



The SBA Resource Partner Network

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

-  Approved and funded by the SBA
-  1,400+ partner offices nationwide
-  Find local resource partners near you at [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



 2

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
(Service Corps of Retired Executives)

<http://www.score.org>



3

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 Center**

Alaska SBDC
1901 Bragaw Street, Room 199
Anchorage, AK 99508
907-786-7278

<https://aksbdc.org/>



4

Which Resource Partners are Right for You?

- Identify and explain contracting opportunities at federal, state and local government levels
- Advise businesses how to apply for small business certifications such as woman-owned and veteran-owned
- Ongoing workshops, webinars, trainings and match-making events
- Confidential one-on-one technical assistance



Alaska Procurement Technical Assistance Center

1901 Bragaw Street, Room 199

Anchorage, AK 99508

907-786-7258

jlking8@alaska.edu

<https://ptacalaska.org/>



5

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



VETERANS BUSINESS OUTREACH CENTERS

Veteran's Business Outreach Center

911 W 8th Avenue

Anchorage AK 99501

AK Contact Cat Mason

907-229-7726/206-323-4330

catm@businessimpactnw.org

<https://businessimpactnw.org/>



6

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 business topics
- Business advice to level the playing field against unique business challenges or obstacles

Women Business Center

Lisa Noland

Business Impact NW

911 W 8th Avenue,

Anchorage AK 99501

Phone Number: 907-290-3296

lisan@businessimpactnw.org

<https://businessimpactnw.org/>



7

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>



8

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 \$9 million.**

For each direct federal contract, the limit is **\$14 million.**

9

Find an SBA-authorized surety agent



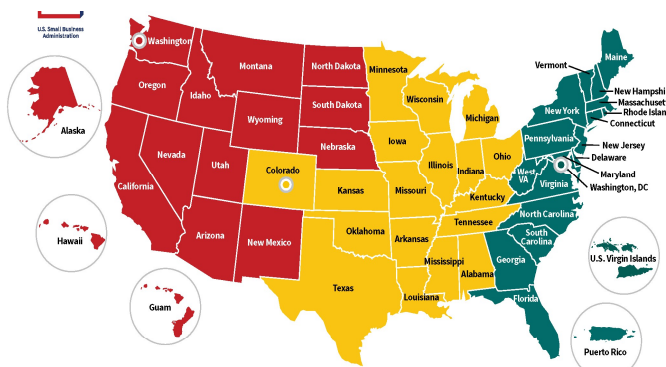
Visit
sba.gov/osg



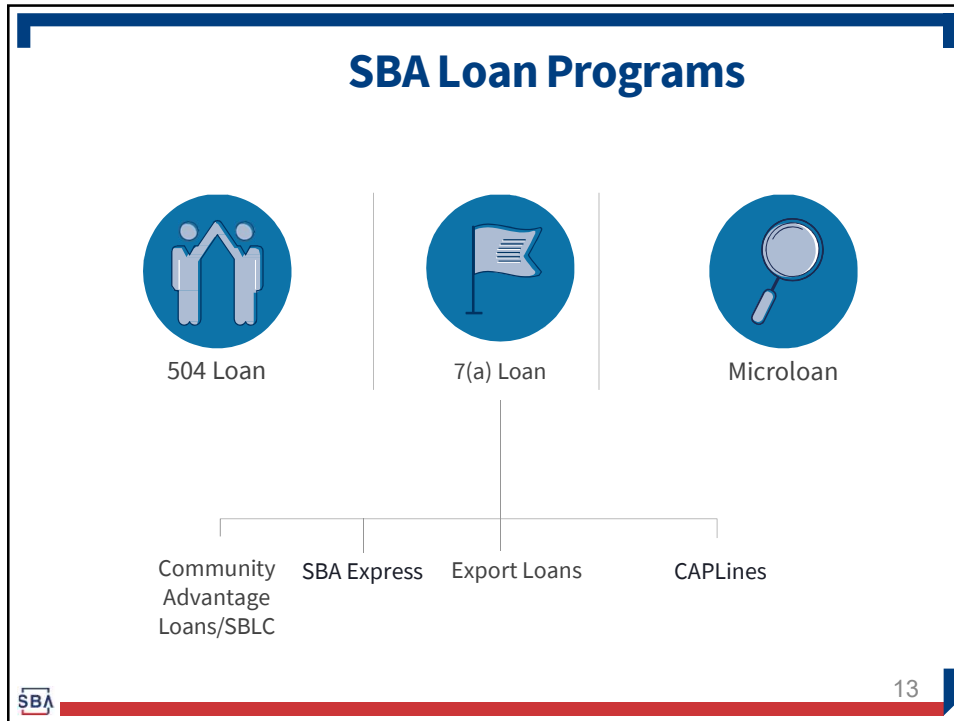
Tamara E. Murray
 Underwriting Marketing
 Specialist
 Office of Surety Guarantees
 U.S. Small Business
 Administration
 (303) 995-5786
tamara.murray@sba.gov

