

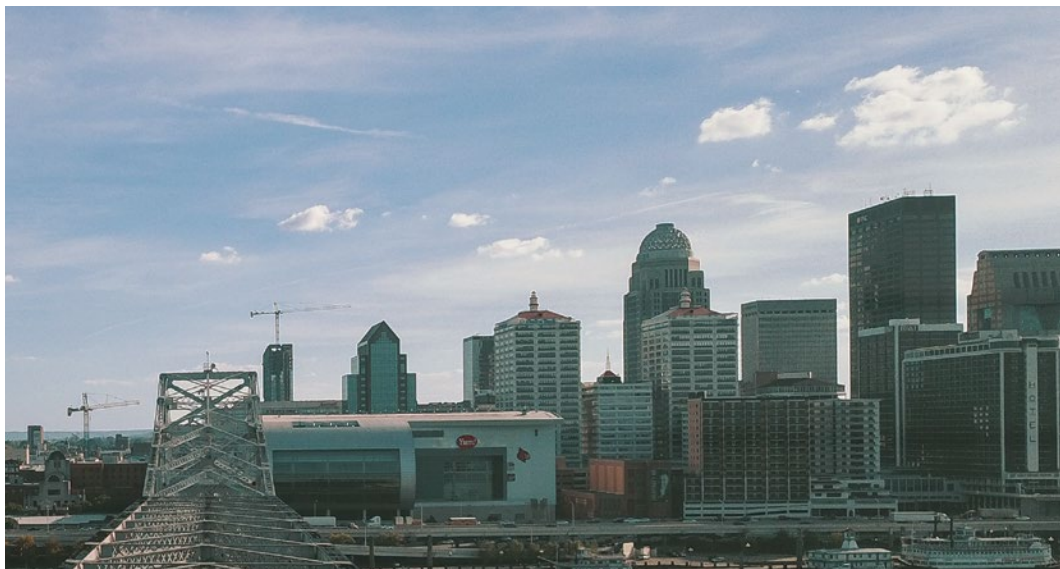


U.S. Small Business  
Administration

KENTUCKY 2019-2020

# Small Business

RESOURCE GUIDE



## GROW YOUR BUSINESS IN KENTUCKY







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## SCOPE OF SERVICES



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Kentucky Edition 2019-2020



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**ON THE COVER** Bowling Green farmland, photo by David Barajas on Unsplash; Louisville skyline, photo by David Barajas from Unsplash; Paul Isenberg, photo courtesy of the SBA; photo by USA-Reiseblogger from Pixabay



Small  
businesses  
**power** our  
economy.

The SBA  
**powers**  
small  
businesses.

Whether you dream of transforming your business idea into a thriving company, growing your customer base, or expanding into new markets or locations, the SBA is here for you. We offer programs, expertise, and access to capital that will empower you to take your small business to the next level of success.

**Stop by your local SBA office or visit [SBA.gov](https://www.sba.gov) to learn how you can move your business forward with confidence.**



U.S. Small Business  
Administration

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@SBA\_Kentucky

## District Director Letter

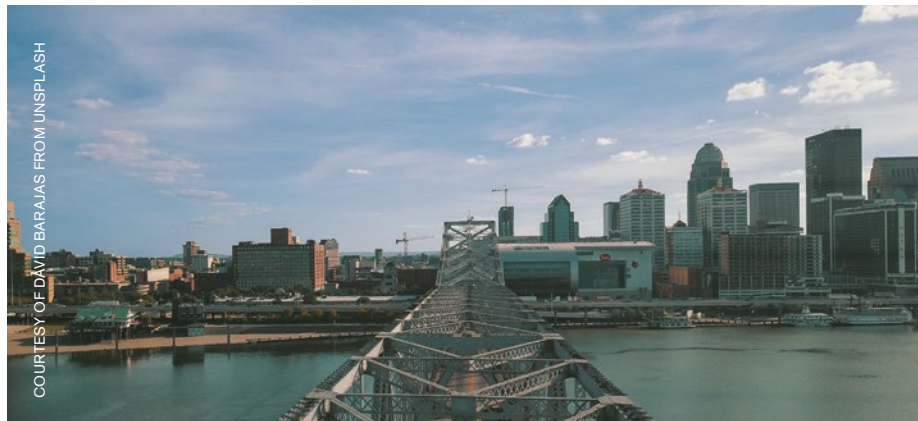
**W**elcome to the 2019-2020 edition of the U.S. Small Business Administration's Kentucky Small Business Resource Guide. The SBA helps make the American dream of small business ownership a reality. We are the only federal agency dedicated to helping our 30 million small businesses start, grow, expand, or recover after a disaster. The SBA Kentucky District Office works with an extensive network of business advisers and lenders to help Kentucky's 347,000 small businesses at every stage of development—in turn, supporting the 700,000 Kentuckians employed by small enterprises.

Across our state in the last year, we empowered the state's small businesses to:

- Find an ally, advocate or mentor via our SBA Resource Partners, which includes SCORE, Small Business Development Centers, Women's Business Centers, and the Veterans Business Outreach Center, all powered by the SBA.
- Access over \$170 million in SBA-guaranteed loans using 66 local banks, credit unions, community-based lenders, and microlenders. These 651 businesses that qualified for SBA financing then hired thousands of new employees, bought needed equipment, and built or renovated facilities.
- Receive \$785 million in federal contract awards.

Stay up to date on SBA events near you and get valuable Kentucky business information by following us on Twitter @SBA\_Kentucky. Register for email updates at [sba.gov/updates](https://sba.gov/updates). Use our Small Business Resource Guide to power your dream of starting, growing, or expanding your small business here in Kentucky.

Sincerely,  
The SBA Kentucky District Office



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# LOCAL BUSINESS ASSISTANCE

**How We Did It**

## Made to Last

Joyce and Jerado Reynolds used SBA support to succeed.

WRITTEN BY MICAELA MORRISSETTE





**R**eynolds Welding & Fabrication has grown steadily, building a loyal customer base, since Jerado Reynolds founded the company in 2005.

“At first the company was just Jerado,” recalls his wife and co-owner, Joyce Reynolds. “Then it was him and me part time.” During the day she worked as a nurse and spent her evenings doing all the company’s paperwork. The Reynolds sank everything they earned into the business—money, time, and energy. She remembers with pride helping Jerado weld a stair railing at a local school. Her son later attended that same school, and she watched her child and others using the rail, benefiting from the hard work the couple did together. It was then Joyce decided as much as she loved her day job, she wanted to devote herself full time to the family business in Windsor, Connecticut. She wanted to work side-by-side with her husband, fully focused on administration and business growth. As they both hoped, word of mouth spread; clients made referrals. Joyce was soon overwhelmed with paperwork. They brought on two employees—doubling up in the busy seasons. They were able to maintain four full-time employees by 2009. After this, Joyce says, they saw that “things were not moving.” She wanted to scale up.

### Challenge

The company wasn’t growing in part because it wasn’t certified with the state department of transportation or prequalified with the Connecticut State Department of Administrative Services, Joyce says. She decided to tackle the certification problem full time, leaving her nursing career. This was the change she’d been wanting to make, but since her background was in health care, Joyce didn’t feel fluent in the languages of construction or business. Joyce wanted to learn, and she had incentive: they needed the certifications to bid on bigger jobs. “Never be afraid to ask questions,” she says. Joyce needed to find people with answers.

### Solution

She and Jerado connected with the University of Hartford Entrepreneurial Center & Women’s Business Center, an



SBA Resource Partner, where “from day one it was, Eureka! Everyone wanted to see us win.” Women entrepreneurs receive essential business counseling and training from this national network of community-based centers. Most helpful was the detailed personal attention available through free one-on-one business counseling. Joyce also learned about workshops offered by providers like the Metropolitan District, a Connecticut nonprofit municipal corporation offering water and sewer services. At a meet-and-greet, Joyce understood how much the SBA could help her business. An SBA professional walked Joyce through the extensive paperwork and, crucially, helped her register the company in the System for Award Management ([sam.gov](http://sam.gov)), positioning the company for new federal contracts.

“Resources like the Entrepreneurial Center and the SBA will train you from bottom to top,” Joyce says. “They have finance classes that open your eyes regarding taxes. You’ll learn how to register your business. They’ll help with a contract or your website or accountability statements. Everything!”

Before the SBA, Reynolds Welding attempted the DOT certification on five separate occasions, always falling short because the process was so complicated. Joyce secured the certification with SBA guidance on the first attempt.

### Benefit

Reynolds Welding now employs more than 15 workers, constructing stairs, rails, structural beams, and columns throughout the region. Jerado is working

## 5 Tips for Success

### Find a great business mentor.

To find your local SBA office and resource partners in your area, visit [sba.gov/localresources](http://sba.gov/localresources).

### Have a healthy view of competition.

We’re not always competing. We’re a competitor, but if a similar business has extra work, they’ll send it to us and vice versa. That’s the relationship to have.

### Record everything you do.

Navigating business relationships in this age means keeping an email record of everything you do. Leave a clear paper trail.

### Sacrifice to ensure quality.

We don’t cut corners. Sometimes you have to lose money to do quality work—it’s rough, but nothing is more important.

### Seek SBA assistance to see if you qualify for business certifications.

We used to look for jobs. Now that we’re on the SBA Subcontracting Network database, SubNet, and [sam.gov](http://sam.gov), we have a continuous flow of contractors reaching out to us.

on two bridges—a lifelong dream. Joyce continues to move forward, getting Reynolds qualified for the SBA 8(a) Business Development Program, which provides free business development education to small businesses so they can better compete in the public sector. “When I came on full time, I set a goal for what I would like for the company, and I’ve achieved 80% of that,” Joyce says. When she secures 8(a) certification for Reynolds, she’ll have hit all her objectives. Then, she admits, she’ll probably come up with some new ones. ■

# SBA Resource Partners

No matter your industry, location, or experience, if you have a dream, the SBA is here to help you achieve it. Our SBA Resource Partners offer mentoring, counseling, and training to help you startup and thrive at all stages of the business life cycle. These independent organizations operating across the United States and U.S. territories are funded through SBA cooperative agreements or grants.

## SMALL BUSINESS DEVELOPMENT CENTERS

# 950+

**Small Business  
Development Centers**

Achieve your dream of business ownership and remain competitive in an ever-changing global economy with assistance from your local SBDC. Access free counseling and free or low-cost training on topics like regulatory compliance, technology development, and international trade. Find an SBDC adviser at [sba.gov/sbdc](https://sba.gov/sbdc).

## SCORE

# 300+

**SCORE chapters**

Join the ranks of other business owners who have experienced higher revenues and increased growth thanks to SCORE, the nation's largest network of volunteer business mentors. Experienced executives share real-world knowledge to fit your busy schedule. SCORE mentors are available for free as often as you need, in person, via email or over video chat. Find a mentor at [sba.gov/score](https://sba.gov/score).

## WOMEN'S BUSINESS CENTERS

# 100+

**Women's Business  
Centers**

Women entrepreneurs receive essential business counseling and training from this national network of community-based centers. Each center tailors its services to help you navigate the challenges women often face when starting or growing a business. To learn about SBA resources for women visit [sba.gov/women](https://sba.gov/women).

## VETERANS BUSINESS OUTREACH CENTERS

# 20+

**Veterans Business  
Outreach Centers**

Veteran and military entrepreneurs receive business training, counseling, and referrals to other SBA Resource Partners at a Veterans Business Outreach Center, [sba.gov/vboc](https://sba.gov/vboc). Receive procurement guidance to better compete for government contracts. VBOCs also serve active duty service members, National Guard or Reserve members, veterans of any era, and military spouses.



# Our Local SBA Resource Partners

SBA's Resource Partners are independent organizations funded through SBA cooperative agreements or grants.



Arthur and Sandra Johnson, owners of 21 Short Stop in Georgia, received assistance from their local Small Business Development Center and SCORE chapter.

## SCORE

Call for an appointment or visit [sba.gov/score](https://sba.gov/score).

### Louisville Chapter #75

(502) 888-4543

Chapter Chair Carl Coslow

[scorelouisville@scorevolunteer.org](mailto:scorelouisville@scorevolunteer.org)

[louisville.score.org](https://louisville.score.org)

### Bardstown Counseling Center

310 Xavier Drive

(502) 386-5603 or (502) 350-0948

Ashley Patterson

[ashley@skyforwardfoto.com](mailto:ashley@skyforwardfoto.com)

### Big Sandy Counseling Center-Pikeville

(859) 806-8258

Branch Manager Bill Shutters

[bill.schutters@gmail.com](mailto:bill.schutters@gmail.com)

### Bowling Green Counseling Center

Chamber of Commerce Center

710 College St.

(270) 901-4745

Branch Manager Greg Siegelman

[bowlinggreen@score-kentucky.org](mailto:bowlinggreen@score-kentucky.org)

### Elizabethtown Counseling Center

Elizabethtown Chamber of Commerce

111 W. Dixie Ave.

(270) 765-4334

[elizabethtown@score-kentucky.org](mailto:elizabethtown@score-kentucky.org)

### Lexington Chapter #276

389 Waller Ave., suite 130

(859) 231-9902

Chapter Chair David Johnson

Tuesdays and Thursdays 1:30-3:30 p.m.

[scorelex@gmail.com](mailto:scorelex@gmail.com)

[lexington.score.org](https://lexington.score.org)

### London Counseling Center

(859) 231-9902

Cliff Ellerbrook

[scorelex@gmail.com](mailto:scorelex@gmail.com)

### New Albany, IN Counseling Center

Community Foundation Office Building

4102 Charlestown Road

(812) 944-9178

Branch Manager Paul Staashelm

[522score@netpointe.com](mailto:522score@netpointe.com)

### Northern KY Counseling Center

Northern Kentucky Chamber of Commerce

300 Buttermilk Pike, suite 330

(513) 684-2812

Bill DiGrezio

[score@scoreworks.org](mailto:score@scoreworks.org)

[scoreworks.org](https://scoreworks.org)

### Scottsburg, IN Counseling Center

Mid America Science Park Business Center

821 Lake Road

(812) 752-9521

David Church

[dchurch3200@gmail.com](mailto:dchurch3200@gmail.com)

# Small Business Development Centers

## Kentucky SBDC State Office

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**ksbdc.org**

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sconsalvi@uky.edu

Executive Assistant Joyce Smith  
joyce.smith19@uky.edu

## CENTRAL KENTUCKY

### University of Kentucky SBDC Bluegrass

*Serving Anderson, Bourbon, Boyle, Clark, Fayette, Franklin, Harrison, Jessamine, Mercer, Nicholas, Powell, Scott, and Woodford counties*  
(859) 257-7666 or toll free (888) 475-7232  
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shawn.rogers@uky.edu

Management Consultant John Zink  
john.zink@uky.edu

Management Consultant/Communications  
Coordinator Becky Marefat  
becky.marefat@uky.edu

### University of Kentucky SBDC Elizabethtown

*Serving Breckinridge, Grayson, Green, Hardin, Larue, Marion, Meade, Nelson, Taylor, and Washington counties*  
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## University of Kentucky SBDC South Central

*Serving Adair, Casey, Clinton, Estill, Garrard, Jackson, Laurel, Lincoln, Madison, McCreary, Pulaski, Rockcastle, Russell, Wayne, and Whitley counties*  
440 Old Whitley Road, suite 101, London  
(606) 454-7042

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Kevin Norvell, kevin.norvell@uky.edu

## University of Kentucky SBDC Louisville

*Serving Bullitt, Carroll, Henry, Jefferson, Oldham, Owen, Shelby, Spencer, and Trimble counties*  
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## Northern Kentucky University SBDC

*Serving Boone, Campbell, Gallatin, Grant, Kenton, and Pendleton counties*  
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Management Consultant  
Kim Wolf, wolfk2@nku.edu

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Jesica Jehn, jenhj2@nku.edu

## Southeast Kentucky Community and Technical College SBDC

*Serving Bell, Clay, Harlan, Knox, Leslie, Letcher, and Perry counties*  
Middlesboro Campus  
100 College Road  
(606) 248-0563 or toll free (888) 225-SBDC

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Management Consultant  
Mike Morley, mmorley@setel.com

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Gabrielle Wright, gwright001@kctcs.edu

## EAST KENTUCKY

### Morehead State University SBDC District Office

*Serving Bath, Bracken, Fleming, Lewis, Mason, Menifee, Montgomery, Morgan, Robertson, and Rowan counties*  
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(606) 783-2895

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General Management Consultant  
Mike Jackson  
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### Morehead State University SBDC Prestonsburg

*Serving Breathitt, Floyd, Johnson, Knott, Lee, Magoffin, Martin, Owsley, Pike, and Wolfe counties*  
6 Bert Combs Drive, room 207  
(800) 648-5372 x2681

Management Consultant Michelle Spriggs,  
m.spriggs@moreheadstate.edu

### Morehead State University SBDC Ashland

*Serving Boyd, Carter, Elliott, Greenup, and Lawrence counties*  
1400 College Drive  
(606) 329-8011

Management Consultant Kayla Keeton,  
kbkeeton@moreheadstate.edu





O'Connor Belting, a Delaware family-owned business, expanded with the help of an SBA-guaranteed 7(a) loan.

