

Funding 101

What you need, when you need it!

1 What do you need funding for?

- ▶ Start or purchase a business
- ▶ Purchase, renovate or expand facilities
- ▶ Purchase inventory, equipment or machinery
- ▶ Revolving credit/working capital for day-to-day expenses
- ▶ Export a product or service



I need investors.

SBA's SBIC Program could be a great option for you.



I need to research and develop a business idea.

You may need the SBIR or STTR Program.



I'm bidding on a contract that requires me to be bonded.

Ask for information on SBA's Surety Bond Program.

2 Do you need help with your business plan or loan package?

- ▶ If so, SBA Resource Partners can help! Ask for a local list.



3 Now that you have your business plan and loan package ready, contact an SBA Lender to see if you qualify! There are two options...

A. Check out [sba.gov/lendermatch](https://www.sba.gov/lendermatch) to search national SBA Lenders who may specialize in your industry or type of project.

B. Ask your nearest SBA District Office for a list of local SBA Lenders.

Be prepared to discuss:

- Size and purpose of your loan
- Size and age of your business
- Your credit history
- Collateral
- Financial projections
- Your technical assistance/mentoring needs



What Kind of Funding is Right For You?

IF YOU NEED ACCESS TO CAPITAL TO HELP YOU ACHIEVE YOUR BUSINESS GOALS, THE SBA OFFERS A VARIETY OF FUNDING PROGRAMS FOR ALL KINDS OF SMALL BUSINESS VENTURES.

Funding to Help You Start or Grow Your Business

While the SBA has many specialty loan lines, our loan programs can be divided into three main categories:

- **The 7(a) Loan:** Can be used for almost any purpose, including buying real estate, equipment, inventory, or for working capital, refinancing business debt, or purchasing a small business.
- **SBA Microloan Program:** Great for helping start-ups launch and grow, or repair credit. Loans from \$500 to \$50K plus free business counseling.
- **504 Certified Development Company Loan Program:** Competitive fixed-rate mortgage financing to purchase land, heavy equipment, or real estate for businesses that do not qualify for traditional financing.

Funding from Private Investors

- To facilitate the flow of long-term capital to America's small businesses, the SBA partners with private investors (**Small Business Investment Companies or SBICs**) to invest in qualifying small businesses with guaranteed capital and private funds.

Funding Programs for Research & Development

The **Small Business Innovation Research (SBIR)** and **Small Business Technology Transfer (STTR)** programs provide more than \$2.5 billion annually in early stage capital through more than 4,000 new awards. Visit [sbir.gov](https://www.sbir.gov) to find funding opportunities and helpful program tutorials.

Funding to Make You More Competitive

- Surety bonds are often required to win construction, supply, and service contracts. The **SBA's Surety Bond Program** is for small businesses that lack the financial resources or performance track record needed to secure bonding through traditional commercial channels.

To find out more about funding programs from the SBA, visit your local SBA District Office or [SBA.gov](https://www.sba.gov).



U.S. Small Business Administration

Let us Hear from you! Please take a few minutes to let us know how we are doing: <https://www.sba.gov/feedback>

All SBA Programs and services are extended to the public on a nondiscriminatory basis. (05/2019)

Contact Information for speakers at Small Business Administration Lending Forum at Downtown Intersections Conference

Michelle Christian
Regional Administrator
Region 3 – Mid-Atlantic
U.S. Small Business Administration
215-738-9561
michelle.christian@sba.gov

David E. Worley
Area Director, Lynchburg
Rural Development
United States Department of Agriculture
804-382-4527
david.worley@usda.gov
www.rd.usda.gov/va

Carey Wrenn
Senior Vice President
First Bank & Trust Company
Lynchburg/Forest Office
17011 Forest Rd/ PO Box 2605
Forest, VA 24551
434-455-0888 (office)
434-401-1833 (cell)
cwrenn@firstbank.com

Mike Ferron
Senior Vice President
Select Bank
434-238-6336
mikef@myselectbank.com

Joe DiStefano
President
Rappahannock Economic Development Corporation
1125 Jefferson Davis Hwy, Suite 420
Fredericksburg VA 22401
540-373-2897 (w) | 540-226-6131 (c)
jdistefano@redco504.org

This entity is an SBA-approved non-profit that administers SBA's 504 loan program which can be used to finance owner-occupied commercial real estate and heavy equipment with a useful life of at least 10 years.

How to Prepare a Loan Proposal

By: Alan Haut

Lender Relations Specialist

North Dakota District Office

Approval of your loan request depends on how well you present yourself, your business, and your financial needs to the lender. The best way to improve your chances of obtaining a loan is to prepare a written loan proposal or business plan. Lenders look to a loan proposal as evidence that your business has strong management, experience, and a thorough understanding of the marketplace. They will also look for relevant financial information that demonstrates your ability to repay the loan.

