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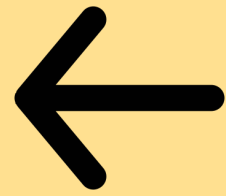
California Capital	Valley Small Business Development Corporation
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Programs	Programs
Successes	Successes

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Welcome to our Webinar Series

Access to Capital

We will be starting soon

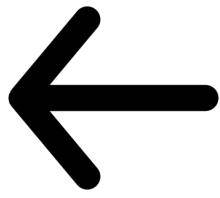


E•D•A

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

Getting America Back to Work!





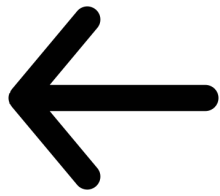
CaliforniaCapital

Financial Development Corporation

“Capital and Capacity to Serve Communities”

WHO WE ARE

Established as a non-profit 501(c)(3) corporation in 1982, California Capital Financial Development Corporation is celebrating its 40th anniversary. As a Community Development Financial Institution, our focus is on the creation and promotion of community and economic development programs and services that benefit underserved communities.



WHAT WE DO





Economic Impact Report

Sacramento Valley Small Business Development Center (SBDC)

A federally-funded nonprofit small business advisory, supporting businesses with 1:1 advising, training sessions, educational workshops, and industry specific courses offered free of charge.

California Capital Lending Center

Provides fair financing for businesses who may otherwise not be able to secure traditional capital. We provide loans of up to \$150,000 for new and growing small businesses.

California Capital Small Business Loan Guarantee Program

California Capital's Loan Guarantee Program is designed to assist through a guaranteed bank loan for small businesses that experience capital access barriers.

California Capital Women's Business Center (WBC)

Provides counseling, training, and networking for small businesses, with a focus on industries and topics catered to women-owned businesses.

California Capital APEX Accelerator

Helps small businesses prepare for, pursue & perform on government contracts.

3895 entrepreneurs & small businesses counseled

319 training events hosted

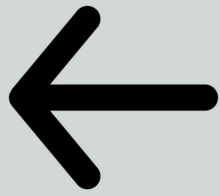
104 business starts

12,000 jobs supported

\$9,660,600 in increased sales

\$34,000,000 total loans / equity investments

\$194,078,298 in government contract awards



Valley was incorporated in 1982 as a non-profit, public benefit with a IRS 501(c) (3) classification. In 2003, Valley was certified as a Community Development Financial Institution (CDFI) from the CDFI Fund, U.S. Department of the Treasury. Valley's mission is to provide small businesses and family farms with increased access to capital. To further insure the successful completion of our mission, we collaborate with a wide variety of public and private financing institutions.

Primary service area for the State Loan Guarantee Program: State-wide

Primary service area for direct lending: Fresno, Kings, Madera, Mariposa, Merced, Stanislaus, and Tulare.



←

Programs

State Loan
Guarantee
Program

Direct Farm
Loan
Lender

Farm Service
Agency
Preferred
Lender

USDA
IRP/RMAP
Lender

Farmer
Mac
Lender

Small Business
Direct Loan
Programs

EDA
Revolving Loan
Fund

CDFI
Revolving
Loan Fund

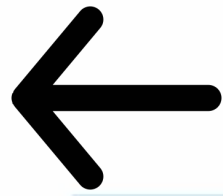
Disaster Loan
Guarantee
Program

Formerly SBA
Microloan
Lender

Community
Development
Block Grant
Contractor

Union Bank
Technical
Resource
Assistance
Center

Mobile Technical
Assistance
Van



Farm Lending

Funded 299 farm loans totaling \$37,478,395 with only 2 losses totaling \$157,515 (.004 loss rate)



Small Business Lending

Funded 24 Farmer Mac loans totaling \$17,137,000 in the last four years with no losses

Guaranteed over 300 loan guarantees totaling \$150,000,000
Funded 551 small business and small farm loans totaling \$46,493,750 with 11 losses totaling \$290,484.41 (loss rate of .006%)



