office

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