



**TAHOE
TRUCKEE
COMMUNITY
FOUNDATION**

**RESILIENT BUSINESS
WEBINAR SERIES**



SIERRA
BUSINESS COUNCIL



When business as usual...is unusual

RESILIENT BUSINESS WEBINAR

**TAHOE
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FOUNDATION**



Webinar Agreements: How we will manage this call

- Be patient, we are all navigating a new way of doing business!
- Participants will automatically be muted upon arrival
- Please “Raise your Hand” if you have a question
- After you speak, please place yourself on mute
- You may also type a question into the chat box
- If we don’t get to everyone’s questions, we will keep track and share (with everyone) follow-up answers to your questions

RESILIENT BUSINESS WEBINAR



Speakers:

From Sierra Business Council's Small Business Development Center:

- Jessica Carr, SBDC Program Manager
- Kristin York, SBDC Director
- Leslie Williams, Loan Specialist and Program Manager

Today's Topics

- Small Business Development Center Services
- What to Do First
- Federal Agency Support
- State of CA Support
- Local Support
 - How to use the SBDC & SBC
- Upcoming webinars

CA SBDC Network

- No Cost Business Counseling
- Funded by SBA, State of California and local jurisdictions
- 100+ expert business consultants in Northern CA
- Largest provider of small business 1:1 assistance

Responding to Economic Crisis

1. Health and safety of family, employees & community
2. STOP the bleeding and keep your cash
3. Utilize existing resources
 1. Collect AR, use inventory – fast!
4. Take care of the inner circle for your operation
5. Check your insurance policy for disaster coverage
6. Get creative

Federal Support – SBA Loan Relief

If you already have an SBA Loan:

- Your lender can use unilateral authority to defer loan payments under certain circumstances and for certain time periods. Check with them!
- The goal of a deferment is to provide temporary relief to a small business that is experiencing cash flow problems as a result of an external issue.

Federal Support – SBA Disaster Loans

- All California businesses are eligible for an SBA Disaster Loan. This does not mean you qualify!
 - Up to \$2 million in working capital loans to small businesses or non profits; Eligible uses: Payroll, AP, fixed debt
 - Interest rate of 3.75% for small businesses *without credit available elsewhere*, 2.75% for non profits
 - Loan term determined upon ability to repay, up to 30 years.

About Disaster Loans

The U. S. Small Business Administration (SBA) provides low-interest, long-term disaster loans to businesses of all sizes, private non-profit organizations, homeowners, and renters to repair or replace uninsured/underinsured disaster damaged property. SBA disaster loans offer an affordable way for individuals and businesses to recover from declared disasters.

STEP 1: Apply for Loan

- Apply: 1) online; 2) in-person at a disaster center; or 3) by mail.
- Apply online at the SBA's secure website disasterloan.sba.gov/ela.
- As a business of any size, you may borrow up to \$2 million for physical damage.
- As a small business, small agricultural cooperative, small business engaged in aquaculture, or private non-profit organization you may borrow up to \$2 million for Economic Injury.
- As a small business, you may apply for a maximum business loan (physical and EIDL) of \$2 million.
- As a homeowner you may borrow up to \$200,000 to repair/replace your disaster damaged primary residence.
- As a homeowner or renter, you may borrow up to \$40,000 to repair/replace damaged personal property.

STEP 2: Property Verified and Loan Processing Decision Made

- SBA **reviews your credit** before conducting an inspection to verify your losses.
- An SBA verifier will **estimate** the total physical loss to your disaster damaged property.
- A loan officer will determine your **eligibility** during processing, after reviewing any insurance or other recoveries. SBA can make a loan while your insurance recovery is pending.
- A loan officer works with you to provide all the necessary information needed to reach a loan determination. Our goal is to arrive at a decision on your application within 2 - 3 weeks.
- A loan officer will contact you to discuss the loan recommendation and your next steps. You will also be advised in writing of all loan decisions.

STEP 3: Loan Closed and Funds Disbursed

- SBA will prepare and send your Loan Closing Documents to you for your signature.
- Once we receive your signed Loan Closing Documents, an initial disbursement will be made to you within 5 days:
 - Physical damage:
 - \$25,000
 - Economic injury (working capital):
 - \$25,000 (In addition to the Physical damage disbursement)
- A case manager will be assigned to work with you to help you meet all loan conditions. They will also schedule subsequent disbursements until you receive the full loan amount.
- Your loan may be adjusted after closing due to your changing circumstances, such as increasing the loan for unexpected repair costs or reducing the loan due to additional insurance proceeds.

