

# SBA Resources & Services for Your Small Business



**Michigan District Office**  
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Detroit, MI 48226  
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[www.sba.gov/mi](http://www.sba.gov/mi)

#### *Your Small Business Resource*

Every day, the U.S. Small Business Administration and its nationwide network of partners help millions of potential and current small business owners start, grow and succeed.

Resources and programs targeting small businesses provide an advantage necessary to help small businesses effectively compete in the marketplace and strengthen the overall U.S. economy.

SBA offers help in the following areas:

- Starting a Business
- Financing a Business
- Growing a Business
- Opportunities in Contracting
- Recovering From Disaster
- A Voice for Small Business in Government

Visit SBA online at [www.sba.gov](http://www.sba.gov) for 24/7 access to small business news, information and training for entrepreneurs.

All SBA programs and services are provided on a nondiscriminatory basis.

The goal of the Michigan District Office is to create an environment where small business can grow and prosper. SBA provides small business assistance in four major areas: Advocacy, Government Contracting, Entrepreneurial Development, and Financial Assistance. For more information on our services please contact the Michigan District Office at 313-226-6075 or visit our Web site at [www.sba.gov/mi](http://www.sba.gov/mi).

#### **Advocacy**

The SBA espouses the cause of and explains the role of small business in our society and economy, and advocates programs and policies that help small firms. SBA's Office of Advocacy maintains a hotline at (800) U-ASK-SBA.

#### **Government Contracting**

SBA helps small businesses compete in the federal contracting market through advocacy, counseling, and certification programs. It administers two programs, the 8(a) Business Development program and the HUBZone program.

The 8(a) Business Development Program is a program created to help small disadvantaged businesses compete in the market place. Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans and Subcontinent Asian Americans are presumed to be socially disadvantaged. Individuals who are not members of these groups that can demonstrate that they have personally experienced discrimination may also be eligible to participate in the 8(a) program. The 8(a) Program is also designed to assist such companies in gaining access to federal and private procurement markets. The focus of the program is to provide business development support and surety bonding in order to prepare small disadvantaged firms for procurement and other business opportunities. For more detailed information, go to [www.sba.gov/8abd](http://www.sba.gov/8abd).

The District Office conducts a free orientation session on 8(a) and HUBZone programs on the 1<sup>st</sup> Wednesday each month in the Detroit area. Note: Eligible businesses must show a "potential for success" including proof of operations for at least two years to qualify. Call (313) 226-6075 for time and location of the next orientation session.

#### **Economic Development**

SBA offers free, one-on-one counseling, and no/low cost training, conferences, and seminars through our resource partners listed here.

**Michigan Small Business and Technology Development Center** - The Michigan Small Business & Technology Development Center, funded by the SBA, provides counseling, training, and market research for new ventures, existing small businesses and innovative technology companies. The State Headquarters, located at Grand Valley State University, supports 12 regional offices and over 30 satellite offices, each providing counseling and training to small business owners and entrepreneurs throughout the 83 counties in Michigan. Contact SBTDC at [www.gvsu.edu/misbt/dc](http://www.gvsu.edu/misbt/dc).

**SCORE - Counselors to America's Small Business** - SCORE is a nonprofit association dedicated to educating entrepreneurs and the formation, growth and success of small businesses nationwide. Both working and retired executives and business owners donate time and expertise as business counselors. SCORE provides free business counseling and offers low-cost workshops on a variety of business topics. There are nine SCORE chapters in Michigan with over 50 locations. Visit [www.scoremichigan.org](http://www.scoremichigan.org) for a list of local SCORE locations.

**U.S. Export Assistance Centers** - USEACs professionals help small business with market research, trade finance, customized counseling, consulting, trade events and international partners. For locations, visit [www.sba.gov/mi](http://www.sba.gov/mi).

### **Women's Business Centers**

WBC's are community-based centers that provide training, counseling, mentoring & other assistance geared to women, particularly those who are socially & economically disadvantaged. See [www.sba.gov/mi](http://www.sba.gov/mi) for centers in Ann Arbor, Grand Rapids, and Benton Harbor.

### **Veterans Assistance**

SBA assists veterans, reservists and other members of the active military community operating or seeking to start a small business. Financial assistance includes SBA guaranteed Patriot Express loans and economic injury loans to businesses adversely affected by deployment of key employee reservists. VetBizCentral, an SBA funded Veterans Business Resource Center offers free business counseling and low cost training programs. Contact them at 866-716-VETS or at [www.VetBizCentral.org](http://www.VetBizCentral.org).

### **Financial Assistance**

**SBA's Loan Program** - SBA does not make direct loans, – it works with thousands of lenders in providing a guarantee to the lender that the loan will be repaid. SBA does not offer grants to start or expand small businesses.

**Program: Basic 7(a) Loan Guaranty** - SBA's primary business loan program helps qualified small businesses obtain financing when they might not be eligible for business loans through normal lending channels. Loan proceeds can be used for most business purposes including working capital, machinery & equipment, furniture & fixtures, land and building (including purchase, renovation and new construction), leasehold improvements, and debt refinancing. Loan maturity is up to 10 years for working capital & generally up to 25 years for fixed assets.

**Program: Certified Development Company 504 Loan Program** - Provides long-term, fixed-rate financing to small businesses to acquire real estate or machinery or equipment for expansion or modernization. Typically a 504 project includes a loan secured from a private-sector lender with a senior lien, a loan secured from a CDC (funded by a 100 percent SBA-guaranteed debenture) with a junior lien covering up to 40 percent of the total cost, and a contribution of at least 10 percent equity from the borrower. CDCs are private, non-profit corporations.

**Program: Microloan Program** - Provides short-term loans of up to \$50,000 to small businesses and not-for-profit child-care centers for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. Proceeds cannot be used to pay existing debts or to purchase real estate. The SBA makes/guarantees a loan to an intermediary who makes a Microloan to the applicant. These organizations provide management and technical assistance. The loans are not guaranteed by the SBA.

### **Other SBA Loan Programs**

**Export Working Capital Program:** Helps to finance labor, materials, and export expenses during any stage of the export process. The maximum dollar amount of an export line of credit under this program is \$5 million. SBA guarantees up to 90% of a loan amount. Loan maturities are generally for a term. For details on this program, please call the SBA Regional Manager John O'Gara at (313) 226-3670. **International Trade Loans:** Loans to finance facilities, equipment or working capital for international sales.

**SBAExpress Program:** This program is for loans up to \$350,000 and is available through select SBA lenders which are authorized to use mostly their own forms, analysis, and procedures to process, service and liquidate SBA guaranteed loans. *Express* loans receive up to a 50% guaranty.

**Patriot Express:** This program is for veterans and members of the military community wanting to establish or expand a small business. The loan is offered by SBA's widest network of lenders nationwide and features our fastest turnaround time for loan approvals. Loans are available up to \$500,000 and qualify for SBA's maximum guaranty of 85 percent for loans of \$150,000 or less and 75 percent for loans over \$150,000 up to \$500,000.

### **Disaster Assistance**

Recover from disasters and rebuild your life with affordable, timely and accessible financial assistance to homeowners, renters and businesses of all sizes. Receive working-capital loans to sustain business while on active duty through the Military Reservist Economic Injury Disaster Loan (MREIDL) program.