

We Are All This Together

Financial Relief For Small Business Owners: The Road Map

— W E B I N A R —



Our Mission

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations.



SBA's Disaster Declaration Makes Loans Available Due to the Coronavirus (COVID-19)



SBA Administrator Jovita Carranza announced the President's Emergency Declaration to expeditiously provide capital to financially distressed businesses affected by the Coronavirus (COVID-19) pandemic through the Economic Injury Disaster Loan (EIDL) program.

Since March 17, SBA has declared all states and territories eligible for EIDL assistance:

- 1-year deferment on Economic Injury Disaster Loans provided due to COVID-19
- Automatic deferment of previous disaster loans for homeowners and businesses through 2020
- 6-month deferment on current 7(a), 504 and Microloans

Powering Rural

Creating a stronger economic environment for rural America

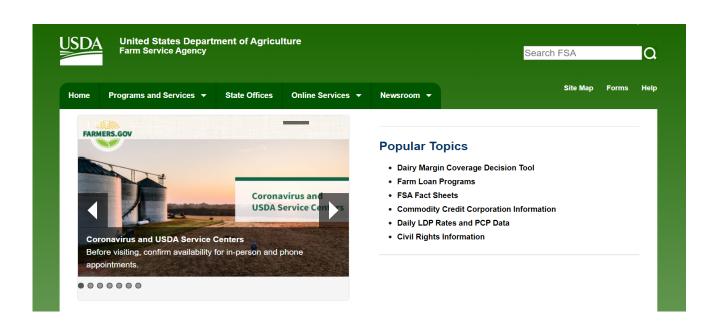


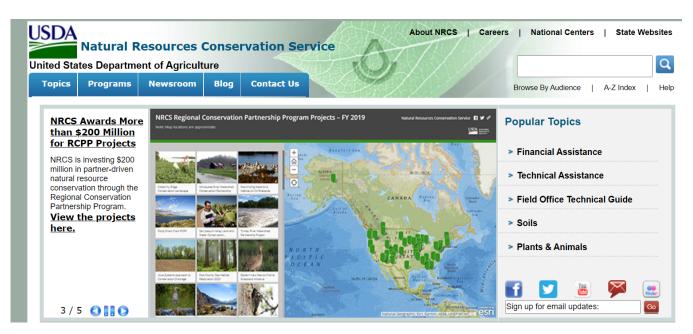




Coronavirus and USDA Assistance for Farmers

We are committed to delivering USDA programs and services to America's farmers and ranchers while taking safety measures in response to the coronavirus outbreak. USDA Service Centers are open for business by phone appointment only, and our team is assisting agricultural producers with disaster assistance, conservation, safety net, and farm loan programs and services like conservation planning and acreage reporting. Meanwhile, we are also rolling out new flexibilities to producers and working to implement the Coronavirus Aid, Relief, and Economic Securities (CARES) Act.





Farm Service Agency

Natural Resources Conservation Service



SBA's Economic Injury Disaster Loan Basics

What businesses are eligible to apply?

SBA's Economic Injury Disaster Loans (working capital loans) are available to:

- Small businesses, small agricultural cooperatives, and small aquaculture businesses
- Most private non-profit organizations, and faithbased organizations.



Economic Injury Disaster Loans and Grants

How much can I borrow?

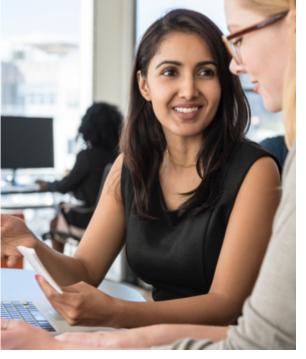
Eligible entities may qualify for loans up to \$2 million.

