



Let's Talk Money: Access to Capital



Agenda

- Where to get business assistance.
- Preparation for Funding Requests
- Banks
- Government Funding Sources
- Government Funding Programs





Six Steps for Successful Startups

- Evaluate your idea
- Take a class
- Meet with a counselor
- Plan your business
- Get registrations, licenses and permits
- Find a good business location

<http://www.mosourcelink.com/startup>





Where to Get Business Assistance



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Find the Right Resource, Right Now!

MOSourceLink's Resource Navigator tool allows you to perform a customized search to get you the resources you need to grow your business.

FIND RESOURCES NEAR YOU

Not sure who provides the assistance your business needs? Find the right resource quickly!

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BUSINESS NEWS IN YOUR INBOX

Want to stay up-to-date on information that impacts your business? We've got you covered!

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Upcoming Events

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- MAY 12** **Motive Matters - Session 2**
Starts: May 12, 2015 @ 10:00 AM
Location: Joplin, MO
- MAY 12** **The Basics of Writing a Business Plan**
Starts: May 12, 2015 @ 2:00 PM
Location: Kansas City, MO
- MAY 12** **Money Smart for Small Businesses**
Starts: May 12, 2015 @ 6:00 PM
Location: Park Hills, MO

Latest Blog Posts

[VIEW ALL](#)

SBA's 2015 National Small Business Persons of the Year - Right Here In Missouri

Posted May 11, 2015 by Jenny Miller

Siblings that started a business out of necessity are now largest employer in the county and earning national recognition!

[Full story](#)

Make Me Care: Telling Your Organizational Story

Posted May 11, 2015 by Kate Hodel

Business Resource Directory

Connect to Resources:

There are 450 providers waiting to help!

Area of Assistance *

Specific Need

Business Stage

Industry

SEARCH

www.mosourcelink.com

We help entrepreneurs connect the dots.

1WEEK KC 2015

FRIDAY, MAY 29TH - FRIDAY, JUNE 5TH

Resource Navigator

373

Business resources all across the region, find the right match for you!

Like

Share

For additional assistance call **816.235.6500**

www.kcsourcelink.com

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Welcome to the Resource Navigator.

Here, you can search for business resources using multiple criteria in the left side bar. [Give us feedback](#) on your experience.

- If your search returns too many results: Narrow the search by adding additional filters.
- If your search returns no results: Broaden the search by removing one or more search filters.
- To find your correct zipcode to search by geography, use this [ZIP code lookup tool](#) from the United States Postal Service.

Need more help?

Call our hotline, [816.235.6500](tel:816.235.6500) or send us an email at info@kcsourcelink.com.

Narrow Your Search

Distance

Show All ▾

Zip Code or City, State

Industry

Resource Navigator

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243 items in 25 pages



1 Million Cups

A Kauffman Labs program striving to engage entrepreneurs through a weekly educational and networking program.

[Website](#)

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Monday - Friday 8:30 am - 12:00 pm
- [score.org's monthly eNewsletters](#)
- [Missouri Business Portal - Great resource for anyone starting a business.](#)
- [Kansas SDB small business information](#)
- [Small Business Administration \(SBA\)](#)



WORKSHOP

You won't find this kind of insight in a book.

Take a workshop and:

- Learn from real business experience
- Discover solutions to your challenges
- Get knowledge you can use immediately

[Register Now](#)



Upcoming Events

<https://kansascity.score.org/>

[Upcoming Events](#)

START
my business

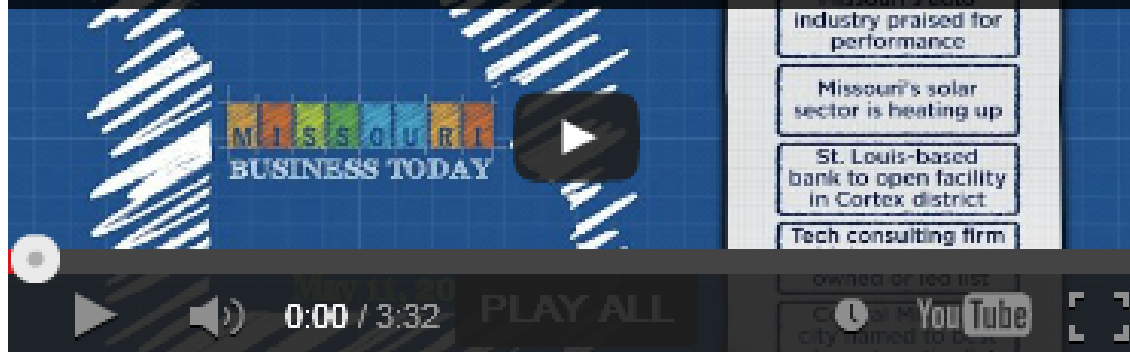
GROW
my business

MANAGE
my business

INCENTIVES
& financing

TRAINING
& workforce

PLAYLIST Missouri Business Today



How do I
START MY BUSINESS?



