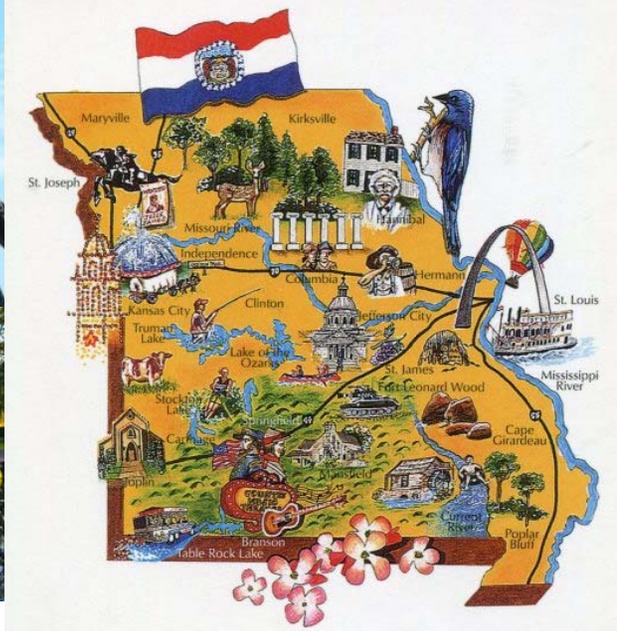


SMALL BUSINESS SYMPOSIUM



REVERSE VENDOR FAIR



MAKING CONNECTIONS
GROWING TOGETHER

Let's Talk Money: Access to Capital

Presented By:

Mike Downing

Director, Missouri Department of Economic Development

Agenda

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



Six Steps for Successful Startups

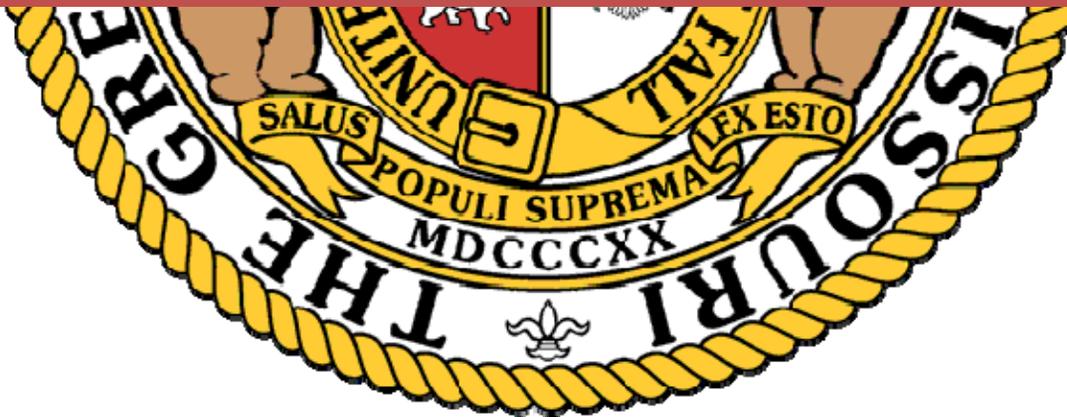
- Evaluate your idea
- Take a class
- Meet with a counselor
- Plan your business
- Get registrations, licenses and permits
- Find a good business location

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





Where to Get Business Assistance





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!

[TRY OUR RESOURCE NAVIGATOR](#)

BUSINESS NEWS IN YOUR INBOX

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

[SIGN ME UP FOR MONTHLY TIPS](#)

Upcoming Events

[VIEW ALL](#)

MAY 12

Motive Matters - Season 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 @ 5:00 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

www.mosourcelink.com

Home Startup - Growth - High-tech - Resources - Calendar Blog Entrepreneurs in Action

Welcome to the new Resource Navigator. You can search for 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.
- For additional assistance call our hotline, 888-870-8500.

Narrow Your Search

Distance
25 mile radius

Zip Code or City, State
Bridgeton, MO

Industry
High Tech Services and Manuf...

Area of Assistance
Financial Resources and Assis...