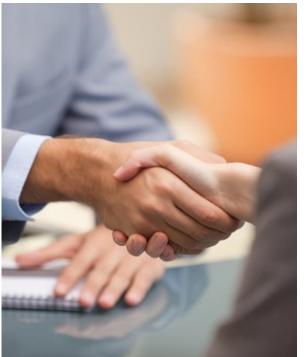
The interest rates for this disaster are:

- 3.75% for small businesses
- 2.75% for non-proft organizations

The loan term is 30 years and there is no penalty for pre-payment.







Economic Injury Disaster Loans and Grants

How can I use the loan funds/proceeds?

These EIDL (working capital) loans may be used to pay fixed debts, payroll, accounts payable, and other bills that could have been paid had the disaster not occurred.

These loans are not intended to replace lost sales or profits or for expansion.



SBA's Economic Injury Disaster Advance

What is the EIDL Advance?

Applicants may request to be considered for an advance of up to \$10,000.

How do you request the EIDL Advance?

You must request the advance of the funds by submitting the new streamlined application, even if you have already submitted a Disaster Loan application.

Who is eligible for the EIDL Advance?

Any entity that is eligible to apply for a COVID-19 Economic Injury Disaster Loan.

How can I use the EIDL Advance?

The advance may be used to pay fixed debts, payroll, accounts payable, and other bills that could have been paid had the disaster not occurred.

- It is not intended to replace lost sales or profits or for expansion.
- There is no requirement to repay the advance even if your SBA Disaster Loan application is declined.

SBA's EIDL Working Capital Loans Are Different From Other SBALoans

SBA's Economic Injury Disaster Loan (EIDLs) funds come directly from the U.S. Treasury.

Applicants <u>do not</u> go through a bank to apply. Instead apply directly to SBA's Disaster Assistance Program at: https://covid19relief.sba.gov/#/

- There is no obligation to take the loan if offered.
- Collateral is required for loans over \$25,000. There is no real estate collateral required. A blanket UCC-1 will be filed against all of the business collateral
- Personal guarantees are required for loans greater than \$200,000
- Applicants can have an existing SBA Disaster Loan and still qualify for an EIDL for this disaster, but the loans cannot be consolidated



Ineligible Entities

What are some of the businesses that are ineligible for an Economic Injury Disaster Loan?

- Agricultural Enterprises: If the primary activity of the business (including its affiliates) is as defined in Section 18(b)(1) of the Small Business Act, neither the business nor its affiliates are eligible for EIDL assistance.
- Businesses involved in an illegal activity on the federal level (marijuana).
- Businesses whose purpose for being is gambling (casinos, racetracks, etc.).
- Businesses that derive more than 1/3 of their annual gross revenue from legal gambling activities.





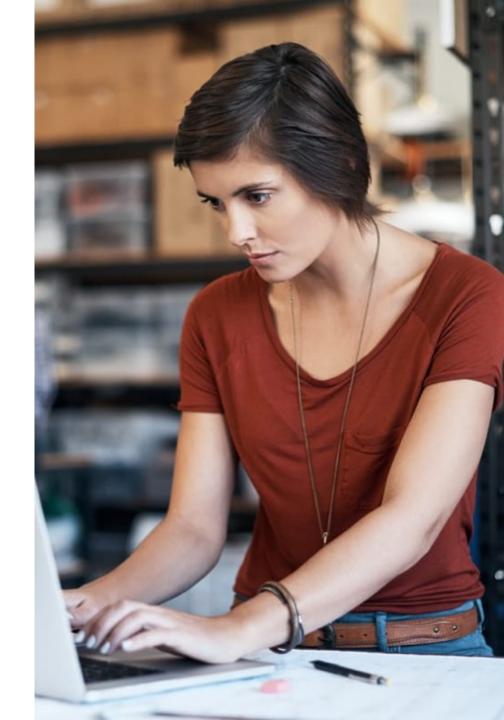




How to Apply

- Applicants visit SBA's secure website at https://covid19relief.sba.gov/#/
- Applicants without internet access can call SBA's Customer Service Center at 800-659-2955 (800-877-8339 for the deaf and hard-of-hearing)
- Submit inquiries by sending an email to disastercustomerservice@sba.gov.
- Correspondence can be mailed to:

