

| Program | Maximum Loan Amount | Percent of Guaranty | Use of Proceeds | Maturity | Maximum Interest Rates | Guaranty Fees | Who Qualifies | Benefits to Borrowers |
|--|---------------------|--|--|---|--|---|--|--|
| 7(a) Loans | \$5 million gross | 85% guaranty for loans of \$150,000 or less; 75% guaranty for loans greater than \$150,000 (up to \$3.75 million maximum guaranty) | Term Loan. Expansion/renovation; new construction, purchase land or buildings; purchase equipment, fixtures, lease-hold improvements; working capital; refinance debt for compelling reasons; seasonal line of credit, inventory | Depends on ability to repay. Generally, working capital & machinery & equipment (not to exceed life of equipment) is 5-10 years; real estate is 25 years. | Loans less than 7 years: \$0 - \$25,000 Prime + 4.25% \$25,001 - \$50,000 P + 3.25% Over \$50,000 Prime + 2.25% Loans 7 years or longer: 0 - \$25,000 Prime + 4.75% \$25,001 - \$50,000 P + 3.75% Over \$50,000 Prime + 2.75% | (Fee charged on guaranteed portion of loan only) Maturity: 1 year or less 0.25% guaranty fee; over 1 year: \$150,000 gross amount or less = 2.0%; 150,001—\$700,000 = 3.0%; over \$700,000 = 3.5%; 3.75% on guaranty portion over \$1 million. Ongoing fee of 0.55%. | Must be a for profit business & meet SBA size standards; show good character, credit, management, and ability to repay. Must be an eligible type of business. Prepayment penalty for loans with maturities of 15 years or more if prepaid during first 3 years. (5% year 1, 3% year 2 and 1% year 3) | Long-term financing; Improved cash flow; Fixed maturity; No balloons; No prepayment penalty (under 15 years) |
| SBAExpress | \$350,000 | 50% | May be used for revolving lines of credit (up to 7 year maturity) or for a term loan (same as 7(a)). | Up to 7 years for Revolving Lines of Credit including term out period. Otherwise, same as 7(a). | Loans \$50,000 or less; prime+ 6.5%; Loans over \$50,000; prime + 4.5% | Same as 7(a) | Same as 7(a) | Fast turnaround; Streamlined process; Easy-to-use line of credit |
| Patriot Express | \$500,000 | Same as 7(a) | Same as SBAExpress | Same as SBAExpress | Same as 7(a) | Same as 7(a) | Same as 7(a). In addition, small business must be owned and controlled by one or more of the following groups: veteran, active-duty military, reservist or National Guard member or a spouse of any of these groups, or a widowed spouse of a service member or veteran who died during service, or of a service-connected disability. | Higher maximum amount and lower maximum interest rate than SBAExpress; Fast turnaround; Streamlined process; Easy-to-use line of credit |
| CapLines: 1. Working Capital; 2. Contract ; 3. Seasonal; and 4. Builders CAPLines | \$5 million | Same as 7(a) | Finance seasonal and/or short term working capital needs; cost to perform; construction costs; advances against existing inventory and receivables; consolidation of short-term debts. May be revolving. | Up to 10 years, except Builder's CAPLine, which is 5 years | Same as 7(a) | Same as 7(a) | Same as 7(a), plus all lenders must execute Form 750 & 750B (short term loans) | 1. Working Capital -Revolving Line of Credit (LOC) 2. Contract - can finance all costs (excluding profit). 3. Seasonal - Seasonal working capital needs. 4. Builder - Finances direct costs with building a commercial or residential structure |
| Small /Rural Lender Advantage Loan (S/RLA) Average of 20 or fewer SBA loans annually over the last 3 fiscal years | \$350,000 | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) Plus streamlined process |
| Small Loan Advantage (SLA) | \$350,000 | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) | Same as 7(a) plus all loan applications will be credit scored by SBA prior to loan approval or loan number if submitted PLP. | Same as 7(a) Plus streamlined process |
| Community Advantage Mission focused lenders only | \$250,000 | Same as 7(a) | Same as 7(a) | Same as 7(a) | Prime plus 6% | Same as 7(a) | Same as 7(a) | Same as 7(a) Plus lenders must be CDFIs, CDCs or micro-lender targeting underserved market |

| Program Baltimore | Maximum Loan Amount | Percent of Guaranty | Use of Proceeds | Maturity | Maximum Interest Rates | Guaranty Fees | Who Qualifies | Benefits to Borrowers |
|---|--|---|--|---|---|---|--|---|
| International Trade | \$5 million | 90% guaranty (up to \$4.5 million maximum guaranty) (Up to \$4 million maximum guaranty for working capital) | Term loan for permanent working capital, equipment, facilities, land and buildings and debt re-finance related to international trade | Up to 25 years. | Same as 7(a) | Same as 7(a) | Same as 7(a), plus engaged/ preparing to engage in international trade/adversely affected by competition from imports. | Long term financing to allow small business to compete more effectively in the international marketplace |