Specific Need
Loan Providers

Business Stage
Established Business

Minority Owned
African American

Women Owned
 Yes No Show All

Completed Business Plan

Resource Navigator

8 items in 1 pages

Sort By: **Distance (closest first)**

	<u>Helix Center Biotech Incubator</u> Distance: 3.03 Miles Helix Center Biotech Incubator located near the Danforth Plant Science Center offers 33,000-square-foot of office incubator space, wet and dry labs for early-stage plant and life sciences and bio technology companies. Like <input type="button" value="0"/>	Karen Hart 1100 Corporate Square Crown Point, MO 63132 Phone: (314)613-7863 Website Email
	<u>St. Louis Economic Development Partnership</u> Distance: 7.93 Miles The St. Louis Economic Development Partnership seeks to facilitate the development of and	Doug Rasmussen 7733 Forsyth Blvd Ste 2200 & 2300 St. Louis, MO 63105 Phone: (314)613-7863 Website Email

www.mosourcelink.com



START
my business

GROW
my business

MANAGE
my business

INCENTIVES
& financing

TRAINING
& workforce

☰ - **PLAYLIST** Missouri Business Today

This Week's Development News

- Missouri's auto industry praised for performance
- Missouri's solar sector is heating up
- St. Louis-based bank to open facility in Cortex district
- Tech consulting firm

MISSOURI BUSINESS TODAY

0:00 / 3:32 PLAY ALL

YouTube

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 about why you should do business 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 [More News >](#)

Moore Gear adds 34 new jobs in Hermann, DED announces [Read More >](#)

Leading automotive supplier to open manufacturing facility in Riverside, creating 267 new jobs [Read More >](#)

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



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

Consulting services

Success stories

Training courses

About & partners

Transformation: MO
SBTDC publication

Contact

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/>

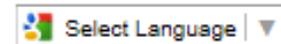


Business Services

- › Area Business incubators and Business Development Resources
- › Business Assistance Center
- › Business Development Contacts
- › Business Site Selection
- › Neighborhood Commercial District Improvement Program
- › Retail Development Assistance

Business Assistance Center

Outlines services offered through the Business Assistance Center (BAC)



What does the BAC do?

The Business Assistance Center (BAC) facilitates the licensing and permitting of businesses and act as the ombudsman for the City business community.

Opening or Expanding your Business?

SAVE TIME AND ENERGY by contacting the Business Assistance Center (BAC) for the licensing and permitting of your new or expanding business:
(314) 622-4120

Request Documents to Open Your Business

- **Email us** at bac@stlouis-mo.gov
- request documents and forms needed to start your business.

<https://www.stlouis.mo.gov/government/departments/sldc/economic-development/business-services/Business-Assistance-Center.cfm>



St. Louis

FOR THE LIFE OF YOUR BUSINESS

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St. Louis SCORE
 St. Louis SCORE offers free business counseling and resources, low-cost workshops, and free business scan services. If you're starting a business, preparing for a loan, or have existing business issues or opportunities, SCORE mentors can help.

- [Find a St. Louis SCORE Location](#)
- [Request Mentoring for Your Business](#)
- [Request a Business Scan for Your Business](#)
- [Sign Up for a Workshop](#)
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Free Mentoring
 St. Louis SCORE provides no-cost, confidential business counseling tailored to meet the needs of your business and your personal objectives. With over 60 counselors we have the experience to help ensure entrepreneurial and small business success. Check out the [impact St. Louis SCORE](#)

Get Free Local Mentoring
[START A BUSINESS](#)

Our advisors can help you create a business plan and identify sources of funding.

[IMPROVE AN EXISTING BUSINESS](#)

Our advisors can help you with your business challenges.

BUSINESS SCANS

Our advisors can do a full scan of your business to identify opportunities for improvement and growth.

[Request A Meeting](#)

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



Business Tools

Business Education

Press Room

Research Library

MBDA

MBDA Business Center St. Louis, Missouri

The MBDA Business Center located in St. Louis, MO is operated by the Chicago Minority Business Development Council, Incorporated. The center is part of a national network of funded centers located in major cities throughout the United States.

The center works with minority business enterprises to generate increased financing and contract opportunities and to create and retain jobs.

The mission of the center is to strengthen the US economy by helping ethnic minority businesses create or retain jobs, and build economically vibrant socially responsible entrepreneurs, businesses, and communities.

<http://www.mbda.gov/businesscenters/stlouis>

» **Annual Analysis of State's Small Business Activities**

Core Business Services

Global Business Development



Services include identification of export markets, facilitation of global transactions, international trade missions and market analysis, and overseas market promotion assistance.

