



U.S. Small Business  
Administration

# Services Overview

UTAH DISTRICT OFFICE



U.S. Small Business  
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# Counseling Services



SBDCs provide counseling and training services at 13 offices in Utah.



WBCs have 2 offices, Salt Lake City and Cedar City that offer free and low-cost training. They also offer online services.



SCORE provides services through volunteer executives with business experience.



Veterans Business Outreach Centers provide training like Boots to Business and Reboot as well as other valuable resources.

**SBA PARTNERS PROVIDE VALUABLE FREE AND LOW-COST COUNSELING, TRAINING, AND SUPPORT TO SMALL BUSINESSES THROUGH SBDCS, WBCS, SCORE, AND VETERANS PROGRAMS.**



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# Training Services



Established businesses build a growth strategy through a six month “mini-MBA” training.

**2024**

Kaysville and St. George



Self-passed learning and six live webinars in cohort-based training.

Created for Utah woman-owned businesses.



Webinar Series that covers a variety of diverse business topics held the second Tuesday each month.



Outreach to 3-5 rural locations across Utah bringing information on federal and state resources.



Quarterly training at Hill AFB to transitioning military members, as well multiple trainings throughout Utah.

**SBA Utah District Office Provides Multiple Training Opportunities for Businesses in Any Stage.**



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# Contracting Programs



## 8(A) PROGRAM

Helps socially **and** economically disadvantaged small businesses compete for government contracts.



## HUBZONE PROGRAM

Helps small businesses in historically underutilized business zones gain preferential access to federal contracts.



## SERVICE-DISABLED VETERAN-OWNED PROGRAM

Helps service-disabled veteran-owned small businesses gain access to federal contracts.



## WOMEN-OWNED SMALL BUSINESS PROGRAM

Helps women-owned small businesses gain access to federal contracts.

**THE SBA OFFERS SEVERAL CERTIFICATES TO HELP DISADVANTAGED  
SMALL BUSINESSES COMPETE FOR GOVERNMENT CONTRACTS.**



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# Contracting Programs

## **SURPLUS PROPERTY PROGRAM**

The SBA Surplus Property Program helps 8(a) and veteran-owned businesses obtain surplus government property such as real estate, equipment, and machinery that they can use to start or expand their business.

## **SURETY BOND GUARANTEES**

SBA guarantees bid, performance and payment bonds to help small contractors bid and perform on contracts. This program guarantees bonds for contracts up to \$6.5 million and provides qualified small businesses with bonding so they can take on more projects.

## **MATCHMAKING**

SBA works with their partners to help small businesses connect with larger companies looking for suppliers. APEX Accelerators provides many matchmaking events per year.

## **MENTORING**

Mentoring available through the SBA Small Business Mentor-Protégée program. Mentoring is also available through the SBDC, WBC, SCORE, VBOC, and APEX Accelerators.



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# Loan Overview



## **UNABLE TO OBTAIN CONVENTIONAL FINANCING**

SBA can provide loan options for businesses that banks won't lend to due to insufficient credit history or collateral.



## **NEW BUSINESSES WITH A LACK OF HISTORY**

SBA programs can provide funding to startups and young businesses that lack the operating history needed to qualify for traditional financing.



## **BUSINESSES NEEDING LONGER LOAN TERMS**

SBA loans provide longer repayment terms than conventional bank loans, helping businesses manage cash flow.



## **WHEN COLLATERAL IS INSUFFICIENT TO FULLY SECURE LOAN**

SBA loans require less collateral than conventional loans, allowing more flexibility for businesses.

**THE SBA PROGRAMS PROVIDE FINANCING OPTIONS TO BUSINESSES THAT  
MAY NOT QUALIFY FOR CONVENTIONAL BANK LOANS.**





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# 7(a) Loan Overview

- **FINANCIAL INSTITUTIONS MAKE SBA 7(A) LOANS**

Approved Banks and credit unions can provide SBA 7(a) loans.

- **SBA GUARANTEES THE LOAN**

SBA guarantees 50-90% of the loan amount to reduce lender risk.

- **COMPETITIVE INTEREST RATES**

Interest rates on SBA 7(a) loans are based on the prime rate and are competitive.

- **LOAN AMOUNT UP TO \$5 MILLION**

SBA 7(a) loans can be up to \$5 million for business needs.

- **LONGER TERM LOANS**

SBA 7(a) loans can have terms up to 25 years on real estate, 10-15 years on personal property, usually 7 years on working capital, and 10 years on leasehold improvements.