How do I
RENEW MY BUSINESS?

Select Your Industry



MOSourceLink

Need help? Call us! **866-870-6500**

SHOW-ME
the numbers

— State Agencies —
PROVIDING BUSINESS ASSISTANCE

Moving to Missouri?

Missouri has many assets for companies like yours looking to expand or locate in the Show-Me State. From a business climate that encourages growth to a highly-skilled workforce and exceptional transportation and infrastructure system, Missouri offers a variety of unique business advantages.

Learn more
in Missouri.

Are You Hiring?

Create an account on Missouri's #1 jobs bank and start connecting with qualified candidates right away. We can pre-screen job seekers and help set up interviews as well as coordinate a career fair, just for your business.

In The News

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Moore Gear adds 34 new jobs in Hermann, DED announces

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Leading automotive supplier to open manufacturing facility in Riverside, creating 267 new jobs 9

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<http://business.mo.gov/>

START
my business

GROW
my business

MANAGE
my business

State Agencies that Provide Business Assistance

- Department of Economic Development
- Department of Agriculture
- State Treasurer
- Secretary of State
- Department of Revenue
- Department of Labor and Industrial Relations
- Department of Natural Resources
- Department of Transportation 
- University of Missouri Extension Service 
- U.S. Department of Agriculture
- U.S. Department of Commerce
- U.S. Environmental Protection Agency
- U.S. Small Business Administration
- Business.gov
- National Telecommunications and Information Administration
- Small Business Development Center 
- U.S. Department of Veterans Affairs

<http://business.mo.gov/assistance.html>



Library



Local help



Courses



Successes



Home » Missouri Small Business & Technology Development Centers



Missouri Small Business & Technology Development Centers

Our experts can help you.

The Missouri Small Business & Technology Development Centers (MO SBTDC) help businesses in every stage. From concept to startup, growth to renewal, mature to succession. We are here to help you succeed at every point.

MO SBTDC experts are located statewide providing help on a variety of business topics through:

- Professional business analysis
- Business consultations and access to technology resources

[Request an appointment](#)

<http://missouribusiness.net/sbtdc/>

Missouri Procurement Assistance Centers



Dealing with regulations and red tape can be frustrating. In fact, those obstacles often keep highly qualified suppliers from selling to the government.

The Missouri Procurement Technical Assistance Centers (MO PTAC) assist businesses — including small, disadvantaged and women owned firms — in obtaining federal, state and local government contracts.



Our procurement specialists will help you in identifying opportunities and understanding the contracting process so you can take advantage of government sales dollars.

Learn more about how our procurement services can help you win government contracts. Contact our staff at a center near you, or email montac@missouri.edu

<http://missouribusiness.net/ptac/>

Request an appointment



KC BIZCARE
CITY OF KANSAS CITY, MO



WHAT ARE YOU LOOKING FOR?



About KC BizCare

Welcome to the City of Kansas City, Missouri Business Customer Service Center (KC BizCare). Established in 2009, the Business Customer Service Center is a free business and information center now and operating

Business Customer Service Center provides our customers with information and assistance in understanding and complying with City. [...]

[READ MORE IN](#)

KC BizCare

1118 Oak Street

Kansas City, MO 64106

p: 816-513-BIZCare (2492)



Dead Letter Office – Taxis

How can we ensure the Taxicab Code fosters a diverse, vibrant and competitive transportation and taxicab industry? This round of the Dead Letter Office is

ordinances preserve the current diverse, vibrant and competitive transportation and taxicab industry including transportation networking [...]

[READ MORE IN](#)



Business Resource Guide

KC BizCare's [Business Resource Guide](#) is a comprehensive source of information regarding processes and regulations involved in starting and

supporting business development and growth.