 U.S. Small Business Administration
 Processing and Disbursement Center
 14925 Kingsport Road
 Fort Worth, TX 76155



Assistance From SBA Partners

Free assistance with reconstructing financial records, preparing financial statements, and submitting the loan application is available from any of SBA's partners:

- Small Business Development Centers (SBDCs)
- SCORE <u>www.score.org</u>
- Women's Business Centers (WBC) <u>www.ctwbdc.org</u>
- Veteran's Business Outreach Centers

For the nearest office, visit: https://www.sba.gov/ct

For the nearest Small Business Development Centers (SBDC), visit: https://ctsbdc.org



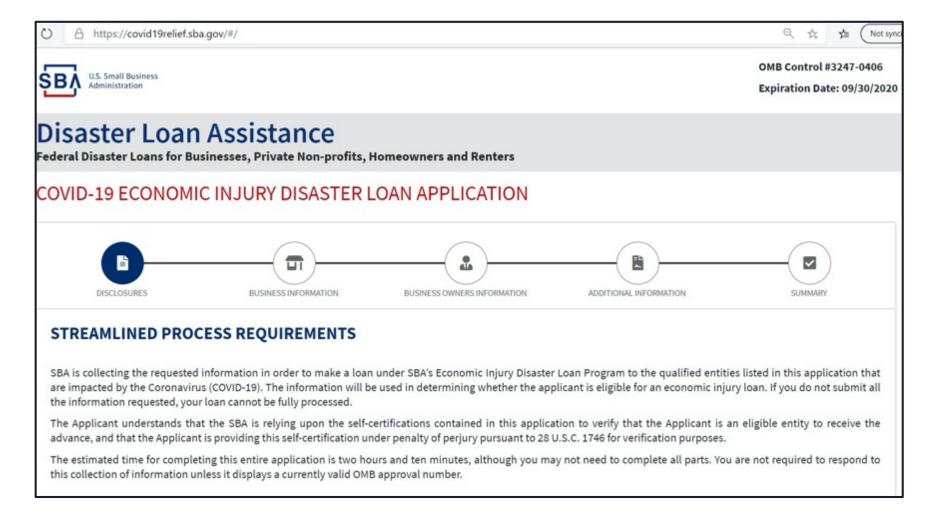


EIDL LOAN UPDATE – April 24, 2020

947 loans totaling \$185,811,200

EIDL Advances: 14,181 loans totaling \$57,459,000







	ELIGIBLE ENTITY VERIFICATION				
Ch	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, aquaculture enterprise, nursery, or producer cooperative, that is small under SBA Size Standards found at https://www.sba.gov/size-standards.				
	Applicant is a business with more than 500 employees that is small under SBA Size Standards found at https://www.sba.gov/size-standards.				
	Applicant is a private non-profit organization that is a non-governmental agency or entity that currently has an effective ruling letter from the IRS granting tax exemption under sections 501(c),(d), or (e) of the Internal Revenue Code of 1954, or satisfactory evidence from the State that the non-revenue producing organization or entity is a non-profit one organized or doing business under State law, or a faith-based organization.				



Step 1- Disclosures

3. Review and check ALL boxes to verify eligibility and Click Continue. All sidebars must be green to continue.

Review and Check All of the Following:

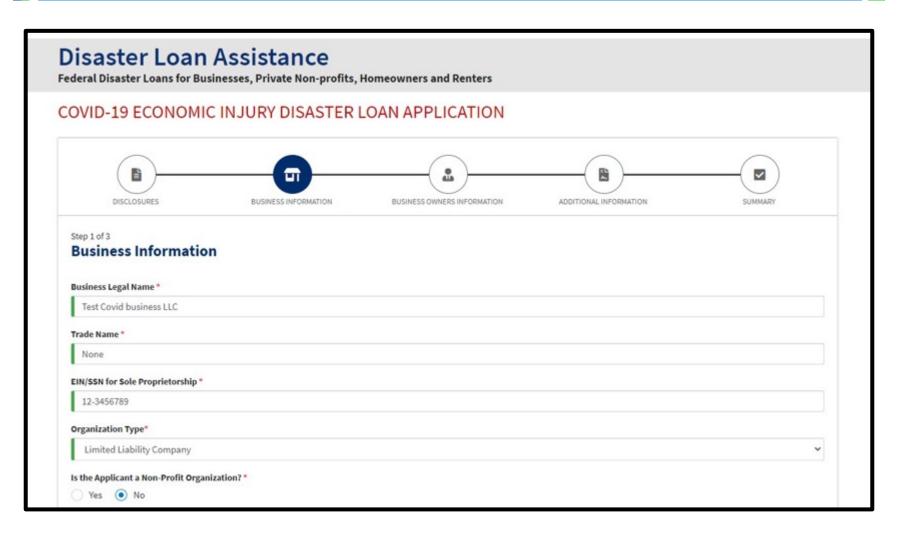
Applicant must review and check all the following (If Applicant is unable to check all of the following, Applicant is not an Eligible Entity):

- Applicant is not engaged in any illegal activity (as defined by Federal guidelines).
- No principal of the Applicant with a 50 percent or greater ownership interest is more than sixty (60) days delinquent on child support obligations.
- Applicant is not an agricultural enterprise (e.g., farm), other than an aquaculture enterprise, agricultural cooperative, or nursery.
- Applicant does not present live performances of a prurient sexual nature or derive directly or indirectly more than de minimis gross revenue through the sale of products or services, or the presentation of any depictions or displays, of a prurient sexual nature.
- Applicant does not derive more than one-third of gross annual revenue from legal gambling activities.
- Applicant is not in the business of lobbying.
- Applicant cannot be a state, local, or municipal government entity and cannot be a member of Congress.

If you have questions about this application or problems providing the required information, please contact our Customer Service Center at 1-800-659-2955 or (TTY: 1-800-877-8339) DisasterCustomerService@sba.gov.

Continue >





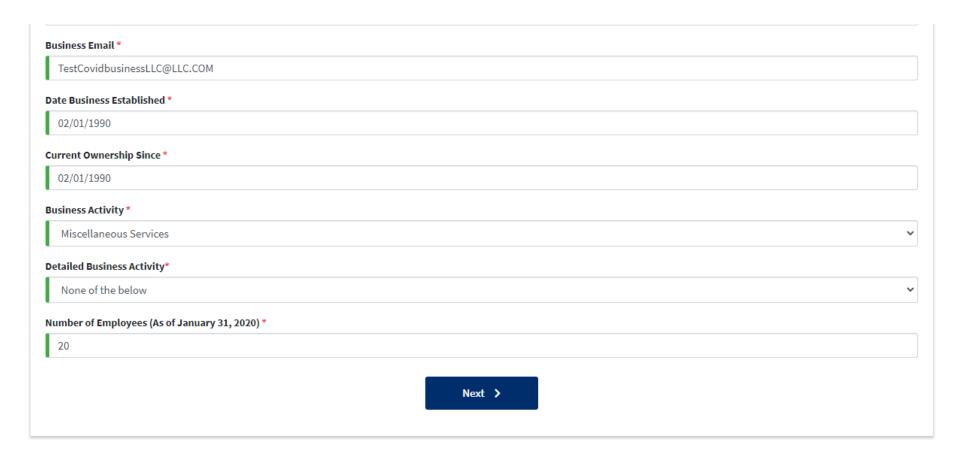


	Month Prior to the Date of the Disaster (January 31, 2020) *
\$500,000	
st of Goods Sold for the Twelve(1	2) Month Prior to the Date of the Disaster (January 31, 2020) *
\$200,000	
ntal Properties (Residential and	Commercial) Only - Lost Rents Due to the Disaster
on-Profit Cost of Operation for the	Twelve(12) Month Prior to the Date of the Disaster (January 31, 2020)
ombined Annual Operating Expen	ses for the Twelve(12) Months Prior to the Date of the Disaster (January 31, 2020) for All Secular Social Services Provided by the Faith Based Entity
st the Secular Social Services Pro	vided by the Faith Based Entity

