



## ECONOMIC DEVELOPMENT COMMISSION ROUNDTABLE MEETING

**Wednesday, September 18, 2024, at 8:00 AM**

**Snoqualmie City Hall, 38624 SE River Street & Zoom**

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### COMMISSION MEMBERS

Commissioners: Joelle Gibson, Kristina Hudson, Rob McDonald, Nichole Pas, Paula Shively, Adrian Webb, and VACANT.

*This meeting will be conducted in-person in Council Chambers at Snoqualmie City Hall.*

### CALL TO ORDER & ROLL CALL

### PUBLIC COMMENT

Public comment will be accepted by in-person attendees.

### AGENDA APPROVAL

### SPECIAL BUSINESS

- [1.](#) U.S. Small Business Administration.
- [2.](#) Economic Development Roundtable.

### ADJOURNMENT



# Community Development Department

Item 1.

**Emily Arteche, Director**  
38624 SE River St. | P.O. Box 987  
Snoqualmie, Washington 98065  
(425) 888-5337 | [earteche@snoqualmiewa.gov](mailto:earteche@snoqualmiewa.gov)

## MEMORANDUM

To: Economic Development Commission  
From: Emily Arteche, Director  
Date: September 18, 2024  
Subject: Small Business Administration, "Funding Your Business Needs with SBA Programs".

### BACKGROUND:

The United States Small Business Administration, SBA is an independent agency of the United States government that supports entrepreneurs and small businesses. The mission of the Small Business Administration is "to maintain and strengthen the nation's economy by enabling the establishment and viability of small businesses and by assisting in the economic recovery of communities after disasters."

### ANALYSIS:

The Economic Development Commission started a series of Roundtable meetings with the Snoqualmie business community, including the first RoundTable on July 17, 2024, with the businesses in the Business Park. To help facilitate the needs of businesses the city would like to present funding opportunities provided by US Small Business Administration directly to businesses. New grant funding is now available that may help to business owners start, grow or expand their business. In addition, other opportunities are available through the SBA technical assistance partners in their community. These partners help to develop business plans, provide market information/demographic data. In turn these efforts can support business plans, develop cash flow projections, and find lenders.

Other opportunities include a 7(a) Loan guarantee, a 504 Loan Program, Community Advantage Small Business Loan Companies (CASBLCs) Microlenders and more.

### NEXT STEPS:

Janie Sacco, Outreach and Marketing Specialist Seattle District Office U.S. Small Business Administration will conduct a presentation of the funding options to the attendees at the next RoundTable.