[READ MORE IN](#)

KC BizCare Online Tool

Your business doesn't sleep, which is why the City's business customer service center, KC BizCare, is now open 24/7. KC BizCare is pleased to launch [KC BizCare Online](#), a new online resource to help busy business owners and budding entrepreneurs navigate the business licensing regulations and steps required by city, state, federal agencies. KC BizCare Online helps business owners by providing a [...]

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Latest Tweets



KCBizCare

Smaller world? Ribbon-cutting is this Thursday!
[Runa/S14evG2G](#)



KCBizCare

The market are agent [Runa/S14evG2G](#)

Video Tour of Kansas City

[Welcome](#) | [Education](#) | [Quality of Life](#)
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Missouri *Women's* Council



Main Menu

- About Us
- Council Members
- Media Center
- Events Calendar
- Fact Sheets
- Newsletters
- Publications
- Photo Galleries

Links/Resources

- Women Owned Business Network
- Resource Guide

[Home](#) > Women in Business

Women in Business

Women-owned businesses are the fastest growing economic segment in Missouri and across the nation. Nationally, they have grown at almost twice the rate of other firms. However, owning and operating a business is a difficult task at best. Discover more about organizations that can help as you strive to successfully grow your business.

E-business Resource Guide - A resource guide for e-business.

Entrepreneur.com - Step-by-step guides to starting your own business plus on-line coaching from experts in the field.

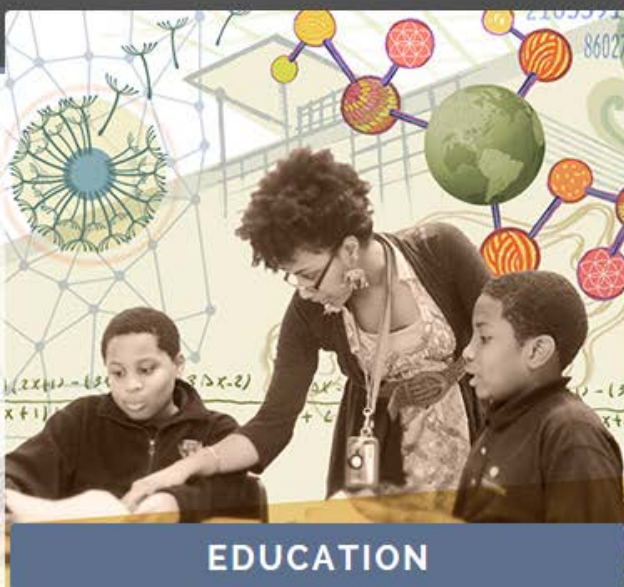
Sections

- Women in Business
- Starting a Business
- Upgrading Your Skills
- Finding a Great Job
- Working at Home
- Obtaining State or Federal Contracts