Lending Staff

Four lenders with over 170 years of lending experience



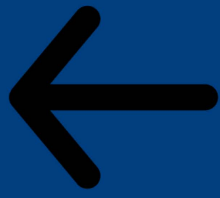
Current Loan Portfolio

No delinquencies, past dues, or collections



2016 Farm Credit Fresh Perspectives Initiative National Award Winner

Innovative approach to technical assistance using a mobile office



U.S. Small Business
Administration



SBA Loan Programs

- **SBA Microloan** – loans up to \$50,000
- **7(a) loan** – loans from \$5,000 to \$5 million for various purposes, including working capital and commercial real estate
 - Veteran fees are waived on all 7(a) express loans
 - For all SBA Express loans made to veteran-owned small businesses, the upfront guaranty fee will be zero in accordance with section 7(a)(31)(G) of the Small Business Act (15 U.S.C. § 636(a)(31)(G)).
- **504 loan** –for acquisition & construction of commercial real estate, and acquisition of heavy equipment

Details on SBA loan programs: <https://www.sba.gov/funding-programs/loans>

Find participating lenders through SBA's Lender Match: <https://www.sba.gov/funding-programs/loans/lender-match>



SBA Eligibility

- Be operated for profit
- U.S. citizens or owners with verified “green card” status
- Not exceed [SBA size standards](#)
- Owners must be of “good character”
- Owners must possess management ability and have experience in field.
- Demonstrate repayment ability
- Not engaged in lending, real-estate development, investments or speculation

The 7a Loan Guarantee Program

7 (a) Loan Program Details

- SBA's Primary Business Loan Program
- Broad eligibility requirements
- Wide range financing options
- Maximum loan amount increased to **\$5 million**
- 85% guarantee on loans up to \$150,000
- 75% on loans > \$150,000

7(a) Loan Program Maturities & Interest Rates

- 5-10 years for working capital, machinery, equipment
- Up to 25 years for real estate, construction
- Prime + 2.25% for loans of 7 years or less
- Prime + 2.75% for loans over 7 years
- Rates can be higher for smaller loans

7(a) Program Guarantee Fees

- For loans of \$500,000 or less: 0%
- For loans of \$500,001 to \$700,000: 0.55% of guaranteed portion
- For loans of \$700,001 to \$1,000,000: 1.05% of guaranteed portion
- For loans of \$1,000,001 to \$5,000,000: 3.5% of the guaranteed portion up to \$1,000,000, plus 3.75% of the guaranteed portion over \$1,000,000

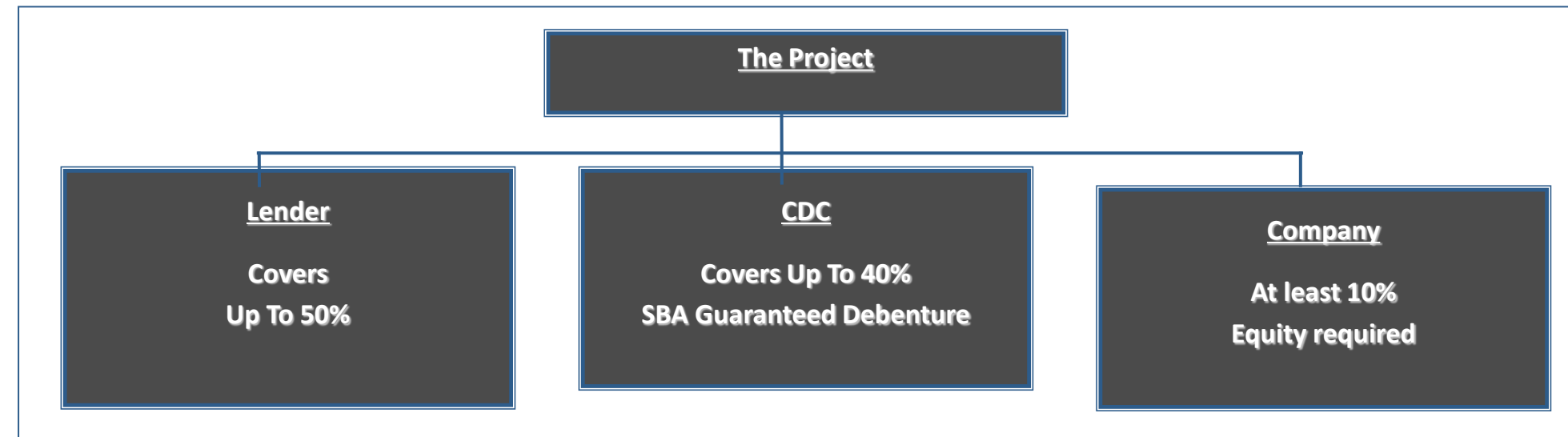
THE LENDER'S ADVANTAGE

Details on the terms, conditions, and eligibility www.sba.gov/partners/lenders/7a-loan-program

The specific terms of SBA loans are negotiated between the borrower and the participating lender, subject to the requirements of the SBA.