Credit History

To help determine your ability to repay the loan, lenders will often order a copy of your personal and business credit reports from one of the three major credit bureaus: Equifax, Experian, or TransUnion. Before you even start the process of preparing a loan request, you will want to make sure that your [credit history](#) is accurate and that any errors in the report have been corrected. To get copies of your credit report or to correct any errors, contact the credit reporting agencies. If you need help to repair your credit history, contact a local credit counseling service.

Loan Proposal

Before you begin writing your proposal, there are four things that you need to be able to clearly address:

1. How much money you need.
2. How your business will use the money.
3. How you will repay the loan.
4. What you will do if your business is unable to repay the loan.

There are many different formats you can use for a loan proposal. You may want to contact the lender to determine which format is preferred by the lender. Generally, a loan proposal should include these elements:

- **Executive Summary.** Begin your proposal with a simple and direct cover letter or executive summary. Clearly and briefly describe who you are, your business background, the nature of your business or start-up, and how the loan will be used to help the company succeed.
- **Business Profile.** Describe the history of your business and summarize current activity and results. Describe your market, your customers, and your industry.
- **Management Experience.** Describe the experience, qualifications, and skills of each owner and key member of your management team.
- **Loan Request.** State the amount of money you need and how you determined this amount. Include quotes for equipment or supplies, for building costs, etc. In short, be able to answer the question, "Why do you need that amount of money?" Also explain specifically what the loan will be used for and why it is needed.
- **Loan Repayment.** Describe the terms you hope to receive (interest rate, term, etc.). Show how you can meet that repayment schedule based on sales and cash flow projections. Keep in mind that loan terms will need to be negotiated with your lender based on their risk assessment of your business.
- **Collateral.** Describe collateral you would be willing to pledge as security for the loan. Every loan program requires at least some collateral that can be sold in case the cash generated by the small business isn't sufficient to repay the loan. All loans should have at least two identifiable sources of repayment. The first source is ordinarily cash flow generated from profitable operations of the business. The second source is usually collateral pledged to secure the loan.
- **Personal Financial Statements.** Include financial statements for all owners with 20 percent or more interest in the business. These statements should not be more than 90 days old. Some lenders may also require tax returns for the previous one to three years.
- **Business Financial Statements.** Include complete financial statements ([balance sheet](#), [income statement](#), and reconciliation of net worth) for the last three years plus a current interim financial statement (not more than 90 days old). If you are just starting out, provide a projected balance sheet and income statement.

- **Equity Investment.** An owner must put some of his/her own money into the business to get a loan; the amount depends on the type of loan, purpose and terms. Equity can be built up through retained earnings or by the injection of cash from the owner. Most lenders want to see that the total liabilities or debt of a business is not more than four times the amount of equity.
- **Projections.** Provide projected income and cash flow statements for at least one year or until positive cash flow can be shown. Be prepared to answer questions about how you will change operations if you don't reach your projections.
- **Other Items (if applicable)**
 - Lease (or copies of proposal)
 - Franchise agreement
 - Purchase agreement
 - Articles of Incorporation
 - Partnership agreements
 - Copies of business licenses and registrations required for you to conduct business
 - Copies of contracts you have with any third parties

SBA Loans

The SBA reduces risk to lenders by guaranteeing major portions – up to 85 percent – of loans made to small businesses. This enables the lender to provide financing to small businesses when funding is otherwise unavailable on reasonable terms.

When a small business applies for a loan, the lender will review the loan and decide if it requires additional support in the form of an SBA guaranty. The lender will then contact SBA regarding a guaranty. SBA programs require a lead lender.

Local Assistance

Your goal in preparing a loan proposal is to show the lender that your business or start-up is a sound investment and will generate solid returns. Planning and preparation are key aspects to receiving the financing you need in your business. Free and confidential assistance in preparing a business plan and financial projections is available from [local SCORE and Small Business Development Center counselors](#).

Alan Haut has been a Business Development Specialist and Loan Officer for the U.S. Small Business Administration since 1989, having received a Bachelor of Science and Masters of Business Administration from Minnesota State University-Moorhead. He can be reached at alan.haut@sba.gov.

CERTIFIED DEVELOPMENT COMPANY 504 LOAN PROGRAM

The 504 Loan Program is a long-term financing tool for economic development within a community. The 504 Loan Program provides growing businesses with long-term, fixed-rate financing for owner-occupied real estate and heavy equipment. A Certified Development Company is a nonprofit corporation set up to contribute to the economic development of its community. CDCs work with the SBA and private-sector lenders to provide financing to small businesses. There are about 270 CDCs nationwide. Each CDC covers a specific geographic area.