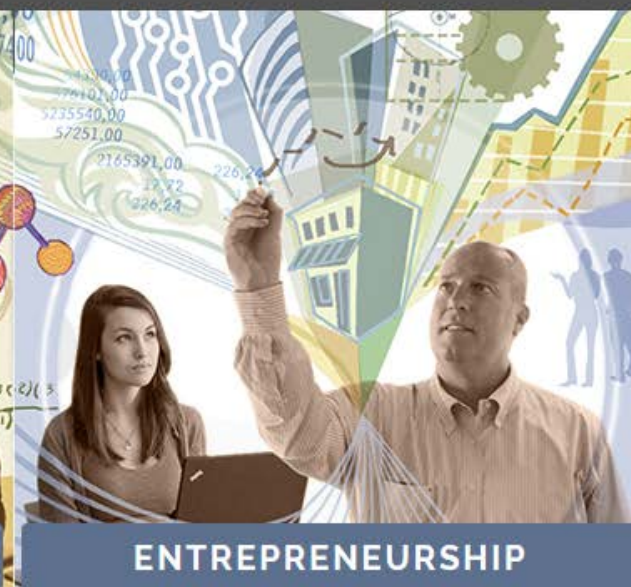
Contact Us

MO Women's Council
PO Box 1157
301 W. High Street,
Suite 680
Harry S. Truman

<http://womenscouncil.org>



EDUCATION



ENTREPRENEURSHIP



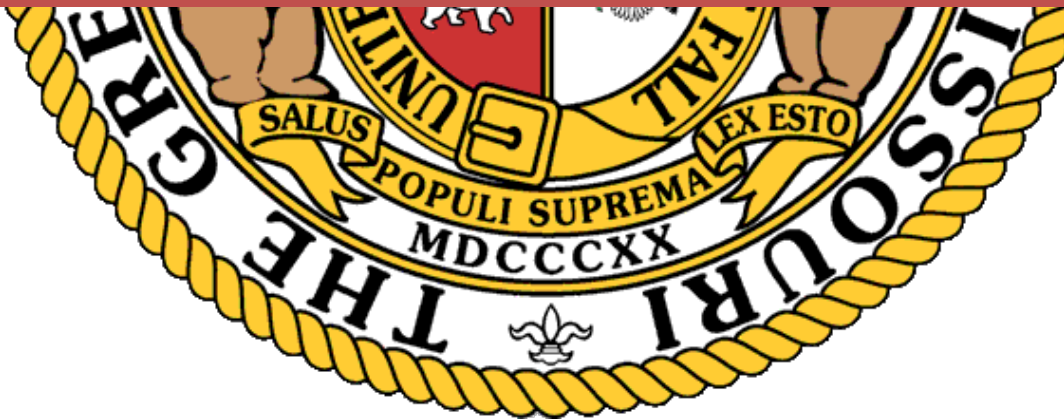
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www.kauffman.org

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Preparation for Funding Requests



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Questions to be prepared for.

- What do you need the money for?
- How much money do you need?
- How long will it take you to pay it back?
- How long have you been in business?
- What is the current financial shape of your business?
- How is your personal credit history?
 - FICO score less than 600 may be a problem.
- How much collateral, if any, do you have to put up for the loan?
- How quickly do you need the money?
- What other business debt do you have, and who are your creditors?
- Who are the members of your management team?





Information Checklist

- Personal background and financial statements
- Business financial statements
- Profit and loss statement
- Projected financial statements
- Ownership and affiliations
- Business certificate/license
- Loan application history
- Income tax returns
- Résumés
- Business overview and history
- Business lease

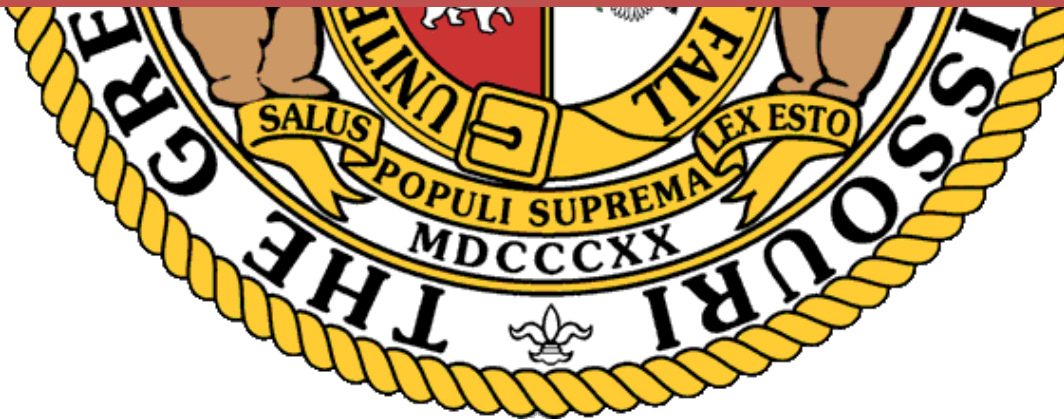


Tips for Obtaining Funding

1. Know your credit score.
2. Only get what you can pay back.
3. Clean up red flags on your financial statements.
4. Have a good repayment plan.
5. Know your collateral.
6. Know your industry.
7. Provide a personal guarantee.
8. Improve your cash flow.
9. Pay bills on time.
10. Use a business credit card.



Banks



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How to Choose a Bank

Start-up & Small Company

- SBA preferred lender.
- Good loan officers that want to make business loans and know SBA programs.
- Bank provides on-line services.
 - Cash management.
- Familiar with the company's type of business.



Bank – Loan Approval Considerations

- Credit report
- Management quality and track record.
- Collateral:
 - Fire sale value of assets.
- Cash Flow:
 - Projected revenues less expenses.
- Industry Trends



Rules of Negotiating Financing

1. Be Prepared
 - Clean business plan, financials
2. Explain uses of funds.
3. Speak to the right person.
4. Be realistic. Don't overstate finances.
5. Give complete information.
 - Don't hide problems.