Location

308 North 21st Street, Suite 701

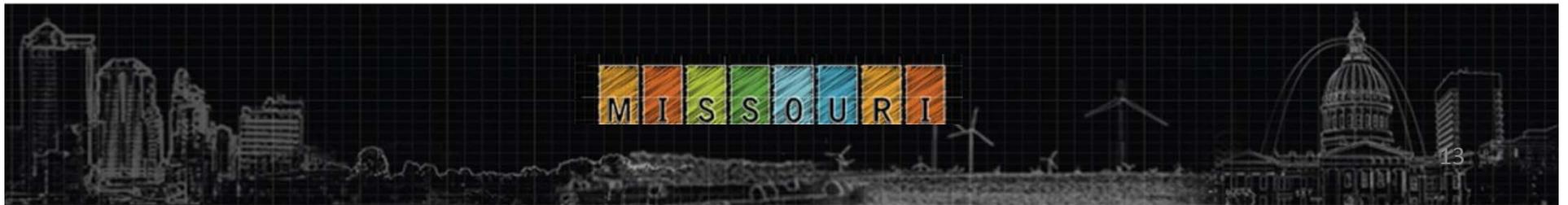
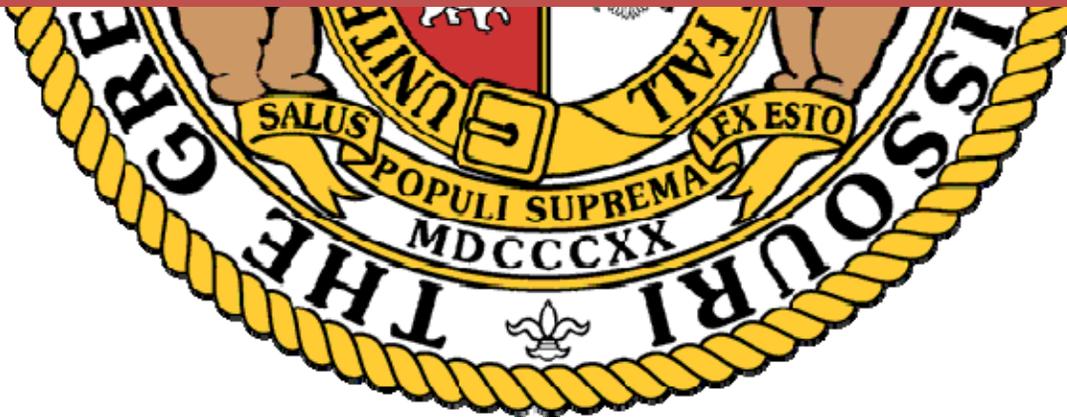
St. Louis, MO 63103

314-241-1143

Project Director: Charles Henson 

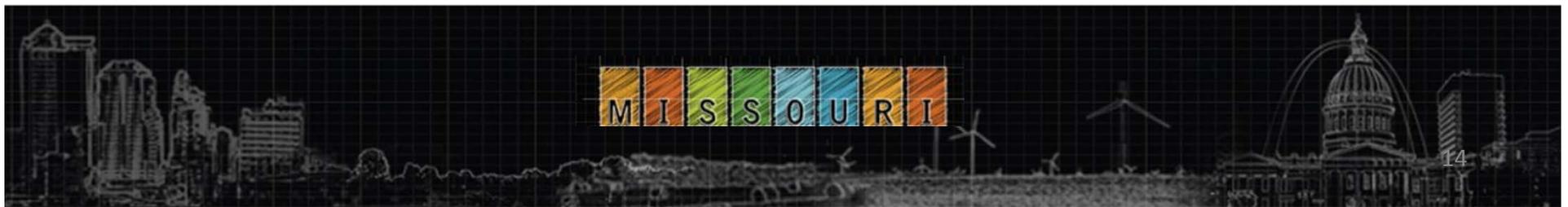


Preparation for Funding Requests



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

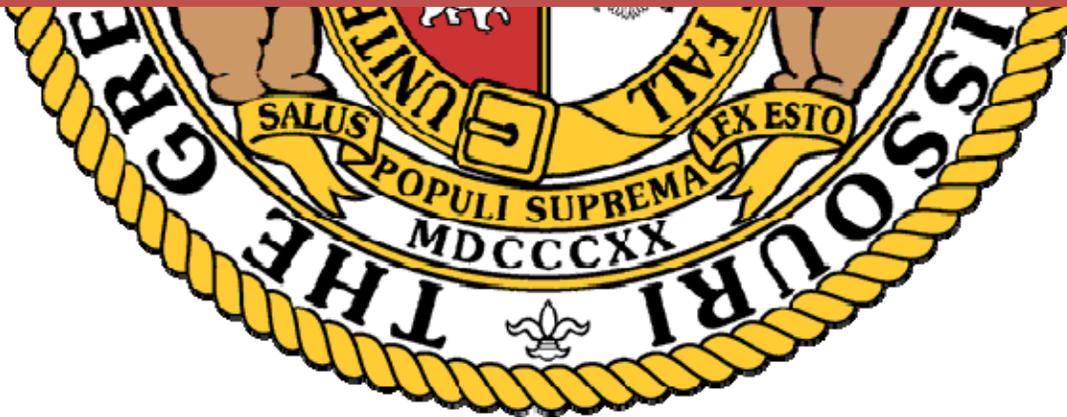
- Personal background and financial statements
- Business financial statements
- Profit and loss statement
- Projected financial statements
- Ownership and affiliations
- Business certificate/license
- Loan application history
- Income tax returns
- Résumés
- Business overview and history
- Business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