U.S. Small Business  
Administration

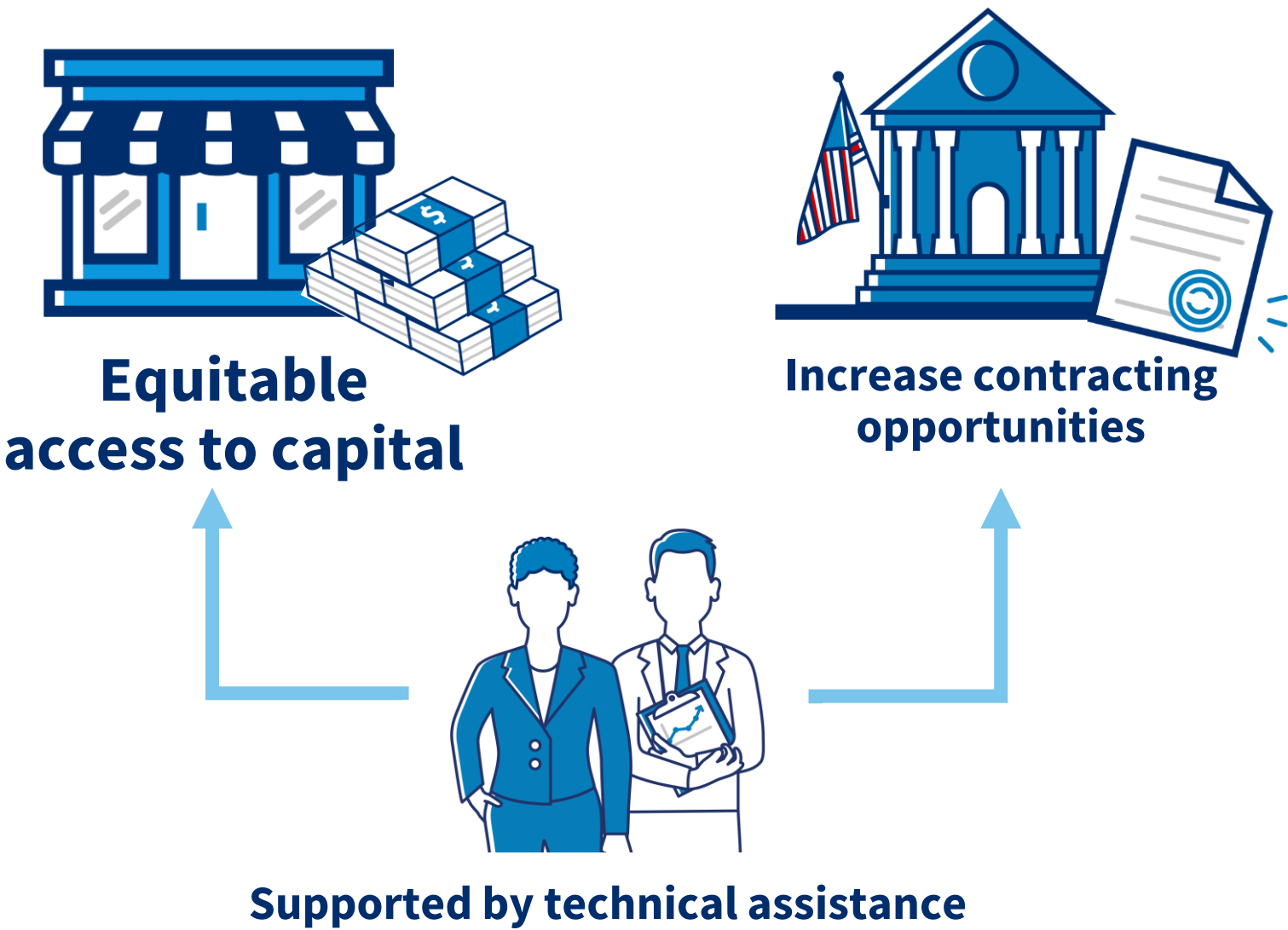
# **SBA Funding Programs and Technical Assistance to Support Small Businesses**

**The SBA works to ignite change and spark action  
so small businesses can confidently**



**START • GROW • EXPAND • RECOVER**

# Local Areas of Focus



**You are  
not alone.**





**You are  
not alone.**





# SBA Financing Programs

Item 1.

## 7(a) Guaranteed Loan Program

**117 participating lenders in FY 2023**

- 7(a) Loan Guarantee
- 504 Loan Program
- Community Advantage Small Business Loan Companies
- Microlenders
- SBICs
- SBIR/STTR
- Investing in America
- Surety Bond Guaranty Program

# Seattle District Office Lender Links

The Link: [Lender List.xlsx \(live.com\)](#)

Lender Match connects you to lenders: [MySBA Loan Portal](#)

# 7(a) Loan Guarantee Program With Up to 90% Financing

## CapLine Guarantee Program for Lines of Credit to fund

- Operating expenses
- Seasonal needs
- Specific contracts
- Builders with NAICS of 236220, 236115, 236116, or 236118

## Term Loans to fund:

- Working Capital Needs
- Inventory
- Account and Trade Payables
- Equipment Purchases and installation costs
- Business debt refinance
- Changes of ownership (100% or Partial)
- Tenant improvements
- Acquisition of owner-occupied real estate
- Acquisition of owner-occupied land and ground up construction

# 504 Loan Program

## With Up to 90% Financing on Owner-Occupied Commercial Real Estate

### How the Financing is Structured

- A lender finances at least 50% of the total project
- The SBA through the CDC processing agent finances 30% to 40% of the total project  
(Ameritrust CDC [www.ameritrustcdc.com](http://www.ameritrustcdc.com); Capital Matrix [www.capitalmatrix.org](http://www.capitalmatrix.org); Evergreen Business Capital [www.evergreen504.com](http://www.evergreen504.com); Northwest Business Development Association [www.nwbusiness.org](http://www.nwbusiness.org); Panhandle Area Council [www.pacidaho.org](http://www.pacidaho.org))
- The borrower's capital injection is 10% to 20% of the total project
  - 10% for a business in operation 2+ years with a general-purpose building
  - Additional 5% for a business in operation less than 2 years
  - Additional 5% for a special use building (only on the first project)
  - Green Projects have a maximum funding limit per transaction of \$5.5 Million, but no aggregate limit; no impact on 7(a) maximum loan of \$5 million