## Veterans Business Outreach Center

Veteran entrepreneurs or small business owners can receive business training, counseling and mentoring, and referrals to other SBA Resource Partners at a Veterans Business Outreach Center, [sba.gov/vboc](https://sba.gov/vboc). This is also the place to receive procurement guidance, which can help your business better compete for government contracts.

*Serving Kentucky & Tennessee*

201 Venture Circle, Nashville, TN

(615) 425-7171

[pathwaylending.org/vboc](https://pathwaylending.org/vboc)

Director Reggie Ordóñez, [reggie.ordonez@pathwaylending.org](mailto:reggie.ordonez@pathwaylending.org)

## Women's Business Center

For your nearest Women's Business Center, visit [sba.gov/women](https://sba.gov/women).

### Women's Business Center of Kentucky

1450 N. Broadway, Lexington

(859) 231-0054 x1003 or (800) 299-0267

[wbckentucky.org](https://wbckentucky.org)

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Dac Tran grew her Viet Wah market in Seattle, WA with the help of an SBA-backed 7(a) loan.

COURTESY OF THE SBA

# How to Start a Business in Kentucky

Thinking of starting a business? Here are the nuts & bolts.

## The Startup Logistics

Even if you're running a home-based business, you will have to comply with many local, state, and federal regulations. Do not ignore regulatory details. You may avoid some red tape in the beginning, but your lack of compliance could become an obstacle as your business grows. Taking the time to research regulations is as important as knowing your market. Carefully investigate the laws affecting your industry. Being out of compliance could leave you unprotected legally, lead to expensive penalties, and jeopardize your business.

**[onestop.ky.gov/start](https://onestop.ky.gov/start)**  
**[dhbc.ky.gov/bce/bc](https://dhbc.ky.gov/bce/bc)**

## Market Research

Need to do research on your clients and location? View consumer and business data for your area using the Census Business Builder: Small Business Edition, **<https://cbb.census.gov/sbe>**. Filter your search by business type and location to view data on your potential customers, including consumer spending, and a summary of existing businesses, available as a map and a report.

## Business License & Zoning

Licenses are typically administered by a variety of state and local departments. It is important to consider zoning regulations when choosing a site for your business. Contact the local business license office where you plan to locate your business. You may not be permitted to conduct

business out of your home or engage in industrial activity in a retail district.

## Name Registration

Register your business name with the county clerk where your business is located. If you're a corporation, also register with the state, **[onestop.ky.gov](https://onestop.ky.gov)**.

## Taxes

As a business owner, you should know your federal tax responsibilities and make some business decisions to comply with certain tax requirements. The IRS Small Business and Self-Employed Tax Center, **[go.usa.gov/xPxYR](https://go.usa.gov/xPxYR)**, offers information on a variety of topics including: obtaining an Employer Identification Number, paying and filing income tax, virtual workshops, forms, and publications.



As the IRS continues to implement some of the Tax Cuts and Jobs Act provisions, your tax obligations may change. Visit the Tax Reform Provisions that Affect Businesses page on [irs.gov](https://www.irs.gov) for the latest tax reform updates that affect your bottom line. For local assistance, visit [irs.gov/help/contact-my-local-office-in-kentucky](https://www.irs.gov/help/contact-my-local-office-in-kentucky).

#### » State Taxes

Visit [revenue.ky.gov](https://revenue.ky.gov) for information on business taxes, like sales and use tax. Also register your business and search for forms or find a service center.

## Social Security

If you have any employees, including officers of a corporation but not the sole proprietor or partners, you must make periodic payments, and/or file quarterly reports about payroll taxes and other mandatory deductions. You can contact the IRS or the Social Security Administration for information, assistance, and forms, at (800) 772-1213 or visit [socialsecurity.gov/employer](https://socialsecurity.gov/employer). You can file W-2s online or verify job seekers through the Social Security Number Verification Service.

## Employment Eligibility Verification

The Federal Immigration Reform and Control Act of 1986 requires employers to verify employment eligibility of new employees. The law obligates an employer to process Employment Eligibility Verification Form I-9. The U.S. Citizenship and Immigration Service offers information and assistance through [uscis.gov/i-9-central](https://uscis.gov/i-9-central). For forms call (800) 870-3676. For the employer hotline call (888) 464-4218 or email [I-9central@dhs.gov](mailto:I-9central@dhs.gov).

E-Verify, operated by the Department of Homeland Security in partnership with the Social Security Administration, electronically verifies the Social Security number and employment eligibility information reported on Form I-9. It's the quickest way for employers to determine the employment eligibility of new hires. Visit [e-verify.gov](https://e-verify.gov), call (888) 464-4218 or email [e-verify@dhs.gov](mailto:e-verify@dhs.gov).

## Health & Safety

All businesses with employees are required to comply with state and federal regulations regarding the protection of employees, visit [dol.gov](https://dol.gov) for information.

The Occupational Safety and Health Administration provides information on the specific health and safety standards used by the U.S. Department of Labor. Call (800) 321-6742 or visit [osha.gov](https://osha.gov). For the state labor department, visit [labor.ky.gov](https://labor.ky.gov) to find information on training, OSHA standards, and required wage and hours workplace posters.

## Employee Insurance

Check with your state laws to see if you are required to provide unemployment or workers' compensation insurance for your employees. For health insurance options, call the Small Business Health Options Program at (800) 706-7893 or visit [healthcare.gov/small-businesses/employers](https://healthcare.gov/small-businesses/employers).

Department of Labor Association Health Plans allow small businesses, including self-employed workers, to band together by geography or industry to obtain healthcare coverage as if they were a single large employer. For information, visit [dol.gov/general/topic/association-health-plans](https://dol.gov/general/topic/association-health-plans).

For information on state insurance and employee compensation, visit [labor.ky.gov/comp](https://labor.ky.gov/comp) and [insurance.ky.gov](https://insurance.ky.gov). For information on Kentucky's Electronic Workplace for Employment Services, visit [kewes.ky.gov](https://kewes.ky.gov).

## Environmental Regulations

State assistance is available for small businesses that must comply with environmental regulations under the Clean Air Act. State Small Business Environmental Assistance programs provide free and confidential assistance to help small business owners understand and comply with complex environmental regulations and permitting requirements. These state programs can help businesses reduce emissions at the source, often reducing regulatory burden and saving you money. To learn more about these free services visit [nationalsbeap.org/states/list](https://nationalsbeap.org/states/list).

## Accessibility and ADA Compliance

For assistance with the Americans with Disabilities Act, call the ADA Center at (800) 949-4232 or the Department of Justice at (800) 514-0301. Direct

questions about accessible design and the ADA standards to the U.S. Access Board at (800) 872-2253, TTY (800) 993-2822, [ta@access-board.gov](mailto:ta@access-board.gov) or visit [access-board.gov](https://access-board.gov).

## Child Support

Employers are essential to the success of the child support program and are responsible for collecting 75% of support nationwide through payroll deductions. The Office of Child Support Enforcement at Health and Human Services offers employers step-by-step instructions for processing income withholding orders for child support. Download the fact sheet about the Employer's Role in the Child Support Program at the Office of Child Support Enforcement's website at [acf.hhs.gov/programs/css](https://acf.hhs.gov/programs/css) > **employer responsibilities**. You can also find information about other employer responsibilities and tools that can make meeting those responsibilities easier, such as electronic income withholding orders and the Child Support Portal. Send questions to [employerservices@acf.hhs.gov](mailto:employerservices@acf.hhs.gov).

» **Kentucky Child Support**  
[csws.chfs.ky.gov/csws](https://csws.chfs.ky.gov/csws)

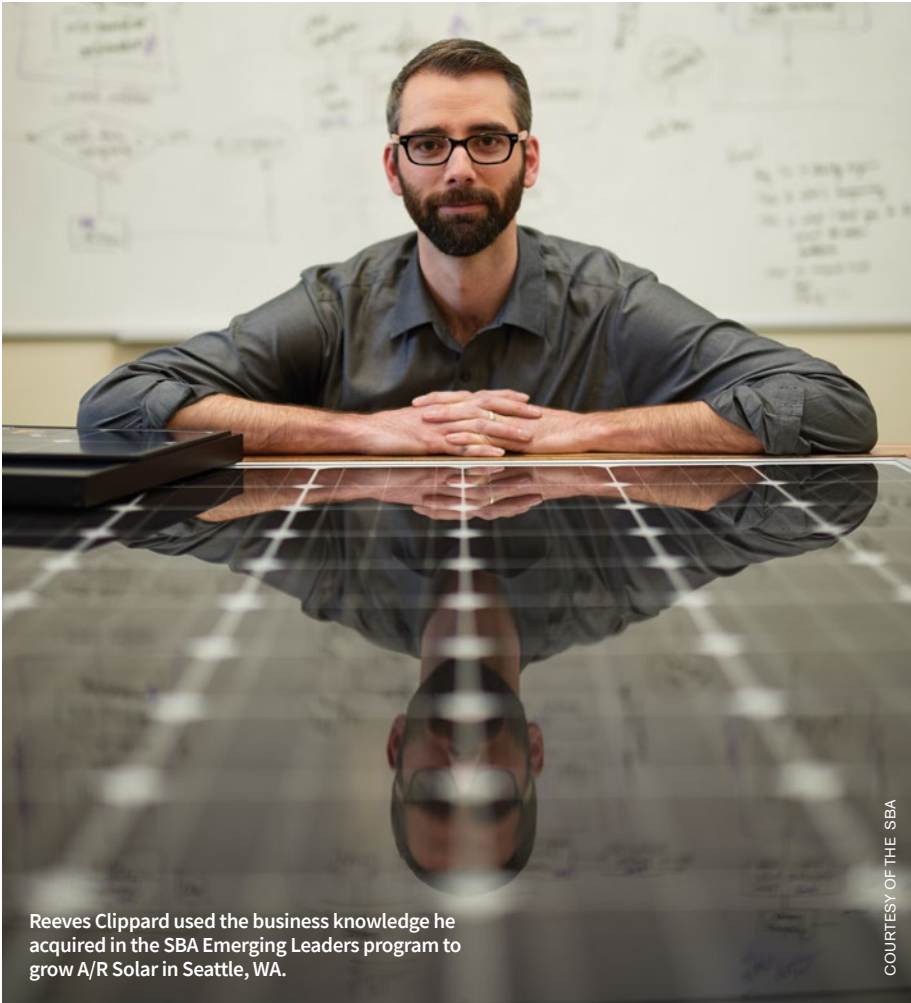
## Intellectual Property

Patents, trademarks, and copyrights are types of intellectual property that serve to protect creations and innovations. The United States Patent and Trademark Office is the federal agency that grants U.S. patents and registers trademarks. For information and resources about U.S. patents and federally registered trademarks consult [uspto.gov](https://uspto.gov). Call the patent and trademark office help center at (800) 786-9199 or visit the U.S. Patent and Trademark headquarters in Alexandria, Virginia.

A patent for an invention is the grant of a property right to an inventor, issued by the U.S. patent office. The right conferred by the patent grant is the right to exclude others from making, using, offering for sale, or selling the invention in the United States or importing the invention into the country. For information visit [uspto.gov/inventors](https://uspto.gov/inventors).

There are three types of patents:

- Utility patents may be granted to anyone who invents or discovers any new and useful process, machine, manufacture, or composition



Reeves Clippard used the business knowledge he acquired in the SBA Emerging Leaders program to grow A/R Solar in Seattle, WA.

- of matter, or any new and useful improvement.
- Design patents may be granted to anyone who invents a new, original, and ornamental design for an article of manufacture.
- Plant patents may be granted to anyone who invents or discovers and asexually reproduces any distinct and new variety of plant, other than a tuber propagated plant or a plant found in an uncultivated state.

A trademark or service mark includes any word, name, symbol, device, or any combination, used or intended to be used to identify and distinguish the goods/services of one seller or provider from those of others and to indicate the source of the goods/services. Trademarks and service marks may be registered at both the state and federal level. The U.S. Patent and Trademark Office only registers federal trademarks and service marks. Federally registered trademarks may conflict with and supersede those registered only at the state level. Visit [uspto.gov/trademarks](https://uspto.gov/trademarks).

#### » State Trademarks

Kentucky Secretary of State  
[sos.ky.gov/bus/tmandsm](https://sos.ky.gov/bus/tmandsm)

Copyrights protect original works of authorship including literary, dramatic, musical and artistic, and certain other intellectual works. Copyrights do not protect facts, ideas, and systems, although they may protect the way they are expressed.

For general information contact:

#### » U.S. Copyright Office

U.S. Library of Congress  
James Madison Memorial Building  
101 Independence Ave. Southeast  
Washington, DC  
(202) 707-3000 or toll free (877) 476-0778  
[copyright.gov](https://copyright.gov)

### Chambers of Commerce

[kychamberexecutives.com](https://kychamberexecutives.com)

### Economic Development

Visit Think Kentucky: Cabinet for Economic Development at [thinkkentucky.com](https://thinkkentucky.com), where you can also find resources and financial incentives.

**Advantage Kentucky Alliance**  
**Manufacturing Extension Program**  
[advantageky.org](https://advantageky.org)

**Kentucky Arts Council and Kentucky Crafted Program**  
[artscouncil.ky.gov](https://artscouncil.ky.gov)

**Kentucky Association of Economic Development**  
[kaedonline.org](https://kaedonline.org)

### Export Assistance

**St. Louis U.S. Export Assistance Center**  
Regional Export Finance Manager  
Larry D. Cresswell  
*Serving Iowa, Missouri, Kansas, and Nebraska*  
Office of International Trade  
U.S. Small Business Administration  
1100 Corporate Square Drive, suite 215  
St. Louis, MO  
(314) 540-7587  
[larry.cresswell@sba.gov](mailto:larry.cresswell@sba.gov)

**U.S. Department of Commerce**  
U.S. Export Assistance Center–Louisville  
Snyder Building  
601 W. Broadway, room 634B  
(502) 582-5066  
[export.gov/Kentucky](https://export.gov/Kentucky)

**U.S. Export Assistance Center–Lexington**  
301 E. Main St., suite 110  
(859) 225-7001  
[export.gov/kentucky](https://export.gov/kentucky)

**U.S. Export Assistance Center**  
Office of International Trade  
*Serving Alabama, Georgia, Kentucky and central & western Tennessee*  
230 Peachtree St. NW, suite 1725  
Atlanta, GA  
(404) 730-2706  
Regional Export Finance Manager  
David Leonard, [david.leonard@sba.gov](mailto:david.leonard@sba.gov)  
[sba.gov/offices/regional/iv](https://sba.gov/offices/regional/iv)  
[sba.gov/international](https://sba.gov/international)

State Exporting Resources are available at [thinkkentucky.com/international/exports.aspx](https://thinkkentucky.com/international/exports.aspx).

**Kentucky World Trade Center–Louisville**  
444 S. Fifth St., suite 600  
(502) 574-1599  
[wtcky.org](https://wtcky.org)

**Kentucky World Trade Center–Lexington**  
301 E. Main St., suite 110  
(859) 225-0006  
[wtcky.org](https://wtcky.org)





# Your Advocates

The SBA's offices of advocacy and ombudsman are independent voices for small business within the federal government.

To report how a proposed federal regulation could unfairly affect you, find your regional SBA advocate at [sba.gov/advocacy](https://sba.gov/advocacy).

To submit a comment about how your business has been hurt by an existing regulation, visit [sba.gov/ombudsman/comments](https://sba.gov/ombudsman/comments)

## Advocacy

When you need a voice within the federal government for your interests as a small business owner, the SBA's regional advocates are here to assist. The advocates analyze the effects of proposed regulations and consider alternatives that minimize the economic burden on small businesses, governmental jurisdictions, and nonprofits. Find your regional advocate at [sba.gov/advocacy](https://sba.gov/advocacy).

### Your advocate helps with these small business issues:

- » if your business could be negatively affected by regulations proposed by the government
- » if you have contracting issues with a federal agency

- » when you need economic and small business statistics

The SBA's Office of Advocacy also independently represents small business and advances its concerns before Congress, the White House, federal agencies, federal courts, and state policy makers.

## Ombudsman

Entrepreneurs who have an issue with an existing federal regulation or policy can receive assistance from the SBA's national ombudsman.

### The ombudsman's office helps you:

- » resolve regulatory disputes with federal agencies
- » reduce unfair penalties and fines

- » seek remedies when rules are inconsistently applied
- » recover payment for services done by government contractors

Make your voice heard by participating in a Regional Regulatory Enforcement Fairness Roundtable or a public hearing hosted by the SBA's national ombudsman. These events are posted periodically on the ombudsman website, [sba.gov/ombudsman](https://sba.gov/ombudsman).

To submit a comment or complaint through the online form, visit [sba.gov/ombudsman/comments](https://sba.gov/ombudsman/comments). Your concerns will be directed to the appropriate federal agency for review. The SBA will collaborate with you and the agency to help resolve the issue.

# Entrepreneurial Opportunities

## Regional Innovation Clusters

Create jobs and grow the economy through an SBA Regional Innovation Cluster.