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Rules of Negotiating Financing

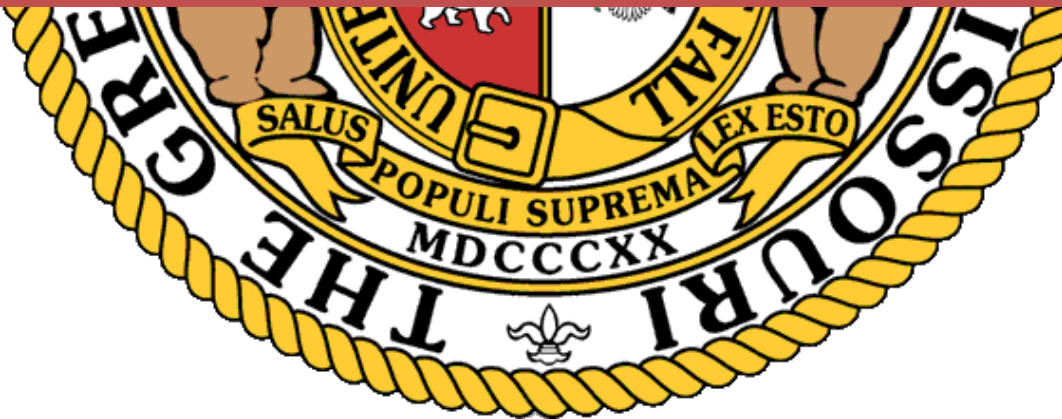
6. Seek a lender/investor you are comfortable with.
7. Negotiate rates, fees, and terms.
8. Give an impression of confidence and competence.
9. Carefully check all terms.
10. Dress conservatively.



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Government Funding Sources



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Local Assistance

Feedback

SBA.gov > Local Assistance > District Office List > Kansas City

Kansas City District Office

1000 Walnut Suite 500
 Kansas City, MO 64108
 Phone: 816-426-4500
[See map: Google Maps](#)

About Us

Acting District Director: Vacant
[Office Directory](#)

[Other offices](#)

Vazquez Commercial Contracting, Inc.



Joe Vazquez, owner of Vazquez Commercial Contracting, LLC, thought he wanted to pursue a career as a CPA. After earning an accounting degree, Joe believed that he was on his way to becoming a "big..."

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<https://www.sba.gov/offices/district/mo/kansas-city>

Press Releases



- MARCH 13, 2014**
 SBA to Award Grants to Support R&D, Small Business...
- FEBRUARY 6, 2014**
 SBA HOSTS TWITTER CHAT FOR YOUNG ENTREPRENEURS
- NOVEMBER 26, 2013**
 SBA Introduces Webinar Series on How Small Business...

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Get Email Updates



- JUNE 02, 2015**
 What Small Businesses Need to Know About The Switch to Chip Card Technology...
- MAY 15, 2015**
 SBA's Programs and Services
- MAY 08, 2015**
 Missouri Brother and Sister Team from Hamilton, MO Named National Small...

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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

[CLICK HERE FOR LOCAL EVENTS](#)

For Lenders

- ▶ [Steps in SBA Lending](#)
- ▶ [SBA Loan Programs](#)
- ▶ [Working with The SBA](#)
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- ▶ [Secondary Market](#)
- ▼ [Lender Reports & Data](#)
 - ▶ [Lender Reporting](#)
 - ▼ [Lender & Loan Data](#)
 - 100 Most Active SBA 7 (a) Lenders**
 - [Additional Data Resources](#)
 - [Lender E-Payments](#)
 - ▶ [Lender Portal](#)
- ▶ [FAQs](#)

100 Most Active SBA 7(a) Lenders

The table below displays the 100 most active SBA 7(a) lenders in the United States by lending volume in FY 2015, through the second quarter. Results are updated quarterly.