# Community Advantage Small Business Loan Companies (CASBLCs)

## Loans up to \$350,000 and Microlender Loans up to \$50,000

### CASBLCs

Business Impact NW [www.businessnw.org](http://www.businessnw.org)

Craft 3 [www.craft3.org](http://www.craft3.org)

Evergreen Business Capital [www.evergreen504.com](http://www.evergreen504.com)

NW Native Development Fund [www.thenndf.org](http://www.thenndf.org)

### Microlenders

Business Impact Northwest [www.businessimpactnw.org](http://www.businessimpactnw.org)

Ventures [www.venturesnonprofit.org](http://www.venturesnonprofit.org)

SNAP (Spokane Neighborhood Action Partners) [www.snapwa.org](http://www.snapwa.org)

New Roots [www.newrootsfund.org](http://www.newrootsfund.org)

# Small Business Investment Companies

Investment capital | U.S. Small Business Administration ([sba.gov](https://www.sba.gov))

- **Debt**--A typical SBIC loan ranges from \$250,000 to \$10 million, with an interest rate between 9% and 16%.
- **Equity**--SBICs will invest in your business in exchange for a share of ownership in your company. Typical investments range from \$100,000 to \$5 million.
- **Debt with equity**--Financing includes loans and ownership shares. Loan interest rates are typically between 10% and 14%. Investments range from \$250,000 to \$10 million.



# About | SBIR.gov

- SBIR** Established in 1982, the mission of the SBIR program is to stimulate technological innovation in the U.S. economy through the investment of federal research and development (R&D) funds into innovative high-tech US small businesses. The SBIR statute requires federal agencies with extramural R&D budgets over \$100 million to set aside a percentage of their annual extramural R&D budget for small businesses.
- STTR** Established ten years after the SBIR program, STTR is similar to SBIR, except that STTR awards are made to small businesses that pursue technological innovation through cooperative research and development with non-profit scientific and educational research institutions. STTR requires federal agencies with extramural budgets exceeding \$1 billion to set aside a percentage of their annual extramural R&D budget for SBCs that work in cooperation with universities, federally funded research and development centers, and other non-profit scientific and educational institutions.

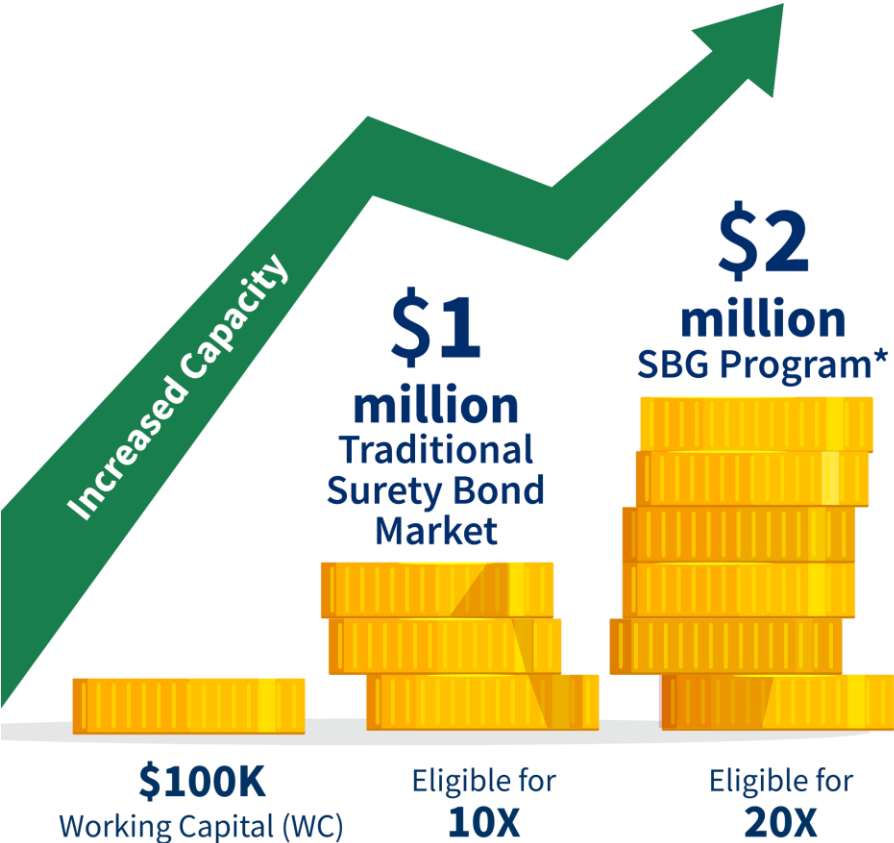
# Investing in America--Manufacturing

New grant funding that may help lower energy costs and improve operational productivity for small- to mid-sized manufacturing facilities