### Who should join

Small businesses driving innovation in one of these tech industries:

- advanced composites
- agTech
- bioscience
- food processing
- data sciences
- medical sciences
- power and energy
- unmanned aerial systems
- water tech
- wood products

### How it works

Each industry cluster is based in a geographic region. Your small business must be located in or near that region in order to join the cluster. For example, the AgLaunch Initiative cluster, which focuses on agricultural technology, is located in the Tennessee area. A small agTech business in or near Tennessee will connect with other agTech suppliers, service providers, and related institutions through that innovation cluster.

### How it benefits you

Network with other industry innovators and connect with resources that will help your small business find funding. You'll also receive guidance on how to better compete for government contracts and other opportunities so you can grow and expand. Receive free technical and legal assistance to develop your tech and get it to market for government and industry buyers.

### Get involved

Find an SBA Regional Innovation Cluster near you by visiting [sba.gov/localassistance](https://sba.gov/localassistance). Select the regional innovation clusters on the drop-down menu.

## Online Resources

Find free short courses and learning tools to start and grow your small business at [sba.gov/learning](https://sba.gov/learning). The free SBA Online Learning Center is a great resource for every entrepreneur, especially rural business owners looking for easy access to vital business training.



### Courses include:

- writing your business plan
- buying a business
- financing options
- digital and traditional marketing to win customers
- disaster recovery
- understanding your customer

## Native American Workshops

Tribal enterprises and business organizations can receive training at an SBA Entrepreneurial Empowerment Workshop. These workshops cover business concepts important for starting, growing, or expanding a small business. RedWind instructors identify and help participants avoid common pitfalls. Learn how to prepare a business plan, gain access to capital, and basic book keeping. Request a workshop in your area by visiting [nativesmallbusiness.org](https://nativesmallbusiness.org).





### ▲ HOW THE SBA HELPED US SUCCEED

Margot Adam Langstaff, left, and Elisa Hamill, right, sought assistance from their local Veterans Business Outreach Center, which helped them better compete for government contracts. LifeHealth of Littleton, CO has expanded to more than 30 states with offices in Washington, DC and San Antonio, TX. Their clients include the Department of Defense, the National Guard, and the Indian Health Service. They also expanded their business using an SBA-backed line of credit for \$350,000. Margot started her career as an Army medic, eventually running one of the largest outpatient clinics in the Northeast at Ft. Devens, MA.



## Opportunities for Veterans

Members of the military community can start and grow their small businesses with the help of SBA programs.

### Need entrepreneurship training?

In Boots to Business, you explore business ownership and other self-employment opportunities while learning key business concepts. You will walk away with an overview of entrepreneurship and applicable business ownership fundamentals, including how to access startup capital using SBA resources. Boots to Business is conducted on all military installations as part of the Department of Defense's Transition Assistance Program.

### Who's eligible?

Service members transitioning out of active duty and military spouses. Are you a veteran or member of the National Guard or Reserve or a military spouse? Boots to Business: Reboot teaches this entrepreneurship curriculum off base and in local communities. Register for either B2B program at <https://sbavets.force.com>.

### For women veterans

Receive entrepreneurial training geared toward women veterans, service members, and spouses of service members through these SBA-funded programs:

- » Veteran Women Igniting the Spirit of Entrepreneurship in Syracuse, New York
- » LiftFund in San Antonio, Texas

### For service-disabled veterans

Learn how to start and grow a small business using these SBA-funded programs:

- » Entrepreneurship Bootcamp for Veterans with Disabilities in Syracuse, New York
- » Veterans Entrepreneurship Program at the Riata Center for Entrepreneurship, Spears School of Business, Oklahoma State University in Stillwater, Oklahoma
- » Veteran Entrepreneurship Jumpstart at St. Joseph's University in Philadelphia, Pennsylvania
- » Dog Tag Inc., affiliated with Georgetown University in Washington, DC

### Need financing?

#### Loan Fee Relief

To encourage lending to members of the military community who want to start or grow their business, the SBA reduces upfront guarantee fees on select loans. That means the cost savings will be passed down to you, the eligible veteran or qualifying military member. Ask your local SBA district office or SBA Lender about the Veterans Advantage program.

#### Have an employee who was called to active duty?

You may receive funds that enable your business to meet ordinary and necessary operating expenses when an essential employee is called up to active duty in the military reserve. Ask your local SBA district office or SBA Lender about the Military Reservist Economic Injury Disaster Loan.

### Interested in contracting?

Veteran-owned and service-disabled veteran-owned small businesses interested in federal contracting receive training from the Veteran Institute for Procurement, which offers a platform with three training programs to assist veterans. Visit [nationalvip.org](http://nationalvip.org).

#### VIP Start

Enter the federal market and become ready for procurement. Nearly 200 veteran-owned businesses from 29 states plus Washington, DC have graduated from the program.

#### VIP Grow

Strategize to expand and operate within the federal marketplace. More than 700 veteran-owned businesses from 42 states plus DC and Guam have graduated from this program.

#### VIP International

Enter or expand your federal and commercial contracting opportunities overseas.

#### Get certified

Learn about the service-disabled veteran-owned small business certification program on page 49.

### For more assistance

Veteran and military entrepreneurs receive business training, counseling, and referrals to other SBA Resource Partners at a Veterans Business Outreach Center, [sba.gov/vboc](http://sba.gov/vboc). For veterans business information visit [sba.gov/veterans](http://sba.gov/veterans).

# Paul Isenberg

OWNER/FOUNDER, SMART START CHILD CARE  
Bowling Green, KY

**Paul Isenberg started his first Smart Start Child Care center in 2011 with his mind on what he wanted for his own family.** As the father of small children, Paul wanted high quality care that suited the needs of busy parents like him; he implemented that vision in his hometown. With SBA-backed financing and his own business education, Paul's small business has expanded in Bowling Green. The SBA helped construct his first center at the same time his wife and business partner, Stacy, was receiving treatment for brain cancer. Stacy has recovered and Paul has found a fulfilling career.

- **What challenge did you have?** Our biggest challenge in the beginning was finding financing for a new center. A childcare center has high labor costs for experienced professionals. It also requires upfront construction costs to provide a safe yet creative environment for children. We also needed a convenient location for parents. Yes, the demand for quality childcare is there, but it's extremely costly to meet all these needs. Since this was a new venture for me, the center had no track record, so traditional financing was more difficult.
- **What was the SBA solution?** The SBA guarantees loans made by lending institutions to small business that would not otherwise be able to obtain financing. My small business qualified for both the SBA-backed 7(a) and the 504 Certified Development Company loans. The 504 program allows those who are eligible to purchase or renovate real estate with a competitive fixed-rate mortgage. SBA-backed financing provided the working capital I needed to acquire new locations and hire the best qualified employees. In my business, windows of opportunity open and close quickly. Kelcey Rock at Hancock Bank & Trust Co., an experienced SBA Lender, listened to my vision and carefully reviewed my business plan. Kelcey understood the factors that drive my industry. Our SBA Lender ensured I had the capital I needed to fuel our growth.
- **What benefit did this have for you?** The SBA helped me to reach the goals I set for my family and my business. Smart Start has grown dramatically. We are now one of the largest childcare companies in the region, and we haven't compromised on quality or our values. Since 2016, Smart Start Child Care revenue has tripled and net profit has grown four fold. We have more than 125 employees and educate nearly 500 children.





**“  
The SBA helped me to reach  
the goals I set for my family  
and my business.”**

**Paul Isenberg**  
Owner/Founder, Smart Start Child Care



# FUNDING PROGRAMS

Financing Your Small Business

How We Did It

## Crafting a Business

SBA-backed financing helped Superstition Meadery expand into a multimillion dollar enterprise.

WRITTEN BY BECKY BOSSHART



**J**ennifer and Jeff Herbert's home-based brewing has expanded into a global, multimillion dollar enterprise thanks to SBA assistance. Using Arizona honey and ingredients they've sourced from around the world (such as Tahitian vanilla and Moroccan saffron), the Herberts are selling nearly 30,000 gallons annually of their honey-based fermented beverage. They operate a downtown Prescott, Arizona tasting room and state-of-the-art production facility, creating jobs and building a local craft industry. The Herberts, founding members of the American Mead Makers Association, have traveled around the world hosting pairing events and pouring at craft beverage festivals.


### Challenge

The Herberts wanted to scale up their meadery while also staying true to their values of quality ingredients and craft process. It is often difficult for new entrepreneurs or unique concepts like a meadery to get traditional financing, even though they knew they had a great idea, the backing wasn't there to expand. They say that choosing to do something new breaks the mold, which can be uncomfortable for traditional lenders.

### Solution

Thanks to guidance from an SBA Resource Partner, the Small Business Development Center at Yavapai Community College, Jennifer and Jeff learned about financing that worked for them. The SBA guarantees loans made by lending institutions to small business that would not otherwise be able to obtain financing. Their small business qualified for two SBA-backed loans totaling more than \$600,000. The Herberts' first SBA-backed loan allowed them to acquire commercial property to design and build their mead production facility. Their second SBA-backed loan provided the funding for professional brewing equipment to complete their 7,450-square-foot production space. The Herberts recently purchased a historic building in downtown Phoenix, Arizona to open a mead-pairing restaurant.

### Benefit

The Herberts started with two employees and now have over 20 producing 29,000 gallons this year. From a homegrown setup, Jennifer and Jeff are now charting revenue in excess of \$2.6 million and distributing to 37 states, across Europe and Southeast Asia. They have plans for another expansion, including a shipping warehouse to manage their online retail and wholesale orders. 



Jeff & Jennifer Herbert, owners of Superstition Meadery, completed their 7,450-square-foot production space and opened a tasting room in Prescott, AZ with the assistance of SBA-backed financing. See their story on YouTube by searching for the 2019 National Small Business Persons of the Year.

## 5 Tips for Success

### Get guidance.

Develop a working relationship with an SBA Resource Partner (see page 8) to help you find the funding that works best for you.

### Define your lending needs.

Determine if a loan is right for you. Is this the right time? How much do you need? What are you going to use it for?

### Talk to multiple lenders.

See who best matches you and your business. Has the lender successfully worked with other businesses in your industry?

### Check all options.

Consult with your lender to see if you're eligible for SBA financing programs, determined by your industry & experience; collateral; credit score; and the relationship & transparency you develop with the lending agent.

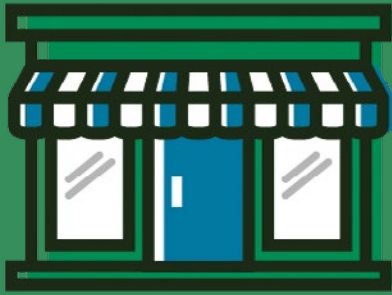
### Be ready for the ups and downs.

Your entrepreneurial endeavor will be a roller coaster ride filled with challenges and successes. The path is all consuming so make sure that you love what you do. Passion is the price of admission.



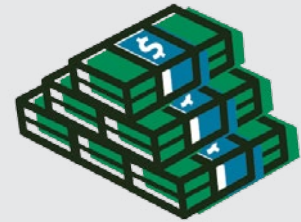
# Lender Match

Find a lender interested in working with you at [sba.gov/lendermatch](https://sba.gov/lendermatch). This matching tool connects entrepreneurs with SBA Lenders in your area.



# SBA-backed Loans

help small business owners and entrepreneurs who are creditworthy but don't qualify for conventional financing. If you cannot obtain a business loan with reasonable rates and terms, contact your local SBA Lender to see if you are eligible for SBA programs. The SBA works with participating lenders to reduce their risk, increasing the likelihood your loan will be approved with the terms that work best for you. The guarantee is conditional on the lender following SBA program requirements. Just like with any other loan, you make your loan payments directly to your lender in accordance with your terms.



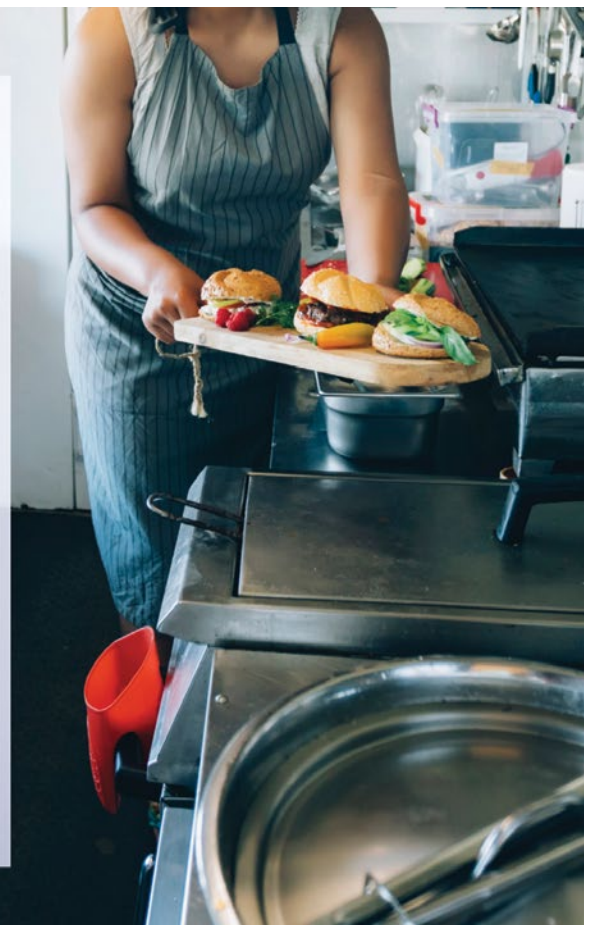
## *Funding Your Dream* SHOULDN'T BE A NIGHTMARE.

**Borrowing is Easier with an SBA Preferred Lender.**  
More flexible terms. Longer repayment timelines.  
Lower down payment options. These are just a few ways Republic Bank makes SBA lending easy.  
Let's talk business, 502.329.4510 and apply today.

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EASY  
BANK  
FOR  
BUSINESS

**REPUBLIC  
BANK**

Member FDIC



# SBA Lenders

Our participating SBA Lenders serve all of Kentucky unless otherwise noted. To find more bank locations, visit the lender's website.