Typically, a 504 project includes a loan secured with a senior lien from a private-sector lender covering up to 50 percent of the project cost, a loan secured with a junior lien from the CDC (backed by a 100 percent SBA-guaranteed debenture) covering up to 40 percent of the cost, and a contribution of at least 10 percent equity from the small business being helped.

MAXIMUM DEBENTURE - Generally, the maximum SBA debenture is \$5 million but can go up to \$5.5 million for "Small Manufacturers" and for certain energy projects (**). A Small Manufacturer is defined as a small business concern that has its primary business classified in sector 31, 32, or 33 of the North American Industrial Classification System (NAICS); and has all of its production facilities located in the United States. In order to qualify for a \$5.5 million 504 loan, the Small Manufacturer must 1) meet the definition of a Small Manufacturer described above, and 2) either (i) create or retain at least 1 job per \$100,000 guaranteed by the SBA, or (ii) improve the economy of the locality or achieve one or more public policy goals.

JOB CREATION/RETENTION - Generally, a business must create or retain one job for every \$65,000 provided by the SBA except for "Small Manufacturers" which have a \$100,000 job creation or retention goal (see above).

If a project does not meet the jobs requirement, it may also qualify by meeting a public policy goal. The public policy goals are as follows:

- Business district revitalization
- Expansion of exports
- Expansion of minority business development
- Rural development
- Increasing productivity and competitiveness
- Restructuring because of federally mandated standards or policies
- Changes necessitated by federal budget cutbacks
- Expansion of small business concerns owned and controlled by veterans (especially service-disabled veterans)
- Expansion of small business concerns owned and controlled by women
- **Energy Projects:
 - Energy Reduction of existing energy consumption by at least 10%;
 - Increased use of sustainable designs, including designs that reduce the use of greenhouse gas emitting fossil fuels or low-impact design to produce buildings that reduce the use of non-renewable resources and minimize environmental impact;
 - Plant, equipment and process upgrades of renewable energy sources such as the small-scale production of energy for individual buildings or communities consumption, commonly known as micropower, or renewable fuel producers including biodiesel and ethanol producers.

WHAT FUNDS MAY BE USED FOR - Proceeds from 504 loans must be used for fixed asset projects which include: purchase of an existing building, construction of a new facility, or modernization, renovation or conversion of existing facility, grading, street improvements, utilities, parking lots and landscaping; and/or purchase of long-term machinery and equipment. The 504 Program cannot be used for working capital or inventory, or for any other non-fixed asset purposes. Debt refinancing is eligible under certain circumstances.

TERMS, INTEREST RATES AND FEES - Interest rates on 504 loans are pegged to an increment above the current market rate for five-year and 10-year U.S. Treasury issues. Maturities of 10, 20 or 25 years are available. Fees total approximately three (3) percent of the debenture and may be financed with the loan.

COLLATERAL - Generally, the project assets being financed are used as collateral. Personal guaranties of the principal owners are required.

ELIGIBLE BUSINESSES - To be eligible, the business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, the business qualifies as small if it does not have a tangible net worth in excess of \$15 million and does not have an average net income in excess of \$5.0 million after taxes for the preceding two years. Loans cannot be made to businesses engaged in speculation or investment in real estate, including rental property.

VIRGINIA CERTIFIED DEVELOPMENT COMPANIES

NAME & ADDRESS OF CDC	CONTACT	AREA OF OPERATION	VETERAN INCENTIVES (Offered to small businesses at least 51% owned by veterans)
504 Capital Corporation 501 Independence Parkway, Suite 330 Chesapeake. VA 23320	Brent Swanson brent@504capital.com (757) 623-2691 FAX (757) 623-0660	States of Virginia, Maryland, and North Carolina.	<ul style="list-style-type: none"> • 504 Capital Corporation to pay half of the Third-Party Lender Fee, up to \$3,000 • Processing fee reduced to 1% • These same incentives are also offered to spouses of veterans
Business Finance Group, Inc. 3930 Pender Drive, Suite 300 Fairfax, VA 22030 Central Virginia Office: Richmond, VA Hampton Roads Area Office: Norfolk, VA	Rick Frank rfrank@businessfinancegroup.org (703) 352-0504 or (800) 305-0504 FAX (703) 352-9100 Curt V. Solomon (540) 846-7355 (cell) csolomon@businessfinancegroup.org Melissa Burroughs (757) 403-6270 mburroughs@businessfinancegroup.org	States of Virginia, Maryland, and West Virginia counties of Berkeley, Hampshire, Jefferson and Morgan.	See http://businessfinancegroup.org/nadco-vet-loan-advantage/
Chesapeake Business Finance Corporation 1101 30th Street, N.W., Suite 500 Washington, DC 20007	John Sower Sower1@erols.com (202) 625-4373 FAX (202) 342-0389	Cities of Fredericksburg, Manassas and Manassas Park. Counties of Clarke, Fauquier, Prince William, Spotsylvania, Stafford and Warren.	
Rappahannock Economic Dev. Corp. 1125 Jefferson Davis Highway, Suite 420 Fredericksburg, VA 22401	Joe DiStefano jdistefano@redco504.org (540) 373-2897 FAX 540-526-9898	State of Virginia.	Reduction of the borrower's origination fee from 1.5% to 1.00% of REDCO's loan amount. Reduction of the third party bank's fee from 0.5% to 0.25% on its share of the permanent loan.