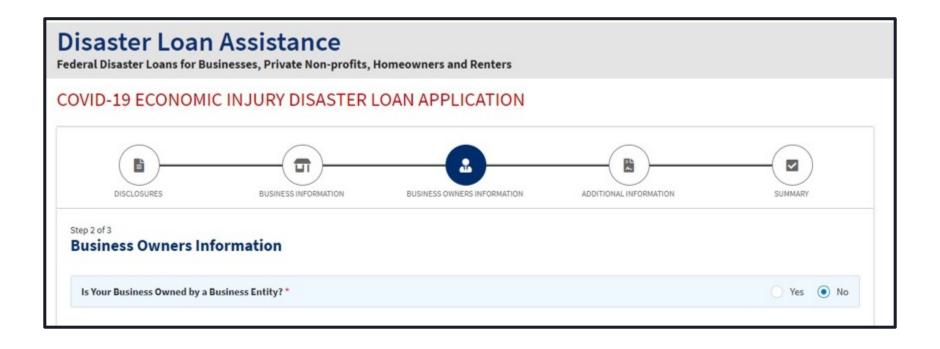


Provide Brief Description of Other Compensation Sources		
		11
Primary Business Address (Cannot be P.O. Box) *		
123 Fake St.		
City*		
Buffalo		
State *		
New York		~
County		
zip*		
14202		
Business Phone *		
(716)-843-4101		
Alternative Business Phone		
Business Fax		



