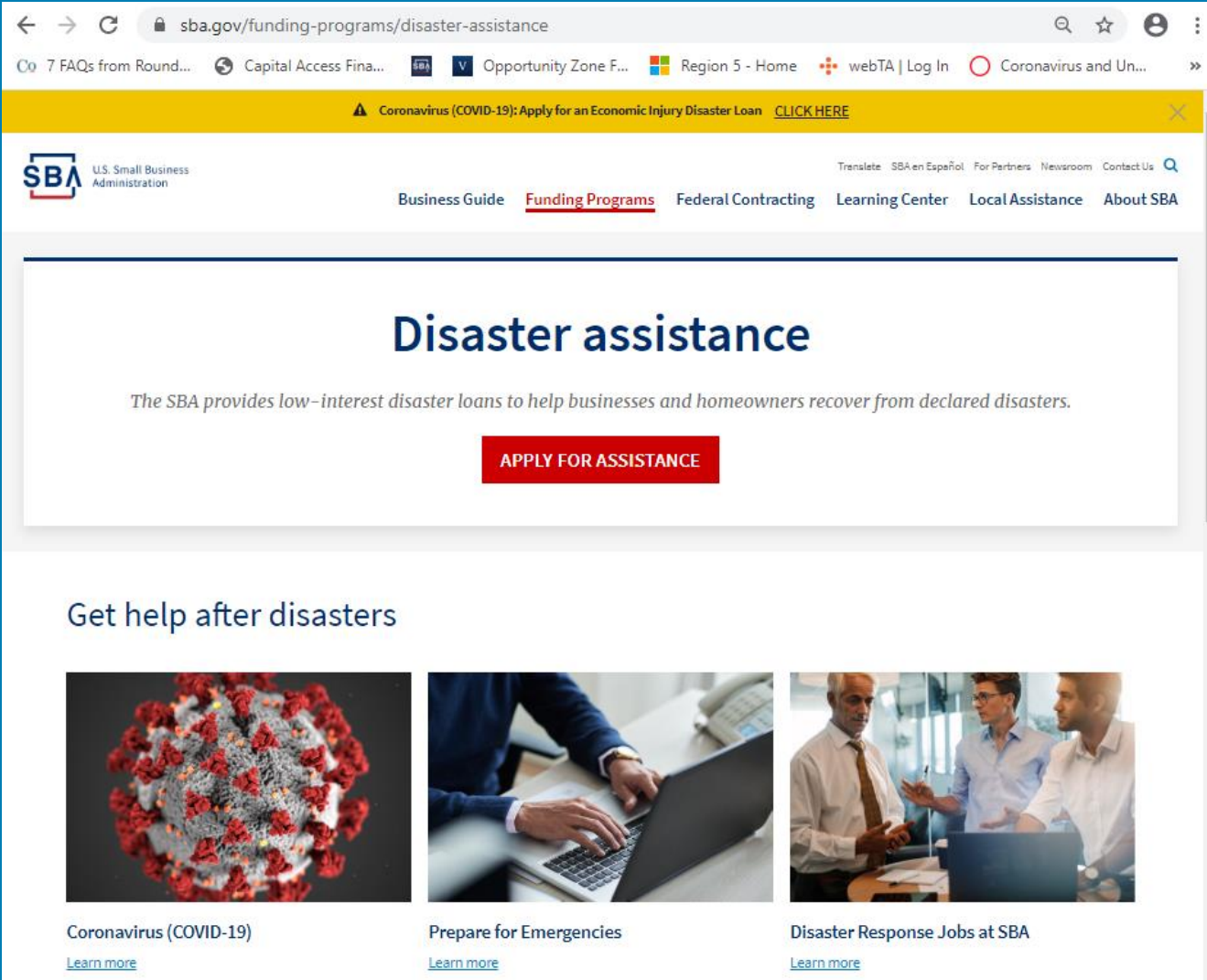




U.S. Small Business  
Administration

<https://www.sba.gov/page/coronavirus-covid-19-small-business-guidance-loan-resources#>

[www.sba.gov/disaster](http://www.sba.gov/disaster) →



The screenshot shows a web browser window with the URL [sba.gov/funding-programs/disaster-assistance](https://www.sba.gov/funding-programs/disaster-assistance). A yellow banner at the top contains the text: "Coronavirus (COVID-19): Apply for an Economic Injury Disaster Loan [CLICK HERE](#)". The SBA logo and navigation menu are visible, with "Funding Programs" highlighted. The main heading is "Disaster assistance" with the subtext: "The SBA provides low-interest disaster loans to help businesses and homeowners recover from declared disasters." A red button labeled "APPLY FOR ASSISTANCE" is centered below the text. Under the heading "Get help after disasters", there are three cards: "Coronavirus (COVID-19)" with a virus image and a "Learn more" link; "Prepare for Emergencies" with an image of hands on a laptop and a "Learn more" link; and "Disaster Response Jobs at SBA" with an image of three men in a meeting and a "Learn more" link.

