



U.S. Small Business
Administration

The SBA programs and services work to ignite change and spark action so small businesses can confidently

START • GROW • EXPAND • RECOVER



By providing:

**CAPITAL • COUNSELING • CONTRACTING •
ADVOCACY • INNOVATION • DISASTER ASSISTANCE**

The SBA Resource Partner Network

(One-on-one Counseling/Training/Technical Assistance)



Approved and
funded by the SBA

- **SCORE**
- **Small Business Development Centers**
- **Women's Business Center**
- **Veteran's Business Outreach Center**
- **US Export Assistance Center**



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

SCORE Des Moines
515-274-8593

www.desmoines.score.org

SCORE East Central Iowa
319-362-6943

www.scorecr.org

SCORE Quad Cities
309-797-0082

www.quadcities.score.org

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
- **15 SBDC** centers across Iowa



**Small Business
Development
Centers**

Lisa Shimkat, State Director

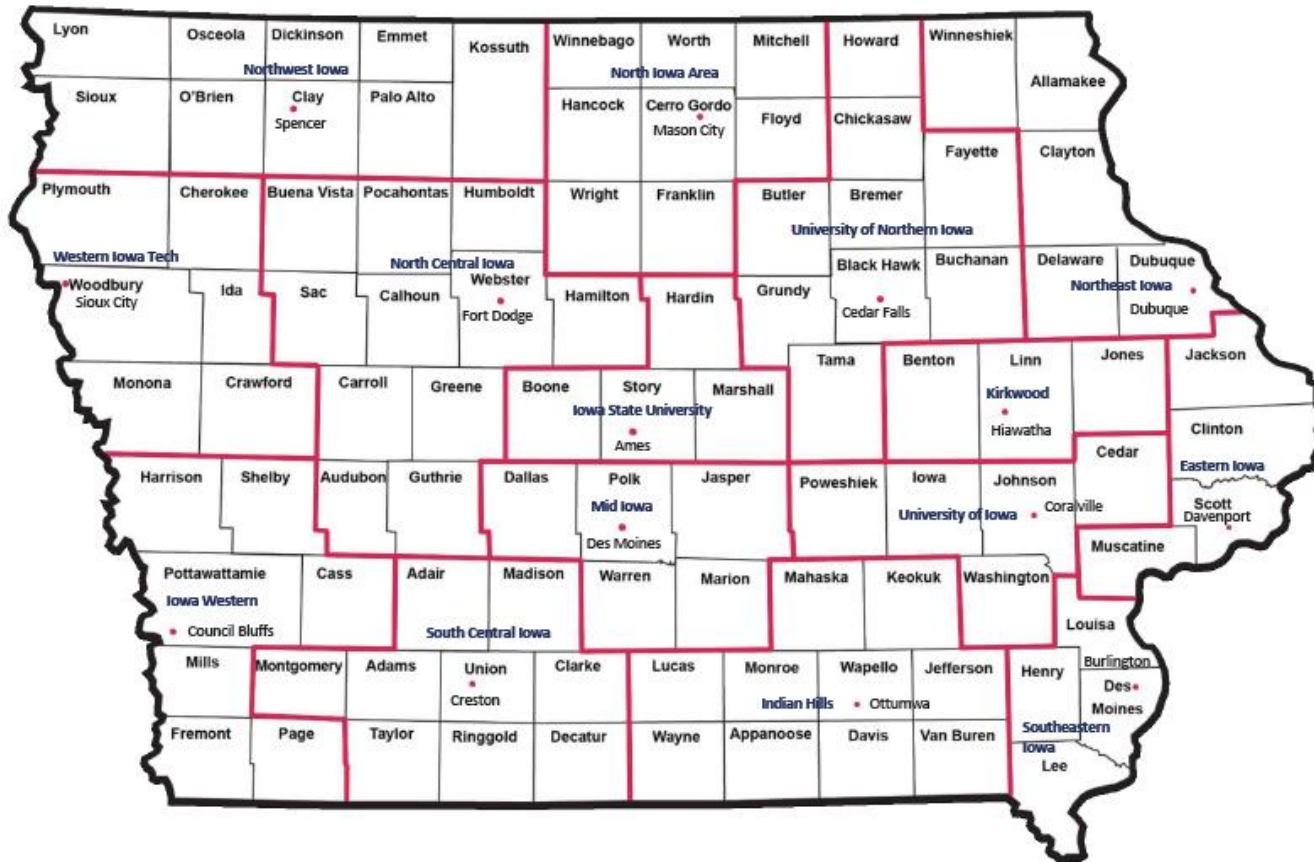
1805 Collaboration Pl, Suite 1331, Ames, IA 50010