[IAC implementation grants for small manufacturers | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/implementation-grants)

- No cost assessments to save on energy costs at your manufacturing facility
- The program enables small and midsize manufacturers to get a no-cost energy assessment.
- Following the assessment, manufacturers can apply to the Implementation Grants Program.
- The Implementation Grants program provides funding of up to \$300,000 per project

# Benefits of SBA guaranteed bonds



Working capital requirement is about half what is normally required for contract surety bonds.

We count the unused portion of bank lines of credit (BLOC) as working capital.

# Your Local SBA District Office Can Help

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## Spokane Branch Office

801 W. Riverside Ave., Suite 444  
Spokane, WA 99201  
(509) 353-2800

## Seattle District Office

2401 4<sup>th</sup> Ave., Suite 450  
Seattle, WA 98121  
(206) 553-7310

[infosdo@sba.gov](mailto:infosdo@sba.gov)

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## Connect with Us

<https://www.SBA.gov/WA>

 @SBASeattle

## Sign up for SBA Email Updates

<https://www.sba.gov/updates>

## Janie Sacco

**Outreach and Marketing Specialist**

[janie.sacco@sba.gov](mailto:janie.sacco@sba.gov)

**206.300.3863**

# Questions ?



# How are we doing?

**Please take a minute to let us know**

**[www.sba.gov/feedback](https://www.sba.gov/feedback)**







# How are we doing?

**Please take a minute to let us know**

**[www.sba.gov/feedback](https://www.sba.gov/feedback)**



Program	Maximum Loan Amount	Percent of Guaranty	Eligible Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees (Based on Gtd. Portion)	Who Qualifies	Benefi Borrowers
<b>7(a) Loans</b>	\$5 million	85% guaranty for loans of \$150,000 or less; 75% guaranty for loans greater than \$150,000 (up to \$3.75M maximum guaranty)	Term Loan. Expansion/renovation; new construction, purchase land or buildings; purchase equipment, fixtures, leasehold improvements; working capital; refinance debt for compelling reasons; for inventory or starting or purchasing a business.  Only owner-occupied commercial real estate is eligible.	Depends on ability to repay. Generally, working capital not to exceed 10 years; Equipment, fixtures, or furniture not to exceed 10 years. Except term may be up to 15 years if IRS asset class useful life supports longer term. Lender must document in credit memo justification of any term that exceeds 10 years; real estate up to 25 years. No balloons or demand features permitted.	Effective Aug. 1, 2022 \$50,000 or less Prime + 6.5% \$50,001 - \$250,000 P + 6% \$250,001—\$350,000 P + 4.5% \$350,001 and greater P + 3%  Fixed Rate: <a href="https://catran.sba.gov/ftadistapps/ftawiki/index.cfm">https://catran.sba.gov/ftadistapps/ftawiki/index.cfm</a> . See Downloads and Resources section.	Charged on guaranteed portion Guaranty Fee: \$500,000 or less= 0% \$500,001 to \$700,000= 0.55% \$700,001 to \$1 million= 1.05%; \$1,000,001 to \$5,000,000= 3.5% up to \$1 million, plus 3.75% of gtd. portion over \$1 million. Loans 12 months or less of \$500,000 or less = 0%; over \$500K = 0.25% Ongoing lender fee: \$500,000 and less = 0.00%. \$500,001-\$5,000,000 = 0.55% <b>For FY2024—there is no fee for loans of \$1 million or less</b>	Must be a for-profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business.  Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years. (5% year 1, 3% year 2 and 1% year 3)	Long-term financing; Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years)
<b>7(a)Small Loans</b> Is any 7(a) loan \$500,000 and under, except the Community Advantage and Express loans	\$500,000	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Plus, all loan applications will be credit scored by SBA. If not an acceptable score, the loan can be submitted via full standard 7(a) or Express.	Same as 7(a) Loans
<b>SBAExpress</b>	<b>\$500,000</b>	50% regardless of loan amount.	May be used for revolving lines of credit ( <b>must have term-out period not less than draw period</b> ) or for a term loan.	LOC: Max period Revolver = 60 mo.; Max term out period = 60 mo. For total of 10 yrs. Term loan: same as 7(a)	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Fast turnaround; Streamlined process; Easy-to-use line of credit

Item 1.