- **USE OF PROCEEDS**

SBA loans can be used for a variety of business needs:

Working Capital

Equipment, Inventory, Supplies

Land & Buildings

Leasehold Improvements

Debt Refinancing

Purchasing and Existing Business

Finance Completion of Contracts



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# 504 Loan Overview



## **FIXED-RATE, LONG-TERM FINANCING**

Loan terms range from 20-25 years with favorable fixed interest rates.



## **LOANS UP TO \$5.5 MILLION**

504 loans can finance total project costs up to \$5 million.

Certain energy-efficient projects may qualify for up to \$5.5 million.



## **LIMITED DOWN PAYMENT**

Borrowers only contribute 10-20% down payment.



## **CERTIFIED DEVELOPMENT COMPANIES**

Mountain West Small Business Finance (MWSBF)

Intermountain Business Lending (formally Utah CDC)

Wasatch Business Finance

B-Side Capital

**504 LOANS PROVIDE AFFORDABLE, LONG-TERM FINANCING FOR MAJOR FIXED ASSETS LIKE LAND, BUILDINGS, AND EQUIPMENT.**





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# Community Advantage Loan Overview



## PURPOSE

To provide loans to small businesses in underserved markets that don't typically qualify for traditional loans.



## LOAN DETAILS

Up to \$350,000 loan amount, up to 7-year term.  
Businesses must have at least 4 employees,  
\$150,000 in gross annual sales, and been in  
business for at least 2 years.



## UTAH COMMUNITY ADVANTAGE LENDERS

Mountain West Small Business  
Finance MoFi

**THE SBA COMMUNITY ADVANTAGE LOAN PROVIDES AN IMPORTANT FINANCING  
OPTION TO SMALL BUSINESSES IN UNDERSERVED COMMUNITIES THAT MAY  
NOT QUALIFY FOR TRADITIONAL BANK LOANS.**



# Microloan Overview



## PURPOSE OF MICROLOAN PROGRAM

SBA provides funding to lenders to disperse up to \$50,000 loans that are generally easy to receive.



## UTAH MICROLOAN LENDERS

Utah Microloan Fund

MoFi

**THE SBA MICROLOAN PROGRAM PROVIDES EASY ACCESS TO SMALL LOANS THROUGH DESIGNATED LENDERS TO SUPPORT SMALL BUSINESSES.**



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# Export Finance Program Overview

## EXPORT EXPRESS:

Provides exporters with flexible revolving lines of credit to finance export development and working capital needs.

## EXPORT WORKING CAPITAL PROGRAM (EWCP):

Provides exporters an asset-based working capital that can support both accounts receivable and purchase order financing; and support the issuance of letters of credit.

## INTERNATIONAL TRADE LOAN:

Provides term financing to allow exporters to address permanent working capital needs or make capital investments that expand export capacity.

**THE SBA OFFERS A SUITE OF EXPORT FINANCE PROGRAMS TO HELP U.S. EXPORTERS ACCESS THE WORKING CAPITAL THEY NEED TO PROFITABLY FILL ORDERS AND EXPAND INTERNATIONALLY.**



# Disaster Loans Overview



## DISASTER LOANS FOR SMALL BUSINESSES

The SBA provides low-interest, long-term disaster loans to help small businesses recover after a disaster.



## DISASTER LOANS FOR RENTERS

Renters whose personal property was damaged in a disaster can get an SBA loan to replace essential household items.



## DISASTER LOANS FOR HOMEOWNERS

Homeowners can get SBA disaster loans to repair or replace their primary residence damaged in a disaster.



## LOANS CAN COVER

Real Estate  
Personal Property  
Economic Injury  
Machinery, Equipment, Inventory  
Active Duty Military

**THE SBA PROVIDES CRITICAL FINANCIAL ASSISTANCE THROUGH LOW-INTEREST, LONG-TERM DISASTER LOANS TO HELP SMALL BUSINESSES, HOMEOWNERS AND RENTERS RECOVER AFTER A DECLARED DISASTER.**



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# Grants



## Community Organizations

SBA provides variety of grants that promote entrepreneurship to nonprofits, educational organizations, and resource partners. These also include grants that help serve underserved businesses such as women and veteran owned.



## Exporting Grants

SBA STEP Grant provides grants to organizations that support small businesses with export development.



## Research and Development

Small businesses engaged in scientific research and development may qualify for the Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) grant programs.

**SBA Does Not Provide Grants for Starting or Expanding a Business.  
SBA Provides Grants to Organizations that Support Businesses.**



# Utah District Office Contact



VISIT [WWW.SBA.GOV/UT](http://WWW.SBA.GOV/UT)



CALL 801-524-3209



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**THE LOCAL UTAH SBA DISTRICT OFFICE IS READY TO PROVIDE  
SUPPORT AND SERVICES TO SMALL BUSINESSES IN THE STATE.**

Locations in Salt Lake and St. George