Rank	Lender	Number of Loans	Total Loans
1	Wells Fargo Bank, National Association	2,437	\$757,818,100
2	Live Oak Banking Company	431	\$487,133,000
3	JPMorgan Chase Bank, National Association	1,729	\$323,794,900
4	U.S. Bank National Association	2,089	\$298,333,200
5	The Huntington National Bank	2,181	\$289,331,800
6	Celtic Bank Corporation	636	\$199,395,600
7	Ridgestone Bank	173	\$164,424,300
8	SunTrust Bank	249	\$161,880,100
9	Newtek Small Business Finance, Inc.	131	\$138,113,300
10	Regions Bank	155	\$123,052,300
11	Compass Bank	686	\$119,408,900
12	Seacoast Commerce Bank	133	\$118,604,500
13	CDC Small Business Finance Corporation	136	\$114,348,000
14	BBCN Bank	101	\$106,645,900
15	Empire State Certified Development Corporation	138	\$105,042,500
16	Mortgage Capital Development Corporation	96	\$101,261,000
17	Bank of the West	132	\$98,001,700

Need a Small Business Loan?



SBA LINC TOOL

Connecting Small Business Borrowers with SBA Approved Small Business Lenders

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Find a SBA Resource

Reach out to local and regional SBA offices...

Select District Office

Select Loan Center

<https://www.sba.gov/lenders-top-100>

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[SBA.gov](#) » [Tools](#) » LINC



Connecting Borrowers with SBA Approved Lenders



Welcome to the SBA Leveraging Information and Networks to Access Capital (LINC) tool. LINC is a simple way for you to connect with prospective SBA lenders based on your business needs. Once you fill out the form, your business information will be sent to participating SBA lenders who will contact you within 48 hours should there be a match. You will also be sent information regarding SBA Resource Partners in your area that can provide free business consulting and low-cost training options.

[Start Your Application](#)

<https://www.sba.gov/tools/linc>

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Programs



Learn more about Missouri's newest comprehensive incentive program!

Business Development

Action Fund Loan

BUILD

Business Facility Tax Credit Program

Chapter 100 Guidance for Local Governments

Chapters 100 Sales Tax Exemption,

Community Development

Amateur Sporting Contribution Tax Credit

Amateur Sporting Tax Credit Program

AmeriCorps (Missouri Community Service Commission)

Community Development Block Grant

Disaster Relief Resources

Small Business Disaster Loan Program

Housing Development

Neighborhood Preservation Act

Private Activity Bond Allocation "Tax Exempt" Bond

www.ded.mo.gov

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EVENTS

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Financing Your Project

Business Solutions > Financing



SBA 504

The Small Business Administration's 504 loan program provides financing assistance for small businesses making fixed asset investments, for projects ranging from \$125,000 to several million dollars, which will create or retain jobs. With a 504 loan, a business obtains long-term financing at a fixed rate with a low down payment, typically 10%...

[Learn more](#)

Financing

- > Financing
- > SBA 504
- > EDC Revolving Loan Program
- > Brownfields Cleanup Revolving Loan Fund
- > River Market Loan Program
- > MainStreet Commercial Development

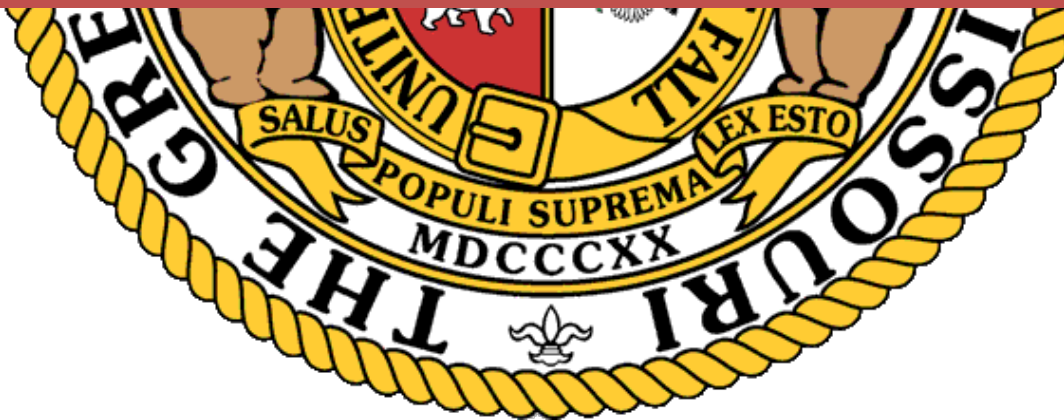
EDC Revolving Loan Program

The EDC Revolving Loan Fund (RLF) is a good alternative for small businesses planning to spend less than \$500,000 for fixed assets. Typical financing structure is 10% equity, 50% from a commercial bank, and 40% up