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
7(a) Loans	\$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, lease-hold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit, inventory or starting a business	Depends on ability to repay. Generally, working capital & machinery & equipment (not to exceed life of equipment) is 5-10 years; real estate is 25 years.	<p>Loans less than 7 years: \$0 - \$25,000 Prime + 4.25% \$25,001 - \$50,000 P + 3.25% Over \$50,000 Prime + 2.25%</p> <p>Loans 7 years or longer: 0 - \$25,000 Prime + 4.75% \$25,001 - \$50,000 P + 3.75% Over \$50,000 Prime + 2.75%</p> <p>Fixed Rate: www.colsonservices.com Click: News & Rates</p>	Charged on guarantied portion of loan only. \$150,000 or less = 2%; \$150,001-\$700,000 = 3%; \$700,001- \$1,000,000 = 3.5%; plus 3.75% on guaranty portion over \$1 million. Loans 12 months or less .25% Ongoing lender fee is 0.55%. (SBA fees on loans of \$150,000 or less if physical address in rural or HUBZone, 0.6667% borrower fee and zero ongoing lender fee)	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)
7(a) Small Loans Is any 7(a) loan \$350,000 and under, except the Community Advantage and Express loans	\$350,000	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
SBAExpress	\$350,000	50%	May be used for revolving lines of credit (must have term-out period not less than draw period) 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)	Loans \$50,000 or less; prime+6.5% Loans over \$50,000; prime + 4.5%	Same as 7(a) Loans	Same as 7(a) Loans	Fast turnaround; Streamlined process; Easy-to-use line of credit
SBA Veterans Advantage	Processed under SBAExpress \$350,000	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	Same as SBAExpress	No guaranty fee Ongoing fee of 0.55%	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 guaranty fee
CapLines: 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 & 750B (short-term loans)	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
Community Advantage Mission-focused lenders only. Expires 03/31/2020	\$250,000	Same as 7(a) Loans	Same as 7(a) Loans	Same as 7(a) Loans	Prime plus 6%	Same as 7(a) Loans	Same as 7(a) Small Loans	Same as 7(a) Plus lenders must be CDFIs, CDCs, micro-lender or SBA Intermediary Lenders targeting underserved market.



QUICK OVERVIEW OF SBA LOAN GUARANTY PROGRAMS

Program	Maximum Loan Amount	Percent of Guaranty	Use of Proceeds	Maturity	Maximum Interest Rates	Guaranty Fees	Who Qualifies	Benefits to Borrowers
International Trade	\$5 million	90% guaranty (up to \$4.5M maximum guaranty) (Up to \$4M maximum 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
Export Working Capital Program	\$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	Generally one year or less, may go up to 3 years	No SBA maximum interest rate cap, but SBA monitors for reasonableness	Same as 7(a) Loans	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
Export Express	\$500,000	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	Same as SBAExpress	Same as SBAExpress	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.
504 Loans 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.	SBA guaranty fee on a debenture is 0.50% (50 basis points). The annual service fee will be 0.368% (36.8 basis points) of the outstanding balance	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 percent) (The equity contribution 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 and No balloons
504 Loan Refinancing Program (Permanent) Provided through Certified Development Companies (CDCs) which are licensed by SBA	Same as 504 (see SBA Policy Notice 5000-1382 dated 05/26/16 and 5000-1939 dated 11/17/16 for complete information)	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	SBA guaranty fee will be 0.50% (50 basis points). The annual service fee will be 0.368% plus 0.027% for a total of 0.395% (36.8 basis points) of the outstanding balance.	Loan(s) to be refinanced can't be subject to a guaranty by a Federal agency, can't be a Third Party Loan which is part of an existing SBA 504 project and must have been current on all payments for the past 12 months. Both the business and loan(s) to be refinanced must be at least 2 years old.	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 and No balloons
Non-7(a) Loans Microloans Loans through nonprofit lending organizations; technical assistance provided.	\$50,000	Not applicable	Working capital, supplies, machinery & equipment, fixtures; etc. Intermediary may choose to refinance debt. Cannot be used for real estate.	Shortest term possible, not to exceed 6 years	Negotiable with intermediary. Subject to either 7.75 or 8.5% 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