Basic Program Parameters

SBA 504 Program



- Long-term financing for major fixed assets
- Up to \$5.5 million in SBA-backed debentures
- Must apply through SBA approved certified development company
- Below market pricing with minimum cash injection

How to apply: www.sba.gov/funding-programs/loans/504-loans

Find a CDC in your area: www.sba.gov/local-assistance

If you have a COVID-19 loan EIDL, disaster, or SBA-serviced 7(a) loan, you can create an account in the [MySBA Loan Portal](http://lending.sba.gov) (lending.sba.gov) to monitor your loan status and make payments.

The SBA Resource Partner Network



- Small Business Development Centers (SBDC)
- Women's Business Centers (WBC)
- SCORE (www.score.org)
- Veteran's Business Outreach Centers (VBOC)



Approved and funded by the SBA



Find local resource partners near you at [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)

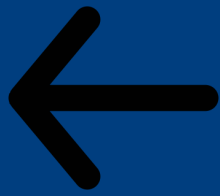




SBA Contacts

Sacramento District Office

- Small business summer school: <https://www.sba.gov/sba-learning-platform>
- [Sacramento DO@sba.gov](mailto:Sacramento_DO@sba.gov) / (916) 735-1700
- Subscribe to our [Twitter](#) and [LinkedIn](#)
- Visit our district calendar: www.sba.gov/ca/sac
- Would like to subscribe to our newsletter? Send us an email.



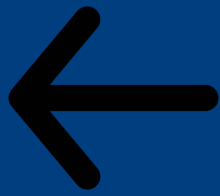
Stay in touch!

Sign up for SBA Sacramento District Office weekly newsletter

[Click Here](#)

Stay in touch with Sacramento
District office, U.S. Small Business
Administration





