

| Program   | Maximum Loan Amount   | Percent of Guaranty   | Eligible Use of Proceeds   | Maturity  | Maximum Interest Rates  | Guaranty Fees (Based on Gtd. Portion)   | Who Qualifies   | Benefits to Borrowers   |
|---|---|---|--|---|---|---|---|---|
| <b>7(a) Loans</b>   | \$5 million   | 85% guaranty for loans of \$150,000 or less; 75% guaranty for loans greater than \$150,000 (up to \$3.75M maximum guaranty) | Term Loan.<br><br>Expansion/renovation; new construction, purchase land or buildings; purchase equipment, fixtures, leasehold improvements; working capital; refinance debt for compelling reasons; for inventory or starting or purchasing a business.<br><br>Only owner-occupied commercial real estate is eligible. | Depends on ability to repay. Generally, working capital not to exceed 10 years; Equipment, fixtures, or furniture not to exceed 10 years. Except term may be up to 15 years if IRS asset class useful life supports longer term. Lender must document in credit memo justification of any term that exceeds 10 years; real estate up to 25 years. No balloons or demand features permitted. | <b>Loans less than 7 years:</b><br>\$0 - \$25,000 Prime + 4.25%<br>\$25,001 - \$50,000 P + 3.25%<br>Over \$50,000 Prime + 2.25%<br><br><b>Loans 7 years or longer:</b><br>0 - \$25,000 Prime + 4.75%<br>\$25,001 - \$50,000 P + 3.75%<br>Over \$50,000 Prime + 2.75%<br><br>Fixed Rate:<br><a href="https://catran.sba.gov/ftadistapps/ftawiki/index.cfm">https://catran.sba.gov/ftadistapps/ftawiki/index.cfm</a> . See Downloads and Resources section. | <b>Charged on guaranteed portion.</b><br><b>Guaranty Fee:</b> \$350,000 or less=0%. \$350,001 to \$700,000=2.77%. \$700,001 to \$1 million =3.27%. \$1,000,001 to \$5,000,000=3.5% up to \$1 million, plus 3.75% of gtd. portion over \$1 million. Loans 12 months or less of \$350,000 or less = 0%; over \$350K = 0.25%<br><b>Ongoing lender fee: \$350,000 and less: 0.00%. \$350,001 up to &amp; incl. \$1,000,000: 0.49%. Over \$1,000,000: 0.55%.</b> | Must be a for-profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business.<br><br>Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years. (5% year 1, 3% year 2 and 1% year 3)                               | Long-term financing; Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years)  |
| <b>7(a) Small Loans</b><br>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  |
| <b>SBA Express</b>  | <b>Effective 10/1/21, maximum is \$500,000</b>                  | 50% regardless of loan amount.  | May be used for revolving lines of credit ( <b>must have term-out period not less than draw period</b> ) or for a term loan.   | LOC: Max period Revolver = 60 mo.; Max term out period = 60 mo. For total of 10 yrs. Term loan: same as 7(a)  | Loans \$50,000 or less; prime+6.5%<br>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  |
| <b>SBA Veterans Advantage</b>   | Processed under SBA Express so same as above limit of \$500,000 | Same as SBA Express   | Same as SBA Express  | Same as SBA Express   | Same as SBA Express   | For all SBA Express loans made to veteran-owned small businesses, upfront guaranty fee will be zero. Lenders must document in loan file with veteran eligibility using the documentation to <a href="https://www.sba.gov/sites/default/files/2021-08/Notice-5000-818641.pdf">Notice 5000-818641</a> .   | Same as 7(a) plus, small business must be owned and controlled (51%+) by one or more of the following groups: veteran, active-duty military in TAP, reservist or National Guard member or a spouse of any of these groups, or a widowed spouse of a service member or veteran who died during service, or a service-connected disability. | Same as SBA Express and no upfront guaranty fee.  |
| <b>CapLines:</b><br>1. Working Capital;<br>2. Contract;<br>3. Seasonal; and<br>4. Builders                        | \$5 million   | Same as 7(a) Loans  | Finance seasonal and/or short-term working capital needs; cost to perform contract; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving.  | Up to 10 years, except Builder's CAPLine, which is 5 years  | Same as 7(a) Loans  | Same as 7(a) Loans  | Same as 7(a) Loans. Plus, all lenders must execute Form 750   | 1. Working Capital - (LOC) Revolving Line of Credit<br>2. Contract - can finance all costs (excluding profit).<br>3. Seasonal - Seasonal working capital needs.<br>4. Builder - Finances direct costs in building a commercial or residential structure |
