

GEORGIA DEPARTMENT OF COMMUNITY AFFAIRS

Georgia State Small Business Credit Initiative

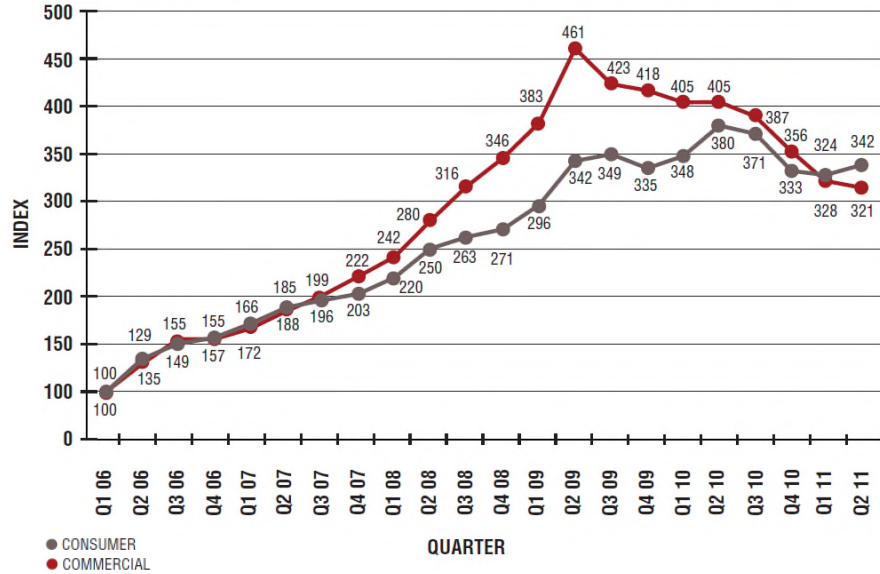


March 9, 2017

Sidebar Conference – Tifton

Background: 2010 Economic Environment

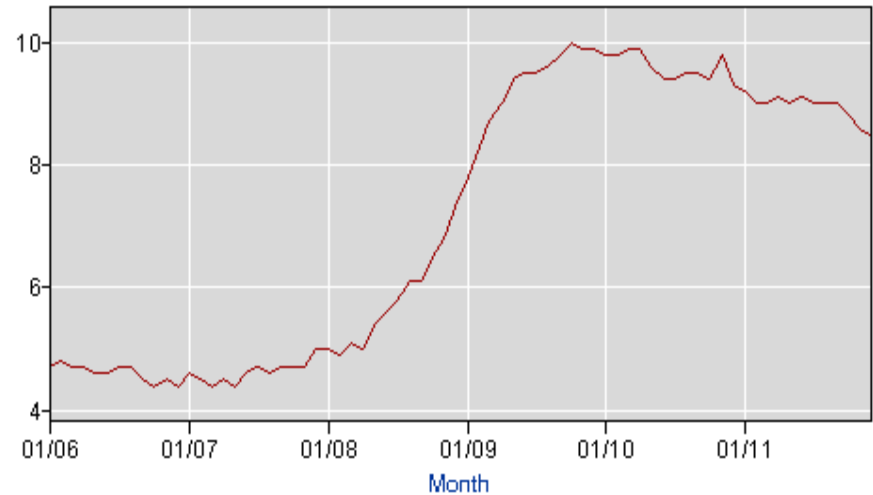
Small Business/Consumer Quarterly Petitions for Bankruptcy



Note: Small Business is defined as a commercial entity of fewer than 100 employees.

Source: Equifax Commercial Information Solutions

Unemployment Rate



Source: U.S. Department of Labor, Bureau of Labor Statistics

State Small Business Credit Initiative Act

One Hundred Eleventh Congress
of the
United States of America

AT THE SECOND SESSION

*Begun and held at the City of Washington on Tuesday,
the fifth day of January, two thousand and ten*

An Act

To create the Small Business Lending Fund Program to direct the Secretary of the Treasury to make capital investments in eligible institutions in order to increase the availability of credit for small businesses, to amend the Internal Revenue Code of 1986 to provide tax incentives for small business job creation and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

SECTION 1. SHORT TITLE.

