

SBA COMMUNITY EXPRESS LOAN

The U.S. Small Business Administration (SBA) developed this loan program to pair financing with management and technical assistance for small business owners.

Participating lenders provide start-up or expansion capital and receive an 85% guaranty from SBA. The application is simplified, there is no pre-payment penalty and, in most cases, collateral is not required.

Available Financing Options: Different financing options are available through three lenders.

- **Borrego Springs:** Borrowers may receive loans from \$5,000 to \$50,000.
- **Innovative Bank:** Borrowers may receive loans from \$5,000 to \$25,000 in increments of \$5,000 and larger loans up to \$35,000 or \$50,000.
- **Superior Financial Group:** Borrowers may receive loans of \$5,000, \$7,500, \$10,000, or \$12,500 for new businesses, or \$15,000, \$20,000 or \$25,000 for more established firms.

Eligibility: The owners, partners and/or principals must be of good character and have good credit.

Use of Proceeds: Loan proceeds must be used exclusively for business-related purposes.

Free Technical Assistance: The SBA views management and technical assistance as a critical component to the development, growth, and success of the potential borrower. This program is structured to ensure that borrowers receive appropriate pre- and post-loan-closing management and technical assistance.

How to Apply: Contact a Technical Assistance (TA) Provider from the list (inside) to provide guidance on the application process. There are qualified TA Providers in each county. TA services are free.

Community Express Success

XXX Marks the Spot!

After many years of experience in the tow truck industry, Malcolm Medeiros decided the time was right to start his own business. He was determined to offer a quality of service he often found lacking in many tow companies. He chose to put a very personal mark on his business, too, naming the new venture XXX Towing ("triple X") after his extra large shirt size.



Malcolm and Elena Medeiros

Medeiros and his wife Elena realized they also needed help to secure the financing for the vehicle that would put their ideas into action. To help with the start-up and funds to purchase Malcolm's dream truck, the Medeiros' turned to the Hawai'i SBDC Network. Hilo director Constance Cate helped them develop a viable business plan, a marketing strategy and accounting procedures before starting work on the financing proposal.

The Medeiros' applied for an SBA Community Express loan for \$50,000. Their approval came quickly, due to the expert technical assistance provided. They were on their way and excitedly ordered a state-of-the-art tow truck.

"Community Express was the perfect loan for us. The Hawai'i SBDC, my banker and the SBA made all of this possible," says Medeiros. "We wouldn't be on the road without them."

Other Key Information:

- No packaging fee will be charged for unapproved applications. Checks for fees are not processed until loan is approved and disbursed.
- If INS clearance is required, additional time may be needed for processing the application.
- The information provided in this brochure is current on the date of publication and is subject to change without notice at any time.
- The information contained in this pamphlet does not constitute an expressed or implied endorsement of or an opinion on any of the products and/or services of the named resources.



COMMUNITY EXPRESS LOAN PROGRAM

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