| <b>Community Advantage</b><br>Mission-focused lenders only. Expires 9/30/2022                                     | \$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

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|--|--|--|---|--|--|--|---|--|
| <b>International Trade</b>   | \$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   |
| <b>Export Working Capital Program</b>  | \$5 million  | 90% guaranty (up to \$4.5M maximum guaranty)   | Short-term, working-capital loans for exporters. May be transaction based or asset-based. Can also support standby letters of credit  | Generally one year or less, may go up to 3 years   | No SBA maximum interest rate cap, but SBA monitors for reasonableness  | Based on Maturity : 12 months or less: 0.25%; Between 13 months and 24 months: 0.525%; Between 25 months and 36 months: 0.80%. All based on guaranteed portion.  | Same as 7(a) Loans. Plus, need short-term working capital for direct or indirect exporting.   | Additional working capital to increase export sales without disrupting domestic financing and business plan  |
| <b>Export Express</b>  | \$500,000  | 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.   |
| <b>504 Loans</b><br>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:<br>CDC: up to 40%<br>Lender: 50% (Non-guaranteed)<br>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.<br><br>Lender Loan: Unguaranteed financing may have a shorter term. May be fixed or adjustable interest rate | Fixed rate on 504 Loan established when the debenture backed loan is sold. Declining prepayment penalty for 1/2 of term.             | Upfront guaranty fee = 0.50% (50 basis points).<br><br>Annual service fee = 0.2475% (24.75 basis points) of outstanding balance of loan.   | Alternative Size Standard: For-profit businesses that do not exceed \$15M in tangible net worth, and do not have an average two full fiscal year net income over \$5M.<br><br>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       |
| <b>504 Loan Refinancing Program</b><br>(Permanent) Provided through Certified Development Companies (CDCs) which are licensed by SBA<br><b>See Notice 5000-808830 for details.</b> | Same as 504  | Loan to Value (LTV) with Qualified Debt(s) 90%. For projects that include "Eligible Business Expenses (EBE)" the LTV is 85%. EBE may not exceed 20% of the fixed asset appraisal value | Refinancing of Qualified Debt (85% of the proceeds must have been originally used to acquire an <a href="#">Eligible Fixed Asset</a> ), and "Other Secured Debt" secured by the Eligible Fix Asset. May include the financing of eligible Business Operating Expenses as part of the refinancing. | Same as 504  | Same as 504  | Same as 504 above except annual service fee = 0.2475% plus 0.0115%, for a total of 0.2590% (24.75 basis points plus 1.15 basis points for a total of 25.90 basis points) of outstanding balance of loan. | Was incurred not less than 6 months prior to date of application. Has been secured by Eligible Fixed Asset(s) for at least six months; May include debt subject to a federal guarantee under certain conditions. Cannot be a 504 Third Party Loan which is part of an existing SBA 504 project. | Business can access equity in their commercial real estate for business operating expenses or refinance property on reasonable terms. Fees can be financed; SBA /CDC Portion: Long-term fixed rate Full amortization and No balloons |
| <b>Non-7(a) Loans Microloans</b><br>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 7 years  | Negotiable with intermediary. Up to 7.75% for loans over \$10,000 or 8.5% for loans under \$10,000 above intermediary cost of funds. | No guaranty fee  | Same as 7(a) Loans  | Direct loans from nonprofit intermediary lenders; Fixed-rate financing; Very small loan amounts; Technical assistance available  |