| Export Working Capital Program | \$5 million | 90% guaranty (up to \$4.5 million maximum guaranty) | Short-term, working-capital loans for exporters. May be transaction based or asset-based. Can also support standby letters of credit | Generally one year or less, may go up to 3 years | No SBA maximum interest rate cap, but SBA monitors for reasonableness | Same as 7(a) | Same as 7(a), plus need short-term working capital for exporting. | Additional working capital to increase Export sales without disrupting domestic financing and business plan |
| Export Express | \$500,000 | 90% guaranty for loans of \$350,000 or less; 75% guaranty for loans greater than \$350,000 | Same as SBAExpress plus standby letters of credit | Same as SBAExpress | Same as SBAExpress | Same as 7(a) | Applicant must demonstrate that loan will enable them to enter a new, or expand in an existing export market. Business must have been in operation for at least 12 months (though not necessarily in exporting). | Fast turnaround; Streamlined process; Easy-to-use line of credit |
| Dealer Floor Plan | \$5 million maximum \$500,000 minimum | Same as 7(a). 100% advance on both new or used inventory that can be titled | Qualifying small businesses, including boats, automobiles, motorcycles, manufactured homes and RV dealers. Can refinance an existing dealer floor plan. | Minimum 1 year Maximum 5 years | Same as 7(a). Interest paid monthly on outstanding balance | Same as 7(a) with the exception of the extraordinary servicing fee (fee cannot be greater than non-SBA loan fee) | Same as 7(a) | Reasonable financing |
| 504 Loans Provided through Certified Development Companies (CDCs) which are licensed by SBA | 504 CDC maximum amount ranges from \$5 million to \$5.5 million, depending on type of business. | Project costs financed as follows: CDC: up to 40% Non-guaranteed financing: Lender: 50% Equity: 10% plus additional 5% if new business and/or 5% if special use property. | Long-term, fixed-asset loans; Lender (non-guaranteed) financing secured by first lien on project assets. CDC loan provided from SBA 100% guaranteed debenture sold to investors at fixed rate secured by 2nd lien. | CDC Loan: 10- or 20-year term fixed interest rate. Lender Loan: (unguaranteed) financing may have a shorter term. May be fixed or adjustable interest rate | Fixed rate on 504 Loan established when debenture backing loan is sold. Declining prepayment penalty for 1/2 of term. | .5% fee on lender share, plus CDC may charge up to 1.5% on their share. CDC charges a mthly servicing fee of 0.625%-1.5% on unpaid balance Ongoing guaranty fee (FY 2012) is 0.9375% of principal outstanding. Ongoing fee % does not change during term. | Alternative Size Standard: For-profit businesses that do not exceed \$15 million in tangible net worth, and do not have an average two full fiscal year net income over \$5 million. Owner Occupied 51% for existing or 60% for new construction. | Low down payment - equity (10%-20%) (The equity contribution may be borrowed) Fees can be financed; SBA Portion: Long-term fixed rate Full amortization No balloons |
| 504 Debt Refinance Provided through CDCs which are licensed by SBA. The refinance program will be in effect through Sept. 27, 2012. | Same as 504 plus 85% or more of the proceeds of existing debt or 85% of original loan had to be for eligible fixed assets. | The remaining 15% was incurred for the benefit of the small business. | Same as 504. Cash out equity for working capital or other eligible business expenses up to 18 months in advance. Can finance up to 90% of the current appraised property value between CDC and lender. | Same as 504 | Same as 504 | Same as 504 with the exception that the ongoing fee is (FY 2012) is 1.103% | Same as 504 plus borrower must have been current on last 12 monthly payments. Can not refinance an existing federal government loan. | Business owner may be able to refinance property that is under-collateralized with the addition of cash, other property or other options worked out with lender. Can also finance 504 eligible refinancing costs. |
| Non-7(a) Loans Microloans Loans through nonprofit lending organizations; technical assistance also provided. | \$50,000 | Not applicable | Purchase machinery & equipment, fixtures, leasehold improvements; finance increased receivables; working capital. Cannot be used to repay existing debt. | Shortest term possible, not to exceed 6 years | Negotiable with intermediary. Subject to either 7.75 or 8.5% above intermediary cost of funds. | No guaranty fee | Same as 7(a) | Direct loans from nonprofit intermediary lenders; Fixed-rate financing; Very small loan amounts; Technical assistance available |