## ALEXANDRIA

### Heritage Bank Inc.

7953 Alexandria Pike  
(859) 261-2430  
Robert Lamothe  
**heritagebank-ky.com**

### PNC Bank Inc.

8210 E. Main St.  
(513) 841-0024  
Chris Goecke  
**pnc.com**

### U.S. Bank

7630 Alexandria Pike  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## ASHLAND

### Community Trust Bank Inc.

1544 Winchester Ave.  
(800) 422-1090  
Terry Spears  
**ctbi.com**

### PNC Bank Inc.

1000 Carter Ave.  
(513) 841-0024  
Chris Goecke  
**pnc.com**

## BARBOURVILLE

### Forcht Bank

406 Knox St.  
(859) 263-6552  
Chris Robinson  
**forchtbank.com**

### Hometown Bank of Corbin

238 Cumberland Ave.  
(606) 526-2718  
Malissa Shelton  
**ahometownbank.com**

## BARDSTOWN

### Fort Knox Federal Credit Union

100 Kelly Drive  
(502) 942-0254  
Michael Richardson  
**fortknofcu.org**

### PNC Bank Inc.

105 W. E. John Rowan Blvd.  
(513) 841-0024  
Chris Goecke  
**pnc.com**

### Town & Country Bank and Trust Co.

201 N. Third St.  
(502) 348-3911  
Raffo Wimsett  
**mytcbt.bank**

### Wilson & Muir Bank & Trust Co.

107 N. Third St.  
(502) 479-7203  
Andy Parker  
**wilsonmuirbank.com**

## BARDWELL

### First Kentucky Bank Inc.

400 U.S. Highway 51 North  
(270) 251-4960  
Stacy Overby  
**firstkentucky.com**

## BEATTYVILLE

### Peoples Exchange Bank

48 Center St.  
(859) 744-9400  
Louise Howerton  
**pebank.com**

## BEAVER DAM

### First Kentucky Bank Inc.

1331 N. Main St.  
(270) 251-4960  
Stacy Overby  
**firstkentucky.com**

## BEDFORD

### Bedford Loan Deposit Bank

45 Highway 42 East  
(502) 222-4546  
Bart Leet  
**bedfordbank.com**

## BENTON

### CFSB

221 W. Fifth St.  
(270) 727-6125  
Jesse Clark  
**cfsbky.com**

### First Kentucky Bank Inc.

605 Main St.  
(270) 251-4960  
Stacy Overby  
**firstkentucky.com**

### Heritage Bank USA

660 Main St.  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
**bankwithheritage.com**

### U.S. Bank

201 E. 11th St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## BEREA

### Cumberland Valley National Bank

235 Glades Road  
(606) 878-7010  
Haskew Hayes  
**cvnb.com**

## Central Bank

101 Brenwood St.  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

### Community Trust Bank Inc.

525 Walnut Meadow Road  
(800) 422-1090  
Terry Spears  
**ctbi.com**

## BLOOMFIELD

### PNC Bank Inc.

101 S. Fifth St.  
(513) 841-0024  
Chris Goecke  
**pnc.com**

### Wilson & Muir Bank & Trust Co.

105 Taylorsville Road  
(502) 479-7203  
Andy Parker  
**wilsonmuirbank.com**

## BOWLING GREEN

### JPMorgan Chase Bank

924 Broadway Ave.  
(502) 566-3671  
Becky McClennen  
**chase.com**

### Fort Knox Federal Credit Union

2345 Gary Farms Blvd.  
(502) 942-0254  
Michael Richardson  
**fortknofcu.org**

## Hancock Bank & Trust

2501 Crossings Blvd., suite 250  
(270) 843-2285  
Kelcey Rock  
**hancockbankonline.com**

### Independence Bank

1950 Scottsville Road  
(270) 869-0791  
Jim Davis  
**1776bank.com**

### Limestone Bank (formerly PBI Bank)

751 Campbell Lane  
(270) 524-7283  
Kenneth Kidd  
**limestonebank.com**

### South Central Bank Inc.

2710 Nashville Road  
(270) 651-7466  
Josh Devore  
**southcentralbank.com**

### U.S. Bank

1747 Scottsville Road  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## BRANDENBURG

### Fort Knox Federal Credit Union

1452 Old State Road  
(502) 942-0254  
Michael Richardson  
**fortknofcu.org**

## Cecilian Bank

302 Bypass Road  
(270) 737-1593  
Tracie Oliver  
**thececilianbank.com**

### WesBanco

(270) 986-0919  
**wesbanco.com/borrow/business-loans**

## BURLINGTON

### Forcht Bank

6100 First Financial Drive  
(859) 263-6552  
Chris Robinson  
**forchtbank.com**

### Heritage Bank Inc.

1818 Florence Pike  
(859) 261-2430  
Robert Lamothe  
**heritagebank-ky.com**

### Huntington Bank

2252 Burlington Park  
(859) 514-6022  
Perry Dunn  
**huntington.com**

## CADIZ

### Bank of Cadiz

79 Main St.  
(270) 522-6066  
Kevin Atwood  
**bankofcadiz.com**

### Heritage Bank USA

352 Main St.  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
**bankwithheritage.com**

## FNB Bank Inc.

2558 Main St.  
(270) 251-6058  
Pat Bynum  
[growwithfnb.com](http://growwithfnb.com)

## CALHOUN BB&T

100 Main St.  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
[bbt.com](http://bbt.com)

## U.S. Bank

730 Main St.  
(502) 533-8770  
Joe Wathen  
[usbank.com](http://usbank.com)

## CALVERT CITY CFSB

456 Fifth Ave.  
(270) 727-6125  
Jesse Clark  
[cfsbk.com](http://cfsbk.com)

## Heritage Bank USA

20 Oak Plaza Drive  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
[bankwithheritage.com](http://bankwithheritage.com)

## CAMPBELLSBURG United Citizens Bank & Trust Co.

8198 Main St.  
(502) 732-6669  
Matthew Brent  
[unitedcitizensbank.com](http://unitedcitizensbank.com)

## CAMPBELLSVILLE Citizens Bank & Trust Co.

201 E. Main St.  
(270) 465-8193  
Roberta Cox  
[cbtky.com](http://cbtky.com)

## Community Trust Bank Inc.

402 Campbellsville  
Bypass  
(800) 422-1090  
Terry Spears  
[ctbi.com](http://ctbi.com)

## Forcht Bank

1405 E. Broadway  
(859) 263-6552  
Chris Robinson  
[forchtbank.com](http://forchtbank.com)

## Fort Knox Federal Credit Union

121 Walmart Drive  
(502) 942-0254  
Michael  
Richardson  
[fortknoxfcu.org](http://fortknoxfcu.org)

## CARROLLTON United Citizens Bank & Trust Co.

503 Highland Drive  
(502) 732-6669  
Matthew Brent  
[unitedcitizensbank.com](http://unitedcitizensbank.com)

## U.S. Bank

416 Highland Ave.  
(502) 533-8770  
Joe Wathen  
[usbank.com](http://usbank.com)

## CAVE CITY BB&T

102 Broadway St.  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
[bbt.com](http://bbt.com)

## South Central Bank Inc.

518 N. Dixie Highway  
(270) 651-7466  
Josh Devore  
[southcentralbank.com](http://southcentralbank.com)

## CENTRAL CITY First Kentucky Bank Inc.

109 N. Second St.  
(270) 251-4960  
Stacy Overby  
[firstkentucky.com](http://firstkentucky.com)

## Old National Bank

301 S. Second St.  
(859) 825-6097  
John Douglas  
(810) 522-1409  
Jeff Billig  
[oldnational.com](http://oldnational.com)

## CECILIA

### Cecilian Bank

104 E Main St.  
(270) 737-1593  
Tracie Oliver  
[theceilianbank.com](http://theceilianbank.com)

## CLAY CITY

### Peoples Exchange Bank

5377 Main St.  
Louise Howerton  
[pebank.com](http://pebank.com)

## Whitaker Bank Inc.

60 Irvine Road  
(859) 543-4000  
Bo Henry  
[whitakerbank.com](http://whitakerbank.com)

## CLINTON

### Clinton Bank

220 E. Clay St.  
(270) 653-4001  
Glenn Reid  
[clintonbankky.com](http://clintonbankky.com)

## First Community Bank of the Heartland

114 E. Jackson St.  
(270) 653-4301  
Josh Bailey  
[fcbheartland.com](http://fcbheartland.com)

## CLOVERPORT Hancock Bank & Trust

102 W. Main St.  
(270) 843-2285  
Kelcey Rock  
[hancockbankonline.com](http://hancockbankonline.com)

## COLUMBIA

### Community Trust Bank Inc.

1005 Jamestown St.  
(800) 422-1090  
Terry Spears  
[ctbi.com](http://ctbi.com)

## CORBIN

### Cumberland Valley National Bank

1200 Cumberland  
Falls Highway  
(606) 878-7010  
Haskew Hayes  
[cvnb.com](http://cvnb.com)

## Hometown Bank of Corbin

(606) 526-2718  
Malissa Shelton  
[ahometownbank.com](http://ahometownbank.com)

## Whitaker Bank Inc.

100 N. Main St.  
(859) 543-4000  
Bo Henry  
[whitakerbank.com](http://whitakerbank.com)

## COVINGTON

### Fifth Third Bank

107 Brent Spence  
Square  
(502) 562-5512  
Patrick Farnan  
[53.com](http://53.com)

## Forcht Bank

502 Madison Ave.  
(859) 263-6552  
Chris Robinson  
[forchtbank.com](http://forchtbank.com)

## Republic Bank & Trust Co.

535 Madison Ave.  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
[republicbank.com](http://republicbank.com)

## CYNTHIA

### Fifth Third Bank

1005 U.S. Highway  
27 South  
(502) 562-5512  
Patrick Farnan  
[53.com](http://53.com)

## Kentucky Bank

939 U.S. 27  
(859) 987-1795  
Darren Henry  
(859) 988-1352  
Shawn King  
[kybank.com](http://kybank.com)

## DANVILLE

### JP Morgan Chase Bank

237 W. Main St.  
(502) 566-3671  
Becky McClennen  
[chase.com](http://chase.com)

## Community Trust Bank Inc.

462 W. Main St.  
(800) 422-1090  
Terry Spears  
[ctbi.com](http://ctbi.com)

## Fort Knox Federal Credit Union

312 Skywatch Drive  
(502) 942-0254  
Michael  
Richardson  
[fortknoxfcu.org](http://fortknoxfcu.org)

## U.S. Bank

111 S. Fourth St.  
(502) 533-8770  
Joe Wathen  
[usbank.com](http://usbank.com)

## DAWSON SPRINGS Planters Bank Inc.

50 Oak Heights  
(270) 886-9030  
Barry Meade  
[plantersbankonline.com](http://plantersbankonline.com)

## U.S. Bank

119 S. Main St.  
(502) 533-8770  
Joe Wathen  
[usbank.com](http://usbank.com)

## EDGEWOOD

### Commonwealth Bank & Trust Co.

160 Barnwood Rd.  
(502) 259-2661  
Nate Evans  
[cbandt.com](http://cbandt.com)

## First Financial Bank

3580 Madison Pike  
(317) 237-1588  
Jeff Magginnis  
(317) 360-7049  
Mark Schoettmer  
[bankatfirst.com](http://bankatfirst.com)

## EDMONTON

### Edmonton State Bank

118 S. Main St.  
(270) 487-6123  
Tony High  
[edmontonstatebank.com](http://edmontonstatebank.com)

## South Central Bank Inc.

702 W. Stockton  
(270) 651-7466  
Josh Devore  
[southcentralbank.com](http://southcentralbank.com)

## ELIZABETHTOWN

### JPMorgan Chase Bank

1200 N. Dixie  
Highway  
(502) 566-3671  
Becky McClennen  
[chase.com](http://chase.com)

## Citizens Union Bank

1830 N. Dixie  
Highway  
(859) 361-8764  
Christopher  
Jackson  
[cubbank.com](http://cubbank.com)

## Fort Knox Federal Credit Union

1650 Ring Road  
(502) 942-0254  
Michael  
Richardson  
[fortknoxfcu.org](http://fortknoxfcu.org)

## Magnolia Bank Inc.

651 W. Dixie Ave.  
(270) 765-4072  
Amanda Heady  
[magnoliabank.com](http://magnoliabank.com)

## Cecilian Bank

1808 N. Dixie  
Highway  
(270) 737-1593  
Tracie Oliver  
[theceilianbank.com](http://theceilianbank.com)

## WesBanco

(270) 986-0919  
[wesbanco.com/  
borrow/business-loans](http://wesbanco.com/borrow/business-loans)



**Wilson & Muir  
Bank & Trust Co.**  
250 W. Dixie Ave.  
(502) 479-7203  
Andy Parker  
**wilsonmuir  
bank.com**

**ELKTON**  
**Heritage Bank**  
536 W. Main St.  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
**bankwith  
heritage.com**

**EMINENCE**  
**Citizens  
Deposit Bank**  
5230 S. Main St.  
(502) 845-5639  
Diann Harlow  
**cdbt.com**

**Limestone Bank  
(formerly  
PBI Bank)**  
646 Elm St.  
(270) 524-7283  
Kenneth Kidd  
**limestone  
bank.com**

**United Citizens  
Bank & Trust Co.**  
5364 S. Main St.  
(502) 732-6669  
Matthew Brent  
**unitedcitizens  
bank.com**

**FANCY FARM**  
**First Community  
Bank of the  
Heartland**  
10308 State Route  
80 West  
(270) 653-4301  
Josh Bailey  
**fcbeartland.com**

**FLORENCE**  
**BB&T**  
1065 Burlington Pike  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

**Central Bank**  
7310 Turfway Road  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

**Citizens  
Deposit Bank**  
8545 U.S.  
Highway 42  
(502) 845-5639  
Diann Harlow  
**cdbt.com**

**Commonwealth  
Bank & Trust Co.**  
7135 Houston Road  
(502) 259-2661  
Nate Evans  
**cbandt.com**

**Fifth Third Bank**  
335 Mt. Zion Road  
(502) 562-5512  
Patrick Farnan  
**53.com**

**Heritage Bank Inc.**  
7434 U.S.  
Highway 42  
(859) 261-2430  
Robert Lamothe  
**heritage  
bank-ky.com**

**Heritage Bank**  
7434 U.S.  
Highway 42  
(859) 261-2430  
Robert Lamothe  
**heritage  
bank-ky.com**

**Huntington Bank**  
6985 Houston Road  
(859) 514-6022  
Perry Dunn  
**huntington.com**

**Republic Bank  
& Trust Co.**  
8315 U.S.  
Highway 42  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
**republicbank.com**

**Stock Yards Bank  
& Trust Co.**  
4790 Houston Road  
(513) 824-6158  
Van Johnson  
**syb.com**

**U.S. Bank**  
8461 U.S.  
Highway 42  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**FORT MITCHELL**  
**Central Bank**  
2075 Dixie  
Highway  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

**Huntington Bank**  
2514 Dixie Highway  
(859) 514-6022  
Perry Dunn  
**huntington.com**

**PNC Bank Inc.**  
2216 Dixie  
Highway  
(513) 841-0024  
Chris Goecke  
**pnc.com**

**FRANKFORT**  
**Community Trust  
Bank Inc.**  
427 Versailles Road  
(800) 422-1090  
Terry Spears  
**ctbi.com**

**Independence  
Bank**  
629 Versailles Road  
(270) 869-0791  
Jim Davis  
**1776bank.com**

**Republic Bank &  
Trust Co.**  
100 Highway 676  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
**republicbank.com**

**Traditional  
Bank Inc.**  
91 Arrowhead Court  
(859) 498-0414  
Ann Beckham  
**traditional  
bank.com**

**Whitaker Bank Inc.**  
130 W. Main St.  
(859) 543-4000  
Bo Henry  
**whitakerbank.com**

**FULTON**  
**Heritage Bank  
USA**  
306 Lake St.  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
**bankwith  
heritage.com**

**GEORGETOWN**  
**Central Bank**  
100 W. Main St.  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

**Community Trust  
Bank Inc.**  
112 Osborne Way  
(800) 422-1090  
Terry Spears  
**ctbi.com**

**Peoples  
Exchange Bank**  
923 S. Broadway  
(859) 744-9400  
Louise Howerton  
**pebank.com**

**Republic Bank &  
Trust Co.**  
430 Connector Road  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
**republicbank.com**

**Whitaker Bank Inc.**  
101 W. Main St.  
(859) 543-4000  
Bo Henry  
**whitakerbank.com**

**GLASGOW**  
**Limestone Bank  
(formerly  
PBI Bank)**  
1006 W. Main St.  
(270) 524-7283  
Kenneth Kidd  
**limestone  
bank.com**

**South Central  
Bank Inc.**  
501 SL Rogers  
Wells Blvd.  
(270) 651-7466  
Josh Devore  
**southcentral  
bank.com**

**U.S. Bank**  
200 S. Green St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**GRAYSON**  
**Commercial  
Bank of  
Grayson County**  
208 E. Main St.  
(606) 474-7811  
Mark Strother  
**cbgrayson.com**

**GREENVILLE**  
**First Kentucky  
Bank Inc.**  
145 N. Main St.  
(270) 251-4960  
Stacy Overby  
**firstkentucky.com**

**Old National Bank**  
131 E. Main Cross St.  
(859) 825-6097  
John Douglas  
(810) 522-1409  
Jeff Billig  
**oldnational.com**

**HARDINSBURG**  
**Cecilian Bank**  
76 Public Square  
(270) 737-1593  
Tracie Oliver  
**thececilian  
bank.com**

**HARRODSBURG**  
**First Financial  
Bank**  
104 S. Chiles St.  
(317) 237-1588  
Jeff Magginnis  
(317) 360-7049  
Mark Schoettmer  
**bankatfirst.com**

**Whitaker Bank Inc.**  
2001 Pleasant Ridge  
(859) 734-3316  
Wayne Westerfield  
**whitakerbank.com**

**HAWESVILLE**  
**Hancock Bank  
& Trust**  
220 Main St.  
(270) 843-2285  
Kelcey Rock  
**hancockbank  
online.com**

**Independence  
Bank**  
225 U.S. 60  
(270) 869-0791  
Jim Davis  
**1776bank.com**

**HAZARD**  
**Community Trust  
Bank Inc.**  
1665 Combs Road  
(800) 422-1090  
Terry Spears  
**ctbi.com**

**Whitaker  
Bank Inc.**  
777 Morton Blvd.  
(859) 734-3316  
Wayne Westerfield  
**whitakerbank.com**

**HENDERSON**  
**Fifth Third Bank**  
2555 U.S. 41 North  
(502) 562-5512  
Patrick Farnan  
**53.com**

**Independence  
Bank**  
235 N. Elm St.  
(270) 869-0791  
Jim Davis  
**1776bank.com**

## U.S. Bank

2606 Zion Road  
(502) 533-8770  
Joe Wathen  
[usbank.com](http://usbank.com)

## HIGHLAND HEIGHTS

### Stock Yards Bank & Trust Co.

2635 Alexandria Pike  
(513) 824-6158  
Van Johnson  
[syb.com](http://syb.com)

## WesBanco

(270) 986-0919  
[wesbanco.com/borrow/business-loans](http://wesbanco.com/borrow/business-loans)

## HODGENVILLE

### Fort Knox Federal Credit Union

299 Lincoln Drive  
(502) 942-0254  
Michael Richardson  
[fortknoxfcu.org](http://fortknoxfcu.org)

## Magnolia Bank Inc.

794 Old Elizabethtown Road  
(270) 765-4072  
Amanda Heady  
[magnoliabank.com](http://magnoliabank.com)

## HOPKINSVILLE Bank of Cadiz

2808 Ft. Campbell Blvd.  
(270) 522-6066  
Kevin Atwood  
[bankofcadiz.com](http://bankofcadiz.com)

## Heritage Bank USA

4155 Lafayette Road  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
[bankwithheritage.com](http://bankwithheritage.com)