U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback





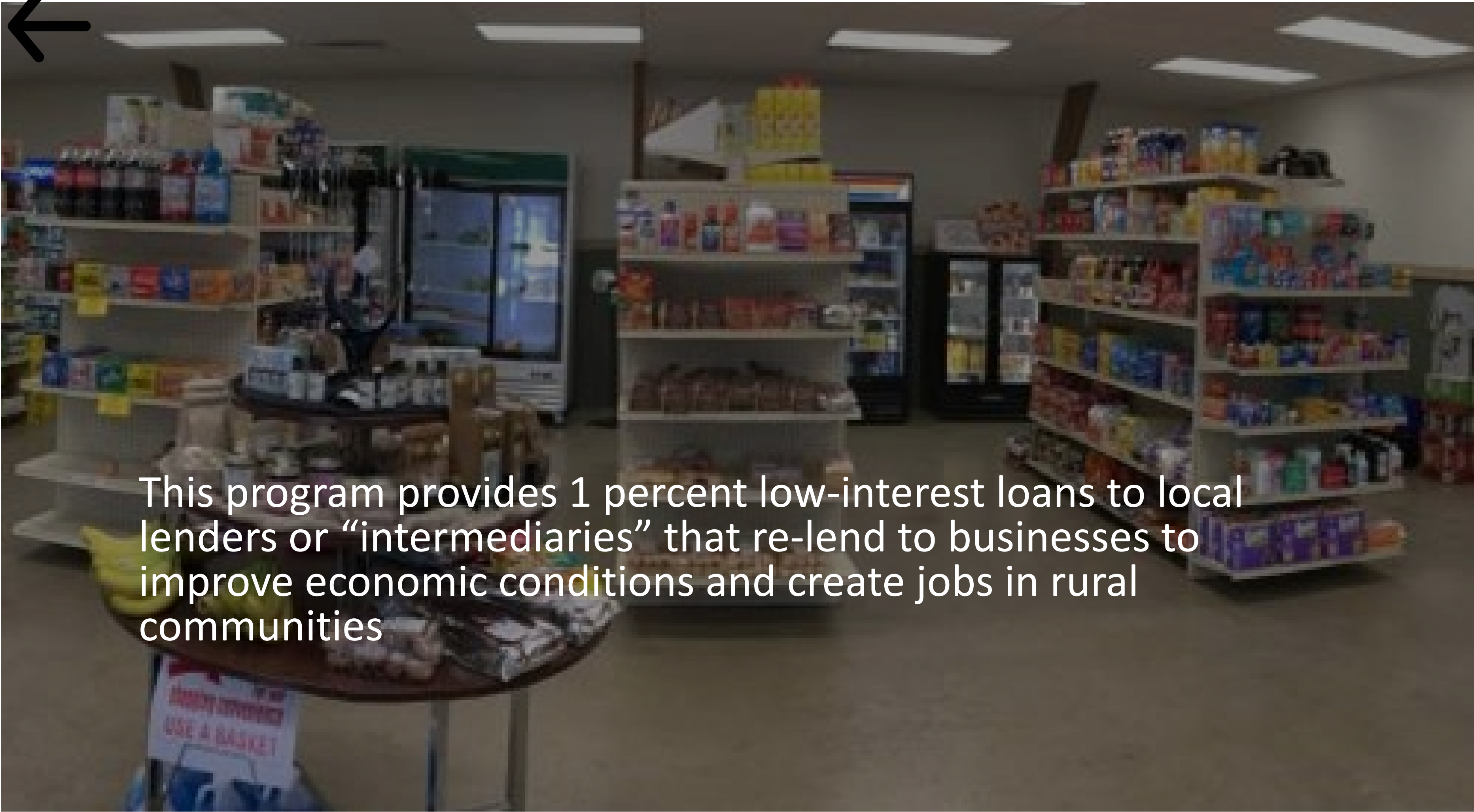
Rural Development

California State Office

Dan Johnson, Business & Cooperative Program Director



Intermediary Relending Program

A photograph of a small grocery store interior. The store has several tall metal shelving units filled with various food items, including canned goods and packaged snacks. In the center, there is a round wooden table with a glass top, displaying fresh produce like bananas and leafy greens. A sign on the table reads "PLEASE USE A BASKET". In the background, there are refrigerated display cases and a television screen. The lighting is bright, and the overall atmosphere is that of a community-oriented food store.

This program provides 1 percent low-interest loans to local lenders or “intermediaries” that re-lend to businesses to improve economic conditions and create jobs in rural communities



Who May Apply to be an Intermediary Lender

Nonprofits and cooperatives.

Federally-recognized tribes.

Public agencies.

Cooperatives

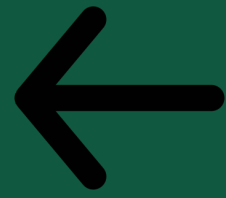


How Much Funding is available to Intermediaries?



Up to \$1 million

Total outstanding debt from the IRP to a single intermediary may not exceed \$15 million



What are the Terms for the Intermediary Lender

The interest rate is fixed at 1 percent.

The maximum term is 30 years.

Interest-only payments may be permitted for the first three years.

In first 6 months after closing \$250,000 or greater of loan funds must be used.



Who is eligible to apply for a loan as an ultimate recipient

- Ultimate recipients may be individuals, public or private organizations or other legal entities, given that:
 - Majority ownership is held by U.S. citizens or permanent residents. (1)
 - The applicant owes no delinquent debt to the Federal Government.
 - The applicant is unable to obtain affordable commercial financing for the project elsewhere.
 - The project is located in an eligible rural area - [Check Eligibility.](#)
 - The applicant has no legal or financial interest or influence in the work of the intermediary lender.



What are the rates, terms and payment structure on the loan to the ultimate recipient?

These are set by the intermediary lender in an amount sufficient to cover the cost of operating and sustaining the revolving loan fund

The maximum loan amount to an ultimate recipient is the lesser of \$400,000 or 50% of the loan to an intermediary lender



How May Funds Be Used?