515-294-2030

www.iowasbdc.org

lshimkat@iastate.edu

AMERICA'S SBDC IOWA





Regional Assistance Centers (Alphabetical by city):

| <u>Center</u> | <u>Location</u> | <u>Phone Number</u> | <u>Director</u> | <u>E-mail Address</u> |
|----------------------------------|-----------------|---------------------|-------------------|--------------------------------|
| Iowa State University SBDC | Ames | 515-296-7828 | Leah Locke | ljhansen@iastate.edu |
| Southeastern SBDC | Burlington | 319-208-5381 | Janine Clover | jclover@scciowa.edu |
| University of Northern Iowa SBDC | Cedar Falls | 319-273-4328 | Amy Dutton | amy.dutton@uni.edu |
| University of Iowa SBDC | Coralville | 319-335-3742 | Paul Heath | paul-heath@uiowa.edu |
| Iowa Western SBDC | Council Bluffs | 712-325-3350 | Sue Pitts | spitts@iwcc.edu |
| South Central Iowa SBDC | Creston | 641-782-1483 | Jamie David | david@swcciowa.edu |
| Eastern Iowa SBDC | Davenport | 563-336-3401 | Joel Youngs | jeyoungs@eicc.edu |
| Mid Iowa SBDC | Des Moines | 515-331-8954 | Janica Johnson | janica@iastate.edu |
| Northeast Iowa SBDC | Dubuque | 563-588-3350 | Jay Wickham | wickhamja@nicc.edu |
| North Central Iowa SBDC | Fort Dodge | 515-574-1995 | Justin Faiferlick | faiferlick@iowacentral.edu |
| Kirkwood SBDC | Hiawatha | 319-377-8256 | Michael Wampler | michael.wampler@kirkwood.edu |
| North Iowa Area SBDC | Mason City | 641-422-4342 | Brook Boehmler | brook.boehmler@niacc.edu |
| Indian Hills SBDC | Ottumwa | 641-683-5188 | Kelly Prickett | kelly.prickett@indianhills.edu |
| Western Iowa Tech SBDC | Sioux City | 712-317-3406 | Todd Rausch | todd.rausch@witcc.edu |
| Northwest Iowa SBDC | Spencer | 712-262-4213 | Jeff Vierkant | jvierkant@iowalakes.edu |

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
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Women's Business Centers

TJ Daniels

Project Manager

Iowa Center for Economic Success

2210 Grand Avenue

Des Moines, IA 5032

515-283-0940

TJDaniels@theiowacenter.org

TheIowaCenter.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



VETERANS BUSINESS OUTREACH CENTERS

Veteran's Business Outreach Centers

Darcella Craven

314-531-8387

craven@vetbiz.com

info@vetbiz.com

www.vetbiz.com

B2B/Reboot Curriculum

- B2Bs and Reboots are introductory entrepreneurship courses presented by the SBA and its resource partners
- These courses:
 - Give attendees an overview of what it takes to start a small business
 - Introduce attendees to SBA and partner resources that can assist them with starting or growing a business
 - Introduce attendees to B2B follow-on courses

Eligible B2B participants include:

- Active Duty Transitioning Service Members
 - Military Spouses
- Reserve & National Guard
 - Veterans of all eras



Community Navigator Program

<https://lsiowa.org/ircs/community-navigator-program>

LSI Immigrant and Refugee Community Services, along with the partner organizations highlighted below, is connecting business owners with resources. Focusing on businesses owned by immigrants, refugees, and underrepresented populations, this project will support up to 600 diverse small businesses over two years by providing counseling, technical assistance, and support in accessing up to \$5 million in small business relief. Pandemic-specific loan products with favorable interest rates to small and diverse Iowa businesses are also available.



Maggie Cave

Lutheran Services in Iowa

3200 University Avenue

Des Moines, IA 50311

319-252-0341

Margaret.Cave@LSIowa.org



Federal Contracting Who Can Help?