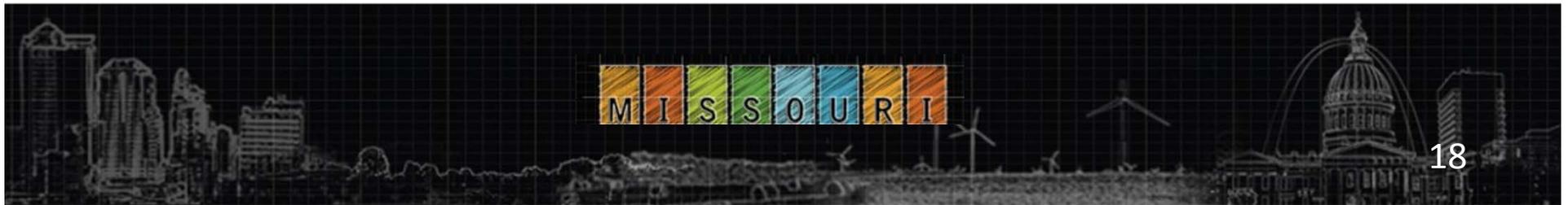
Banks



How to Choose a Bank

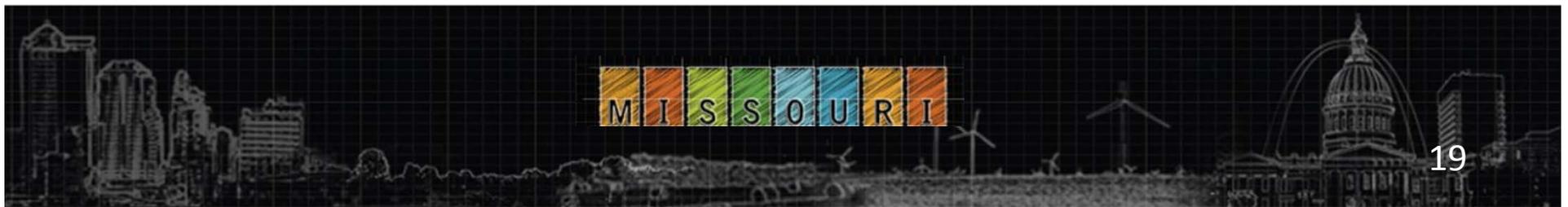
Start-up & Small Company

- 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



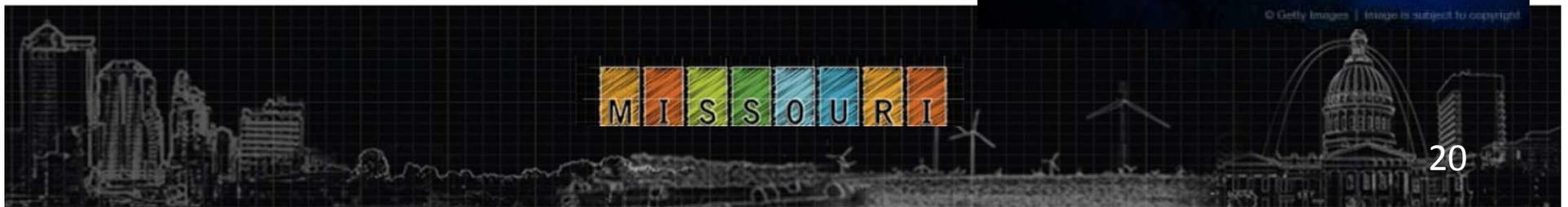
Bank – Loan Approval Considerations

- 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



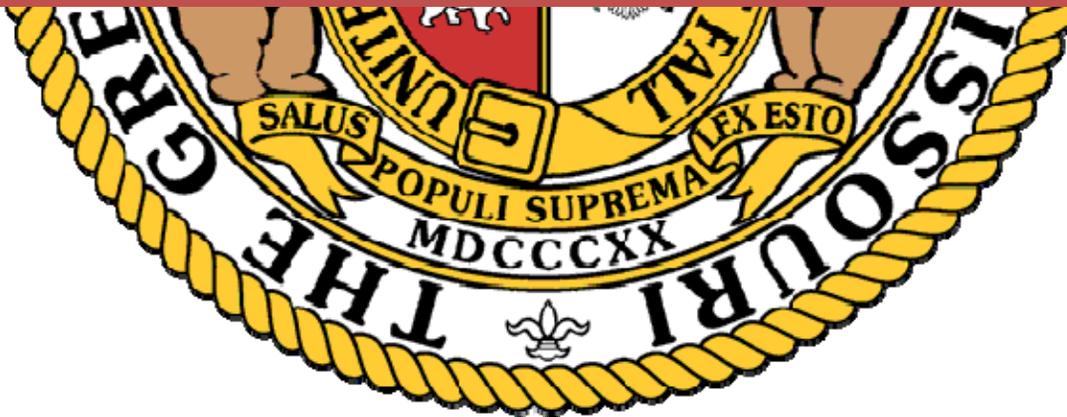
Rules of Negotiating Financing

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





Government Funding Sources





U.S. Small Business Administration



Search SBA.gov



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Local Assistance

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St. Louis District Office

1222 Spruce St Suite 10.103
St. Louis, MO 63103
Phone: 314-529-6600
[See map: Google Maps](#)

Hours of Operation:
Monday through Friday from
8:00 AM to 4:30 PM

About Us

District Director: [Dennis S. Melton](#)

[Office Directory](#)

[Other offices](#) 23

Passion for Beer, 7(a) Loan Brew Formula for Success



When most people start a new business, quite often their biggest problem is finding enough capital to fund their venture. But for Urban Chestnut Brewing Company founders Florian Kugler and David...

www.sba.gov

MISSOURI

For Lenders

- ▶ [Steps in SBA Lending](#)
- ▶ [SBA Loan Programs](#)
- ▶ [Working with The SBA](#)
- ▶ [Search Lender Docs](#)
- ▶ [Find a SBA Resource](#)
- ▶ [Submit Your Forms](#)
- ▶ [Connect with SBA Lenders](#)
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- ▼ [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	2,069	\$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	688	\$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

[LEARN MORE](#)

Subscribe to **E-mail Updates**
for New Forms and Content

Find a SBA Resource

Reach out to local and regional SBA offices...

Select District Office [Go!](#)

Select Loan Center [Go!](#)

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



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>



Home » Access Financing Wizard