<http://edckc.com/business-solutions/financing-2/>



Government Financing Programs



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SBA “504” Direct Loan

- **Benefit:** Fixed rate, longer term, less equity.
- **Eligible:** For-profit “small business”
- **Use of Funds:** Fixed assets
- **Maximum Amounts:**
 - 40% of total fixed assets
 - \$1.5 mil; \$2 mil (special); \$4 mil. (mfg.)
 - \$65,000 per new job (or \$100,000 for mfg.)
- **Method:**
 - Made through a “Certified Dev. Company”
 - Collateral subordinated to bank.
 - Fees*: 1.5%
 - Rate: 10yr – 3.7%; 20yr – 4.3%



SBA 504 - Example



• Project Total:	<u>\$3 million</u>	<u>Lien Position</u>
– Bank (50%):	\$1.5 million	1st
– SBA 504 (40%):	\$1.2 million	2nd
– Owner Equity (10%):	\$0.3 million	NA



SBA 7a Guaranteed Loan

- Benefit:
 - Flexibility, lower down payment.
 - Interest rate: 2.25-2.75 above prime rate (3.25%).
 - Longer term: 10 yrs (M&E), 20 yrs (RE), 7 yrs (WC)
- Use of Funds:
 - Working capital, Fixed assets
- Maximum Amounts:
 - \$2 mil Loan
 - Guarantee on bank loan: 75% (loans over \$150k)
 - (85% <\$150,000)
- Method:
 - Apply through a bank.
 - Fees*: 2-3.5% of guaranteed portion.



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- Eligible:
 - “Primary companies”
 - Minimum 2-10 new full-time jobs created.
- Benefits:
 - Retain state WH tax of new jobs, 5-6 years.
 - Possibly, additional state tax credits (refundable).

<http://www.ded.mo.gov/moworks>



- Eligible:
 - “Primary companies”
 - New jobs or upgrade of existing jobs.
- Benefits:
 - Rebate of eligible training.
 - Competitive application process.

<http://www.ded.mo.gov/moworks>





\$1 MILLION
RELEASED TO SUPPORT
HIGH-TECH STARTUPS
THROUGH
MISSOURI
TECHNOLOGY

Funds Released to MTC for startups

Investing in Missouri's Companies of Tomorrow

The Missouri Technology Corporation ("MTC") is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21st Century bioscience industries that build on Missouri's rich history in agriculture and technology.

Follow MTC on facebook



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[Digital Sandbox KC Companies Raise More than \\$7 Million](#)

[Luis Jimenez Speaks About Missouri Startup Stemogen](#)

[SylMyco Ships First St. Louis-Made Plant Boosters](#)

[Benson Hill BioSystems, J.R. Simplot Launch Pilot Program for Potato Crops](#)

[Missouri Named Top State for Tech Job Growth](#)

[Kansas City Named One of Top 10 Most Promising Tech Hubs to Watch in 2014](#)

<http://www.missouritechnology.com/>

MISSOURI LINKED*DEPOSIT

Loans to Develop Our Future

The Missouri Linked Deposit Program partners with lending institutions to provide low-interest loans to help create and retain jobs, expand the economy and strengthen communities statewide. By reducing the interest rate on certain loans that borrowers can use to improve their businesses, the program helps qualified lenders from Missouri better serve Missouri-based companies and agricultural operations. The program also provides funds for local governments to serve the interests of their constituents. Using the program allows lenders to lower the interest rates to the borrower by about 2-3 percent.

IMPORTANT NOTICE

Effective April 21, 2011, Treasurer Clint Zweifel has adopted the **HELP system – the Harmed-area Emergency Loan Priority system** – to expedite Missouri Linked Deposit Program loan approvals. Borrowers in counties determined to have been impacted will receive 24-hour approval of completed applications.

As of August 28, 2014, the following county qualifies for the HELP system:

- St. Louis

Low-Interest Loans

Agriculture
Alternative Energy
Job Enhancement
Local Governments
Multi-Family Housing
Small Business

Linked Deposit Quick Links

Application Process
Borrowers Information
Lenders Information
Preferred Partners
Participating Lenders
Interest Rate Info

<http://treasurer.mo.gov/content/low-interest-loans>

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Let's Talk Money: Access to Capital