# EIDL (Economic Injury Disaster Loan)

- Working Capital Loans
- Up to \$2 Million
- Rates: 3.75% for for-profit, 2.75% for NFP
- Terms: Typically 30 year, with 1 year deferral
  
- Small Businesses (NAICS Standards)
- Landlords
- Most Not-for-profits
- EIDL Advance: \$10,000 Advance on your EIDL award, applied for in conjunction with an EIDL Loan. *Funds will be made available within three days of a successful application, and this loan advance will not have to be repaid.*

## **This:**

- ✓ Fixed Debt Payments
- ✓ Payroll
- ✓ Accounts Payable
- ✓ Utilities, Insurance, Other...

## **But not:**

- ✗ Dividend payments
- ✗ Disbursements to owners
- ✗ Repayment of stockholder loans except as a result of the disaster
- ✗ Facility expansion
- ✗ Refinance of long term debt
- ✗ Physical damage
- ✗ Payment of federal debt

# SBA Express Bridge

- Allows small businesses who currently have a business relationship with an SBA Express Lender to access up to \$25,000 with less paperwork.
- Up to \$25,000
- Can be repaid in part or in full by an EIDL award
- Max Term 7 years (unless Long Term Financing falls through)
- Max Rate: P+6.5%
- No collateral needed (pers Gty)
- Lenders need only check SBA's SBSS Score, and Personal Credit Score, IRS Transcript.

# Paycheck Protection Program **Coming soon**

- Loan amount is a function of payroll: determined by 8 weeks of prior average payroll plus an additional 25% of that amount.
- Eligible recipients may qualify for a loan up to \$10 million
- Loan payments will be deferred for six months.
- If you maintain your workforce, SBA will forgive the portion of the loan proceeds that are used to cover the first 8 weeks of payroll and certain other expenses following loan origination.
- GUARANTEED LOANS made by Lending Institutions. 100% Guaranty.
- Max rate 4%
- Businesses, non-profits, Veterans organizations, Tribal concerns, sole proprietorships, self-employed individuals, and independent contractors described in the Small Business Act – with 500 or fewer employees may apply.
- Businesses in certain industries may have more than 500 employees if they meet the SBA's size standards for those industries.

# SBA Debt Relief

**Coming soon**

- The SBA Debt Relief program will provide a reprieve to small businesses as they overcome the challenges created by this health crisis.
- Under this program:
  - The SBA will also pay six months of principal and interest of **new 7(a) loans** issued prior to September 27, 2020.
  - The SBA will pay the principal and interest of **current 7(a) loans** for a period of six months

# SBA Access To Capital Options

## Existing Options

- <https://www.sba.gov/funding-programs/loans>.
- **7(a) program** offers loan amounts up to \$5,000,000 deployed by lending partners for eligible small businesses. Uses of proceeds include: working capital; expansion/renovation; new construction; purchase of land or buildings; purchase of equipment, fixtures; lease-hold improvements; refinancing debt for compelling reasons; seasonal line of credit; inventory; or starting a business.
  - **Express** loan program provides loans up to \$350,000 for no more than 10 years with an option to revolve. Quick turnaround. The uses of proceeds are the same as the standard 7(a) loan. (*Temporarily may increase to \$1 Million.*)
- **Community Advantage** loan pilot program allows mission-based lenders to assist small businesses in underserved markets with a maximum loan size of \$250,000. The uses of proceeds are the same as the standard 7(a) loan. Not for real estate.
- **504** loan program is designed to foster economic development and job creation and/or retention. The eligible use of proceeds is limited to the acquisition or eligible refinance of fixed assets. 25-year fixed rates.
- **Microloan** program involves making loans through nonprofit lending organizations to underserved markets. Authorized use of loan proceeds includes working capital, supplies, machinery & equipment, and fixtures (does not include real estate). The maximum loan amount is \$50,000 with the average loan size of \$14,000.