Program	Maximum Loan Amount	Percent of Guaranty	Eligible Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees (Based on Gtd. Portion)	Who Qualifies	Benefits Borrowers
<b>SBA Loans to Veterans</b>	Processed under SBA Express so same as above limit of \$500,000	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	Same as 7(a) Loans	For all SBA Express loans made to veteran-owned small businesses, upfront guaranty fee will be zero. Lenders must document in loan file with veteran eligibility using the documentation to <a href="#">Notice 5000-818641</a> .	Same as 7(a) plus, small business must be owned and controlled (51%+) by one or more of the following groups: veteran, active-duty military in TAP, reservist or National Guard member or a spouse of any of these groups, or a widowed spouse of a service member or veteran who died during service, or a service-connected disability.	Same as SBAExpress and no upfront guaranty fee.
<b>CapLines:</b> 1. Working Capital; 2. Contract; 3. Seasonal; and 4. Builders	\$5 million	Same as 7(a) Loans	Finance seasonal and/or short-term working capital needs; cost to perform contract; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving.	Up to 10 years, except Builder's CAPLine, which is 5 years	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans. Plus, all lenders must execute Form 750	1. Working Capital - (LOC) Revolving Line of Credit 2. Contract - can finance all costs (excluding profit). 3. Seasonal - Seasonal working capital needs. 4. Builder - Finances direct costs in building a commercial or residential structure
<b>Community Advantage</b> Mission-focused lenders only. Expires 9/30/2024	\$350,000	Same as 7(a) Loans	Same as 7(a) Loans. Approved CA Lenders by SBA may make revolving lines of credit.	Same as 7(a) Loans	0- \$50,000 Prime + 6.5% \$50,001 - \$250,000 P + 6% \$250,001— \$350,000 P + 4.5%	Same as 7(a) Loans <b>\$350,000 or less= 0%</b>	Same as 7(a) Small Loans	Same as 7(a) Plus lenders must be CDFIs, CDCs, micro-lender or SBA Intermediary Lenders targeting underserved markets

Program	Maximum Loan Amount	Percent of Guaranty	Eligible Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees (Based on Gtd. Portion)	Who Qualifies	Benefits to Borrowers
<b>International Trade</b>	\$5 million	90% guaranty (up to \$4.5M Max. guaranty) (Up to \$4M max. guaranty for working capital)	Term loan for permanent working capital, equipment, facilities, land and buildings and debt refinance related to international trade.	Up to 25 years.	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans. Plus, engaged or preparing to engage in international trade or adversely affected by competition from imports.	Long term financing to allow small business to compete more effectively in the international marketplace
<b>Export Working Capital Program</b>	\$5 million	90% guaranty (up to \$4.5M maximum guaranty)	Short-term, working-capital loans for exporters. May be transaction based or asset-based. Can also support standby letters of credit	Up to 3 years	No SBA maximum interest rate cap, but SBA monitors for reasonableness	Based on Maturity : 12 months or less: 0.25%; Between 13 months and 24 months: 0.525%; Between 25 months and 36 months: 0.80%. All based on guaranteed portion.	Same as 7(a) Loans. Plus, need short-term working capital for direct or indirect exporting.	Additional working capital to increase export sales without disrupting domestic financing and business plan
<b>Export Express</b>	\$500,000. This amount is NOT reduced by any SBA Express Loan amounts.	90% guaranty for loans of \$350,000 or less; 75% guaranty for loans greater than \$350,000	Same as SBAExpress plus standby letters of credit. No requirement for term out period	LOC: Max = 84 mo.; Term loan: same as 7(a)	Same as 7(a) Loans	Same as 7(a) Loans	Applicant must demonstrate that loan will enable them to enter a new, or expand in an existing export market. Business must have been in operation for at least 12 months (though not necessarily in exporting).	Fast turnaround; Streamlined process; Easy-to-use line of credit Loan can be for direct or indirect exporting.
<b>504 Loans</b> Provided through Certified Development Companies (CDCs) which are licensed by SBA	504 CDC maximum amount ranges from \$5 million to \$5.5 million, depending on type of business or project.	Project costs financed as follows: CDC: up to 40% Lender: 50% (Non-guaranteed) Equity: 10% plus additional 5% if new business and/or 5% if special use property	Long-term, fixed-asset loans; Lender (non-guaranteed) financing secured by first lien on project assets. CDC loan provided from SBA 100% guaranteed debenture sold to investors at fixed rate secured by 2nd lien.	CDC Loan: 10, 20 or 25-year term fixed interest rate.  Lender Loan: Unguaranteed financing may have a shorter term. May be fixed or adjustable interest rate	Fixed rate on 504 Loan established when the debenture backed loan is sold. Declining prepayment penalty for 1/2 of term.	Upfront guaranty fee = 0% (0 basis points). Annual service fee = 0.4405% (44.05 basis points) of outstanding balance of loan.	Alternative Size Standard: For-profit businesses that do not exceed \$15M in tangible net worth, and do not have an average two full fiscal year net income over \$5M.  Owner Occupied 51% for existing building or 60% for new construction of a building.	Low down payment – equity (10,15 or 20%) (The equity may be borrowed as long as it is not from an SBA loan) Fees can be financed; SBA /CDC Portion: Long-term fixed rate Full amortization No balloons