## Planters Bank Inc.

1312 Main St.  
(270) 886-9030  
Barry Meade  
[plantersbankonline.com](http://plantersbankonline.com)

## INDEPENDENCE

### Heritage Bank Inc.

2040 Declaration Drive  
(859) 261-2430  
Robert Lamothe  
[heritagebank-ky.com](http://heritagebank-ky.com)

## Huntington Bank

6433 Taylor Mill Road  
(859) 514-6022  
Perry Dunn  
[huntington.com](http://huntington.com)

## KEVIL

### First Community Bank of the Heartland

952 Kentucky Ave.  
(270) 653-4301  
Josh Bailey  
[fcbheartland.com](http://fcbheartland.com)

## LA CENTER

### C-Plant Federal Credit Union

339 E. Kentucky Drive  
Jacob Chambers  
(270) 650-3106  
[cplant.com](http://cplant.com)

### First Community Bank of the Heartland

414 W. Kentucky Drive  
(270) 653-4301  
Josh Bailey  
[fcbheartland.com](http://fcbheartland.com)

## Regions Bank

312 Broadway  
(270) 441-1543  
Maci McGullion  
(615) 309-3415  
Courtney Crants  
[regions.com](http://regions.com)

## LAGRANGE

### Bedford Loan and Deposit Bank

1010 New Moody Lane  
LaGrange, KY 40031  
(502) 222-4546  
Bart Leet  
[bedfordbank.com](http://bedfordbank.com)

## BB&T

200 W. Vine St., suite 100  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
[bbt.com](http://bbt.com)

## Citizens

### Union Bank

2100 KY 53  
(859) 361-8764  
Christopher Jackson  
[cubbank.com](http://cubbank.com)

### Stock Yards Bank & Trust Co.

515 S. First St.  
(513) 824-6158  
Van Johnson  
[syb.com](http://syb.com)

## LANCASTER

### Whitaker Bank Inc.

39 Public Square  
(859) 734-3316  
Wayne Westerfield  
[whitakerbank.com](http://whitakerbank.com)

### LAWRENCEBURG First Financial Bank

1012 Bypass North  
(317) 237-1588  
Jeff Magginnis  
(317) 360-7049  
Mark Schoettmer  
[bankatfirst.com](http://bankatfirst.com)

### Town & Country Bank and Trust Co.

1102 Bypass South  
(502) 348-3911  
Raffo Wimsett  
[mytcbt.bank](http://mytcbt.bank)

## LATONIA

### Heritage Bank Inc.

3600 Decoursey Ave.  
(859) 261-2430  
Robert Lamothe  
[heritagebank-ky.com](http://heritagebank-ky.com)

## Huntington Bank

3517 Decoursey Ave.  
(859) 514-6022  
Perry Dunn  
[huntington.com](http://huntington.com)

### Republic Bank & Trust Co.

535 Madison Ave.  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
[republicbank.com](http://republicbank.com)

## LEITCHFIELD

### Fort Knox Federal Credit Union

1453 Elizabethtown Road  
(502) 942-0254  
Michael Richardson  
[fortknoxfcu.org](http://fortknoxfcu.org)

## Cecilian Bank

76 Public Square  
(270) 737-1593  
Tracie Oliver  
[thececilianbank.com](http://thececilianbank.com)

### Wilson & Muir Bank & Trust Co.

118 S. Main St.  
(502) 479-7203  
Andy Parker  
[wilsonmuirbank.com](http://wilsonmuirbank.com)

## LEWISPORT

### Hancock Bank & Trust

8280 U.S. Highway 60 West  
(270) 843-2285  
Kelcey Rock  
[hancockbankonline.com](http://hancockbankonline.com)

### Independence Bank

8523 U.S. Highway 60 West  
(270) 869-0791  
Jim Davis  
[1776bank.com](http://1776bank.com)

## LEXINGTON

### Bank of the Bluegrass

215 Southland Drive  
(859) 685-3046  
Thomas E. Greinke  
[bankofthebluegrass.com](http://bankofthebluegrass.com)

## BB&T

200 W. Vine St., suite 100  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
[bbt.com](http://bbt.com)

### JPMorgan Chase Bank

1824 Alysheba Way  
(502) 566-3671  
Becky McClellenn  
[chase.com](http://chase.com)

## Central Bank

300 W. Vine St.  
(859) 253-6229  
Julie Szymanski  
[centralbank.com](http://centralbank.com)

### Community Trust Bank Inc.

100 E. Vine St.  
(800) 422-1090  
Terry Spears  
[ctbi.com](http://ctbi.com)

### Cumberland Valley National Bank

900 Beasley St., suite 150  
(606) 878-7010  
Haskew Hayes  
[cvnb.com](http://cvnb.com)

## Fifth Third Bank

250 W. Main St., suite 300  
(502) 562-5512  
Patrick Farnan  
[53.com](http://53.com)

## Forcht Bank

2404 Sir Barton Way  
(859) 263-6552  
Chris Robinson  
[forchtbank.com](http://forchtbank.com)

## Huntington Bank

2333 Alexandria Drive  
(859) 514-6022  
Perry Dunn  
[huntington.com](http://huntington.com)

## Old National Bank

249 E. Main St., suite 101  
(859) 825-6097  
John Douglas  
(810) 522-1409  
Jeff Billig  
[oldnational.com](http://oldnational.com)

### Peoples Exchange Bank

3101 Clays Mill Road, suite 100  
(859) 744-9400  
Louise Howerton  
[pebank.com](http://pebank.com)

### Republic Bank & Trust Co.

2401 Harrodsburg Road  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
[republicbank.com](http://republicbank.com)

### Traditional Bank Inc.

3353 Bates Creek Road  
(859) 498-0414  
Ann Beckham  
[traditionalbank.com](http://traditionalbank.com)

## WesBanco

(859) 244-7201  
[wesbanco.com/borrow/business-loans](http://wesbanco.com/borrow/business-loans)

## Whitaker Bank Inc.

2001 Pleasant Ridge  
(859) 543-4000  
Bo Henry  
[whitakerbank.com](http://whitakerbank.com)

## LONDON

### Community Trust Bank Inc.

38 Shiloh Drive  
(800) 422-1090  
Terry Spears  
[ctbi.com](http://ctbi.com)

### Cumberland Valley National Bank

100 S. Main St.  
(606) 878-7010  
Haskew Hayes  
[cvnb.com](http://cvnb.com)

## Forcht Bank

50 Old Whitley Road  
(859) 263-6552  
Chris Robinson  
[forchtbank.com](http://forchtbank.com)

**LOUISVILLE****BB&T**

401 W. Main St.,  
suite 200  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

**JPMorgan Chase Bank**

416 W. Jefferson St.  
(502) 566-3671  
Becky McClellenn  
**chase.com**

**Central Bank**

321 W. Main St.  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

**Commonwealth Bank & Trust Co.**

4912 U.S.  
Highway 42  
(502) 259-2661  
Nate Evans  
**cbandt.com**

**Eclipse Bank**

3827 Shelbyville  
Road  
(502) 671-4899  
Cell (502) 550-7634  
Thomas R. Bannon  
**eclipsebank.com**

**Fifth Third Bank**

401 S. Fourth St.,  
eighth floor  
(502) 562-5512  
Patrick Farnan  
**53.com**

**First Financial Bank**

293 N. Hubbards  
Lane  
(317) 237-1588  
Jeff Magginnis  
(317) 360-7049  
Mark Schoettmer  
**bankatfirst.com**

**Forcht Bank**

3747 Lexington  
Road  
(859) 263-6552  
Chris Robinson  
**forchtbank.com**

**Fort Knox Federal Credit Union**

9915 Dixie Highway  
(502) 942-0254  
Michael  
Richardson  
**fortknoxfcu.org**

**Independence Bank**

3901 Shelbyville  
Road  
(270) 869-0791  
Jim Davis  
**1776bank.com**

**Limestone Bank (formerly PBI Bank)**

2500 Eastpoint  
Parkway  
(270) 524-7283  
Kenneth Kidd  
**limestonebank.com**

**Paducah Bank & Trust Co.**

9200 Shelbyville  
Road  
(270) 575-5700  
Mark Link  
**paducahbank.com**

**Republic Bank & Trust Co.**

661 S. Hurstbourne  
Parkway  
(502) 329-4510  
Cell (502) 802-8106  
Kathy Pleasant  
**republicbank.com**

**Stock Yards Bank & Trust Co.**

1040 E. Main St.  
(513) 824-6158  
Van Johnson  
**syb.com**

**U.S. Bank**

6010 Brownsboro  
Park Blvd., suite C  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**WesBanco**

(502) 569-4285  
**wesbanco.com/  
borrow/business-  
loans**

**Wilson & Muir Bank & Trust Co.**

130 St. Matthews  
Ave.  
(502) 479-7203  
Andy Parker  
**wilsonmuirbank.com**

**MADISONVILLE C-Plant Federal Credit Union**

182 Madison  
Square Drive  
Jacob Chambers  
(270) 650-3106  
**cplant.com**

**Hancock Bank & Trust**

2420 N. Main St.  
(270) 843-2285  
Kelcey Rock  
**hancockbankonline.com**

**Fifth Third Bank**

1389 Whittington  
Drive  
(502) 562-5512  
Patrick Farnan  
**53.com**

**Independence Bank**

629 E. Center St.  
(270) 869-0791  
Jim Davis  
**1776bank.com**

**U.S. Bank**

406 S. Seventh St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**MAGNOLIA Magnolia Bank Inc.**

4910 L&N Turnpike  
(270) 765-4072  
Amanda Heady  
**magnoliabank.com**

**MAYFIELD CFSB**

100 Dick  
Castleman Bypass  
(270) 727-6125  
Jesse Clark  
**cfsbky.com**

**C-Plant Federal Credit Union**

1101 Paris Road  
Jacob Chambers  
(270) 650-3106  
**cplant.com**

**First Kentucky Bank Inc.**

223 S. Sixth St.  
(270) 251-4960  
Stacy Overby  
**firstkentucky.com**

**FNB Bank Inc.**

101 E. Broadway  
(270) 251-6058  
Pat Bynum  
**growwithfnb.com**

**Independence Bank**

100 E. College St.  
(270) 869-0791  
Jim Davis  
**1776bank.com**

**Regions Bank**

1104 Paris Road  
(270) 441-1543  
Maci McGullion  
(615) 309-3415  
Courtney Crants  
**regions.com**

**MAYSVILLE****Citizens**

**Deposit Bank**  
1201 US Highway 68  
(502) 845-5639  
Diann Harlow  
**cdbt.com**

**U.S. Bank**

1176 US Highway 68  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**MIDDLESBORO Community Trust Bank Inc.**

1918  
Cumberland Ave.  
(800) 422-1090  
Terry Spears  
**ctbi.com**

**First State Bank of the Southeast**

1810 Cumberland  
Ave.  
(606) 248-6236  
Wade Bevins  
**ourfsb.bank**

**MORGANFIELD C-Plant Federal Credit Union**

817 U.S. Highway  
60 East  
Jacob Chambers  
(270) 650-3106  
**cplant.com**

**Fifth Third Bank**

250 N. Morgan St.  
(502) 562-5512  
Patrick Farnan  
**53.com**  
**Old National Bank oldnational.com**  
130 N. Morgan St.  
(859) 825-6097  
John Douglas  
(810) 522-1409  
Jeff Billig