SBA 7(A) LENDERS

Preferred (PLP), SBAExpress, Community Advantage and Veteran Incentive Lenders

** denotes Veteran Incentive Lender

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Express</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
Atlantic Union Bank 1051 East Cary Street, Suite 1200 Richmond, VA 23219 Nathalia D. Artus, VP/Community Development Banker M: 804-874-4626 P: 804-482-8408 E: nathalia.artus@bankatunion.com https://www.bankatunion.com/Business/Lending	X	X	
1st Advantage Federal Credit Union 110 Cybernetics Way Yorktown, VA 23693 Paul Szabo, Business Relationship Manager 757-886-3300 pszabo@1stadvantage.org		X	
ABNB Federal Credit Union 830 Greenbrier Circle Chesapeake, VA 23320 Dan Grubb, Business Services Manager 757-523-5300 EXT.3371		X	
American National Bank & Trust 628 Main Street Danville, VA 24541 Randy McDaniel (434) 773-2295		X	
American National Bank & Trust 18321 Forest Road Lynchburg, VA 24502 Karen P. Kinnier (434) 386-6301		X	
American National Bank & Trust 3609 Old Halifax Road South Boston, VA Ronnie Moore (434) 575-8597		X	
Atlantic Capital Bank, N.A. 4870 Sadler Road, Suite 300, Glen Allen, VA 23060 Dennis Wagner, Vice President/SBA Lending (540) 850-7799 Dennis.Wagner@atlcapbank.com	X	X	
Bank of America	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
<p>1-866-543-2808 or Call 866 number or contact your local branch</p> <p>In Hampton Roads area, contact: Samantha Damian, Senior Small Business Relationship Manager First Colonial Financial Center T:757.213.6561 F: 757.213.6576 920 First Colonial Road, Virginia Beach, VA 23454 Samantha.l.damian@bankofamerica.com</p>			
<p>The Bank of Southside Virginia 17208 Halligan Park Road Carson, VA 23830 Kenneth E. Adams, First Vice President (434) 246-5211 FAX 246-8402</p> <p>Eric L. Crawford Branch Manager/Banking Officer (804) 861-3161 FAX (804) 861-3183</p>		X	
<p>Bank of Clarke County 202 N Loudoun St Winchester VA 22601 Joe Zmitrovich, Senior Vice President/Chief Lending Officer 540-664-4942 (direct) 800-650-8723</p>		X	
<p>BayPort Credit Union 11820 Fountain Way, Suite 400 Newport News, VA 23606 Jennifer Coyne, Vice President (757) 873-4037 or 800-928-8801</p>		X	
<p>Benchmark Community Bank 100 S. Broad Street Kenbridge, VA 23944 Janice D. Puleo, Loan Specialist (434) 676-2666, ext 1135</p>		X	
<p>Blue Ridge Bank 17 W. Main Street Luray, VA 22835 Misty Deeds (540) 843-5212</p>		X	
<p>Branch, Banking & Trust Co. (BB&T) SBALending@BBandT.com</p>	X	X	
<p>Business Finance Group, Inc. (Community Advantage Loan Program only) 3930 Pender Drive, Suite 300 Fairfax, VA 22030 Amy Rowan Phone: (703) 667-5049 Email: arowan@businessfinancegroup.org</p>			X