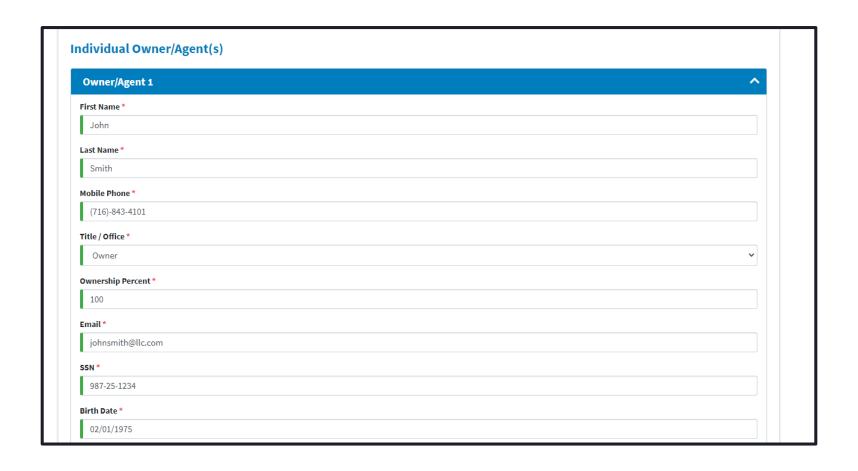






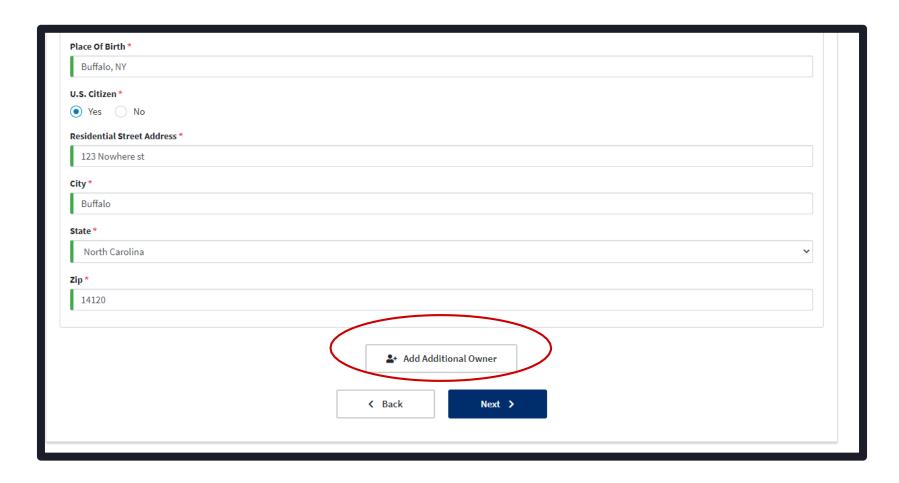




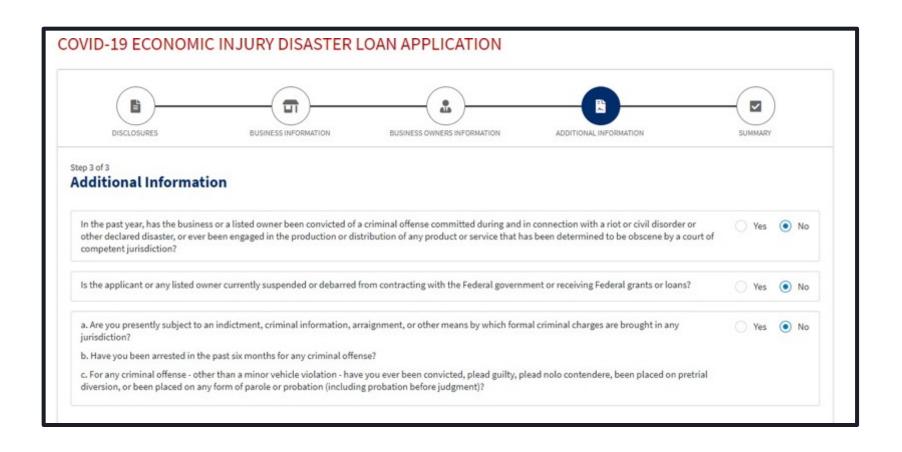














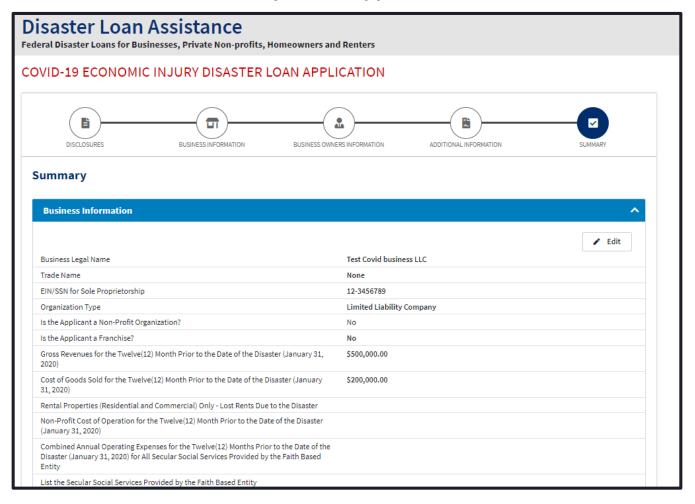
Name of Company		
Phone Number		
Street Address, City, State, Zip		
or ect nations, only, state, up		
Fee Charged or Agreed Upon		
I give permission for SBA to discuss any por	tion of this application with the representative listed above.	○ Yes ○ No