This Act may be cited as the "Small Business Jobs Act of 2010".

SEC. 2. TABLE OF CONTENTS.

The table of contents for this Act is as follows:

Sec. 1. Short title.
Sec. 2. Table of contents.

TITLE I—SMALL BUSINESSES

Sec. 1001. Definitions.

Subtitle A—Small Business Access to Credit

Sec. 1101. Short title.

STATE SMALL BUSINESS CREDIT INITIATIVE ACT OF 2010

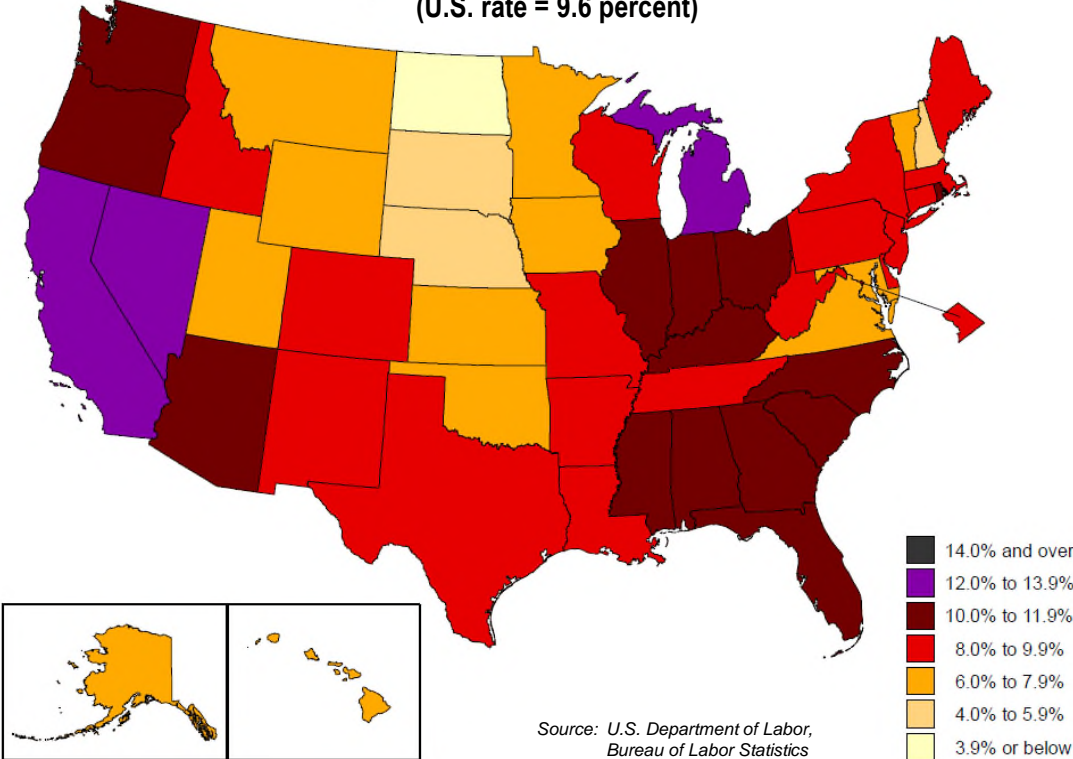
Enacted Sept. 27, 2010

Objective: To strengthen state programs that leverage private lending to help finance small businesses and manufacturers that are creditworthy, but are not getting the loans they need to expand and create jobs.