# EIDL Application Process

<https://www.sba.gov/page/coronavirus-covid-19-small-business-guidance-loan-resources#> →

<https://covid19relief.sba.gov/#/>

The screenshot shows a web browser window with the URL <https://covid19relief.sba.gov/#/>. The page header includes the SBA logo and the text "U.S. Small Business Administration". On the right side, there is a notice: "OMB Control #3247-0406" and "Expiration Date: 09/30/2020". The main heading is "Disaster Loan Assistance" with the subtitle "Federal Disaster Loans for Businesses, Private Non-profits, Homeowners and Renters". Below this, the page title is "COVID-19 ECONOMIC INJURY DISASTER LOAN APPLICATION". A progress bar shows five steps: "DISCLOSURES", "BUSINESS INFORMATION", "BUSINESS OWNERS INFORMATION", "ADDITIONAL INFORMATION", and "SUMMARY". The "DISCLOSURES" step is currently active. The section "STREAMLINED PROCESS REQUIREMENTS" contains three paragraphs of text explaining the application process and the estimated completion time. Below this, the "ELIGIBLE ENTITY VERIFICATION" section asks the user to "Choose One:" and provides several radio button options for different business types.

← → ↻ 🔒 <https://covid19relief.sba.gov/#/> 🔍 ☆ ⚙️ Not syncing

**SBA** U.S. Small Business Administration

OMB Control #3247-0406  
Expiration Date: 09/30/2020

## Disaster Loan Assistance

Federal Disaster Loans for Businesses, Private Non-profits, Homeowners and Renters

### COVID-19 ECONOMIC INJURY DISASTER LOAN APPLICATION

DISCLOSURES BUSINESS INFORMATION BUSINESS OWNERS INFORMATION ADDITIONAL INFORMATION SUMMARY

#### STREAMLINED PROCESS REQUIREMENTS

SBA is collecting the requested information in order to make a loan under SBA's Economic Injury Disaster Loan Program to the qualified entities listed in this application that are impacted by the Coronavirus (COVID-19). The information will be used in determining whether the applicant is eligible for an economic injury loan. If you do not submit all the information requested, your loan cannot be fully processed.

The Applicant understands that the SBA is relying upon the self-certifications contained in this application to verify that the Applicant is an eligible entity to receive the advance, and that the Applicant is providing this self-certification under penalty of perjury pursuant to 28 U.S.C. 1746 for verification purposes.

The estimated time for completing this entire application is two hours and ten minutes, although you may not need to complete all parts. You are not required to respond to this collection of information unless it displays a currently valid OMB approval number.

#### ELIGIBLE ENTITY VERIFICATION

**Choose One:**

- Applicant is a business with not more than 500 employees.
- Applicant is an individual who operates under a sole proprietorship, with or without employees, or as an independent contractor.
- Applicant is a cooperative with not more than 500 employees.
- Applicant is an Employee Stock Ownership Plan (ESOP), as defined in 15 U.S.C. 632, with not more than 500 employees.
- Applicant is a tribal small business concern, as described in 15 U.S.C. 657a(b)(2)(C), with not more than 500 employees.
- Applicant is a business, including an agricultural cooperative, agricultural enterprise, nursery, or producer cooperative, that is small under SBA



# EIDL FAQ

- *Are startups eligible?* → Yes.
- *How much should I ask for?* → Award based on information you provide
- *How do I demonstrate losses?* → Consider your fixed expenses
- *What if I don't have enough collateral?* → Collateral is not a reason for decline.
- *What do I need to do with my bank?* → Nothing, this is a direct loan. However, you should be in contact with them about your situation.
- *How much does this cost?* → No fees, but documentary costs may apply in some cases, for example when collateral is required
- *Is there a prepayment penalty?* → No
- *I have a LOC available. Is that credit elsewhere and am I eligible?* → If you have been adversely impacted by the crisis and are concerned about making your payments, we want you to apply



For questions, please contact the SBA disaster assistance customer service center at 1-800-659-2955 (TTY: 1-800-877-8339) or e-mail [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov).

# SBA Cleveland District Office

Office: 216.522.4180

Raymond Graves: 216.522.4192 |  
[Raymond.graves@sba.gov](mailto:Raymond.graves@sba.gov)

Mark Hansel: 216.522.4180 x230 |  
[Mark.Hansel@sba.gov](mailto:Mark.Hansel@sba.gov)

Tom Sangrik: 216.522.4180 x214 |  
[Thomas.Sangrik@sba.gov](mailto:Thomas.Sangrik@sba.gov)

Tim Ensich: 216.522.4180 x213 |  
[Timothy.Ensch@sba.gov](mailto:Timothy.Ensch@sba.gov)