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
URL: http://www.businessfinancegroup.org			
Business Lenders, LLC 50 State House Square Hartford, CT 06103 Penn Ritter, President and CEO (860) 244-9202	X		
Capital One, N.A. Visit http://www.capitalone.com/small-business-bank/financing/ or call 1-888-755-2172		X	
CapitalSource Bank 2205-K Oak Ridge Rd #217 Oak Ridge, NC 27310 Brian Misenheimer, Vice President (336) 298-7231 FAX (301) 272-3809 bmisenheimer@capitalsource.com	X		
CEI 7(a) Financing LLC Rob Wilson, CEO rwilson@cei7a.com (207-253-7715) www.cei7a.com			
Celtic Bank https://www.celticbank.com/products/business/sba-7a-loans or Call 1.877.251.2873 Celtic Express Loans from \$20,000 up to \$150,000: 1.866.644.0042 or see https://www.celticbank.com/express	X	X	
Central Virginia Federal Credit Union Kevin Harvey, Business Services Specialist (434) 528-9016, ext. 1074 kharvey@cvfcu.com			
Chesapeake Bank 1229 Lafayette Street, Suite 202 Williamsburg, VA 23185 Leigh Houghland, Senior Vice President (757) 253-9030			
Citizens Bank and Trust Company 126 South Main Street Blackstone, VA 23824 Cetric Gayles, Vice President (434) 292-8118		X	
City National Bank (800) 722-5945 https://www.cnb.com/lending/loans-lines-credit/small-business/sba-lending.asp	X	X	
Commerce Bank (TD Bank, N.A.) 1 Royal Road Flemington, NJ 08822 Tom Thompson, Vice President	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
Phone (888) 751-9000			
Community Bank of the Chesapeake 1320 Central Park Boulevard, Suite 408 Fredericksburg, VA 22401 David Belman, Vice President (540) 395-4904		X	
CornerStone Bank, N.A. 457 E. Nelson Street Lexington, VA 24450 Robert Hobbs, Commercial Lender (540) 463-2222 FAX 463-1011 hobbssb@csbva.com		X	
Dollar Bank 501 S. Independence Blvd. Virginia Beach, VA. 23452 Robin Witt Gregory, Vice President Business Banker 757.284.5023 rgregory027@dollarbank.com Lending in Chesapeake, Norfolk and Virginia Beach		X	
EagleBank 7815 Woodmont Ave. Bethesda, MD 20814 Ginny Heine, Executive Vice President (240) 497-2951	X	X	
Essex Bank 1325 Tappahannock Blvd. Tappahannock, VA 22560 (804) 443-8500			
Farmers & Merchants Bank Broadway Branch Donna Brown (540) 896-7071		X	
Fauquier Bank 10 Court House Square Warrenton, VA 20186 Wendy Emery, Vice President / Commercial Lender (540) 349-0224 347-6701 fax wendy.emery@tfb.bank Gary L. Jones II , Vice President Senior Commercial Relationship Manager 8780 Centreville Road Manassas, VA 20110 703/656-7377 703/656-7374 FAX gary.jones@TFB.bank		X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Express</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
Fidelity Bank 1122 Pace Street, 1st Floor Covington, GA 30014 Danny Preston, Senior Vice President (404) 895-8905 FAX (770) 784-2784	X		
Fifth Third Bank See https://www.53.com/content/fifth-third/en/business-banking/borrowing/small-business-lending.html or call 1-877-534-2264	X	X	
First Bank & Trust Company Covering Southwest Virginia area west of Wytheville including counties of Russell, Washington, Wise, Smyth, Scott, Lee, Dickenson and Buchanan 359 West Main Street Lebanon, VA 24266 John Rock, Senior Vice President (276) 889-4622 jrock@firstbank.com Covering Bristol, Virginia area 1185 N. State of Franklin Road Johnson City, TN 37602 Wes Fletcher, Loan Officer (423) 282-3850 wfletcher@firstbank.com Covering Christiansburg, Fairlawn, Lynchburg, Roanoke, Rocky Mount and Wytheville 17011 Forest Road Forest, VA 24551 (434) 455-0888 <u>For Commercial Loans</u> Carey Wrenn, Senior Vice President cwrenn@firstbank.com <u>For Agriculture Loans</u> H.B. Hunter, Vice President hbhunter@firstbank.com Covering Bridgewater, Harrisonburg, Verona, Waynesboro, Staunton, Winchester and Woodstock <u>For Commercial Loans</u> John Bowers, Senior Vice President 1030 Richmond Avenue Staunton, VA 24401 (540) 885-8000 jpbowers@firstbank.com <u>For Agriculture Loans</u>	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
Bradley Webb, Vice President 120 University Blvd Harrisonburg, VA 22801 (540) 434-0671 bwebb@firstbank.com			