**MOREHEAD Kentucky Bank kybank.com**

400 W. First St.  
(859) 987-1795  
Darren Henry  
(859) 988-1352  
Shawn King

**Whitaker Bank Inc.**

140 E. Main St.  
(859) 734-3316  
Wayne Westerfield  
**whitakerbank.com**

**MOUNT STERLING Peoples Exchange Bank**

212 Apperson  
Heights  
(859) 744-9400  
Louise Howerton  
**pebank.com**

**Traditional Bank Inc.**

49 W. Main St.  
(859) 498-0414  
Ann Beckham  
**traditionalbank.com**

**MOUNT****WASHINGTON****Citizens**

**Union Bank**  
375 Oakbrooke  
Drive  
(859) 361-8764  
Christopher  
Jackson  
**cubbank.com**

**Peoples Bank**

415 Oak  
Brooke Drive  
(502) 538-7301  
Denise Laferty  
**peoplesbankmtw.com**

**MUNFORDVILLE Limestone Bank (formerly PBI Bank)**

949 S. Dixie Highway  
(270) 524-7283  
Kenneth Kidd  
**limestonebank.com**

**MURRAY****Bank of Cadiz**

307-A N. 12th St.  
(270) 522-6066  
Kevin Atwood  
**bankofcadiz.com**

**BB&T**

1104 Chestnut St.  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

**CFSB**

1721 N. 12th St.  
(270) 727-6125  
Jesse Clark  
**cfsbky.com**

**Heritage Bank USA**

1601 N. 12th St.  
(270) 887-8405  
Cell (931) 206-6570  
Chip Knight  
**bankwithheritage.com**



## Independence Bank

721 S. 12th St.  
(270) 869-0791  
Jim Davis  
**1776bank.com**

## Regions Bank

515 N. 12th St.  
(270) 441-1543  
Maci McGullion  
(615) 309-3415  
Courtney Crants  
**regions.com**

## U.S. Bank

1111 Main St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## NEWPORT BB&T

401 W. Main St., suite 200  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

## Heritage Bank Inc.

647 Monmouth  
(859) 261-2430  
Robert Lamothe  
**heritagebank-ky.com**

## U.S. Bank

810 Monmouth St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## NEW CASTLE

**United Citizens Bank & Trust Co.**  
25 S. Main  
(502) 732-6669  
Matthew Brent  
**unitedcitizensbank.com**

## NEW HAVEN

**Town & Country Bank and Trust Co.**  
148 S Main St.  
(502) 348-3911  
Raffo Wimsett  
**mytcbt.bank**

## NICHOLASVILLE

**Central Bank**  
301 N. Main St.  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

## Kentucky Bank

920 N. Main St.  
(859) 987-1795  
Darren Henry  
(859) 988-1352  
Shawn King  
**kybank.com**

## Town & Country Bank and Trust Co.

3082 Bannon Road  
(502) 348-3911  
Raffo Wimsett  
**mytcbt.bank**

## OLIVE HILL

**Commercial Bank of Grayson County**  
155 E. Tom T. Hall Blvd.  
(606) 474-7811  
Mark Strother  
**cbgrayson.com**

## OWENSBORO

**JPMorgan Chase Bank**  
2938 Frederica St.  
(502) 566-3671  
Becky McClennen  
**chase.com**

## Fifth Third Bank

3205 S. Frederica St.  
(502) 562-5512  
Patrick Farnan  
**53.com**

## Independence Bank

3228 Highway 54  
(270) 869-0791  
Jim Davis  
**1776bank.com**

## Old National Bank

3230 Mt. Moriah Ave.  
(859) 825-6097  
John Douglas  
(810) 522-1409  
Jeff Billig  
**oldnational.com**

## PADUCAH

**CFSB**  
2550 Irvin Cobb Drive  
(270) 727-6125  
Jesse Clark  
**cfsbky.com**

## C-Plant Federal Credit Union

118 Bleich Road  
Jacob Chambers  
(270) 650-3106  
**cplant.com**

## FNB Bank Inc.

3445 Loan Oak Road  
(270) 251-6058  
Pat Bynum  
**growwithfnb.com**

## Independence Bank

3143 Broadway St.  
(270) 869-0791  
Jim Davis  
**1776bank.com**

## Paducah Bank & Trust Co.

555 Jefferson St.  
(270) 575-5700  
Mark Link  
**paducahbank.com**

## Regions Bank

2990 Loan Oak Road  
(270) 441-1543  
Maci McGullion  
(615) 309-3415  
Courtney Crants  
**regions.com**

## PARIS

**Fifth Third Bank**  
3350 Lexington Road  
(502) 562-5512  
Patrick Farnan  
**53.com**

## Kentucky Bank

401 Main St.  
(859) 987-1795  
Darren Henry  
(859) 988-1352  
Shawn King  
**kybank.com**

## Traditional Bank Inc.

3333 Lexington Road  
(859) 498-0414  
Ann Beckham  
**traditionalbank.com**

## PARK CITY

**South Central Bank Inc.**  
24127 Louisville Road  
(270) 651-7466  
Josh Devore  
**southcentralbank.com**

## PENDLETON

**Bedford Loan & Deposit Bank**  
943 Pendleton Road  
(502) 222-4546  
Bart Leet  
**bedfordbank.com**

## United Citizens Bank & Trust Co.

7962 LaGrange Road  
(502) 732-6669  
Matthew Brent  
**unitedcitizensbank.com**

## PIKEVILLE

**BB&T**  
3663 N. Mayo Trail  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

## Community Trust Bank Inc.

346 N. Mayo Trail  
(800) 422-1090  
Terry Spears  
**ctbi.com**

## U.S. Bank

9782 Meta Highway  
(502) 533-8770  
Joe Wathen  
**usbank.com**

## PINEVILLE

**Community Trust Bank Inc.**  
11792 U.S. Highway 25 East  
(800) 422-1090  
Terry Spears  
**ctbi.com**

## First State Bank of the Southeast

287 US Highway 119  
(606) 248-6236  
Wade Bevins  
**ourfsb.bank**

## PRINCETON

**First Southern National Bank**  
101 W. Washington St.  
(606) 365-2137  
Doug Daniel  
**fsnb.net**

## Planters Bank Inc.

208 N. Jefferson St.  
(270) 886-9030  
Barry Meade  
**plantersbankonline.com**

## PROVIDENCE

**Independence Bank**  
211 U.S. Highway 41-A South  
(270) 869-0791  
Jim Davis  
**1776bank.com**

## Planters Bank Inc.

2251 Westerfield Drive  
(270) 886-9030  
Barry Meade  
**plantersbankonline.com**

## RADCLIFF

**Fort Knox Federal Credit Union**  
3939 S. Dixie Blvd.  
(502) 942-0254  
Michael Richardson  
**fortknofcu.org**

## PNC Bank Inc.

100 N. Dixie Blvd.  
(513) 841-0024  
Chris Goecke  
**pnc.com**

## Cecilian Bank

245 N. Dixie Blvd.  
(270) 737-1593  
Tracie Oliver  
**theceilianbank.com**

## RICHMOND

**Central Bank**  
350 W. Main St.  
(859) 253-6229  
Julie Szymanski  
**centralbank.com**

## Cumberland Valley National Bank

2110 Lexington Road  
(606) 878-7010  
Haskew Hayes  
**cvnb.com**

## Fifth Third Bank

800 Eastern Bypass  
(502) 562-5512  
Patrick Farnan  
**53.com**

## First Southern National Bank

894 Richmond Plaza  
(606) 365-2137  
Doug Daniel  
**fsnb.net**

## RUSSELLVILLE

**BB&T**  
102 NW Park Square  
(502) 562-5848  
Megan Damron  
(336) 550-0678  
**bbt.com**

## First Southern National Bank

88 S. Bethel St.  
(606) 365-2137  
Doug Daniel  
**fsnb.net**

## U.S. Bank

135 W. Fourth St.  
(502) 533-8770  
Joe Wathen  
**usbank.com**

**SCOTTSVILLE**  
**Edmonton State Bank**  
 213 N. Main St.  
 (270) 487-6123  
 Tony High  
**edmontonstatebank.com**

**South Central Bank Inc.**  
 414 E. Main St.  
 (270) 651-7466  
 Josh Devore  
**southcentralbank.com**

**U.S. Bank**  
 716 E. Main St.  
 (502) 533-8770  
 Joe Wathen  
**usbank.com**

**SEEBREE**  
**Independence Bank**  
 308 U.S. Highway 41  
 (270) 869-0791  
 Jim Davis  
**1776bank.com**

**Planters Bank Inc.**  
 796 Highway 41N  
 (270) 886-9030  
 Barry Meade  
**plantersbankonline.com**

**SHELBYVILLE**  
**Citizens Union Bank**  
 1854 Midland Trail  
 (859) 361-8764  
 Christopher Jackson  
**cubbank.com**

**Commonwealth Bank & Trust Co.**  
 422 Main St.  
 (502) 259-2661  
 Nate Evans  
**cbandt.com**

**Fifth Third Bank**  
 300 Taylorsville Road  
 (502) 562-5512  
 Patrick Farnan  
**53.com**

**SHEPHERDSVILLE**  
**Fort Knox Federal Credit Union**  
 545 Conestoga Parkway  
 (502) 942-0254  
 Michael Richardson  
**fortknoxfcu.org**

**Limestone Bank (formerly PBI Bank)**  
 155 Conestoga Parkway  
 (270) 524-7283  
 Kenneth Kidd  
**limestonebank.com**

**Republic Bank & Trust Co.**  
 438 KY 44  
 (502) 329-4510  
 Cell (502) 802-8106  
 Kathy Pleasant  
**republicbank.com**

**Stock Yards Bank & Trust Co.**  
 183 Adam Shepherd Parkway  
 (513) 824-6158  
 Van Johnson  
**syb.com**

**WesBanco**  
 (502) 569-4285  
**wesbanco.com/borrow/business-loans**

**SOMERSET**  
**Community Trust Bank Inc.**  
 239 N. Highway 27  
 (800) 422-1090  
 Terry Spears  
**ctbi.com**

**Cumberland Valley National Bank**  
 1520 S. Highway 27  
 (606) 878-7010  
 Haskew Hayes  
**cvnb.com**

**Forcht Bank**  
 1846 S. Highway 27  
 (859) 263-6552  
 Chris Robinson  
**forchtbank.com**

**United Cumberland Bank**  
 2568 S. Highway 27  
 (606) 376-5031  
 Michael Bush  
**unitedcumberland.com**

**STANFORD**  
**First Southern National Bank**  
 102 W. Main St.  
 (606) 365-2137  
 Doug Daniel  
**fsnb.net**

**STANTON**  
**Peoples Exchange Bank**  
 53 E. Pendleton St.  
 (859) 744-9400  
 Louise Howerton  
**pebank.com**

**Whitaker Bank Inc.**  
 130 Main St.  
 (859) 734-3316  
 Wayne Westerfield  
**whitakerbank.com**

**STURGIS**  
**Planters Bank Inc.**  
 520 Adams St.  
 (270) 886-9030  
 Barry Meade  
**plantersbankonline.com**

**TOMPKINSVILLE**  
**Edmonton State Bank**  
 213 N. Main St.  
 (270) 487-6123  
 Tony High  
**edmontonstatebank.com**

**South Central Bank Inc.**  
 328 N. Main St.  
 (270) 651-7466  
 Josh Devore  
**southcentralbank.com**

**VANCEBURG**  
**Citizens Deposit Bank**  
 10 Second St.  
 (502) 845-5639  
 Diann Harlow  
**cdbt.com**

**VERSAILLES**  
**Community Trust Bank Inc.**  
 101 N. Main St.  
 (800) 422-1090  
 Terry Spears  
**ctbi.com**

**Kentucky Bank**  
 520 Marsailles Road  
 (859) 987-1795  
 Darren Henry  
 (859) 988-1352  
 Shawn King  
**kybank.com**

**WesBanco**  
 (859) 244-7201  
**wesbanco.com/borrow/business-loans**

**WALTON**  
**Fifth Third Bank**  
 340 Richwood Road  
 (502) 562-5512  
 Patrick Farnan  
**53.com**

**Heritage Bank Inc.**  
 235 Mary Grubbs Highway  
 (859) 261-2430  
 Robert Lamothe  
**heritagebank-ky.com**

**Huntington Bank**  
 287 Richwood Road  
 (859) 514-6022  
 Perry Dunn  
**huntington.com**

**WHITESBURG**  
**Community Trust Bank Inc.**  
 155 Main St.  
 (800) 422-1090  
 Terry Spears  
**ctbi.com**

**Whitaker Bank Inc.**  
 187 Main St.  
 (859) 734-3316  
 Wayne Westerfield  
**whitakerbank.com**

**WICKLIFFE**  
**First Community Bank of the Heartland**  
 359 Court St.  
 (270) 653-4301  
 Josh Bailey  
**fcbheartland.com**

**WILLIAMSBURG**  
**Cumberland Valley National Bank**  
 896 S. U.S. Highway 25 West  
 (606) 878-7010  
 Haskew Hayes  
**cvnb.com**

**First State Bank of the Southeast**  
 941 N. Highway 25 West  
 (606) 248-6236  
 Wade Bevins  
**ourfsb.bank**

**WINCHESTER**  
**BB&T**  
 825 Bypass Road  
 (502) 562-5848  
 Megan Damron  
 (336) 550-0678  
**bbt.com**

**Central Bank**  
 300 W. Vine St.  
 (859) 253-6229  
 Julie Szymanski  
**centralbank.com**

**Community Trust Bank Inc.**  
 1110 Pioneer Road  
 (800) 422-1090  
 Terry Spears  
**ctbi.com**

**Peoples Exchange Bank**  
 175 Brooks Place Way  
 (859) 744-9400  
 Louise Howerton  
**pebank.com**

**Traditional Bank Inc.**  
 875 Colby Road  
 (859) 498-0414  
 Ann Beckham  
**traditionalbank.com**

**WHITLEY CITY**  
**United Cumberland Bank**  
 47 S. Main St.  
 (606) 376-5031  
 Michael Bush  
**unitedcumberland.com**

**NATIONAL/REGIONAL BANKS**  
**Fidelity Bank**  
 (404) 553-2350  
 Cheryl Dalton  
**lionbank.com/business**

**KeyBank**  
**key.com/small-business**

**Live Oak Banking Co.**  
 (877) 890-5867  
 Steve Smits  
**liveoakbank.com**

**Wells Fargo Bank**  
 (612) 667-1503  
 James Kallestad  
**wellsfargo.com**

## Participating Certified Development Companies

### Capital Access Corporation-Kentucky

401 W. Main St.,  
suite 2010  
Louisville  
(502) 584-2175  
Will Fensterer and Susie Redmon  
**cac-ky.org**

### Community Ventures

1450 N. Broadway  
Lexington  
(859) 231-0054  
VP of Commercial Lending Lynn Littrell  
**cvky.org**

### HCDC Business Lending

(513) 631-8292  
Andy Young and  
Mike Crowe  
**hcdc.com/financing**

### Premier Capital

(317) 613-3502  
Gary Huff  
**504partner.com**

### Purchase Area Development District

(270) 247-7171  
Mike Maxwell  
**purchaseadd.org**

### Small Business Growth Corp.

*Serving Ballard, Carlisle, Crittenden,  
Graves, Livingston, Marshall, McCracken,  
Union, and Webster counties*  
(217) 787-7557  
Doug Kinley  
**growthcorp.com**

## Community Advantage Lenders

### Community Ventures

1450 N. Broadway  
Lexington  
(859) 231-0054  
VP of Commercial Lending Lynn Littrell  
**cvky.org**

### Kentucky Highlands Investment Corp.

(606) 864-5175  
VP of Business Lending Mark Bolinger  
**khic.org**

## Participating Microlenders

### Community Ventures

*Servicing Adair, Allen, Anderson,  
Ballard, Barren, Boone, Bourbon, Boyle,  
Breckinridge, Bullitt, Butler, Caldwell,  
Calloway, Campbell, Carlisle, Carroll, Casey,  
Christian, Clark, Crittenden, Cumberland,  
Daviess, Edmonson, Estill, Fayette, Franklin,  
Fulton, Gallatin, Garrard, Grant, Graves,  
Grayson, Green, Hancock, Hardin, Harrison,  
Hart, Henderson, Henry, Hickman,  
Hopkins, Jefferson, Jessamine, Kenton,  
Larue, Lincoln, Livingston, Logan, Lyon,  
Madison, Marion, Marshall, McCracken,  
McLean, Meade, Mercer, Metcalfe, Monroe,  
Muhlenberg, Nelson, Nicholas, Ohio,  
Oldham, Owen, Pendleton, Powell, Scott,  
Shelby, Simpson, Spencer, Taylor, Todd,  
Trigg, Trimble, Union, Warren, Washington,  
Webster, and Woodford counties*  
**cvky.org**

1450 N. Broadway  
Lexington  
(859) 231-0054

1812 W. Muhammad Ali Blvd.  
Louisville  
(502) 566-6076  
VP of Business Development Dan  
Heffernan

205 N. Columbia Ave.  
Campbellsville  
(270) 849-2323  
Pam Russell, AVP

200 E. Third St.,  
suite 302  
Owensboro, KY 42303  
(270) 926-0299  
Ron Burkins, AVP

### Kentucky Highlands Investment Corp.

*Serving Bell, Clay, Clinton, Cumberland,  
Estill, Harlan, Jackson, Knox, Laurel, Lee,  
Leslie, Letcher, Lincoln, Madison, McCreary,  
Owsley, Perry, Pulaski, Rockcastle, Russell,  
Wayne, and Whitley counties*  
(606) 864-5175  
**khic.org**

### Mountain Association for Community Economic Development

*Serving Adair, Bath, Bell, Boyd, Breathitt,  
Carter, Casey, Clark, Clay, Clinton,  
Cumberland, Edmonson, Elliott, Estill,  
Fleming, Floyd, Garrard, Green, Greenup,  
Harlan, Hart, Jackson, Johnson, Knott,  
Knox, Laurel, Lawrence, Lee, Leslie,  
Letcher, Lewis, Lincoln, McCreary, Madison,  
Magoffin, Martin, Menifee, Metcalfe,  
Monroe, Montgomery, Morgan, Owsley,  
Perry, Pike, Powell, Pulaski, Robertson,  
Rockcastle, Rowan, Russell, Wayne, Whitley,  
and Wolfe counties*  
433 Chestnut St.  
Berea  
(859) 986-2373  
**maced.org**

### Purchase Area Development District

*Serving Ballard, Calloway, Carlisle,  
Fulton, Graves, Hickman, Marshall, and  
McCracken counties*  
1002 Medical Drive  
Mayfield  
(270) 247-7171  
Mike Maxwell  
**purchaseadd.org**

### Southeast Kentucky Economic Development Corp.

*Serving Adair, Bath, Bell, Breathitt, Boyd,  
Carter, Casey, Clay, Clinton, Cumberland,  
Elliott, Estill, Floyd, Garrard, Green,  
Harlan, Jackson, Jessamine, Johnson,  
Knott, Knox, Laurel, Lawrence, Lee,  
Leslie, Letcher, Lincoln, Magoffin, Martin,  
McCreary, Menifee, Metcalfe, Monroe,  
Morgan, Owsley, Perry, Pike, Pulaski,  
Rockcastle, Rowan, Russell, Taylor, Wayne,  
Whitley, and Wolfe counties*  
2292 S. Highway 27  
Somerset  
(606) 677-6102  
Brett Traver  
**southeastkentucky.com**



# Need Financing?

Visit your local SBA office or lender to learn about these funding options.

## The 7(a) Loan, the SBA's Largest Financing Program

If you cannot get conventional financing and you meet the eligibility requirements, you can use a 7(a) loan to buy real estate, equipment, or inventory for your small business. It may also be used for working capital, to refinance business debt or purchase a small business.

**MAX LOAN AMOUNT:** \$5 million

**INTEREST RATE:** generally prime + a reasonable rate capped at 2.75%

**TERMS:** loan term varies according to the purpose of the loan, generally up to 25 years for real estate, 10 years for other fixed assets and working capital

**GUARANTEE:** 50 to 90%

## CAPLines

Meet your revolving capital needs with lines of credit. CAPLines can be used for contract financing, seasonal lines of credit, builders line of credit, or for general working capital lines.

## SBA Express Loan

Featuring a simplified process, these loans are delivered by experienced lenders who are authorized to make the credit decision for the SBA. These can be term loans or revolving lines of credit.

**MAX LOAN AMOUNT:** \$350,000

**INTEREST RATE:** for loans less than \$50,000, prime + 6.5%; for loans of \$50,000 and greater, prime + 4.75%

**TERMS:** loan term varies according to the purpose of the loan, generally up to 25 years for real estate and 10 years for other fixed assets and working capital

**GUARANTEE:** 50%

## Community Advantage

A financing program for women, veterans, low-income borrowers, and minority entrepreneurs just starting up or in business for a few years. Receive free business counseling as you work with a community-based financial institution.

**INTEREST RATE:** prime + 6%

**TERMS:** up to 25 years for real estate, 10 years for equipment and working capital

**GUARANTEE:** 75 to 90%



## Microloans

Eligible businesses can startup and grow with working capital or funds for supplies, equipment, furniture and fixtures. Borrow from \$500 to \$50,000 and access free business counseling from microlenders.

**INTEREST RATE:** loans less than \$10,000, lender cost + 8.5%; loans \$10,000 and greater, lender cost + 7.75%

**TERMS:** lender negotiated, no early payoff penalty

## 504 Certified Development Company Loan

If you do not qualify for traditional financing, but would like to purchase or renovate real estate or buy heavy equipment for your business, ask about the 504 loan. It provides competitive fixed-rate mortgage financing through a lender and a Certified Development Company.

