



# ***SBA RESOURCES***

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***Lead Business Opportunity Specialist***



# *Overview*

## **The 3 C's**

- Counseling
- Capital
- Contracting



# Overview

## SBA Wisconsin District Office

**SBA**  
U.S. Small Business Administration

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### WISCONSIN DISTRICT OFFICE

SBA.gov » Local Assistance » District Office List » Wisconsin

**Wisconsin District Office**  
310 West Wisconsin Ave., Suite 580W  
Milwaukee, WI  
Phone: 414-297-3941  
Fax: 414-297-1377

**Locations:**  
Milwaukee | Madison

**About Us**  
Since 1993, SBA has provided access to capital; small business support; and... [MORE >>](#)

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

**District Director:** Eric Ness  
[Office Directory](#)

**Resource Guide**  
[Wisconsin District Office Resource Guide](#)  
[National Resource Guide \(En Español\)](#)

**NATIONAL VETERANS SMALL BUSINESS WEEK**  
Highlighting Moments that Matter in Veteran Entrepreneurship  
Oct 30 - Nov 3, 2017  
[#myvetbiz](#) • [www.sba.gov/myvetbiz](#)

**NATIONAL VETERANS SMALL BUSINESS WEEK**

### Small Business Events



# Overview

## Wisconsin Resource Guide





# *Counseling*

Extensive network of resource partners  
which offer

Free or low cost counseling, advice, and  
information on starting, improving, or  
expanding a small business through:



# *Counseling*

➤ SCORE

➤ Small Business Development Centers (SBDC)

➤ Women's Business Centers (WBCs)

To locate offices near you:

<https://www.sba.gov/tools/local-assistance>



# *Capital Overview*

SBA provides a number of financial assistance programs for small businesses that have been specifically designed to meet key financing needs



U.S. Small Business Administration

# ***Loan Guaranty Program***

**Get \$500 to \$5.5 million to fund your  
business**

- Loans guaranteed by the SBA range from small to large and can be used for most business purposes, including long-term fixed assets and operating capital.





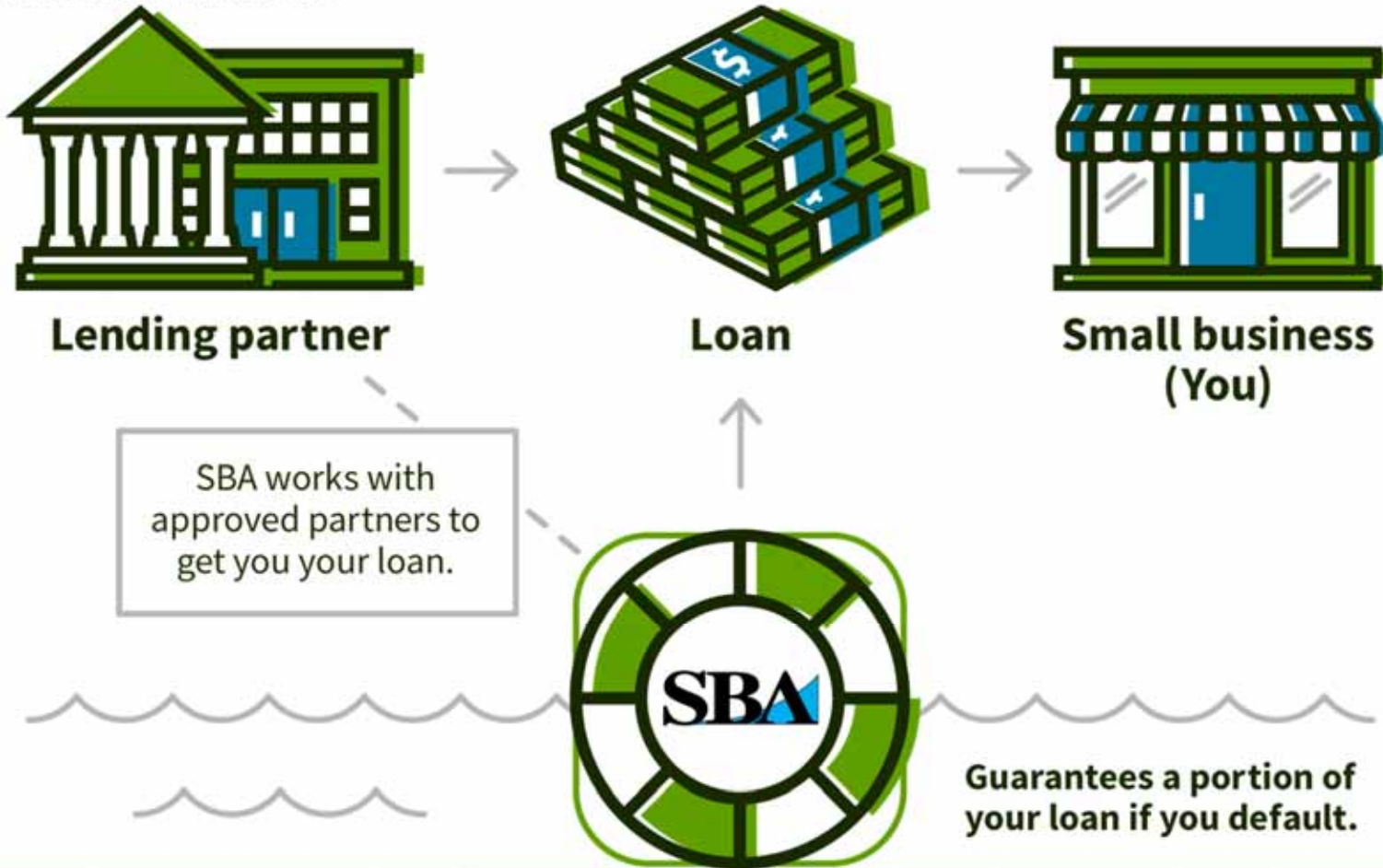
# *Loan Guaranty Program*

- The SBA doesn't lend the money *directly* to entrepreneurs to start or grow a business, but sets the guidelines for loans made by its partners (lenders, community development organizations and micro-lending institutions).
- SBA guarantees that these loans will be repaid, which eliminates some of the risk to the lending partners



U.S. Small Business Administration

# Loan Guaranty Program





U.S. Small Business Administration

# *Loan Guaranty Program*

Some loan programs set restrictions on how you can use the funds, so check with an SBA-approved lender when requesting a loan. Your lender can match you with the right loan for your business needs



# *Contracting*

The U.S. government is the largest single purchaser of goods and services in the world, awarding approximately \$500 billion in contracts every year.



# *Contracting*

The Small Business Administration works with federal agencies to award at least 23% of all prime government contract dollars to small businesses and help federal agencies meet specific statutory goals for:



# ***Contracting Programs***

- [Small Disadvantaged Business\(SDB\) / 8\(a\) Business Development](#)
- [HUBZone](#)
- [Women Owned Small Business](#)
- [Service Disabled Veteran Owned Small Business](#)



# ***Wisconsin Offices***

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## **MADISON**

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