Small Business COVID Assistance Informational Session

Presented by the

University of Wyoming
College of Business

April 29, 2020

University of Wyoming | College of Business

College of Business Hosts

- Dave Sprott, Dean

- Steve Farkas, Assistant Dean

University of Wyoming | College of Business

Featured Business Leaders

- Tom Bass
President of
Wyoming Bank and Trust

- Jim Drever, MBA, CISO, CEH
Regional Director of
Wyoming Small Business
Development Center

- Jaime Liberty, CPA
Senior Manager at
McGee, Hearne & Paiz (MHP)

- Ann Nelson
Regional President of
Western States Bank

University of Wyoming | College of Business

Jaime Liberty, CPA

Senior Manager at McGee, Hearne & Paiz

University of Wyoming | College of Business

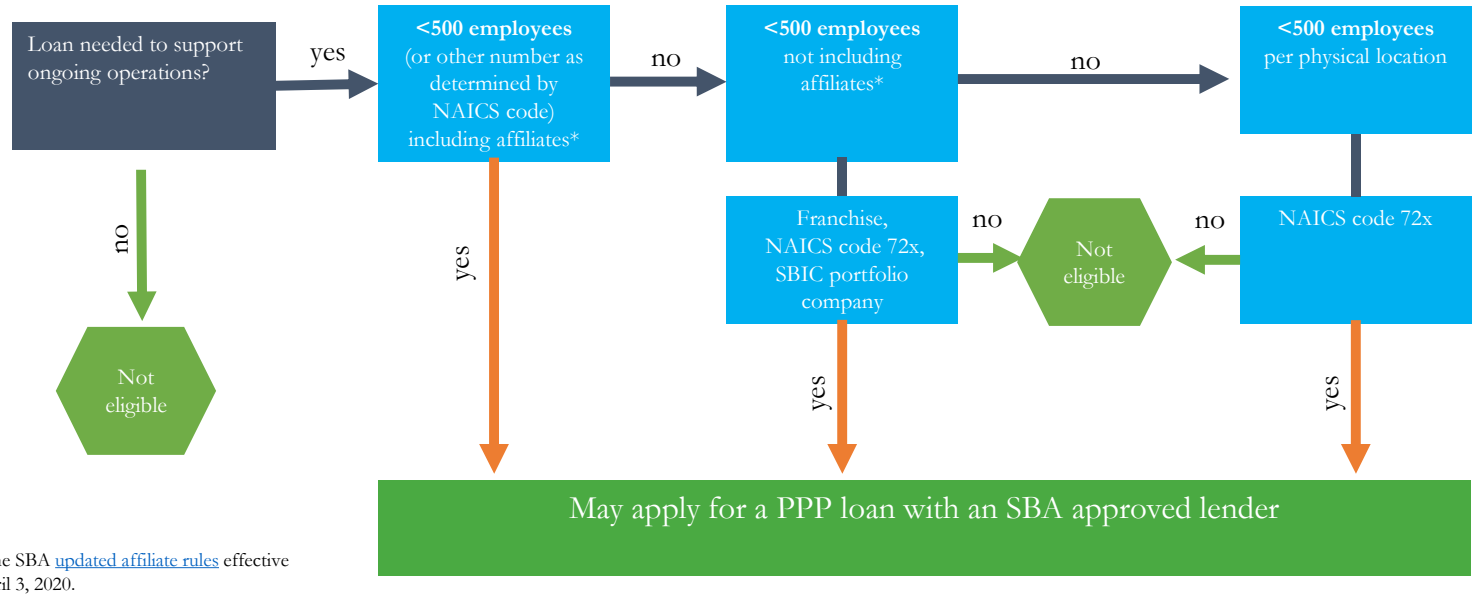
Paycheck Protection Program (PPP)

- **Eligibility**
  - 500 employees or less (including affiliates*)
  - Meets applicable employee size standards based on NAICS (including affiliates*)
  - 500 employees or less by location in accommodation and food service industry (NAICS 72x) or for any business acting as a franchise that is assigned a franchise identifier code by SBA
  - Sole proprietors, independent contractors and other self-employed individuals, including "gig economy" workers
  - Charitable tax-exempt organizations (including religious organizations), described in section 501(c)(3) of the Internal Revenue Code, and veterans organizations, described in section 501(c)(19), are eligible to participate in the program. However, other tax-exempt organizations (e.g., those described in sections 501(c)(4), (5), and (6)) are not eligible to participate.
- **Amount**
  - 2.5 times a borrower's monthly payroll costs for U.S. employees (cash compensation of any employee above $100,000 must be subtracted) or $10 million, whichever is smaller
  - Time period: previous 12 months or 2019 calendar year. For seasonal businesses you can use between 2/15 or 3/1 through 6/30/2019. For businesses not in operation during this time period, you can use the average monthly payroll costs between 1/1/2020 – 2/29/2020.
  - Payroll costs are gross payroll before employee taxes taken out and do not include employer payroll taxes. In addition, payroll costs include group health care and insurance premiums, retirement contributions, and payment of state and local taxes assessed on the compensation of employees. Payroll costs also include the self-employment income of general active partners.
- **Rate**
  - 1% for 2 years
  - Payments of both principal and interest will be deferred for six months following the date of loan disbursement; however, interest will accrue during that period
  - Loans are forgivable provided certain criteria are met
  - How to apply
  - Applicants must submit SBA Form 2483 with payroll documentation to a participating lender

MHP

Last updated April 21, 2020

Can I apply for a PPP loan?