**MAX LOAN AMOUNT (UP TO 40% OF THE TOTAL PROJECT):** up to \$5 million; \$5.5 million for manufacturing or energy public policy projects

**INTEREST RATE:** below market fixed rates for 10, 20 or 25 year terms

**TERMS:** 20 or 25 years for real estate or long-term equipment, 10 years for general machinery and equipment

**GUARANTEE:** the lender provides a senior loan for 50% of the project cost (with no SBA guarantee); the CDC finances up to 40% in a junior lien position (supported by the SBA guarantee)

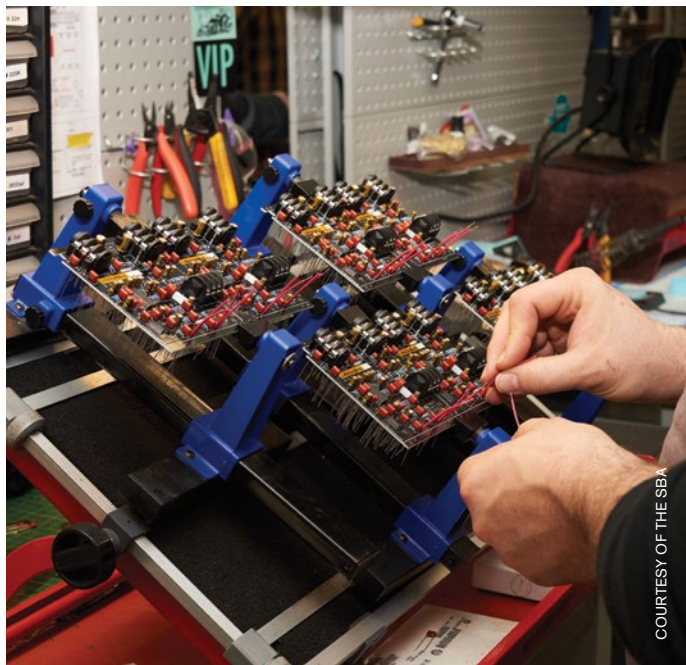
**SPECIAL CONDITION:** a minimum borrower contribution, or down payment, is required, amounts vary by project but are usually 10%

# Go Global with International Trade

Businesses that export are more resilient—they are less dependent on any one market. Exporting also stabilizes sales for those who make seasonal products.



COURTESY OF THE SBA



COURTESY OF THE SBA

## Expand your Market

Small businesses can enter and excel in the international marketplace using State Trade Expansion Program grants and training. Visit [sba.gov/internationaltrade](https://sba.gov/internationaltrade) to find out if your state is participating.

You can:

- learn how to export
- participate in foreign trade missions and trade shows
- obtain services to support foreign market entry
- translate websites to attract foreign buyers
- design international marketing products or campaigns

## Financing for International Growth

Having trouble securing capital to meet your small business exporting needs? Use SBA international trade programs to cover short or long-term costs necessary to sell goods or services abroad. Loan proceeds can be used for working capital to finance foreign sales or for fixed assets, helping you better compete globally. You can apply for lines of credit prior to

finalizing an export sale or contract, so adequate financing is in place by the time you win your contract. If you've been in business for at least a year, ask your area SBA regional finance manager about the Export Working Capital program. The International Trade Loan program also helps exporters who have been adversely affected by foreign importing competition, helping you better compete globally.

**Max loan amount:** \$5 million

**Interest rate:** for Export Working Capital, the rate is negotiated between borrower and lender. For the International Trade Loan, it also cannot exceed prime + 2.75% for loan amounts over \$50,000 and maturity of seven years or more

**Terms:** For Export Working Capital, typically one year, cannot exceed three years. For International Trade Loans, up to 25 years for real estate, up to 10 years for equipment

**Guarantee:** up to 90%

Export Express uses a streamlined process that expedites the SBA guarantee—what small businesses need most when preparing to export or ramping up international trade on a fast timeline.

**Max loan amount:** \$500,000

**Interest rate:** typically not to exceed prime + 6.5%

**Terms:** up to 25 years for real estate, up to 10 years for equipment, up to seven years for lines of credit

**Guarantee:** up to 90%

**Approval time:** 36 hours or less

## Expert Advice on Exporting

Find an SBA professional in one of the 21 U.S. Export Assistance Centers, [sba.gov/tools/local-assistance/eac](https://sba.gov/tools/local-assistance/eac), located in most major metro areas. The centers are also staffed by the U.S. Department of Commerce and, in some locations, the Export-Import Bank of the United States and other public and private organizations. Visit your local Small Business Development Center (see page 8) for exporting assistance from professional business counselors.





COURTESY OF THE SBA

## ▲ HOW THE SBA HELPED US SUCCEED

Small businesses that qualify for the SBA State Trade Expansion Program use grant proceeds to bolster their international market presence, which EarthQuaker Devices has done in a seismic way. A manufacturer of guitar special effects pedals in Akron, OH, EarthQuaker has built an international social media fanbase delivering content in seven languages, generating millions of website page views.

EarthQuaker owners Julie Robbins & Jamie Stillman developed their global marketing strategy and multilingual promo materials with the SBA State Trade Expansion Program. The couple also received global marketing counseling and research assistance from the Ohio Small Business development Center Export Assistance Network.

## Help with Trade Barriers

If you need assistance with international trade regulations, the SBA can be your advocate in foreign markets. Call toll free (855) 722-4877 or email your contact information and trade issue to [international@sba.gov](mailto:international@sba.gov).



# R&D Opportunities for High Growth Startups

Engaged in high-risk research and development? Compete for funding to develop your cutting-edge technology.



COURTESY OF THE SBA

## Do you work in one of these areas?

- » advanced materials
- » agTech
- » artificial intelligence
- » biomedical
- » cybersecurity
- » energy
- » first response
- » national security
- » space exploration

The Small Business Innovation Research and the Small Business Technology Transfer programs, also called America's Seed Fund, provide more than \$3.5 billion in early stage capital through a competitive awards process.

## How it works

Every year, participating federal agencies announce topical areas that address their R&D needs. Eligible businesses submit proposals to win either grants or contracts.

There are three phases:

- » The proof-of-concept stage typically lasts from 6-12 months, and ranges from \$100,000-\$225,000.
- » The full R&D period lasts about 24 months and typically provides \$600,000-\$1.5 million.
- » The commercialization stage is when you seek public or private funds for your venture.

## How your startup benefits

The funding agency does not take an equity position or ownership of your business. The federal government also protects data rights and the ability to win sole-source phase III contracts.

Participating agencies:

- » Department of Agriculture
- » Department of Commerce
  - » National Institute of Standards and Technology

## ▲ HOW THE SBA HELPED US SUCCEED

Killer Snails brings science out of the laboratory and into classrooms and living rooms with award-winning educational games, such as BioDive, Assassins of the Sea, and Biome Builder. The Brooklyn, NY-based business gained access to startup funding thanks to the Small Business Innovation Research program. Dr. Mandë Holford, left, Jessica Ochoa Hendrix, right, and Dr. Lindsay Portnoy envisioned how venomous marine snail research could be used in extended reality and digital learning to engage students and meet educators' needs. The business has raised more than \$1.2 million to support a team of full-time employees. Killer Snails's tabletop, digital, augmented and virtual reality games have won national and international awards.

- › National Oceanic and Atmospheric Administration
- » Department of Defense
- » Department of Education
- » Department of Energy
- » Department of Health and Human Services
- » Department of Homeland Security
- » Department of Transportation
- » Environmental Protection Agency
- » NASA
- » National Science Foundation

Visit **sbir.gov** to find funding opportunities and helpful program tutorials, as well as past award winners, such as Qualcomm, iRobot, Illumina, and Symantec.

## SBIR Road Tour

Visit **sbirroadtour.com** to learn about national events connecting entrepreneurs working on advanced tech to the country's largest source of early stage funding. Each SBIR Road Tour stop introduces participating federal agency program managers, who oversee over 5,000 new awards annually. Southwest U.S. stops in Arizona, Texas, New Mexico, and Colorado are planned for mid-August. Eastern stops in Vermont, New York, New Jersey, Pennsylvania, and Maryland are planned for mid-September. The road tour stops in Miami and Puerto Rico in November.

## Investment Capital

Looking for investors? For mature, profitable businesses with sufficient cash flow to pay interest, a Small Business Investment Company can help scale up your small business.

### How an SBIC works

Investment companies with financing expertise in certain industry sectors receive SBA-guaranteed loans, which means the federal government is responsible in case of default. These investment companies then use the SBA-guaranteed capital and private funds to invest in qualifying small businesses. Each SBIC has its own investment profile in terms of targeted industry, geography, company maturity, the types and size of financing they provide.

### To be eligible

The majority of your employees and assets must be within the United States. Some ineligible small businesses and activities include relenders, real estate, project financing, and foreign investment.

Visit **sba.gov** and click on Funding Program and then Investment Capital.

## SBA 504 LENDING OPPORTUNITY

More than 1 out of every 4 business owners say they're not able to get the business funding they need.

**We can help.**

Community Ventures offers business workshops, technical assistance, and most importantly, we can help you finance your business.

Our lending supports startups, existing businesses, and rural businesses with:

- ✓ Working capital needs
- ✓ Purchasing land, buildings, and/or equipment
- ✓ Business expansion and job creation
- ✓ Commercial real estate
- ✓ Healthy food financing



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[www.cvky.org](http://www.cvky.org) | (859) 231-0054 x1005

## SERIOUS ABOUT SMALL BUSINESS

*The only Community Bank in Western and South Central Kentucky recognized by the U.S. Small Business Administration as a nationwide Preferred Small Business Lender*



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1025 Fairview Ave Bowling Green KY 42103  
**270-843-2285**







## How I Did It

# Smiling After the Storm

With SBA assistance, Stephanie Vitori rebuilt her Miami Beach, FL restaurant after Hurricane Irma.

WRITTEN BY JESS WALKER

If you ask Stephanie Vitori, the person who coined the term “bittersweet” must have run a business. In the 15 years Stephanie has owned Cheeseburger Baby, the Florida burger joint has endured recessions, multiple hurricanes, and competition from corporate franchises. She has grown along with Cheeseburger Baby, changing with each stage of the business lifecycle.

Vitori worked as a delivery driver before purchasing the business in 2004. Since then, she’s expanded by purchasing two food trucks. She runs an open kitchen, which means customers can watch their 100% Angus

beef cheeseburgers sizzle on the flat-top grill. Burgers are kept classic, no extra frills. “People feel at home,” Stephanie says. “You’re not just another table somebody has to serve.” Here, everybody feels like somebody, she says. So many people love a good cheeseburger, which is why all kinds of people are attracted to her restaurant. Cheeseburger Baby’s handcrafted patties have been featured on the Food Network and consumed by celebrities such as





COURTESY OF THE SBA

Jay-Z and Kanye West. Stephanie has met famous chefs “all through a cheeseburger.” But just as special to her is the Vietnamese couple who came in one day, speaking little English. They were eager to meet Stephanie and show her a napkin with “Cheeseburger Baby” scrawled on it. On the other side of the world, a friend had told them to come, so they did. It all just goes to show you, Stephanie says, people come together for a great cheeseburger.

### Challenge

Despite these sweet moments, there have also been bitter ones. Hurricane Irma struck in 2017, and Cheeseburger Baby lost equipment and food supplies. Thirty percent of sales blew away with the wind. “It was a zombie zone in South Beach. People were scared to come since they thought everything was destroyed,” Stephanie says. “It was the roughest road I’ve ever traveled.”

### Solution

An SBA disaster assistance loan aided Cheeseburger Baby’s recovery. The SBA provides direct low-interest loans to businesses of all sizes, nonprofits, homeowners, and renters to repair damage or replace property not covered by insurance or other forms of assistance. SBA disaster assistance loans can also be used to rebuild stronger, protecting your home or business against future damage caused by a disaster. The SBA also introduced Stephanie to her local Small

**When you're affected by a disaster** the SBA, the Federal Emergency Management Agency, and other organizations work together to provide assistance. Once immediate safety and security needs are met, the SBA helps get you and your community back to where you were before the disaster. Since low-interest SBA disaster assistance loans are government aid, creditworthiness and the ability to repay are taken into consideration before a loan is awarded.

## What to do after a Disaster Declaration

*After a disaster is declared by the President*



Register with FEMA at **disasterassistance.gov**, or call (800) 621-3362, TTY 800-462-7585, or visit a Disaster Recovery Center. Locations can be found at **fema.gov/drc**. Businesses are automatically referred to the SBA. Most homeowners and renters will be referred by FEMA to the SBA to apply for disaster loan assistance. You must complete the SBA application to be considered for assistance. If the SBA cannot help you with a loan for all your needs, the SBA will in most cases refer you back to FEMA. If you do not complete an SBA application, you may not be considered for assistance from other agencies.

### Express Bridge Loan Pilot Program

Businesses affected by a Presidential disaster declaration are eligible to receive expedited financing through an SBA Express lender. These funds may be used for disaster-related purposes while the business waits for long-term financing through the SBA’s direct disaster loan program.

**Loan Amount:** \$25,000

**Terms:** up to seven years

**Guarantee:** 50%

*After a disaster is declared by the SBA*

Businesses of all sizes, nonprofits, homeowners, and renters are eligible to apply for an SBA disaster assistance loan. Visit a Business Recovery Center or Disaster Loan Outreach Center in your area or visit **disasterloan.sba.gov/ela** to apply for a loan. You can also call the SBA customer service center at (800) 659-2955, TTY (800) 877-8339, and ask for an application package. FEMA grant assistance for homeowners or renters is not available under an SBA declaration.



Information you need to get started:

- address of damaged residence or business and contact information
- insurance information, including type of insurance, policy numbers, and amount received
- household and/or business income
- description of disaster-caused damage and losses



Business Development Center, which provided assistance with financing options and marketing. She continues to meet with SBDC advisers every month to remain competitive in an ever-changing economy.

During disasters, the responsibility falls on the owner's shoulders. But one lesson Stephanie has learned is the value in reaching out to others for assistance and counsel. While her brick-and-mortar restaurant was being rebuilt, she sold from a food truck. When the restaurant was operational again, she advertised that with spray paint on the plywood covering the broken windows. Stephanie and her wife, Gabriele Vitori, rebuilt Cheeseburger Baby by depending on each other and SBA assistance. See their story on YouTube by searching for the 2019 Phoenix Award for Small Business Disaster Recovery. "You've got to have resiliency. You've got to swallow your pride sometimes," Stephanie says. "But you also have to believe in your product."

#### Benefit

For Cheeseburger Baby, that product will continue satisfying the burger hankerings of locals, celebrities, and tourists alike. Vitori sees expansion in her future—she'd like to have a brick-and-mortar restaurant and food truck in each growing town in South Florida. "My whole life is this. I've always felt a love for business ownership," Vitori says. "That drive keeps you going." ■

The SBA provides direct low-interest loans to businesses of all sizes, nonprofits, homeowners, and renters to repair or replace damaged property not covered by insurance or other forms of assistance. SBA disaster assistance loans can also be used to rebuild stronger, protecting your home or business against future damage caused by a disaster. For information visit **[sba.gov/disaster](https://sba.gov/disaster)**.

## Keep in mind

Since an SBA disaster assistance loan is a direct loan from the government, other organizations may reduce or not award you a grant if you have received an SBA loan or other assistance for your disaster loss. Be sure to check with the organization offering assistance to see how an SBA loan might affect your eligibility for their program. In general, recovery expenses covered by insurance, FEMA or other forms of assistance may reduce the amount provided by your SBA disaster assistance loan.

## Get Ready

The Ready Business program, [ready.gov/business](https://ready.gov/business), gives step-by-step guidance on how to prepare your business for a disaster. The series includes preparedness toolkits for earthquakes, hurricanes, inland flooding, power outages, and severe winds/tornadoes. Spanish materials are available.



## Getting Back to Business:

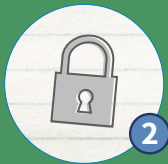
*Six essential preparedness steps for creating a continuity plan*

The financial and emotional cost of rebuilding a business after a disaster can be overwhelming. With a business continuity plan in place, you can recover more quickly. Your plan also puts you in a better position to contribute to the economic recovery of your community.



### Establish a communications plan

- Test your calling tree or communications list to reach employees to ensure they and their families are safe.



### Protect your documents

- Keep copies of vital business documents in a digital format or in an accessible, protected off-site location.



### Review insurance coverage

- Contact your insurance agent to find out if your coverage is right for your business; make sure you understand the policy limits and deductibles.
- Ask about business interruption insurance, which compensates you for lost income and covers operating expenses if your company has to temporarily shut down because of a disaster.



### Establish a solid supply chain

- If your vendors and suppliers are local and the disaster is widespread, you will all be in the same situation—struggling to recover. Put a disaster response plan in place to get key supplies from companies outside your area. Create a contact list of contractors and vendors you plan to use.



### Plan for an alternative location

- Identify several places to relocate your operations in case you must close your primary location for an extended time.
- Consider creative options for available office space, including sharing space and resources with other businesses.
- Allow employees to telecommute until your location reopens.



### Practice your plan with your staff

**Based on your location, assess your risk for every type of emergency.**

- Discuss as a group how your plan would be affected by different types of disasters, such as an earthquake, tornado, flood, mudslide, or hurricane.



# Surety Bonds

SBA-backed surety bonds help small businesses succeed.

Eligible small businesses in the construction, supply, and service sectors better compete for contracting and subcontracting jobs using SBA-backed surety bonds.

## How you benefit

Surety bonds help small businesses receive the bonding assistance they need to win contracts by providing the customer with a guarantee the work will be completed.

## How surety bonds work

Many contracts require surety bonds, which are offered by surety companies. The SBA guarantee provides an incentive for surety companies to work with small businesses that would normally not be able to obtain the bond.

