

Best Initiatives the Government Promoted to Improve the Development of Entrepreneurs and SMEs

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PRESENTATIONS



BEST INITIATIVES IN ENTREPRENEURSHIP: EMERGING LEADERS

BEST INITIATIVES IN INNOVATION AND ENTREPRENEURSHIP: GROWTH ACCELERATOR FUND COMPETITION

BEST INITIATIVES IN CAPITAL: MICROLOAN PROGRAM



BEST INITIATIVES IN ENTREPRENEURSHIP: EMERGING LEADERS

BAC



Preparing Small Business Leaders for Growth



What is it?

 A federal training initiative that specifically focuses on executives of businesses poised for growth in historically challenged communities What does it do?

Provides executives with the organizational framework, resource network, and motivation required to build sustainable businesses and promote economic development within underserved communities





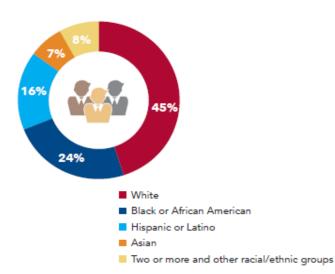


Demographics of Admitted Businesses, 2015 Cohort



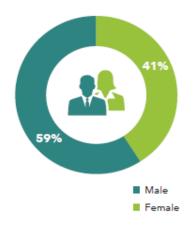
812 small businesses

Race and Ethnicity



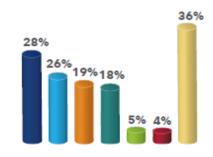


Gender





Participating under-served founders and communities



Certified minority-owned businesses

- Certified disadvantaged business enterprises
- Certified women-owned businesses
- 8(a) certified
- Certified service-disabled veterans
- HUBZone certified
- Located in low- or moderate-income census tracts



Outcomes of Recent Graduates



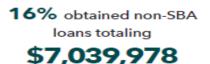


total revenue growth



or added jobs





Revenue Growth



39% average revenue growth rate

Job Growth



408 total employment growth

Capital and Contracts



2% obtained SBA-guaranteed loans totaling



\$361,773 average revenue growth



32% average employment growth rate

30% obtained government contracts worth a total of





BEST INITIATIVES IN INNOVATION AND ENTREPRENEURSHIP: GROWTH ACCELERATOR FUND COMPETITION



Lowcountry Local First - Charlestown, SC

NIIC - Fort Wayne, IN

PW Science Accelerator - Prince William, VA

Growth Accelerator Fund Competition SBA

What is it?

- An annual competition that supports and empowers entrepreneurial ecosystems
- \$50,000 awards to accelerators, and incubators throughout the U.S.

What does it do?

- Prioritizes aid to small business development in areas lacking institutional support
- Funds enable creation of programmatic assistance to help innovators, entrepreneurs, and businesses succeed
- Particular consideration in application process given to accelerators that fill gaps in the entrepreneurial ecosystem



Growth Accelerator Fund Competition SBA



The Growth Accelerator Fund Competition Empowering America's Future with a Cutting-Edge Approach

At-a-Glance

- \$50,000 prizes to contest winners
- Prize funds are to be used to fund operating budgets, not for investment in start-ups
- The winners must demonstrate the ability to raise (or, have plans to raise) a 4-to-1 match of prizes awarded
- "Accelerators" are defined as organizations that provide networking opportunities, mentorship, space, and sometimes equity to start-ups
- All models are expected to have a prescribed timeline after which start-ups "exit" or, "graduate" their organization to function independently in the small business economy
- SBA seeks to support the development of accelerators and start-ups in areas where there are fewer conventional sources of access to capital (e.g.: venture capitalists, other investors)



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Quantitative Review

Year	Applicants	Finalists	Winners	Funds Distributed
2014:	900+	100	50	\$2.5M
2015:	406	200	88	\$4.4M
2016:	382	201	85	\$4.25M
TOTAL:	1,412	501	223	\$11.15M



Growth Accelerator Fund Competition SBA

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Impact Evaluation

As of 2016, the Entrepreneurial Ecosystems Supported by the Growth Accelerator Fund Competition Aggregately Achieved the Following:



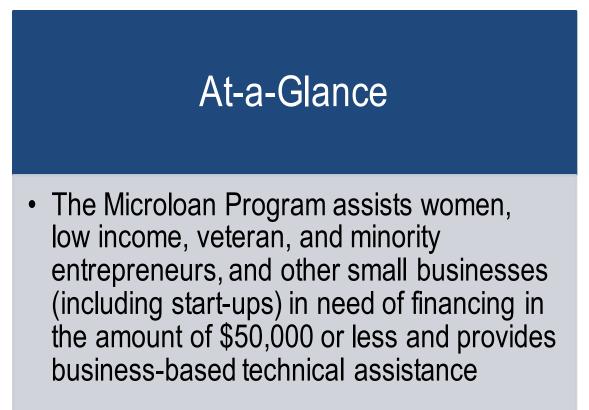




BEST INITIATIVES IN CAPITAL: MICROLOAN PROGRAM









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How the Microloan Program Works



- SBA Lends funds to Intermediary Lender
- SBA Provides grant funds to Intermediary Lender to help off-set the cost of providing Training and Technical Assistance (TA)



Lends funds to Micro-businesses
Provides Training and TA to Microbusinesses







How the Microloan Program Works: Technical Assistance Grants

- SBA provides Grant funding to Intermediary Lenders who in turn provide free business training and Technical Assistance (TA) to their Micro-business clients
- Intermediary Lenders provide ongoing training and technical assistance to micro-businesses (minimum 75% for post-loan TA)
- Grants help defray the cost of providing training and TA to microborrowers and potential micro-borrowers
- Grant Amount up to 25% of Intermediary's outstanding debt to SBA
- 25% matching funds required



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SBA Loans to Intermediary Lenders

Max. Borrowing	 \$750,000 (1st loan) \$1,250,000 (Subsequent Loans) \$5,000,000 (Maximum Program Debt Outstanding) 		
Maturity	 10 Years from Date of Note 		
Interest Rate	 5 year T-Bill Rate less 2% for average microloan size under \$10,000; otherwise less 1.25% 		
Collateral	 Intermediary's Microloan Revolving Fund, Loan Loss Reserve Fund, and Microloan Notes 		
Matching Funds	 15% of Loan Disbursements must be matched with non- borrowed, non-Federal funds 		
Use of Proceeds	 To make direct, short term, fixed rate loans of \$50,000 or less 		



Microloan Program Highlights