SSBCI Allocation Methodology

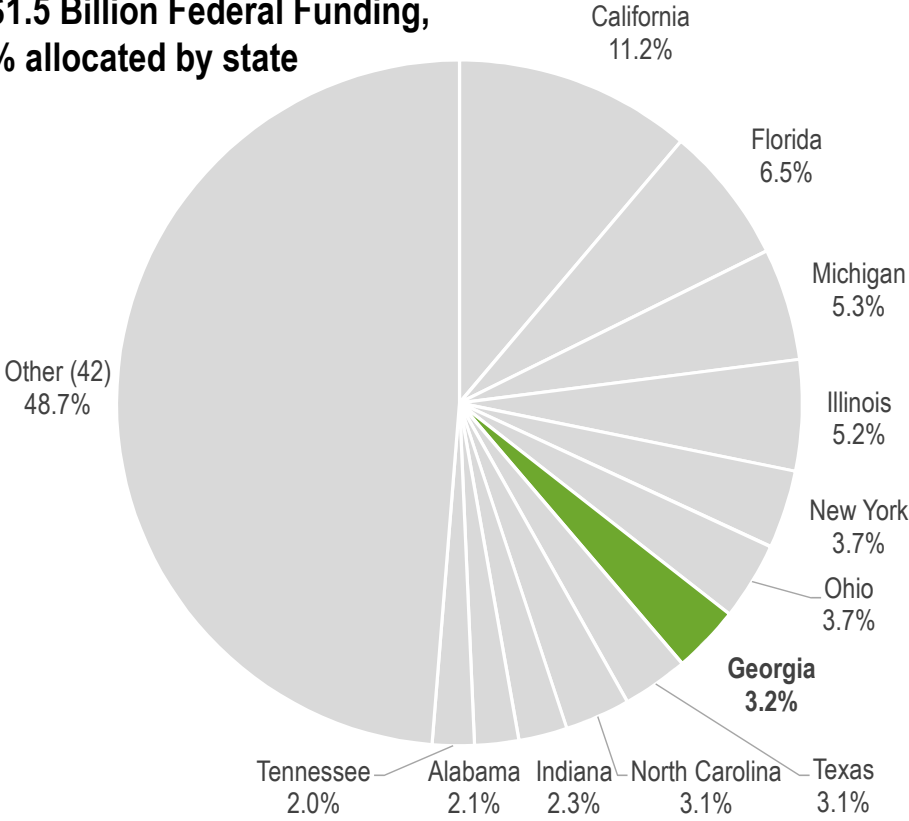
Unemployment Rates, by state
2010 annual averages

(U.S. rate = 9.6 percent)



SSBCI Allocations by State

**\$1.5 Billion Federal Funding,
% allocated by state**



Georgia allocation
\$47,808,507

Georgia SSBCI Program: Business Plan

Credit initiatives available to private lenders to expand small business lending:

Georgia Funding for CDFIs

\$20 million

To provide capital to Georgia's private financial institutions in order to capitalize small-to-mid-sized employers

Georgia Small Business Credit Guarantee

\$12.8 million

To guarantee financiers' loans to small businesses that collectively employ thousands of Georgians

Georgia Capital Access Program

To develop a risk reserve funding pool with borrower/lender fees matched with SSBCI funds

Georgia Loan Participation Program (LPP)

\$15 million

To assist Georgia's private financial institutions in providing capital to small-to-mid-sized employers

Georgia's SSBCI Program: Sustainability Plan

To sustain Georgia's SSBCI program, current plans are to continue to deliver the following:

Georgia Small Business Credit Guarantee

\$10.8 million

To guarantee financiers' loans to small businesses that employ thousands of Georgians

Fund as many small businesses as possible, and thereby sustain jobs

Georgia Loan Participation Program (LPP)

\$17 million

To assist Georgia's private financial institutions in providing capital to small-to-mid-sized employers