SHARE  1061

Access Financing

In a few quick steps, this wizard will guide you to government resources to access financing for your business !

GET STARTED

Not looking for this... Return to [Home Page](#) or
Browse **Other Resources** for Accessing Financing.

<http://business.usa.gov/access-financing#>



Programs



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 Cap

www.ded.mo.gov



BUSINESS FINANCE

Loans and Bonds

Video Library

Boards and Members

Contact Us

SLCEC Home Page > Services > Business Finance

BUSINESS FINANCE PRODUCTS AND SERVICES

RESOURCES FOR REAL BUSINESS RESULTS

Connect with the resources that make a difference and drive results for your company. Our finance tools are as unique and innovative as the small businesses they serve. Offering flexibility, convenience and competitive pricing, our financing options include loans, bonds and private equity that range from \$500 to \$12,500,000.

[CLICK HERE](#) to learn more about loans and bonds.

CONNECT WITH Resources

Connect with the resources that make a difference and drive results for your company. Our finance tools are as unique and innovative as the small businesses they serve. Offering flexibility, convenience and competitive pricing, our financing options include loans, bonds and private equity that range from \$500 to \$12,500,000.

Product	Description	Amount	Term	Interest
Loans	Offering flexible, convenient and competitive pricing, our financing options include loans, bonds and private equity that range from \$500 to \$12,500,000.	\$500 - \$12,500,000	12-60 months	5.99% - 12.99%
Bonds	Offering flexible, convenient and competitive pricing, our financing options include loans, bonds and private equity that range from \$500 to \$12,500,000.	\$500 - \$12,500,000	12-60 months	5.99% - 12.99%
Private Equity	Offering flexible, convenient and competitive pricing, our financing options include loans, bonds and private equity that range from \$500 to \$12,500,000.	\$500 - \$12,500,000	12-60 months	5.99% - 12.99%

