



U.S. Small Business  
Administration

# SBA Loan Program Maximums

## And Use of Proceeds

- **7a Loan**/\$5,000,000 total project      Fixed Assets, Working Capital, and Refinance
- **504 Loan** – 40% total project/  
\$ 5,000,000 or  
\$ 5,500,000 for manufacturing or  
\$ 5,500,000 each up to 3 energy  
efficiency      Land, Building, Equipment, Limited Refinance
- **Community Advantage**/  
\$350,000 total project      Fixed Assets, Working Capital and Refinance
- **Microloan**/\$50,000 total project      Equipment, Inventory and Supplies

# SBA Lending in MD – FY 18 and FY19 YTD

7/12/19)	FY 2018		FY 2019 (YTD	
	<u># Loans</u>	<u>\$ Loans</u>	<u># Loans</u>	<u>\$</u>
<u>Loans</u>				
7a	1,026	\$ 320,738,000	705	\$
238,538,500				
504	26	\$ 23,538,500	20	\$
14,858,000				
Community Advantage	4	\$ 650,000	2	\$
500,000				
MicroLoans	343	\$ 2,097,799	244	\$
1,739,327				

# 7a Loan Program

The Charmery, Baltimore, MD



- Ice Cream Manufacturer & Retail Operation
- Started in 2012, working on adding a fourth location
- New loan creates 7 new jobs, bringing total to 40

## Original Deal Structure:

- \$905,000
- SBA Guarantee 75%
- M & T Bank 25%

# 504 – Certified Development Co. - Loan Program

Bmore Kitchen, Baltimore, MD



Bmore Kitchen clients & Jonathan Fishman, Owner, Bmore Kitchen

- Converted historic Baltimore car dealership into a state of the art maker-space for food-based businesses, including banquet hall, 24 hour access for members
- Approx. 30 member firms have monthly memberships to use facility
- Job creation in excess of 150

## Deal Structure:

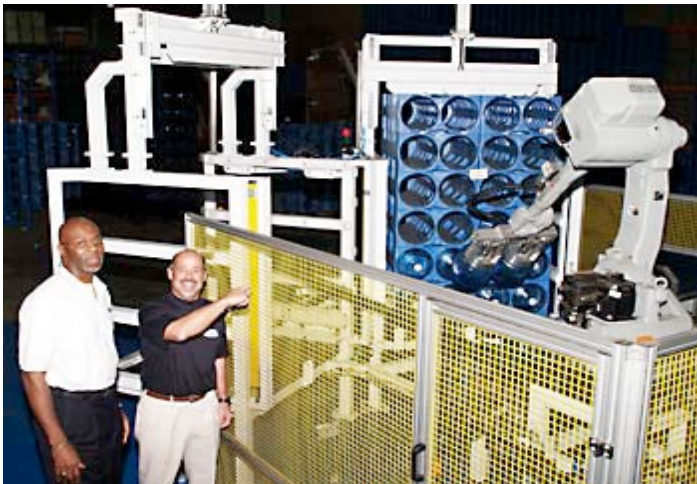
Land/Building	\$ 425,000	Third Party Lender	\$
1,650,000			
Renovations	2,200,000	504 Loan	\$
1,155,000			
Equipment	400,000	Borrower	
<u>495,000</u>			
Other Costs	<u>275,000</u>	Total	\$
3,300,000			
Total	\$ 3,300,000		



# DrinkMore Delivery & Custom Water

*Gaithersburg, Maryland*

The move to a new facility allowed this manufacturer of bottled water (and custom bottled water labels) to increase its capacity by 50% and improve efficiency. The 90% financing under 504 allowed the business to retain working capital to fuel growth. As a result, the company has seen rapid growth as well as increased employment.



Jobs 51  
Project Costs \$ 5,000,000  
504 Loan \$ 2,000,000



# Admiral Elevator

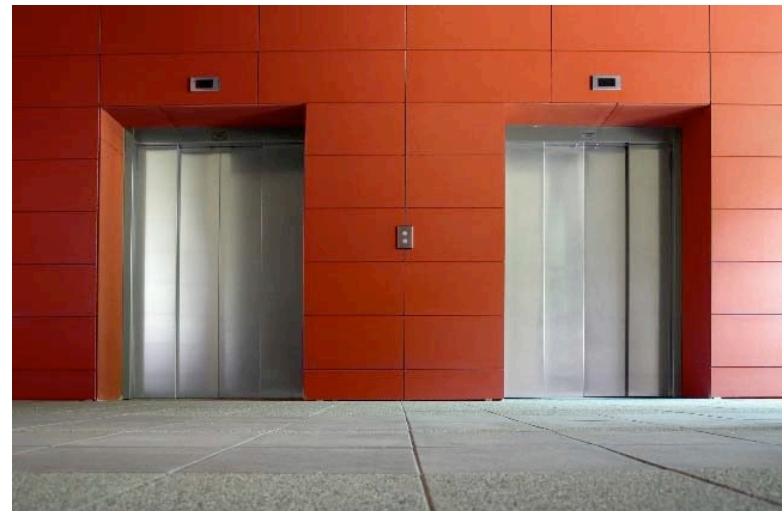
*Baltimore, Maryland*

Jobs 51

Project Cost \$5,000,000

504 Loan \$2,000,000

Assisted a Veteran owned business to refinance its commercial mortgage as well as its working capital debt by using trapped building equity. The business was able to increase its available line of credit to fund new contracts while maintaining its debt service costs at reasonable levels. This 14-year old business installs, repairs, maintains, and modernizes elevators. Clients include Social Security Administration and Washington Metro.





# Community Advantage Loan Program

Tabor Ethiopian Restaurant, Baltimore, MD



## Original Deal Structure:

- Approval Amount - \$242,000
- Use of Proceeds – Purchase Land/Working Capital
- Loan Term – 20 years
- Interest – Prime + 2.75%
- Retained 5 Jobs





# Micro Loan Program

Serio & Shaw, LLC, dba 2 Health Nuts, Hunt Valley, MD



- Opened in 2014; provide on-site personal training, large group fitness classes, behavioral change & workshops
- Use of proceeds: equipment purchases; industry training and marketing
- Created 2 full time employees; five contractual employees
- \$25,000 for 60 months @ 6%



# 8a Business Development Program

Phadra Hanks, Hanks Hanks & Assoc., Waldorf, Md.



- Started as a sole proprietorship in 2002 from her home
- Specializes in accounting, computer & administrative services and performs general management consulting
- 8a Business Development Program graduate
- 7a loan recipient
- MD Small Business Development Center (SBDC) client
- Today employs 125; offices in three states
- 2019 Baltimore District Office Small Business Person of the Year