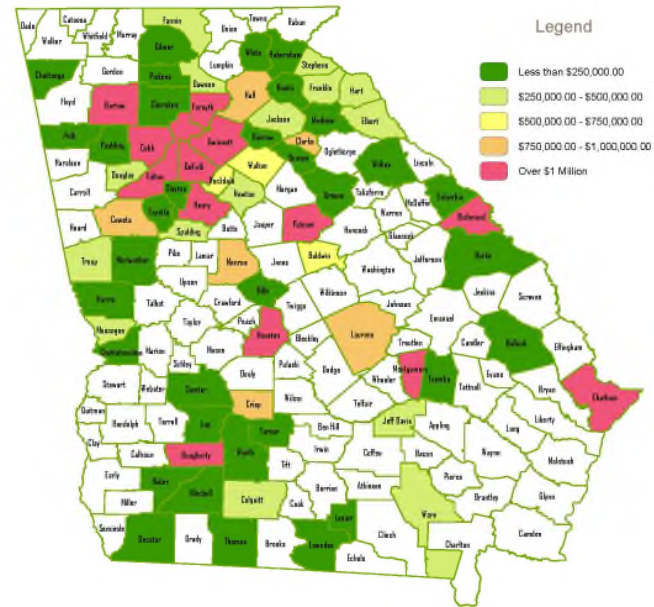
Generate fees/funding necessary to sustain program operations

SSBCI Program Execution

As of January 31, 2017

Enrolled Loans	478
SSBCI Investment	\$49,339,019
Private Investment	\$239,240,132
Jobs Created	2,308
Jobs Retained	1,849
Counties Served	71
Participating Lenders	50

Georgia SSBCI Loan Activity
as of January 31, 2017



SSBCI Advantages

□ Lenders

- Credit enhancements
- Delegated lending
- Potential for Community Reinvestment Act (CRA) credit
- Streamlined process
- Increased loan portfolio

□ Small Businesses

- Access to affordable capital
- New/expansion market opportunities
- Expertise
- Establish banking relationships
- Stronger financial condition

SSBCI General Eligibility Criteria

- Business purposes eligible to use loan proceeds include:
 - Start-up costs,
 - Working capital,
 - Business procurement, e.g., franchise fees,
 - Equipment and inventory, and
 - Purchase, construction, renovation, or tenant improvements for a place of business.

- Refinancing is not eligible; however, renewals are eligible under certain conditions.

- Passive real estate investments are not eligible.

NOTE: SSBCI assumes a second lien position behind the lender.

Georgia Loan Participation Program (LPP)

- Georgia LPP can be used to purchase a portion of a loan by an approved lender to a small business borrower.
 - LPP can purchase up to 25% of the loan originated by the approved lender.
 - LPP can purchase a participation ranging from \$100,000 to \$5,000,000 in loans from approved lenders.
- Georgia LPP may be used for interim bridge financing, including SBA 504.

Small Business Benefits

- Availability of capital from a qualified lender for borrowers
- No additional fees

Administrative Considerations

- Enables SSBCI support for mid-sized companies who create jobs for Georgians
- Generates higher yield to sustain program and fund SSBCI administration

Project: Putnam County, Aalto Scientific

**Rock Eagle
Technology
Park
development
site for Project
-Ground
Breaking**



APRIL 2014 GROUND
BREAKING



SITE VISIT NOVEMBER 2014

Aalto Scientific and Audit MicroControls in Rock Eagle Technology Park (Putnam County)

The purpose of this funding was to assist Aalto Scientific and Audit Micro Systems to construct a new medical supply manufacturing facility at Rock Eagle Science Technology Park in Putnam County, Georgia. The manufacturing facility will be 92,000 sq. ft. And will be part of two structures built on 26.26 acres that was acquired by the company. They will be **the first company to build in the Rock Eagle Technology Park**. This project will allow Aalto Scientific to triple manufacturing capacity and customer support via a site transition from Carlsbad, CA to the State of Georgia.