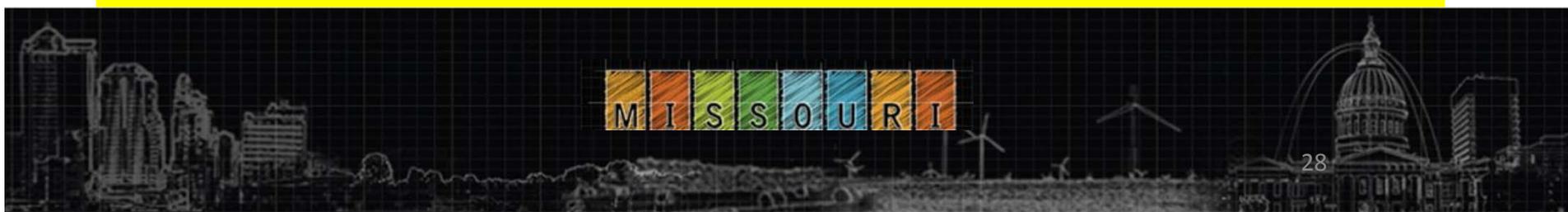
Small Business



Small Business logo featuring a man in a suit. Text describing the service: "The Small Business logo is a symbol of the success and growth of small businesses in St. Louis and the surrounding area. It is a symbol of the hard work and dedication of small business owners who are the backbone of our economy. The logo is a symbol of the success and growth of small businesses in St. Louis and the surrounding area. It is a symbol of the hard work and dedication of small business owners who are the backbone of our economy."



<https://main.stlpartnership.com/business-finance.html>



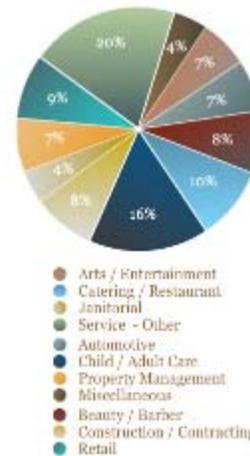
START UP BUSINESSES

Micro-Enterprise Services

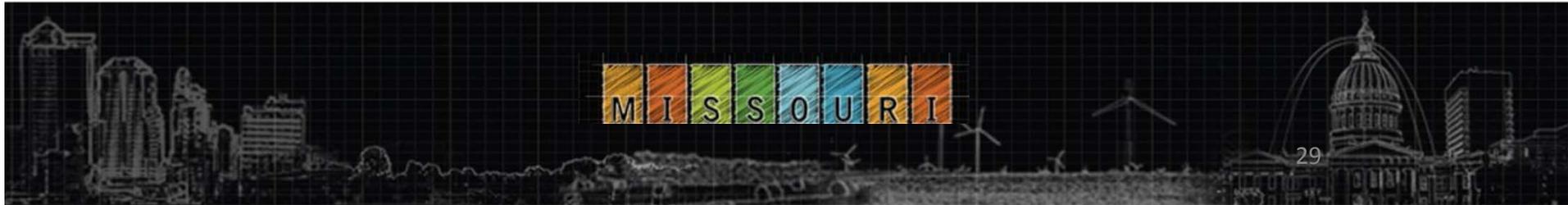
Justine PETERSEN provides comprehensive micro-enterprise lending and training:

- One-on-one counseling and technical assistance
- Credit building strategies. Justine PETERSEN believes that strong personal financial stability supports sound business financial management and therefore, all counseling begins with a review of personal credit history.
- FDIC Money Smart Curriculum
- Justine PETERSEN has developed a business plan questionnaire to assist clients through the business planning process. Many PETERSEN clients have existing informal businesses, but do not have written business plans. Justine PETERSEN assists clients to transition from informal to formal micro-enterprises.
- Micro-loan origination
- Post-loan technical assistance for those that struggle to meet their business plan benchmarks and for those that are expanding their businesses.