PROMOTE COMMUNITY
DEVELOPMENT

ESTABLISH A NEW BUSINESS

ESTABLISH AND SUPPORT
MICROLENDING PROGRAMS.

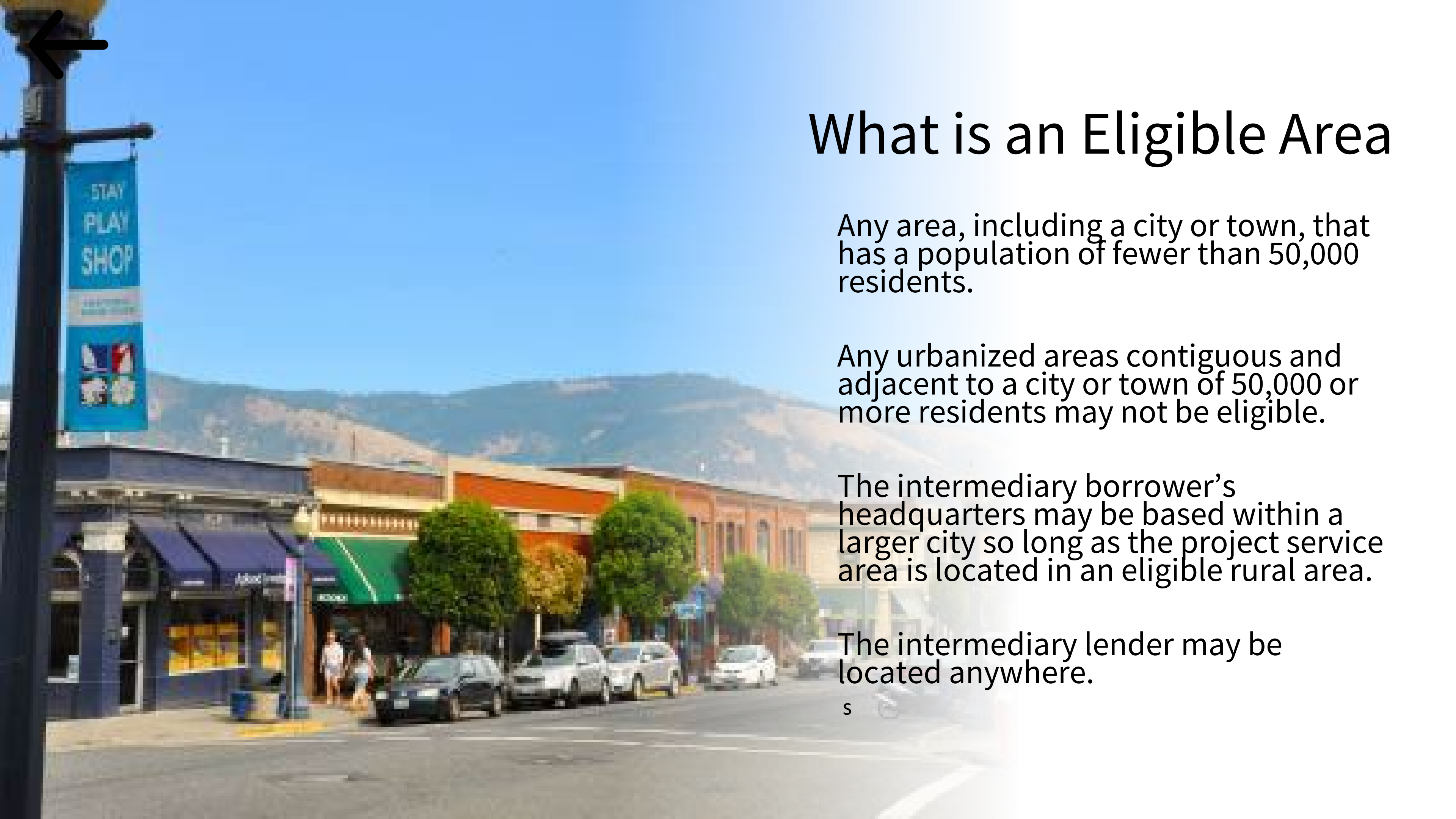
CREATE OR RETAIN
EMPLOYMENT
OPPORTUNITIES.