The Georgia SSBCI program is participating in this project with a total amount of \$1,750,000 split between two of our programs the GA-LPP and the GA-CDFI. It is expected that within a **5 year period this project will help to create and retain over 1,000 jobs in the area.**

Total Project Costs: \$9,893,407

<u>Funding</u>	<u>Amount</u>
SSBCI \ GA-LPP	\$1,250,000
SSBCI \ GA-CDFI	\$ 500,000
Lead Bank	\$4,946,704
2 nd Participating Bank	\$2,207,363
Owner Equity	\$ 989,340



Small Business Credit Guarantee (SBCG)

- The SBCG Program provides a 50% loan guarantee.
 - SSBCI funds are leveraged with private capital from eligible lenders (banks, credit unions, qualified private lenders, and CDFIs).

Small Business Benefits

- Availability of capital from a qualified lender for borrowers
- Ideal for working capital financing

Administrative Considerations

- By securing smaller loan amounts, the SBCG reaches more small businesses, enabling job creation
- Administrative cost and labor is significant

Georgia Funding for CDFIs

- Community Development Finance Institutions (CDFIs) are private institutions certified by U.S. Treasury to provide credit and financial services to underserved markets/populations.
- Georgia operates a CDFI companion loan program specifically designed to increase access to capital for Georgia's underserved small businesses.
 - For example, this program supports small businesses located in low- and moderate-income communities, as well as minority- and women-owned businesses.
 - Principal and interest repayments remain at the CDFI as revolving loan funds, administered by the financial institution on behalf of DCA.

Small Business Benefits

- Availability of capital from a qualified lender for borrowers
- Technical assistance

Administrative Considerations

- Capital can be deployed quickly
- Capital is exhausted, thus program "sustainability" is entirely the responsibility of CDFIs

Project: Monroe, GA Bed & Breakfast



Helping Small Business Owners Bring Bed and Breakfast and Small Event Venue to Historic Monroe, Georgia Downtown District

- **Joy Gilliam and Kimberly Mayfield**, co-owners of **Sparrow Hill Inn**, a bed and breakfast and small event venue in the downtown district of Monroe, Georgia vision was to create a mix of traditional Southern style with a modern touch.
- Their vision became a reality when they teamed together on the **\$700,000 project** which was made possible using a variety of funding tools: by leveraging the private funding of a **local bank in the amount of \$348,000**, a **\$63,000 low-interest rate loan from the Department of Community Affairs Downtown Development Revolving Loan Fund** and **\$73,000 of their own equity**. The Georgia State Small Business Credit Initiative Program (SSBCI) was able to provide a loan in the amount of **\$216,000 from the Georgia Cities Foundation CDFI funding provide by SSBCI**.
- If not for the SSBCI funding piece the project would not have been able to go forward. The SSBCI program assisted in leveraging over **\$484,000 in private funding and owners equity**. The project resulted in the **creation of 15 jobs for the local community**.

Project: Atlanta, 200 Peachtree

Restoring the original Davison's building in Atlanta created jobs and saved an historic landmark.



The original Atlanta Davison's Department Store (which later became Macy's) closed its doors in 2003. With its soaring ceilings, stately marbled floor and magnificent chandeliers, the building had been a downtown landmark since it was built in 1927. Although the top five floors of the building were rehabilitated to office space in 2005, the bottom three floors remained vacant.

In 2008, a partnership purchased these three floors and invested \$30 million to renovate the main floor to its former splendor for special events. Recently, [Access to Capital for Entrepreneurs](#) (a Community Development Finance Institution serving north Georgia) and [Peach State Federal Credit](#) provided financing for an additional \$11 million in renovations, using [\\$2.7 million in SSBCI funding](#). The loan helped finance additional offices, conference and event space, and event amenities for the lower floors, retaining 12 employees and creating 26 new jobs.

Total Project Costs: \$11,820,000

<u>Funding</u>	<u>Amount</u>
Peach State FCU	\$8,730,000
SSBCI \ CDFI	\$2,790,000
Owner Equity	\$ 300,000

For more information

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