2010 Sectors of Micro-Loans Originated

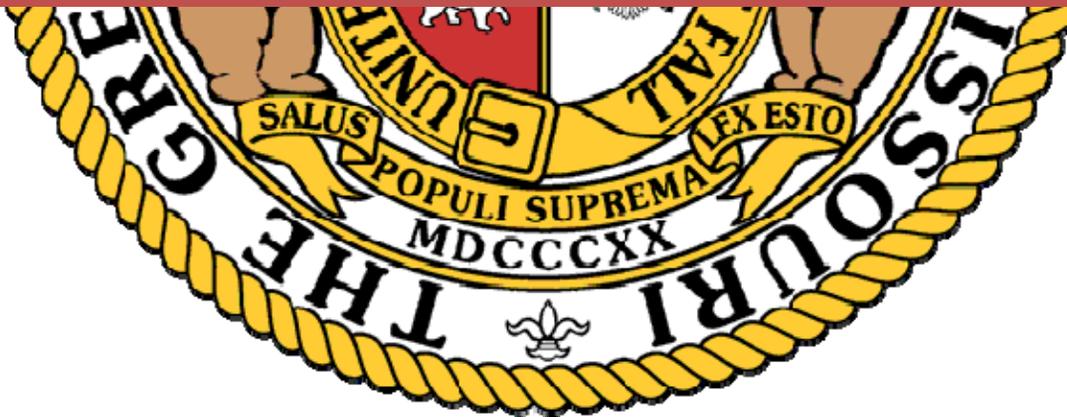


<http://www.justinepetersen.org>





Government Financing Programs



MISSOURI

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%



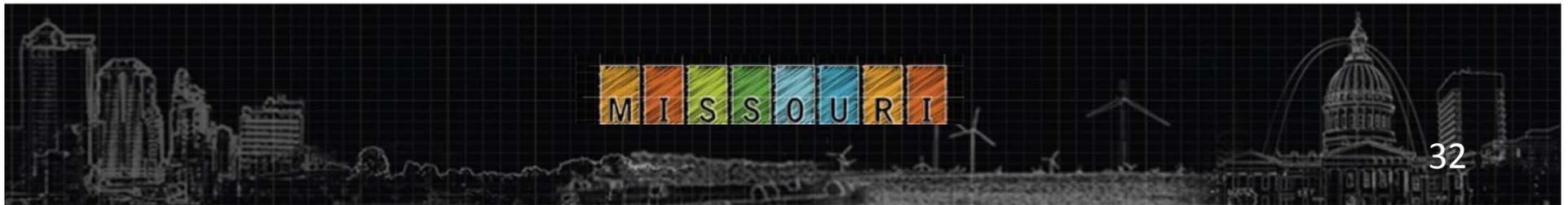
SBA 504 - Example

U.S. Small Business Administration



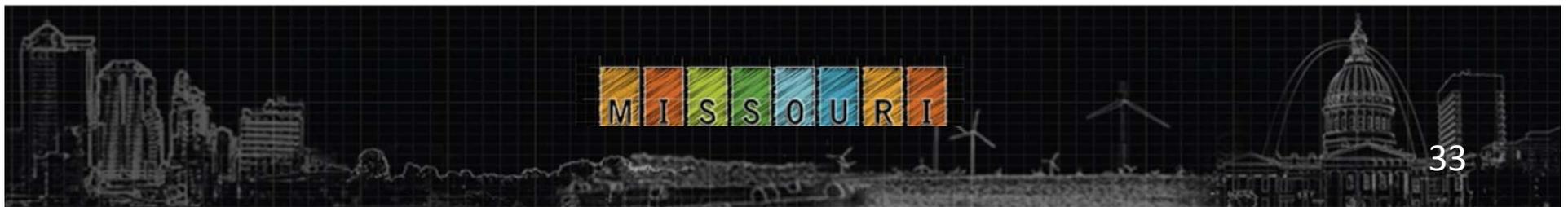
Your Small Business Resource

• 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

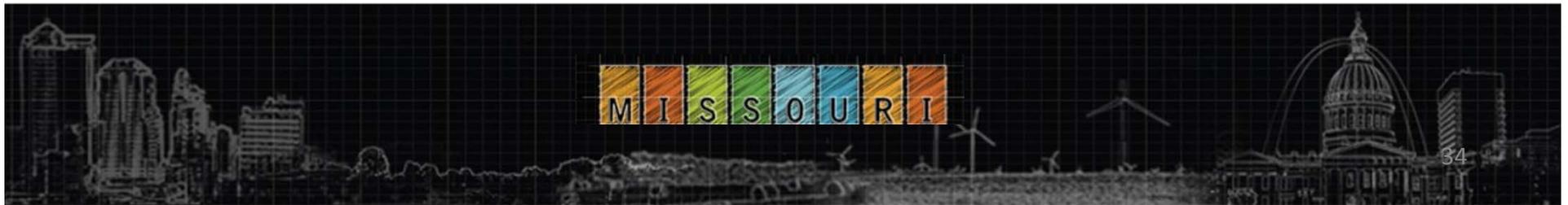
- Benefit:
 - Flexibility, lower down payment
 - Interest rate: 2.25-2.75 above prime rate (3.25%)
 - Longer term: 10 yrs (M&E), 20 yrs (RE), 7 yrs (WC)
- Use of Funds:
 - Working capital, Fixed assets
- Maximum Amounts:
 - \$2 mil Loan
 - Guarantee on bank loan: 75% (loans over \$150k)
 - (85% <\$150,000)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





- 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

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[Alamin Announces Commercial-Scale Demonstration Project](#)

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

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

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

[Benison Hill Biocystems, J.P. 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](#)

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.