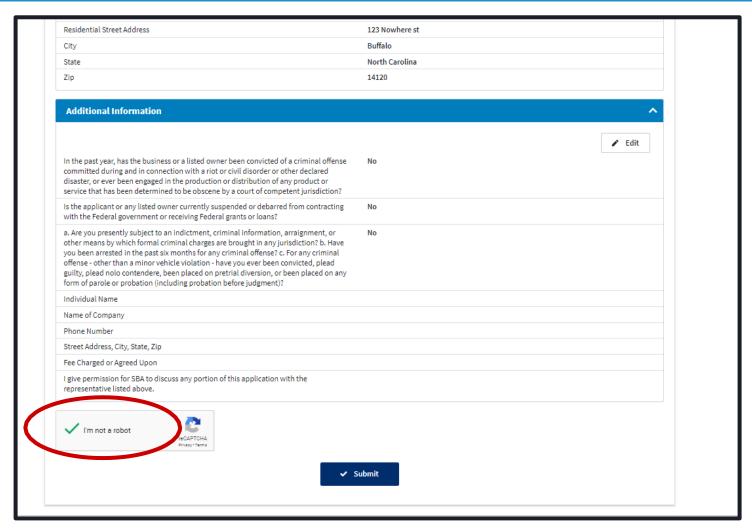
Key Bank	
Account Number *	
123456789	
Routing Number *	
123388233	
On behalf of the individual owners identified in this ap	pplication and for the business applying for the loan:
I/We authorize my/our insurance company, bank, fina for the SBA to obtain credit information about the ind	incial institution, or other creditors to release to SBA all records and information necessary to process this application and inviduals completing this application.
loan funds. I/We hereby authorize the SBA to verify my I/We authorize SBA, as required by the Privacy Act, to	by be required prior to loan closing. I/We will be advised in writing what information will be required to obtain my/our by/our past and present employment information and salary history as needed to process and service a disaster loan. release any information collected in connection with this application to Federal, state, local, tribal or nonprofit lite Disaster Services, SBA Resource Partners) for the purpose of assisting me with my/our SBA application, evaluating the availability of such assistance.
	benefits of, or otherwise subject to discrimination under any program or activity for which I/we receive Federal financial olor, handicap, marital status, national origin, race, religion, or sex.
	eral, Washington, DC 20416, any Federal employee who offers, in return for compensation of any kind, to help get this with the Federal government for help in getting this loan.
CERTIFICATION AS TO TRUTHFUL INFORMATION: By si correct to the best of your knowledge, and that you w	igning this application, you certify that all information in your application and submitted with your application is true and ill submit truthful information in the future.
original principal amount of the loan under 15 U.S.C. sanctions including, but not limited to: 1) fines and im applicable laws; 2) treble damages and civil penalties	ids of an SBA disaster loan shall be civilly liable to the Administrator in an amount equal to one-and-one half times the 636(b). In addition, any false statement or misrepresentation to SBA may result in criminal, civil or administrative prisonment, or both, under 15 U.S.C. 645, 18 U.S.C. 1001, 18 U.S.C. 1014, 18 U.S.C. 1040, 18 U.S.C. 3571, and any other under the False Claims Act, 31 U.S.C. 3729; 3) double damages and civil penalties under the Program Fraud Civil or debarment from all Federal procurement and non-procurement transactions. Statutory fines may increase if amended Improvements Act of 2015.
✓ I hereby certify UNDER PENALTY OF PERJURY UND	ER THE LAWS OF THE UNITED STATES that the above is true and correct.



Summary of the Application









Paycheck Protection Program Overview

What is the Paycheck Protection Program?

- A loan offered through participating lenders
- Find a lender at <u>www.sba.gov/paycheckprotection/find</u>
- Designed to provide a direct incentive for small businesses to keep their workers on their payroll

What can the funds be used for?

- Pay up to 8 weeks of payroll costs, including benefits.
- Funds can also be used to pay interest on mortgages, rent, and utilities.

When can small businesses and sole proprietors apply?

