

QUICK REFERENCE TO SBA LOAN PROGRAMS

PROGRAM	AMOUNT	PERCENT OF GUARANTEE (MAX)	USE OF PROCEEDS	MATURITY	MAXIMUM INTEREST RATES	GUARANTEE & OTHER FEES	ELIGIBILITY
7(a) Loan Guarantee Program (SBA's primary loan program)	\$1,500,000* (Guarantee Amount) (Total loan cannot exceed \$2,000,000)	85% if total loan is \$150,000 or less 75% for loans greater than \$150,000	Expansion or renovation; construction of new facility; purchase land or buildings; purchase equipment, fixtures, leasehold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit; inventory acquisition.	Depends on ability to repay; Generally, working capital 5-10 yrs; machinery, equipment, real estate, construction up to 25 yrs (not to exceed life of equipment).	Negotiable with Lender; Loans under 7 yrs, maximum prime 2.25%; 7 yrs or more, maximum prime + 2.75%; >\$25,000 - \$50,000 – 1% may be added to maximum ≤\$25,000 – 2% may be added to maximum	<u>For loans of:</u> ≤ \$150,000* - 2% of guaranteed portion. (Lender may retain .25% of gty. fee.) > \$150,000 < \$700,000 - 3%. > \$700,000 < \$1,000,000 - 3.5%. > \$1,000,000 – 3.5% (additional .25% on portion of gty > \$1.0 million). <u>Lender's Annual Serv. Fee</u> – 0.55% of outstanding balance of SBA guaranteed portion.	Must be operated for profit; meet SBA size standards; show good character, management expertise, & commitment & show ability to repay; may not be involved in speculation or investment.
CAPLines (Short-term, Revolving Lines of Credit) - Seasonal, - Contract, - Builders, - Standard Asset Based - Small Asset Based	\$2,000,000 (Total Loan Amount) >\$200,000 <\$200,000	85% if total loan is \$150,000 or less 75% for loans greater than \$150,000	Finance seasonal working capital needs, costs to perform, construction costs, advances against existing inventory & receivables; consolidation of short-term debt.	5 year maximum	Maximum prime + 2.25%	7(a) Continued... NOTE: For loans of 12 months or less guarantee fee 0.25% (.0025). Under standard asset-based, no restrictions on servicing fees.	Existing businesses See 7(a)
SBA Express Lender approves loan, no additional paperwork	\$350,000 (Max. Loan Amount)	50%	Same as 7(a); limitations on real estate and construction. May be used for term loans or revolving credit	Term loan same as 7(a) No more than 7 years on revolving line of credit.	Lenders will be allowed to charge up to 6.5% over prime for loans of \$50,000 or less and up to 4.5% over prime for loans over \$50,000.	See 7(a)	See 7(a)

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Patriot Express Lender approves loan, no additional paperwork	\$500,000 (Max. Loan Amount)	85% if loan is \$150,000 or less 75% for loans greater than \$150,000	Same as 7(a)	Term loan same as 7(a) No more than 7 years on revolving line of credit.	Same as 7(a)	For loans of: <u><\$150,000*</u> - 2% of guaranteed portion. (Lender may retain .25% of gty fee) <u>>\$150,000</u> <u><\$500,000</u> – 3%	Same as 7(a) plus Veterans, Service-disabled Veterans, Active duty military, Reservists & Nat'l Guard, spouses and widowed spouses.
Community Express	\$250,000 (Max. Loan Amount)	85% loans up to \$150,000 75% for loans greater than \$150,000.	Loan proceeds may be used for most business purposes including start-up, expansion, equipment purchases working capital, inventory or real estate acquisitions.	Generally 5 to 10 years.	Lenders will be allowed to charge up to 4.75 over prime for loans of \$25m or < & 3.75 for loans >\$25m up to \$50m & 2.75 over prime for loans over \$50m depending on loan term	See 7(a)	Persons who meet normal requirements for SBA loans. Also, must be located in one of Community Express's designated areas
Export Working Capital Program Fast turnaround, may apply for pre-qualification letter	\$2,000,000 (Guarantee Amount)	90%	Short-term working capital loans to finance export transactions.	Matches simple transaction cycle or generally 1 year for line of credit.	No Cap	See 7(a) Guarantee fee .25%. No restrictions on servicing fee.	Small business exporters who need short-term working capital See 7(a) for other qualifications.

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International Trade Loans	\$1,500,000* (Guarantee Amount) (Total loan cannot exceed \$2,000,000)	75%	Working capital improvements in U.S. for producing goods or services. May not be used to repay existing debt.	25 year maximum	See 7(a)	See 7(a)	Small business engaged or preparing to engage in int'l trade or business which has been adversely affected by competition from imports.
504 Certified Development Corp Program	The maximum amount of CDC/504 participation in a single project is \$1.5 million. 2 million for projects which meet certain Public Policy Goals & 4 million for manufacturers.	40% of project but not over \$1,500,000	Purchase of major fixed assets such as land, buildings, improvements, long-term equipment, construction, renovation.	10 or 20 years only	Based on current market rate for 5 and 10 year treasury issues, plus an increment above Treasury rate.	Ongoing guarantee fee 0.0% for FY 2009	For profit businesses that do not exceed \$7 million in tangible net worth and did not have average net income over \$2.5 million for past 2 years.

*Lender Annual Service Fee 0.494% of the outstanding balance of the SBA guaranteed portion.