TO ACQUIRE, CONSTRUCT,
CONVERT, ENLARGE OR REPAIR
A BUSINESS OR BUSINESS
FACILITY, PARTICULARLY WHEN
JOBS WILL BE CREATED OR
RETAINED.

TO PURCHASE OR DEVELOP
LAND (EASEMENTS, RIGHTS OF
WAY, BUILDINGS, FACILITIES,
LEASES, MATERIALS).

TO PURCHASE EQUIPMENT,
MACHINERY OR SUPPLIES, OR
MAKE LEASEHOLD
IMPROVEMENTS.

FOR START-UP COSTS AND
WORKING CAPITAL.



What is an Eligible Area

Any area, including a city or town, that has a population of fewer than 50,000 residents.

Any urbanized areas contiguous and adjacent to a city or town of 50,000 or more residents may not be eligible.

The intermediary borrower's headquarters may be based within a larger city so long as the project service area is located in an eligible rural area.

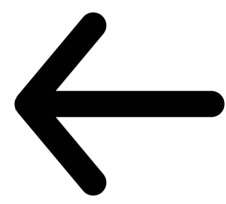
The intermediary lender may be located anywhere.



Rural Microentrepreneur Assistance Program



Rural Development
U.S. DEPARTMENT OF AGRICULTURE



What does this Program do?

It provides loans and grants to Microenterprise Development Organizations (MDOs) to:

To help microenterprises startup and growth through a Rural Microloan Revolving Fund.

Provide training and technical assistance to microloan borrowers and micro entrepreneurs.





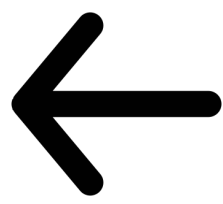
Who May Apply For this Program

The following are eligible to be a Microenterprise Development Organization:

- Nonprofits.
- Federally-recognized tribes.
- Institutions of higher education.

The following are eligible to apply for a loan from the MDO as an ultimate recipient:

- Businesses located in an eligible area with 10 or fewer full-time employees.



What is an Eligible Area?

- Rural areas outside a city or town with a population of fewer than 50,000 residents. Urbanized areas near a city of 50,000 or more may not be eligible.
- The borrower's headquarters may be based within a larger city so long as the project service area is located in an eligible rural area.
- The lender may be located anywhere.

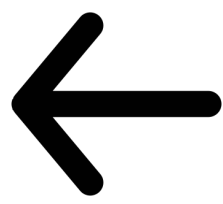




Additional Requirements for MDOs

Microenterprise Development Organizations must demonstrate experience in managing a Revolving Loan Fund, or:

- Certify that it or its employees have received education and training from a qualified microenterprise development training entity so that the applicant has the capacity to manage such a revolving loan fund.
- Demonstrate that it is actively and successfully participating as an intermediary lender in good standing under the U.S. Small Business Administration (SBA) Microloan Program or other similar loan programs as determined by the Administrator.

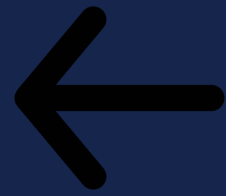


What Kind of Funding is Available?

Grants are available to provide technical assistance to rural micro-entrepreneurs or microenterprises, up to \$205,000 annually. Funding at the requested level is not guaranteed, and at least 15 percent matching funds are required.

Loans of \$50,000 to \$500,000 may be used for establishing a Rural Microloan Revolving Fund managed by the Microenterprise Development Organization. Total aggregate debt is capped at \$2.5 million.






What are the Loan Terms



Maximum term is 20 years.

Two-year payment deferral.

Must establish a loan loss reserve fund.



What Terms Are Required on Loans to Ultimate Recipients?

Up to
\$50,000.

Fixed interest
rate.

Limited to 75
percent of
project cost.



How May the Funds be Used

Microlenders may make microloans for qualified business activities and expenses including, but not limited to:

- Working capital.
- Debt refinancing.
- Purchasing equipment and supplies.
- Improving real estate.



