



U.S. Small Business
Administration

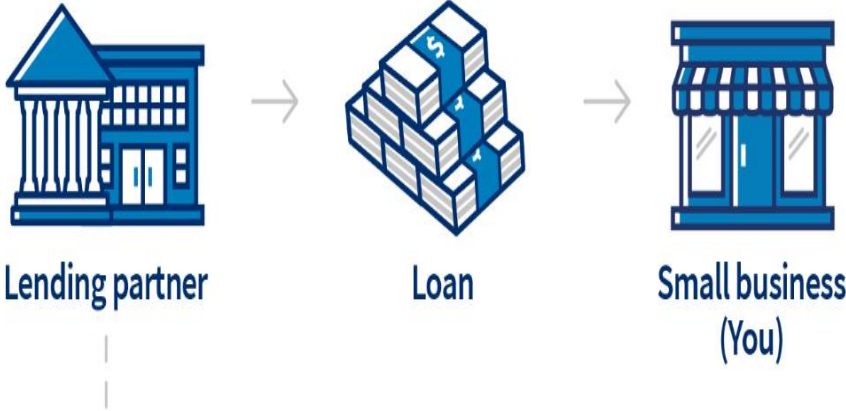
Process Overview

SB A Loan Guarantee Programs

Small Business Works with a lending partner

Lending partner puts the loan in place

SBA guarantees the loan



Variety of Loan Programs

- 7(a)
- 504
- Community Advantage
- International
- Microloans (not guaranteed by the SBA)



U.S. Small Business
Administration

2018 Updates Loan Fee Reductions

Who's eligible	Program	Loan Amount	Borrower Fees	SBA Guarantee Amt
All borrowers	7(a)	\$125,000 and less	Up front fee zero	85%
Veterans , Honorably discharged vets, service-disabled vets, military in TAP; reservists, Nat'l Guard; spouses of above, widowed spouses of active or disabled service members who died as a result of their service-connected disability	7(a)	\$125,001 to \$350,000	50% fee reduction	75%
	Express	\$350,000 and less	Upfront fee zero	50%

Capital: What's Under the 7(a) Umbrella?



SBA's primary Loan Program is 7(a)

- Maximum loan SBA will Guaranty: \$5 million (\$3.75million)
- Guarantees: 85% <\$150,000; 75% > \$150,000; Export – 90%
- Maturities: 5 – 10 years: working capital, machine equipment;
Up to 25 years for real estate, construction
- **UMBRELLA OF 7(a) LOAN PROGRAMS:**
 - 7(a)
 - Preferred Lender Program (PLP)
 - SBAExpress
 - Veterans Advantage
 - Caplines of Credit
 - International Trade and Export
 - Community Advantage

Capital: 7(a) loans *Express Loan Program*

- 50% Guarantee
- Up to \$350,000
- *Includes Lines of Credit*
- Lender makes credit decision
- **Up-front guaranty fees waived for Veteran's and their spouses.**
- Interest Rates – Prime + 6.5% loans
\$50K< Over \$50k Prime + 4.5%

Capital: 7(a) loans

Veterans Advantage Loan Program

Uses the SBAExpress Loan Program

Guarantee fees reduced to 0% to those listed below (Loans up to \$350,000) using this program

WHO IS ELIGIBLE:

- Small businesses must be owned and controlled (51% or greater by Veteran)**
- Honorably discharge Veterans
- Service Disable Veterans
- Active-duty Military service member eligible for the Military's Transition Assistance Program (TAP)
- Active Reservists and/or National Guard Members
- Current spouse of Veteran, Active Duty service member, Reservist, National Guard member, or the widowed spouse of service member who died while in service or as a result of a service-connected disability
- Terms up to 10 years for equipment and 25 years for real estate
- Two page application and expedited approval
- 50% Guarantee to Lender

❖ Fees are being paid by SBA upfront to encourage lenders to loan to Veteran owned businesses

Wisconsin SBA Offices

740 Regent Street, Suite 100
Madison, WI 53715
Phone: 608-441-5261

310 West Wisconsin Avenue
Suite 580W
Milwaukee, WI 53203
Phone: 414-297-3941

Hours of Operation:

Monday - Friday

8:00 AM to 4:30 PM

Web: www.sba.gov/wi

Email: wisconsin@sba.gov

Frank Demarest

Deputy District Director/Vet Rep

Frank.demarest@sba.gov



CONTRACT FINANCING
**6th Annual U.S. Department of Veterans Affairs Business
Conference**
May 16, 2018



BE PREPARED

- Have finances in order prior to looking for government work
- Review solicitation / contract documents to review payment clauses and provisions specific to that requirement
- Look at solicitation / contract to determine how payment will be made once the work has been completed including how often you can invoice

GOVERNMENT SPECIAL PAYMENT TYPES

- Progress Payments – based on percentage of work completed
 - Construction contracts
- Partial Payments
 - Made on partial deliveries accepted by the Government if
 - The amount due on the deliveries warrant it or
 - The Contractor requests it and the amount due on the deliveries is at least \$1,000 or 50 percent of the total contract price
- Advance Payments – allowed in certain circumstances
 - VA – subscriptions and training

PAYMENTS TO SMALL BUSINESSES

Office of Management and Budget (OMB) implemented two policies

- “Accelerating Payments to Small Business for Goods and Services” requires Federal agencies to pay small business contractors within 15 days of receiving invoice and confirmation that goods or services have been received and accepted.
- “Providing Prompt Payment to Small Business Subcontractors” requires agencies to pay prime contractors within 15 days, in order to allow them to provide prompt payments to small business subcontractors.

IMPORTANT INFORMATION

- Maintain good records
- Submit properly prepared invoices
- Understand the invoice process – each agency has their own process
 - Where to submit
 - How to submit
 - When to submit
- Government does not provide financing or loans
 - Assignment of Claims may be allowed with payments made directly to a financial institution

SUMMARY

Understand how and when the Government will pay you under each contract. Never assume one contract is the same as another.

If you are going to need funding to fulfill your Government contract, the time to line up financing is before you submit your bid. Obtaining financing may take some time. Having funding in place before submitting your bid will help you avoid potential delivery problems later on.

UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

May 22, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

May 23, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

June 5, 2018 – **Invoicing the Department of Defense Using WAWF/iRAPT**– [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

June 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

June 12, 2018 – **Code of Business Ethics and Conduct in Government Contracting** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP

June 13, 2018 – **Update on the Fair Labor Standards Act** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist, U.S. Department of Labor/Wage & Hour Division

June 26, 2018 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/faqs/what-is-wpis-webinar-schedule/>

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 905
Address	Ft. McCoy Building 905 11th Avenue Fort McCoy, WI
Contact Info	Dave Olson davido@wispro.org (608) 338-8018
Details	Read More Information
Agenda	View The Agenda
Register Online	Register for Event

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

CLICK HERE to view more information at the conference website

Registration for this event will close June 5, 2018 – Early registration ends May 29th



REGISTER

Fort McCoy

Volk Field Air National Guard Base

Juneau County Economic Development Corporation

American Indian Chamber of Commerce (AICCW) – First American Capital Corp. (FACC)

Center for Economic and Entrepreneur Development (CEED)

Small Business Administration (SBA)

Western Dairyland

Wisconsin Economic Development Corporation (WEDC)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/12th-annual-volk-fieldfort-mccoy-small-business-conference/>



WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION

Governor's Conference on Minority Business Development
Welcoming minority, woman and veteran-owned businesses

December 13 - 14, 2017

[About](#) [Awards](#) [Sponsors](#) [Exhibitors](#) [Event Details](#) [Buyer Meetings](#) [Register](#) [FREE Workshops](#) [Hotel](#) [Contact Us](#)

SAVE THE DATES
2018 MARKETPLACE
December 12-13, 2018

LOCATION:
Potawatomi Conference Center
Milwaukee, Wisconsin

THANK YOU

2017



QUESTIONS?

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Carol Murphy | Business Development Specialist

Wisconsin Procurement Institute (WPI)

carolm@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226