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

MISSOURI LINKED DEPOSIT

Loans to Develop Our Future

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

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.

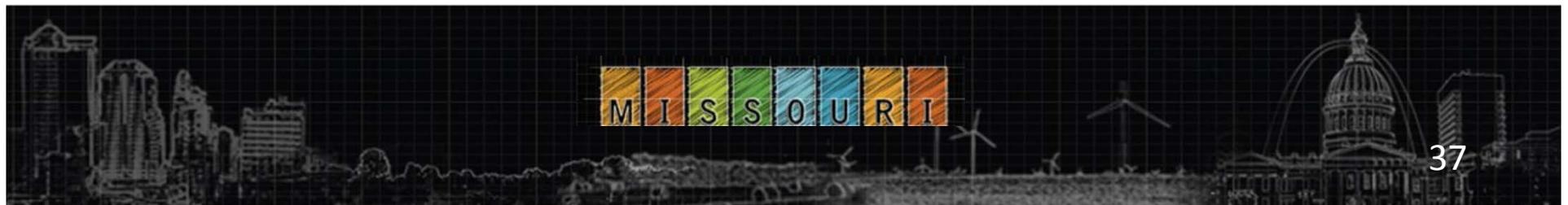
IMPORTANT NOTICE

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.

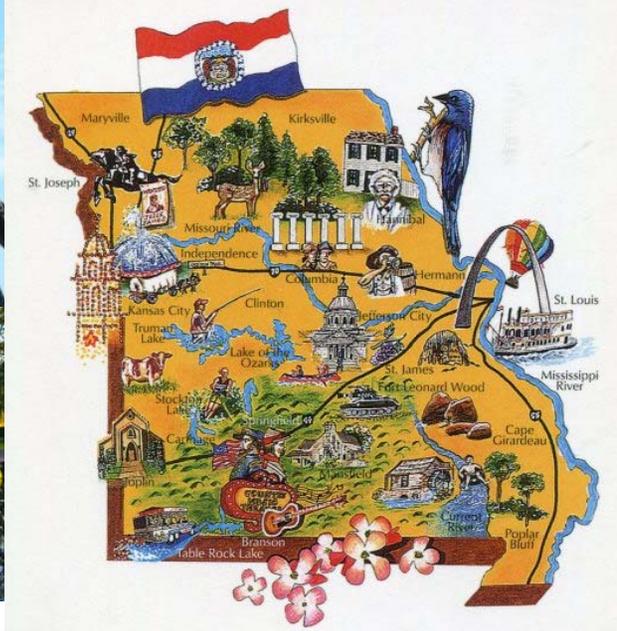
As of August 28, 2014, the following county qualifies for the HELP system:

- St. Louis

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



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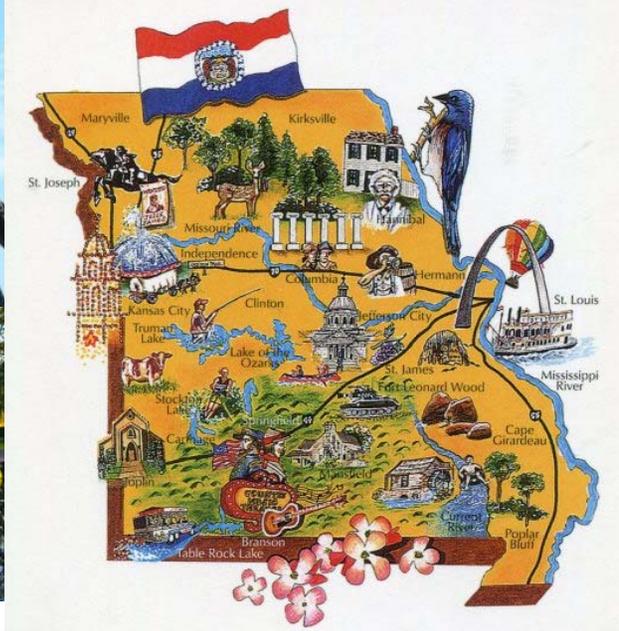
Let's Talk Money: Access to Capital

Presented By:

Mike Downing

Director, Missouri Department of Economic Development

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Questions?