First-Citizens Bank & Trust Company See https://www.firstcitizens.com/business/small-business/sba-loans or call 1-866-322-4249	X	X	
First Community Bank P.O. Box 989 Bluefield, VA 24605 (304) 323-6433			
First National Bank Vice President and Sales Manager Mobile: 804.513.7700 phillipsd@fnb-corp.com	X	X	
FVCbank 11260 Roger Bacon Dr., Suite 101 Reston, VA 20190 Chris Turley, Director of Gov Con and C & I Lending 703-436-3847 cturley@fvcbank.com 7900 Sudley Road, Suite 100 Manassas, VA 20109 James C. Elliott, Senior Vice President (703) 656-7291 jelliott@fvcbank.com Terry L. Elliott, Senior Vice President (703) 436-3851 telliott@fvcbank.com		X	
Freedom First Credit Union 5305 Valleepark Suite 9 Roanoke, VA 24019 (540) 375-7781			
Frontier Community Bank 400 Lew Dewitt Blvd. Waynesboro, VA 22980 Christopher S. Chamberlin, Executive Vice President (540) 932-9100 FAX 943-4833 cchamberlin@frontiercommunitybank.com		X	
** Fulton Bank 4429 Bonney Road, Suite 100 Virginia Beach, VA 23462 Sabrina Davis – Vice President 757-223-4306 (Direct)	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
<p>757-503-0232 (Cell) sdavis@fultonbank.com</p> <p>9030 Stony Point Parkway, Suite 150 Richmond, VA 23235 John Ramirez III, Vice President (804) 565-4410 joramirez@fultonbank.com</p> <p>2219 York Rd., Suite 400 Timonium MD 21093 Angela Wilczynski, SBA Regional Lender (410) 427-3566 awilczynski@fultonbank.com</p>			
<p>Hanmi Bank 928 S. Western Ave., #260 Los Angeles, CA 90006 213-427-5722</p>	X	X	
<p>HomeTown Bank 202 S. Jefferson Street Roanoke, VA 24011 Vic Bradley, Vice President (540) 278-1728 FAX 342-5626</p>		X	
<p>Independence Bank 1370 South County Trail East Greenwich, RI 02818 (401) 886-4600 (888) 824-8873 Working Capital loans from \$25,000 to \$125,000 www.workingcapitalloan.com</p>	X	X	
<p>Langley Federal Credit Union 11742 Jefferson Ave., Suite 100 Newport News, VA 23606 Natasha Merz, Vice President (757) 224-4779</p>		X	
<p>Live Oak Bank 1741 Tiburon Dr Wilmington, NC 28403 910.790.5867 https://www.liveoakbank.com/small-business-loans/</p>	X	X	
<p>M&T Bank 3951 Westerre Parkway, Suite 300 Richmond, VA 23233 Christopher Fuller, Vice President, Business & Professional Banking Relationship Manager (804) 754-4801 cfuller@mtb.com</p>	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
National Bank of Blacksburg 100 South Main Street Blacksburg, VA 24060 Jason Pospichal, Senior Vice President (540) 951-6255		X	
Navy Federal Credit Union Please call Business Services at 1-877-418-1462.		X	
New Horizon Bank 2442 New Dorset Circle Powhatan, VA 23139 Brian K. Grizzard, Acting President & CEO, SVP/Chief Credit Officer (804) 419-6363 bgrizzard@newhorizonbank.com 1870 Stoneridge Commerce Drive OR Tim Anonick, Vice President/Commercial Lender (804) 419-6513 cell (804) 873-2000 tanonick@newhorizonbank.com Will lend as far south as Mecklenburg County, west to Buckingham County (including Prince Edward County and in Farmville), north to Goochland County, and east to Chesterfield County.		X	
New Peoples Bank 101 Linden Square Drive Bristol, VA 24202 (423) 788-0098		X	
Newtek Small Business Finance, Inc. 60 Hempstead Ave., 6 th Floor West Hempstead, NY 11552 Robert Rabuck, Senior Vice President (855) 284-3722	X	X	
Northwest Federal Credit Union 200 Spring Street Herndon, VA 20170 Tony Price, Vice President (703) 709-8900, ext. 4264			
Oak View National Bank 128 Broadview Avenue Warrenton, VA 20186 Sam Parker, Assistant Vice President (540) 359-7141		X	
Old Point National Bank Ghent Office 1812 Granby Street Norfolk, VA 23517 (757) 728-1873 101 E. Queen Street		X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
<p>Hampton, VA 23669 (757) 728-1254</p> <p>4139 Ironbound Road Williamsburg VA 23188 (757) 221-8387</p>			
<p>Park View Federal Credit Union 1675 Virginia Avenue Harrisonburg, VA 22802 Kevin Nafziger, Loan Underwriter (540) 236-5763 FAX 540-879-2259 kevin.nafziger@pvfcu.org</p>		X	