## Is the program right for you?

Small businesses that often come to the SBA for surety bonds:

- » startups and firms in business less than three years
- » businesses with credit issues or internally prepared financial statements
- » those who cannot secure bonding through regular commercial channels
- » subcontractors with a desire to establish their own bonding as a prime contractor
- » those wishing to increase their current bonding limits



COURTESY OF AZTEC CONTRACTORS

## ▲ HOW THE SBA HELPED ME SUCCEED

With SBA-backed surety bonds, Frank Spencer III has been able to better compete for commercial and government contracts. Aztec Contractors of El Paso, TX received the bonding support it needed to compete for construction contracts with the General Services Administration, U.S. Army Corps of Engineers, and the Mission and Installation Contracting Command. Frank acquired Aztec in 2006 with no capital and only two employees. Now he employs 25 full time and provides internship opportunities. Sales have grown to about \$30 million annually. Aztec now qualifies for bonding in the standard surety market without SBA support.

**For all contracts and subcontracts up to \$6.5 million, the SBA guarantees bid, payment, performance, and ancillary bonds issued by surety companies. For federal contracts up to \$10 million, the SBA makes a guarantee if it's in the best interest of the government.**

The SBA reimburses surety companies in case of default 90% of losses sustained for veteran & service-disabled veteran, minority, 8(a), and HUBZone-certified small businesses; all projects up to \$100,000 and 80% for all other small businesses.

## Need a surety bond guarantee fast?

For contracts under \$400,000, the process is streamlined using the SBA's QuickApp program.

- » easy application
- » no need to submit financials to the SBA
- » online applications submitted to SBA authorized agents approved within hours



## Ready to start?

The SBA partners with 36 surety companies and hundreds of bonding agents. Find authorized agents at [sba.gov/osg](https://sba.gov/osg).

Do you want to discuss the advantages of the SBA's Surety Bond Guarantee program? Contact a bonding specialist:

**Tamara E. Murray**  
Denver, CO  
(303) 927-3479

**Kevin Valdes**  
Seattle, WA  
(206) 553-7277

**Jennifer C. Bledsoe**  
Washington, DC  
(202) 205-6153

# CONTRACTING

Doing Business with the Government



**How I Did It**

COURTESY OF THE SEA

## Taking the Helm

Jennifer Rahn steers Admiral Engineering and Manufacturing to success as a government subcontractor.

WRITTEN BY MICAELA MORRISSETTE





**J**ennifer Rahn was first hired as an office assistant at Phoenix, Arizona-based Admiral Engineering and Manufacturing Co. Rising to the top in a sector dominated by men, Rahn's career sounds a lot like the classic American success story. She got there with the help of a mentor and business growth earned as a federal government subcontractor.

For 16 years, Rahn worked side-by-side with then-owner David Schlosser, who became her mentor. Rahn says she learned "everything it takes to run a machine shop. I naturally just picked it up and wanted it."

The learning curve was steep—Admiral specializes in complex machined parts for industries including aerospace and communications—and Schlosser expected as much as he gave. "When I did something wrong, he told me, and I didn't do that again," Rahn

said, laughing.

One of their largest clients, aerospace and defense company L3 Technologies, nominated Admiral for the SBA Subcontractor of the Year award. As a subcontractor for L3 Technologies, Rahn said she gets great satisfaction from knowing soldiers are able to communicate with their leaders because of parts her company has made.

When Schlosser decided to retire, he asked Rahn to purchase Admiral.

"He did not want to sell to a corporation that would bring in their own people or end up foreclosing," Rahn says. "Then all your hard work is gone. I agreed because it was everything I had spent my life working on, too."

In September 2017, she took over as owner and president. Ownership transition poses a unique set of challenges. Rahn wanted to maintain relationships with her existing clients, which include

# 5 Tips for Success:

## Find a mentor.

I had a great mentor in my company, and I reached for opportunity when it was in front of me.

## Always move forward.

The SBA has educational resources to improve your business know-how. To learn more about government contracting and SBA certification programs, call your local SBA district office or procurement center representative.

## Compete smart.

See if your company can use the SBA Subcontracting Network database, [https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm). SubNet connects businesses with subcontractors & small businesses with contract opportunities.

## Know your industry.

I see everything; I have my hands in everything. I don't want to expand to where I can't do that anymore.

## Build a team.

Everybody feels like this is our work family. My employees are as big a part of my company as I am, so I make sure they know that.

major government contractors. She's grateful prime contractors have incentive to subcontract with small business, and that helps businesses like Admiral.

Rahn has plans to grow, but not in the typical ways. She's investing in replacing equipment, enhancing efficiency and productivity while leading Admiral into new arenas like 3D printing. Because of the stability provided by being a government subcontractor, she's able to do all of this. ■

# How to do business with the government

- 1** Identify your product or service number at **naics.com**.
- 2** Search the FedBizOpps database (**fbo.gov**) to see if any federal agencies are looking for your product or service.
- 3** Attend an SBA district office workshop on contracting. Visit **sba.gov/localassistance** to find your local office.
- 4** Talk to a local Small Business Development Center counselor (see page 8) or visit a Procurement Technical Assistance Program adviser. Find your closest center at **aptac-us.org**.
- 5** Obtain a free DUNS number at **fedgov.dnb.com/webform**.
- 6** Register with the System for Award Management (**sam.gov**) to start doing business with the government.
- 7** Are you eligible for SBA certification programs? Read more about the 8(a), woman-owned small business, and HUBZone programs. Find out if you are eligible and upload all required documents to **certify.sba.gov**.

POWERED BY **SBA** U.S. Small Business Administration

University of Kentucky College of Agriculture, Food and Environment

**START SMART - FUND SMART - GROW SMART**

**AMERICA'S SBDC KENTUCKY**

Kentucky Small Business Development Center

**Ready to start or grow your business?**

The Kentucky Small Business Development Center offers unparalleled services that help existing business owners and potential entrepreneurs succeed!

**f** Follow us on Facebook! [facebook.com/ksbdc/](https://facebook.com/ksbdc/)

**WWW.KSBDC.ORG**

Small businesses **power** our economy.

The SBA **powers** small businesses.

Whether you dream of transforming your business idea into a thriving company, growing your customer base, or expanding into new markets or locations, the SBA is here for you. We offer programs, expertise, and access to capital that will empower you to take your small business to the next level of success.

**Stop by your local SBA office or visit [SBA.gov](https://SBA.gov) to learn how you can move your business forward with confidence.**




**SBA** U.S. Small Business Administration





# Government Contracting

Is it right for you? Government contracting can be a valuable tool to grow your small business, but it isn't for everyone. Complete the following readiness assessment to help you decide whether your company can successfully compete for government contracts.



**1** Does the government buy the product or service that you sell?

-  Continue to question 2.
-  Government contracting may not be for you at this time.
-  Start with your local SBA district office. If you can't identify at least three federal agencies that might buy what you sell, contracting might not be right for you.



**2** Are you capable of fulfilling a government contract (e.g., time, staffing, and materials)?

-  Continue to question 3.
-  Your local SBA district office can help you gauge ramp-up time and other factors that contribute to government contracting success.



**3** Confirm your answer to all of the following:

- Is the majority owner(s) a U.S. citizen?
  - Does your company have a place of business in the U.S.?
  - Is your business organized for profit?
  - Does your business generate revenue?
-  Continue to question 4.
  -  These are requirements for participation in government contracting programs.




**6** Do you have cash on hand to purchase working inventory, if needed?

-  Continue to question 7.
-  Talk to an SBA Lender about getting a line of credit or a loan to do business with the government.



**5** Do you have an accounting system that produces financial statements, such as profit and loss statements, balance sheets, and cash flow projections?

-  Continue to question 6.
-  Before you get into government contracting, make sure your accounting system is compatible with the government's requirements.



**4** Are you credit worthy?

-  Continue to question 5.
-  Visit an SBA Resource Partner for tips on repairing your credit.
-  Talk to an SBA Lender about how to build credit.

**7** Do you already have federal/state/local government contracting experience?



-  Continue to question 8.
-  If you don't yet have contracting experience, you won't reap the full benefit of opportunities like the 8(a) Business Development Program. You can participate in the 8(a) program once, so make sure it's the right time for you.

**8** Do you know where to find contracting opportunities?

-  Continue to question 9.
-  Ask an SBA business opportunity specialist for help.

**9** Make sure you have:

- a DUNS number
- the NAICS codes and size standards for your industry
- SAM registration

-  Continue below.
-  This is a requirement for participation in some government contracting programs.

It sounds like you may be a good fit for government contracting!  
Visit your local SBA district office or [sba.gov/contracting](https://www.sba.gov/contracting) for more information.

# SBA Certification Programs

Your business could earn profit and gain valuable work experience by providing goods or services to the government.



COURTESY OF THE SUNDANCE CONSULTING

## ◀ HOW THE SBA HELPED ME SUCCEED

September Myres knew that becoming a government contractor would empower herself and other native peoples, while also growing her small business to the next level. She sought business development assistance from the SBA, qualifying for the SBA 8(a) Business Development Program, which helps small disadvantaged businesses compete in the federal marketplace. This program helped September strategically grow her company to become a competitive force in the environmental services industry. Sundance Consulting of Pocatello, ID has won contracts from the Army Corps of Engineers and the U.S. Forest Service. She has continually secured Department of Defense contracts to improve Native American lands adversely affected by past department activities. September often assists Native American tribes and Alaska Native villages with developing projects and community plans.

American Indians, Alaska Natives, and native Hawaiians seeking entrepreneurial development training can start, grow, and expand their business with the help of the SBA, [sba.gov/naa](https://www.sba.gov/naa). The Office of Native American Affairs also consults with tribal governments prior to finalizing SBA policies affecting tribes.

**Socially disadvantaged:** those subjected to racial or ethnic prejudice or cultural bias without regard to their individual qualities because of their identity as members of certain groups. The following groups often fit this status: Black Americans, Native Americans, Alaska Natives, Native Hawaiians, Hispanic Americans, Asian Pacific Americans, and Subcontinent Asian Americans. A person who is not a member of one of these groups must establish that it is more likely than not that he or she has suffered social disadvantage.

**Economically disadvantaged:** those whose ability to compete in the marketplace has been impaired because they have not had as much capital and credit opportunities compared to others in the same or similar line of business.

The benefits of the 8(a) program:

- » You are assigned an SBA professional to help coordinate business development assistance.
- » You could be awarded an 8(a) sole-source contract up to \$4 million for goods and services, \$7 million for manufacturing, exceptions apply.

8(a) small business that can provide the needed services. This is an accelerated process saving time for both you and the government agency or office.

## All Small Mentor-Protege Program

Looking for an opportunity to partner with a more experienced firm for mentorship? That effort can be rewarded in the All Small Mentor-Protege Program, [sba.gov/allsmallmpp](https://www.sba.gov/allsmallmpp). At the same time you're gaining invaluable direction and experience, you and your mentor can compete for government contracts, further growing your business. To qualify for this program:

- » Proteges must have a mentor prior to applying for the program. Visit your local SBA office for guidance. Ask about the SBA's Resource Partners and the Procurement Technical Assistance Program for help in connecting you with a mentor business.

Contracting certification programs are designed to help you better compete for and win federal contracts set aside for small businesses. Visit [sba.gov/contracting](https://www.sba.gov/contracting) to learn more about set-asides and whether one or more of these government certification programs is right for your business. To see if you are eligible and then certify as a woman-owned, HUBZone, 8(a), or All Small business, visit [certify.sba.gov](https://www.certify.sba.gov).

## 8(a) Business Development Program

If you're an entrepreneur who is socially or economically disadvantaged, you may be eligible to receive business training and government contracting assistance through the 8(a) Business Development Program, [sba.gov/8a](https://www.sba.gov/8a). It includes free business development

education, training workshops, and match-making opportunities with federal buyers. Firms owned by Alaska Native Corporations, Indian tribes, Native Hawaiian organizations, and Community Development Corporations are also eligible for 8(a) business development assistance.

To be eligible for the 8(a) program, your small business must:

- » be owned and controlled by U.S. citizens who are socially and/or economically disadvantaged
- » demonstrate at least a two-year track record and have potential for continued success
- » have a net worth and adjusted gross income of less than \$250,000 and assets under \$4 million

- » You must be certified as a small business within your NAICS industry classification ([naics.com](http://naics.com)).
- » Mentors and proteges must be organized for profit or as an agricultural cooperative.
- » Mentors cannot own more than 40% equity in the protege's business.
- » An SBA determination of affiliation must not exist between the mentor and the protege. All Small-approved partnerships receive an exclusion of affiliation for contracting purposes.

## HUBZone

Businesses located in Historically Underutilized Business Zones, [sba.gov/hubzone](http://sba.gov/hubzone), can gain special access to federal contracts. To qualify for the certification, your small business must:

- » be owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, Indian tribal government, Alaska Native Corporation, or a Native Hawaiian organization
- » have a principal office located in a HUBZone, which includes Indian reservations and military facilities closed by the Base Realignment and Closure Act. Enter your address in our interactive map, [maps.certify.sba.gov/hubzone/map](http://maps.certify.sba.gov/hubzone/map), to see if you qualify.
- » have at least 35% of your employees living in a HUBZone



## Service-Disabled Veterans

If you're a service-disabled veteran looking to enter the federal marketplace, you may be eligible for this small business certification. To determine your eligibility, contact a veterans business development officer at your local SBA office, or the SBA's Office of Veterans Business Development, [sba.gov/ovbd](http://sba.gov/ovbd). After you have set up to do business with the government in [sam.gov](http://sam.gov), update your status as a service-disabled veteran business. Keep in mind, the SBA does not officially certify this designation, so when a contract awarded based on this eligibility is protested, the SBA will determine if your business meets the eligibility status, ownership, and control requirements.

# Women-Owned Small Business Certification

If you're a woman proprietor looking to sell to the federal government, you may be eligible for the Women-Owned Small Business certification, [sba.gov/wosb](http://sba.gov/wosb).

Here's how to get certified:

## 1. Make sure you're eligible

- Your business must be at least 51 percent owned and controlled by one or more women who are U.S. citizens. The ownership must be direct and unconditional.
- A woman must hold the highest officer position and have managerial experience required to run the business.
- One or more women must manage the daily business operations on a full-time basis and conduct long-term decision making and planning.

To qualify as an economically disadvantaged woman-owned small business, your company must meet these criteria and the business owner and/or manager must meet certain income and asset requirements.

## 2. Register

- Register with the System for Award Management ([sam.gov](http://sam.gov)) to start doing business with the government.

## 3. Certify

Self-certify as a woman-owned small business or an economically disadvantaged woman-owned small business for free, or obtain certification from one of the SBA's approved third-party certifiers (which costs a fee):

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
- U.S. Women's Chamber of Commerce
- Women's Business Enterprise National Council

All required documents must be uploaded to [certify.sba.gov](http://certify.sba.gov) prior to submitting an offer on a contract set aside for the program.

## 4. Update your status

- Update your status as a woman-owned small business in [sam.gov](http://sam.gov).

## 5. Search the database

- Search the FedBizOpps database ([fbo.gov](http://fbo.gov)) for your new business opportunity.



An O'Fallon Casting Inc. employee at work in O'Fallon, MO. Owner Vince Gimeno grew his business thanks to expert SBA business counseling.



## By the Numbers

The U.S. government is the largest single purchaser of goods and services in the world. Every year it awards more than

**\$500 billion**

in contracts.

Of those prime contracts, the federal government must set aside 23 percent for small businesses.



**This includes:**

- **5 percent for small disadvantaged businesses**
- **5 percent for women-owned small businesses**
- **3 percent for HUBZone-certified small businesses**
- **3 percent for service-disabled veteran-owned small businesses**

## Get Expert Contracting & Certification Help

Federal contracting can be complex, but you don't have to do it alone. A Procurement Technical Assistance Center adviser can help you determine if your business is ready for government contracting. An adviser can also help you register in the System for Award Management ([sam.gov](https://sam.gov)), and see if you're eligible for any small business certifications and/or programs. One-on-one counseling is free or low cost. Visit [sba.gov/localassistance](https://sba.gov/localassistance) to find your local SBA office or an SBA Resource Partner near you (see page 8).

### Procurement Technical Assistance Center

Kentucky PTAC  
200 W. Vine St., suite 420  
Lexington  
(859) 251-6019  
[kyptac.com](https://kyptac.com)  
State Director Dr. Darrall Henderson  
[kyptacinfo@kstc.com](mailto:kyptacinfo@kstc.com)

Progressive Casualty Ins. Co. & Affiliates. Business and Workers' Compensation coverage provided and serviced by affiliated and third party insurers.

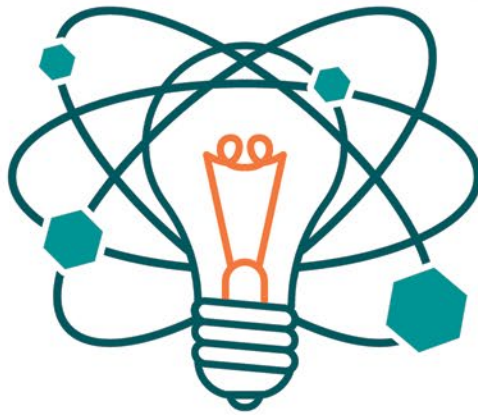


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We work to meet the needs of founders, investors, innovators and small business owners, guiding them toward the right connections, collaborators and capital to help companies imagine, launch, grow and scale.



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