If you are looking to expand with government contracting, PTACs can help:

- **Determine if your business is ready** for federal contracting
- **Help you register in the proper places** to get involved in the government marketplace
- **See if you're eligible** for certifications

Small Business Administration

Dawnelle Conley

Deputy District Director

Dawnelle.conley@sba.gov

515-284-4913

Procurement Technical Assistance Centers

Government Contract Specialist Iowa State University (ISU) Center for Industrial Research and Services (CIRAS)

1805 Collaboration Place, Suite 2300

Ames, IA 50010

515-294-3420

Ciras.info@iastate.edu

www.ciras.iastate.edu

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



The SBA works with approved lenders to offer **SBA-backed loan programs:**

- 7(a) Loans
- 504 Loans
- International Trade Loans
- Microloans



Benefits for Borrowers

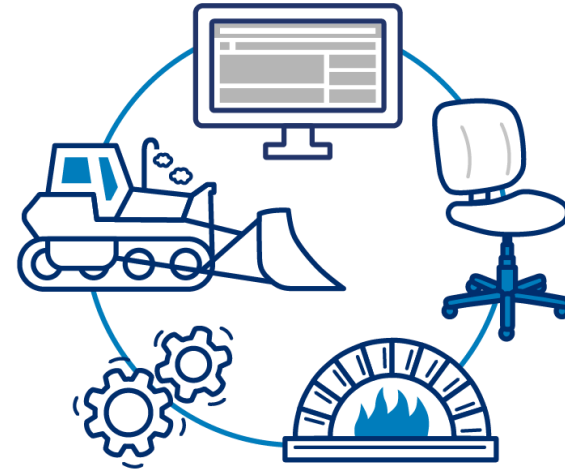
- Reasonable term loans for which they may not otherwise qualify
- Smaller equity requirements mean lower down payments
- Longer repayment terms mean lower monthly payments and increased cash flow



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

Lender Match

1.

**Describe
Your Needs**



2.

**Interested Lenders
Reply Within 2 Days**



3.

**Talk to
Lenders**



4.

**Apply for a
Loan**



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

[SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

SBA Microloans

- Loans up to \$50,000 for typical business needs
- Lower credit scores accepted
- Loan comes direct from SBA via an SBA Microlender
- Limited to \$50,000 or less
- Limited to working capital and fixed-assets

Iowa Microloan - www.iowamicroloan.org
or (515) 212-0182

The Iowa Center for Economic Success -
<https://theiowacenter.org/services/loans/microloan-eligibility/>
or (515) 283-0940

Microloan program can assist someone who might become a more “bankable” customer in the future.

SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term **disaster loans** to help small businesses, homeowners, and renters recover from declared disasters. Loans may cover:



**Real
Estate**



**Personal
Property**



**Economic
Injury**



**Machinery &
Equipment**



Inventory



**Active Duty
Military**

COVID-19 Economic Recovery



Paycheck Protection Program (PPP)

(Data as of May 31, 2021)

PPP Round 1 (2020) – 61,418 loans approved for \$5.1 billion.

PPP Round 2 (2021) 111,964 loans approved for \$2.97 billion.

Total - 173,382 for over \$8 billion.



COVID Economic Injury Disaster Loan

(Data as of January 19, 2022)

COVID EIDL – 18,498 loans approved for \$1.8 billion

EIDL Advance – 30,040 advances funded for \$97.2 million

Targeted EIDL Advance – 2,068 advances funded for \$17.4 million

Supplemental Targeted Advance – 1,506 advances funded for \$7.5 million

COVID-19 Economic Recovery



SBA Debt Relief

Under the Cares Act, **SBA made up to six months of principal and interest payments for all new and existing 7(a), 504 and SBA Microloan borrowers.** While current data on the financial impact of this debt relief is not available at this time, we believe it had a significant and positive impact, including here in Iowa.



Restaurant Revitalization Fund (RRF)

(Data as of August 18, 2021)
847 approvals for \$121.9 million



Shuttered Venue Operator Grant (SVOG)

(Data as of January 31, 2022)
136 approvals for \$91.5 million



U.S. Small Business
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Questions?

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319-362-6535 | jo.eckert@sba.gov

SBA.gov



@SBA_Iowa

https://twitter.com/SBA_Iowa