<p>Pendleton Community Bank 41 Monte Vista Drive Harrisonburg, VA 22801 Dayne Davis, Assistant Vice President (304) 358-3622 x1104 dmdavis@yourbank.com</p> <p>300 North Main Street Franklin, WV 26807 Josh Byers, Vice President (304) 358-3622 x1108 jbyers@yourbank.com</p>		X	
<p>Pioneer Bank 690 Berkmar Circle, Office H Charlottesville, Va. 22901 Reid Young Vice-President/Commercial Lending (434) 973-1754 FAX 973-1840 Ryoung@pioneerbks.com</p>		X	
<p>PNC Bank, N.A. 1-877-287-2654 https://www.pnc.com/en/small-business/borrowing/sba-financing.html</p>	X	X	
<p>Premier Bank 320 North 1st Street Richmond, VA 23261 LaTanya Hicks, Assistant Vice President (804) 771-5215 Latanya.hicks@premierbankinc.com</p>		X	
<p>Radius Bank Susan Malan VP GGL Business Development Officer 9 Novelty Lane, Suite 1 Essex, CT 06426 smalan@radiusbank.com</p>	X	X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
617.645.4392 - Mobile			
Skyline National Bank Jonathan Kruckow, Executive Vice-President Chief Business Lending Officer Cell: 540-250-0280 jkruckow@skylinenationalbank.com Matt Martin, Vice-President/Commercial Loan Officer Office: 540-381-8121 mmartin@skylinenationalbank.com Skyline National Bank		X	
SmartBizLoans (in partnership with SBA Lending partners) https://www.smartbizloans.com/			
Sonabank, N.A. 11 A Main Street Warrenton, Virginia 20186 Michelle Douglas, Vice President 703-729-5343 2217 Princess Anne Street, Suite 212-1 Fredericksburg, VA 22401-3352 Teri Tosti, Vice President (800) 901-7943 9495 Charter Gate Drive Mechanicsville, VA 23116 Jonathan Shearin, Commercial Credit Analyst (804) 832-7716 cell (804) 228-7735 jonathan.shearin@sonabank.com	X	X	
Southern Bank & Trust Company 3720 Virginia Beach Blvd. Virginia Beach, VA. 23452 (757) 446-9408		X	
SunTrust Bank 919 East Main St., 15th floor Richmond, VA. 23219 Keith Pillow, SBA Business Development Officer Office: (919) 381-3333 Mobile: (919) 724-8751	X	X	
Surrey Bank and Trust 940 Woodland Drive Stuart , VA 24171 Brian Barnes, Vice President-Government Lending (336) 783-3917 bbarnes@surreybank.com Lending Territory in Virginia: Counties of Carroll and Patrick	X	X	
United Bank		X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
8270 Greensboro Drive, Suite 500 McLean, VA 22101 John Gusciora, Vice President (703) 584-3468			
United Midwest Savings Bank 14101 Panama City Beach Parkway, Suite 300 Panama City Beach, FL 32413 Fred Crispen, Sr. Vice President, SBA Small Loans 850-249-6886 – Direct 844-531-9722 – Ext. 1700 Toll Free https://www.umwsb.com/loans/business-loans/	X		
UVA Community Credit Union 3300 Berkmar Drive Charlottesville, VA 22901 --Kelly A. Kahle, Commercial Relationship Manager (434) 964-2067 kelly.kahle@uvacreditunion.org --Ethan A. Dunstan, Vice President of Business Banking ethan.dunstan@uvacreditunion.org --Logan Riddick, Business Services logan.riddick@uvacreditunion.org		X	
VCC Bank 7814 Carousel Lane Richmond, VA 23294 Zachary Petry, Vice President – Small Business Lending (804) 939-6172 zpetry@vccva.org Matthew Ho Small Business Loan Officer (804) 939.6171 MHo@vccva.org	X	X	
<u>SOUTHWEST VIRGINIA AREA:</u> Cindy Green Snider, Small Business Loan Officer 110 Peppers Ferry Road, N.W. Christiansburg, VA 24073 (540) 260-3507 csnider@vccva.org			
Village Bank 13319 Midlothian Turnpike Midlothian, VA 23113 (804) 897-3900		X	
Virginia National Bank 404 People Place Charlottesville,, VA 22911 Amanda Litchfield, Senior Vice President		X	

LENDER & CONTACT INFORMATION	<u>PL</u> <u>P</u>	<u>SBA</u> <u>Expres</u> <u>s</u>	<u>Communit</u> <u>y</u> <u>Advantage</u>
(434) 817-8537 Amanda.litchfield@vnb.com			
Virginia Partners Bank 410 William Street Fredericksburg, VA 22404 Bill Musseman, Senior Vice President, Commercial Banking T: 540-374-0323		X	
Wells Fargo Bank, N.A. 1021 E. Cary Street, 5 th Floor Richmond, VA 23219 Steve Schwarz 804-697-6821	X	X	
Woodforest National Bank Small Business Loan Center - 1-800-685-1631 or In Farmville/Prince Edward County: Frank Aleman, 434-315-0058, faleman@woodforest.com	X	X	

As of 7/26/2019