Program	Maximum Loan Amount	Percent of Guaranty	Eligible Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees (Based on Gtd. Portion)	Who Qualifies	Benefits to Borrowers
<b>504 Loan Refinancing Program</b> (Permanent) Provided through Certified Development Companies (CDCs) which are licensed by SBA <b>See Notice <a href="#">5000-808830</a> for details.</b>	Same as 504	Loan to Value (LTV) with Qualified Debt(s) 90%. For projects that include "Eligible Business Expenses (EBE)" the LTV is 85%. EBE may not exceed 20% of the fixed asset appraisal value	Refinancing of Qualified Debt (85% of the proceeds must have been originally used to acquire an Eligible Fixed Asset), and "Other Secured Debt" secured by the Eligible Fix Asset. May include the financing of eligible Business Operating Expenses as part of the refinancing.	Same as 504	Same as 504	Same as 504 above except annual service fee = 0.4405% plus 0.0145%, for a total of 0.4405% (44.05 basis points plus 1.54 basis points for a total of 45.59 basis points) of outstanding balance of loan.	Was incurred not less than 6 months prior to date of application. Has been secured by Eligible Fixed Asset(s) for at least six months; May include debt subject to a federal guarantee under certain conditions. Cannot be a 504 Third Party Loan which is part of an existing SBA 504 project.	Business can access equity in their commercial real estate for business operating expenses or refinance property on reasonable terms. Fees can be financed; SBA /CDC Portion: Long-term fixed rate Full amortization No balloons
<b>Non-7(a) Loans Microloans</b> Loans through nonprofit lending organizations; technical assistance provided.	\$50,000	Not applicable	Working capital, supplies, machinery & equipment, fixtures; etc. Intermediary may chose to refinance debt. Cannot be used for real estate.	Shortest term possible, not to exceed 7 years	Negotiable with intermediary. Up to 7.75% for loans over \$10,000 or 8.5% for loans under \$10,000 above intermediary cost of funds.	No guaranty fee	Same as 7(a) Loans	Direct loans from nonprofit intermediary lenders; Fixed-rate financing; Very small loan amounts; Technical assistance available

U.S. Small Business Administration  
 409 3rd Street, S.W.  
 Washington, DC 20416

SBA Answer Desk  
 1-800-827-5722  
[www.sba.gov](http://www.sba.gov)

This is an overview and does not include full policy and procedures. See the current Lender and Development Company Loan Programs SOP 50 10 for more details.

OCTOBER 2022



**COMMUNITY DEVELOPMENT DEPARTMENT**

38624 SE River St  
PO Box 987  
Snoqualmie, WA 98065

Office: (425) 888-5337  
Fax: (425) 831-6041

[www.snoqualmiewa.gov](http://www.snoqualmiewa.gov)

Item 2.

MEMORANDUM

To: Economic Development Commission  
Date: September 18, 2024  
Subject: Economic Development Roundtable

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Guided questions for Economic Development Roundtable:

1. What do you do here in Snoqualmie?
2. Do have other offices in the region or elsewhere?
3. Have you been finding the employees that you need? (If not, what is the biggest issue?)
4. Do you have any supply chain issues? If so, tell me more about that.
5. How is your business doing?
6. Do you have any concerns?
7. What do you like best about being here in Snoqualmie?