USDA Rural Development
U.S. DEPARTMENT OF AGRICULTURE

Dan Johnson

Business and Cooperative
Programs Director

Rural Development

United States Department of
Agriculture

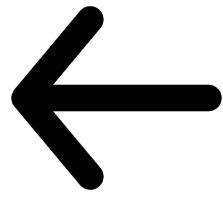
5080 California Ave., Suite 150
Bakersfield, CA 93309

Phone: 661.281.2736 | Cell:
661.599.0233

www.rd.usda.gov







Revolving Loan Fund Grant Program



Who we are/ what we do

Economic Development Administration is a small, nimble agency within the U.S. Department of Commerce that provides a big impact by helping to make it easier for **businesses to start and grow in the United States.**

We do this by working hand-in-hand with **local** economic development **partners** to advance their **locally-developed projects** by providing **grants** for projects that are tied to their **region's long-term, sustainable economic development strategy.**

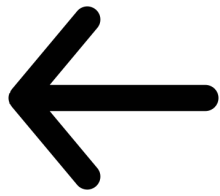




EDA RLF Grant Program

- Capitalize or recapitalize lending programs that service businesses that cannot otherwise obtain traditional bank financing. These loans provide access to capital as gap financing to enable small businesses to grow and generate new employment opportunities with competitive wages and benefits. Financing also helps retain jobs that might otherwise be lost, create wealth, and support minority and women-owned businesses
- Funded out of EDA's Economic Adjustment Assistance grants to eligible recipients
- Serves a specific geography or region
- Managed under an approved RLF Administration Plan
- Can be “de-federalized” after about 10 years but maintains some federal requirements.





Eligible Applicants:

- *State and local governments*
- ***Nonprofit organizations***
- *Institutions of higher education*
- *Native American tribal governments*

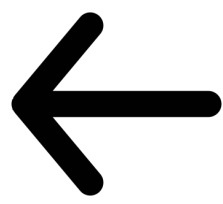


EDA Assistance Criteria

Regions that meet one or more of the following Criteria may be eligible for EDA grants:

- ★ *Unemployment rate for the most recent 24-month period that is at least 1% point higher than the national average*
- ★ *Per capita income that is 80% or less than the national average*
- ★ *Special Need related to sudden and severe economic distress*





Economic Distress--Special Need

A region may qualify for EDA funding if they have experienced a Special Need resulting from a sudden and severe disruption

– such as:

- ***Loss or downsizing of a major employer(s)***
 - ***WARN notices***
- ***Substantial outmigration***
 - ***Census Data***
- ***Underemployment***
 - ***Census Data***
- ***Natural disaster***
 - ***FEMA Presidential Declarations and Emergency Declarations***

■ **Regions experiencing Special Need are eligible for up to an 80% grant rate**

For a complete list
of Special Needs
and Information
about Distress
Criteria Please see
the PWEAA2023
NOFO



EDA's Investment Priorities



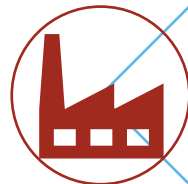
Equity



Recovery & Resilience



Workforce Development



Manufacturing



Technology-Based Economic Development



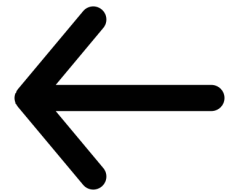
Environmentally-Sustainable Development



Exports & Foreign Direct Investment

To learn more about
EDA's Investment
Priorities, visit:
<https://www.eda.gov/funding/investment-priorities>



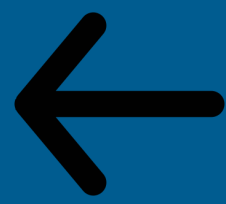


FY 2023 Regular and Disaster Supplemental Funding

- PWEAA 2023 (EDA's regular funding) Notice of Funding Opportunity
 - Covers both PW and EAA programs
 - Match begins at 50% but can go up to 80% if there is a Special Need

- FY 2023 EDA Disaster Supplemental NOFO for declared disasters occurring in 2021 and 2022 (DR4683 counties are eligible)
 - Utilizes the flexibility of the EAA program
 - Match begins at 20%
 - There must be a nexus between the project and the economic impacts of the disaster





How to apply:

NOFOs and forms are available on Grants.gov

Applications are to be submitted via EDA's EDGE program – sfgrants.eda.gov

- Applications are accepted on a rolling basis for both





Contact Information

EDA.gov

Economic Development Representatives:

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