



U.S. Small Business
Administration

Ram Basnet
Kansas City District Deputy
Director

Our Mission

- To maintain and strengthen the United States economy, by helping new and existing small businesses grow and create jobs.
- To aid, counsel, assist and protect the interests of small businesses.
- To help families and businesses recover from natural disasters.

“SBA’s participation or support is not an endorsement of any products, service or entity.”

How We Do It

- Entrepreneurial Development (Education, Information, Technical Assistance, Training & Counseling)
- Access to Capital (Business Financing)
- Government Contracting and Small Business Certifications
- Disaster Recovery

SBA Resource Partners

SBA also funds the following organizations that do small business trainings and counseling.

- Small Business Development Centers
- SCORE Mentors
- Women's Business Center
- Veterans Business Resource Center

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



Preparing Your Business For KC Business!

- New Airport
- New Broadway Bridge
- Sporting Events and Conventions
- Large Corporations
- Business Infrastructure Law.....

Step One!

- How will you let them know about your product/service
- Where you are located
- Contact info
 - ✓ Search Engine Optimization
 - ✓ Social Media-Instagram, Tik Tok, YouTube, Facebook, Twitter
- Join or follow relevant business organizations
- Marketing/Advertising



Step Two - Prepare Your Business Team

- Sufficient supplies for employees to use
- Sufficient employees, including back-ups
- Employee communication plan
- Transportation
- Enough food and drink for employees
- Seek employee input



Step Three - Are You Ready for Customers

- Financially
- Time
- Supplies
- Business hours consideration
- Credit card or payment service up-to-date
- Sufficient cash on hand for change if necessary
- Reduced menu or expand menu depending on supplies

Grow your
Business

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Step Four - Protecting your Business!

- Security
- Insurance
- Property check—is everything working?
- Cybersecurity
- Emergency plans
 - ✓ Supply chain
 - ✓ Employees
 - ✓ Customer relations
 - ✓ Transportation



Step Five – Utilize Resources

- Using available resources: SBA, City, State, Chambers, Trade Groups, SBDC, SCORE, WBC, VBOC, BIZ Care....
- Partnerships with other similar businesses or those in proximity
- Don't wait until the last minute!

SBA Resource Partners

Provide business consulting, mentoring and training services



Step Six - Stay Compliant

- Check on Federal, State, County and City Laws and Regulations
- Obtain Proper permits and licensing

Government Contracting and Small Business Certifications

In FY 2021, Federal Government spent more than

\$566 Billion

on prime contracts

The Federal Government has a goal to set aside **23%** contract dollars for small businesses.

Do I qualify for government contracts?



SBA

SBA

Government Contracting and Small Business Certifications

\$154+ Billion Went to Small Businesses

- 5% goal for Small Disadvantaged Businesses (including 8(a)) (\$62.4B)
- 5% goal for Women Owned Small Businesses (including EDWOSB) (\$26.2B)
- 3% goal for HUBZone Businesses (\$14.3B)
- 3% goal for Service-Disabled Veteran Owned Small Businesses (\$25B)

***Over a billion dollars in prime contracts were awarded to KCDO businesses in FY 2021**

Access to Capital (Business Financing)

What can you get an SBA business loan for?

- Purchase of an existing business
- Funding for a start-up business
- Construction and leasehold improvements
- Working capital and lines of credit
- Purchase of machinery and equipment
- Refinance of business debt

Get Funding to
Start or Grow
Your Business



Through its Signature Lending Programs (7(a) and 504):

* The SBA provided more than 61,000 loans totaling \$44.8 Billion to small businesses in FY 2021

* 948 loans totaling \$582.3 million were made in KCDO service area in FY 2021

** SBA doesn't provide direct loans, only guarantees loans made by SBA approved lenders.*

Kansas City District Office Contacts

For more information about these programs or SBA , please contact the following team members:

Management:

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How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