Federal Support – Tax Relief, etc

- Families First Coronavirus Response Act, HR6201 passed the House, currently on the Senate floor
 - Emergency Family and Medical Leave Expansion
 - Up to 3 months of leave to quarantine or care for a quarantine
 - Paid Sick Leave
 - Two weeks of paid sick leave for employees affected by the virus (caretakers included)
 - Provides a tax credit to pay for the benefits
- Extension of IRS Tax Payments
 - 90 days Federal, 60 days California for deferred payment
- Expanded funding for State unemployment

State of CA Assistance

- CA I Bank
- Small Business Finance Center
 - Provides loan guarantees and direct loans for small businesses that experience capital access barriers
- More programs daily

Employment Development Department - CA

For Employees

- Disability Insurance (DI) for those Unable to work due to having or being exposed to COVID-19
- Paid Family Leave: Caring for an ill or quarantined family member
- Unemployment Insurance
 - Reduced work hours
 - School closures
 - Closed business

Employment Development Department - CA

- Employers
 - Tax assistance: 60 day extension for payroll taxes
 - Rapid Response, America's Job Center of California
 - Worksharing through Unemployment Insurance
 - More programs emerging

Other Assistance

- Check with local support for business & employees
 - Local non-profits & food pantries
 - Private Banks
 - Your jurisdiction assistance
 - Landlord negotiations, ease of terms
- Cal Non Profits – www.calnonprofits.org
- Tahoe Truckee Community Foundation www.ttcf.net
- Sierra Business Council

Check our Websites: www.sierrasbdc.com & www.sierrabusiness.org

Technical Assistance from SBDC

- An SBDC Consultant can help you with:
 - General business mentoring
 - Financial projections
 - Cash flow management
 - Overall business management
 - Making hard decisions & connecting you with financing

Process for Accessing Capital

- Check with your bank first to see if they can assist
- Prepare a current set of Financial Statements:
 - Balance Sheet, Profit and Loss, Schedule of Debt
- 3 years of tax returns – personal and business
- Statement of economic distress
- This is a LOAN, there are NO federal grants

Options for Non-bank Qualified

- Great Credit history – no blemishes, Good FICO score
 - Credit card(s) (find 0% & be sure you can payoff at end of promo)
 - Line of Credit from your Relationship Financial Institution
 - Accounts Receivable Financing – Factoring 2-3% per month
 - Commercial or Residential Real Estate, Cars, Equipment
 - 401K-IRA – Retirement Accounts
 - Crowdfunding
 - Private Funding from Family and Friends

Online Lenders

- In General – STAY AWAY FROM ONLINE LENDERS
- Take Advantage of the Client
 - OnDeck
 - Kabbage
 - Merchant Card Advances 30% to 100%+
- There are other options!

Final Thoughts

Next Webinars:

- 10am to 11am Live webinars from SBC and TTCF
 - Friday, March 20 – LIVE Emergency Cash Flow Management w/ Q&A
 - Wednesday March 25 – LIVE Virtual workforce – Tips for a smooth operation w/ Q&A
 - Friday, March 27 – Critical Human Resource topics w/ Q&A
- Sign up for our Newsletters for current updates
- MORE Resources posted daily at www.sierrasbdc.com

Final Thoughts

- KNOW YOUR REPRESENTATIVES!! The state of California has **two** senators in the United States Senate (Dianne Feinstein and Kamala Harris) and **53** representatives in the United States House of Representatives.
- Call, write, Contact them, tell them your needs, request assistance.
- <https://www.govtrack.us/congress/members/CA>
- Use the link above to find your Federal Congressional Representative
- ALSO contact your State Representative and State Senate

Thank you.

www.ttcf.net

www.sierrasbdc.com

www.sierrasbdc.com/about-us/news/covid-19-business-resources



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Questions & Answers:

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Resources:

www.sierrasbdc.com

www.ttcf.net

www.sba.gov

www.sierrabusiness.org

www.calnonprofits.org

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