 Today! Independent contractors and self-employed individuals can apply beginning April 10th. 34. Question: Are agricultural producers, farmers, and ranchers eligible for PPP loans?

Answer: Yes. Agricultural producers, farmers, and ranchers are eligible for PPP loans if: (i) the business has 500 or fewer employees, or (ii) the business fits within the revenue-based sized standard, which is average annual receipts of \$1 million.

Additionally, agricultural producers, farmers, and ranchers can qualify for PPP loans as a small business concern if their business meets SBA's "alternative size standard." The



¹¹ Question 31 published April 23, 2020.

"alternative size standard" is currently: (1) maximum net worth of the business is not more than \$15 million, and (2) the average net income after Federal income taxes (excluding any carry-over losses) of the business for the two full fiscal years before the date of the application is not more than \$5 million.

For all of these criteria, the applicant must include its affiliates in its calculations. <u>Link</u> to Applicable Affiliation Rules for the PPP.

35. Question: Are agricultural and other forms of cooperatives eligible to receive PPP loans?

Answer: As long as other PPP eligibility requirements are met, small agricultural cooperatives and other cooperatives may receive PPP loans. 12



Paycheck Protection Program Loan Program

PPP Loan Terms

- Maximum loan amount is \$10 million
- Interest rate is 1%
- First payment deferred for 6 months
- Loan maturity is 2 years
- No collateral requirements
- No personal guarantees required
- No borrower or lender fees payable to SBA
- Program available through June 30, 2020



Paycheck Protection Program Loan Program

How will the PPP Loan be forgiven?

- Fully forgiven when at least 75% of the funds are used for payroll
- Forgiveness is based on the employer maintaining or quickly rehiring employees and maintaining salary levels

Who is eligible to apply for the PPP?

- Small businesses with 500* or fewer employees
- Non-profits, veterans' organizations, and faith-based organizations
- Sole proprietorships
- Self-employed persons
- Independent contractors



Paycheck Protection Program Loan Forgiveness Determination

Borrower will owe money when loan is due if:

- Borrower uses loan amount for anything other than payroll costs, mortgage interest, rent, and utility payments over the 8 weeks after receiving the loan
- Borrower uses less than 75% of loan amount for payroll costs
- Borrower maintains staff and payroll at less than Feb. 15, 2020 levels

To qualify for loan forgiveness:

- Full-time employee headcount must be maintained
- Salaries and wages must be maintained
- Borrower has until June 30, 2020 to restore full-time employment and salary levels from any changes made between Feb. 15 and April 26



Paycheck Protection Program Loan Payroll Costs

What counts as payroll costs?

- Salary, wages, commissions, or tips
- Employee benefits including costs for:
 - Vacation, parental, family, medical, or sick leave
- Allowance for separation or dismissal
- Payments required for the provision of group health care benefits including insurance premiums
- Payment of any retirement benefit

What counts as payroll costs for sole props & independent contractors?

 Wages, commissions, income, or net earnings from selfemployment

Here is a snapshot of PPP2 as of early this afternoon:

PPP2 as of 1 pm:

Overall

Number of approved loans: 475,000+ \$ volume of approved loans: \$52 billion+ Number of lenders: 5,100+

<u>Lenders < \$10B</u>:

Number of approved loans: 331,119

\$ volume of approved loans: Nearly \$30B (cap reached, they will now submit loans the overall

funds)

Lenders btw \$10B - \$50B:

Number of approved loans: Nearly 84,000 \$ volume of approved loans: \$10 billion+



FINTECHS

Approved Fintech PPP Lenders

PayPal Quickbooks Square OnDeck Funding Circle

• Fintechs Working with Partner Banks for PPP Loans

Kabbage Fundera Lendio Brex Fundbox Bluevine Nav

Fintech banks processing applications

- > Cross RiverBank
- ➤ Celtic Bank
- ➤ Radius Bank
- ➤ Sunrise Banks