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
 (803) 927-3477 emily.than@sba.gov
 Begonia Provenico, SBG Specialist
 (206) 553-0300 begonia.provenicojimenez@sba.gov
- Denver Underwriting Center**
 721 15th 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 dva.vu@sba.gov
- Washington, DC Underwriting Center**
 405 3rd Street, #800, Washington, DC 20416
 Earnest L. Knott, Area Director
 (202) 401-6786 earnest.knott@sba.gov
 Tesha L. Williams, UW Policy Analyst
 (202) 205-6319 tesha.williams@sba.gov
 Norma Hunez-Gutierrez, SBG Specialist
 (202) 927-3468 norma.hunezgutierrez@sba.gov



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



15

Eligibility for all SBA Loans

To be eligible for an SBA business loan, a small business applicant must:

- 1) Be an operating business
- 2) Organized for profit
- 3) Located in the United States
- 4) [Be small based on regulatory size requirements \(13 CFR Part 121\)](#)
- 5) Demonstrate a need for the desired credit (Credit Elsewhere)
- 6) Owners must be of “good character”
- 7) Demonstrate repayment ability



16

Ineligible Uses of SBA Loans

- Proceeds benefit an associate
- Payment of past due withholding taxes
- Refinance of “reasonable” debt

Recent Change: Purchase of less than 100% of a business is now permitted.



17

Not Eligible for SBA Financing

- Gambling or speculation
- Real estate investment/ other speculative activities
- Lending activities
- Businesses providing sexual material
- Businesses located in a foreign country
- Government-owned entities
- Non-profit organizations
- Charitable organizations
- Political or lobbying activities
- Illegal activities
- Private clubs and business that limit memberships
- Borrowers that have defaulted on federal loans or financing
- Marijuana
- Hemp is eligible, as long as, it is used for industrial purposes (Consistent with the Agriculture Improvement Act of 2018)



18

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.



19

SBA Guaranty Fee in FY 2024

For 7(a) loans* with a maturity >12 months, the Upfront Fees are:

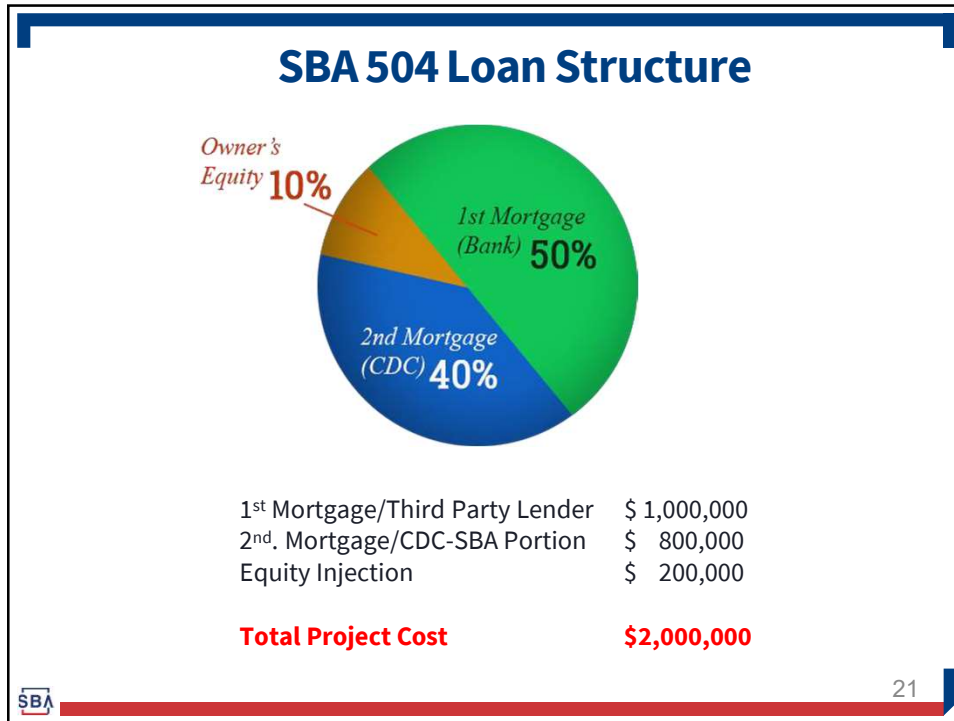
For all loans of \$1,000,000 or less: 0.00%.

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.



20



SBA U.S. Small Business Administration MySBA Home Need help? Register for MySBA Sign In

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

SBA 22

**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


23

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

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


24

SBA STEP Grant –International Trade Assistance Grant Cont...

Allowable Uses of Funds:

- Participation in foreign trade missions
- Subscription services provided by the U.S. Department of Commerce
- Payment of international website fees
- Design of international marketing media:International trade show exhibition
- Participation in export training workshops:Procurement of international consultancy services



25

The U.S. Government: Did You Know?

- Single largest contracting party and purchaser of goods, property, and services in the world
 - Largest Landlord
 - Largest Buyer of Goods & Services
- Spends more money on scientific research than any other entity, public or private
 - \$204.9 billion in R&D budgeted for FY2023
- Spent about \$765 billion in Federal procurements in FY2023



What Does The Government Buy?



SBA

8(a) Business Development Program

- ❖ Socially & Economically Disadvantaged
 - ❖ Small business concern
 - ❖ 51% Ownership required
 - ❖ Owned by a U.S. citizen
 - ❖ Day to Day Control
 - ❖ For businesses in operation 2+ years
 - ❖ \$850,000 personal Net Worth or less, adjusted gross income of \$400,000 or less, and assets totaling \$6.5 million or less
- <https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>

SBA

Small Disadvantaged Business Program

- ❖ Socially & Economically Disadvantaged
- ❖ 51% Ownership required
- ❖ Day to Day Control
- ❖ For businesses in operation 2+ years
- ❖ Other persons, including women & persons of any race

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/small-disadvantaged-business>



Women-Owned Small Business

- ❖ 51% Woman Ownership
- ❖ Day to Day Control
- ❖ Meet all the requirements of the WOSB Federal Contracting program
- ❖ 850,000 personal Net Worth or less, adjusted gross income of \$400,000 or less, and assets totaling \$6.5 million or less

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contract-program>



Service-Disabled Veteran Owned Small Business (SDVOSB)

- ❖ 51% Ownership by qualifying individual
- ❖ Day to Day Control
- ❖ Meet all the requirements of the SDVOSB Federal Contracting program

<https://www.sba.gov/partners/contracting-officials/contracting-program-administration/sdvosb-program-administration>



HUBZone Program

- ❖ 51% U.S. Citizen Ownership
- ❖ Small by size standard
- ❖ 35% of employees must live in a HUBZone
- ❖ Primary office in a HUBZone

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>





For more information on SBA Loan Guarantee Programs contact:
Nelida Irvine
Lender Relations Specialist
nelida.Irvine@sba.gov
[907-301-2652](tel:907-301-2652)