*The SBA updated affiliate rules effective April 3, 2020.

Note that lenders will make ultimate determinations about eligibility

MHP

Can a PPP loan be forgiven?

- Under certain conditions
  - Funds must be used in an **eight-week period** following loan origination (date the lender makes the first disbursement from the loan) for the following (with respect to the items below, no more than 25% of the loan forgiveness may be attributed to non-payroll costs)
    - Payroll costs (cash compensation of any employee above $100,000 must be subtracted)
    - Interest payments made on any mortgage incurred prior to February 15, 2020
    - Payment of any lease in force prior to February 15, 2020
    - Payment on any utility for which service began before February 15, 2020
    - For self-employed individuals 8/52 of the 2019 net profit from 1040 Schedule C
  - Existing employees are retained at or near current salary levels
    - Employee cuts or wage reductions will reduce forgiven amounts
    - Employers are allowed to rehire employees previously let go before the application without penalty
  - Proceeds from any advance up to $10,000 on an EIDL loan will be deducted from the loan forgiveness amount

MHP

Employee Retention Credit

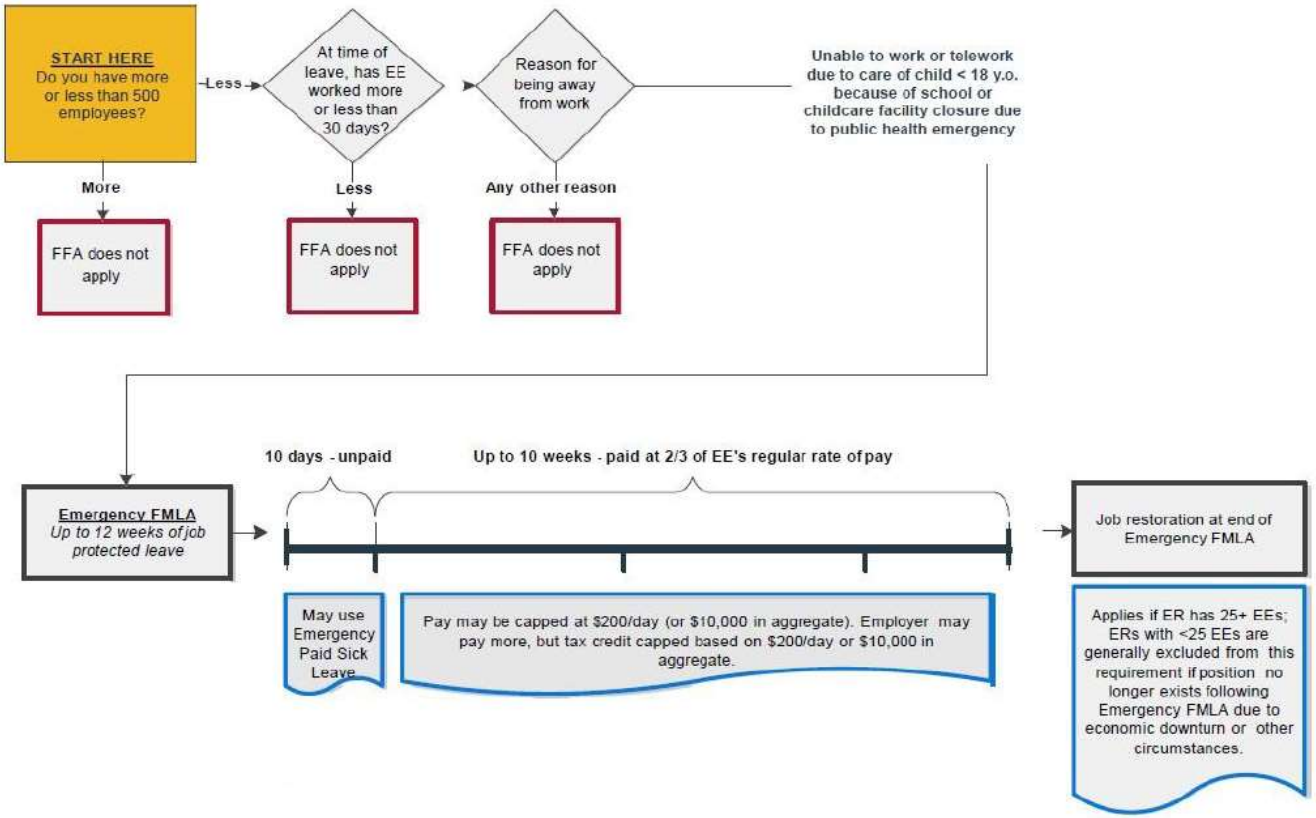
- Beginning 3/12/2020 – 12/31/2020
- 50% of wages paid up to $10,000 (max credit of $5,000)
- Credit is claimed on form 941 and if the employer anticipates the credit to be greater than the taxes owed can request an advance of the credit on form 7200.
- May not participate in the PPP and receive a credit through this program.
- Wages that were paid and received a credit related to the FFCRA do not count towards this credit.

MHP

Families First Coronavirus Response Act

FMLA+

Effective 4/1/2020- 12/31/2020

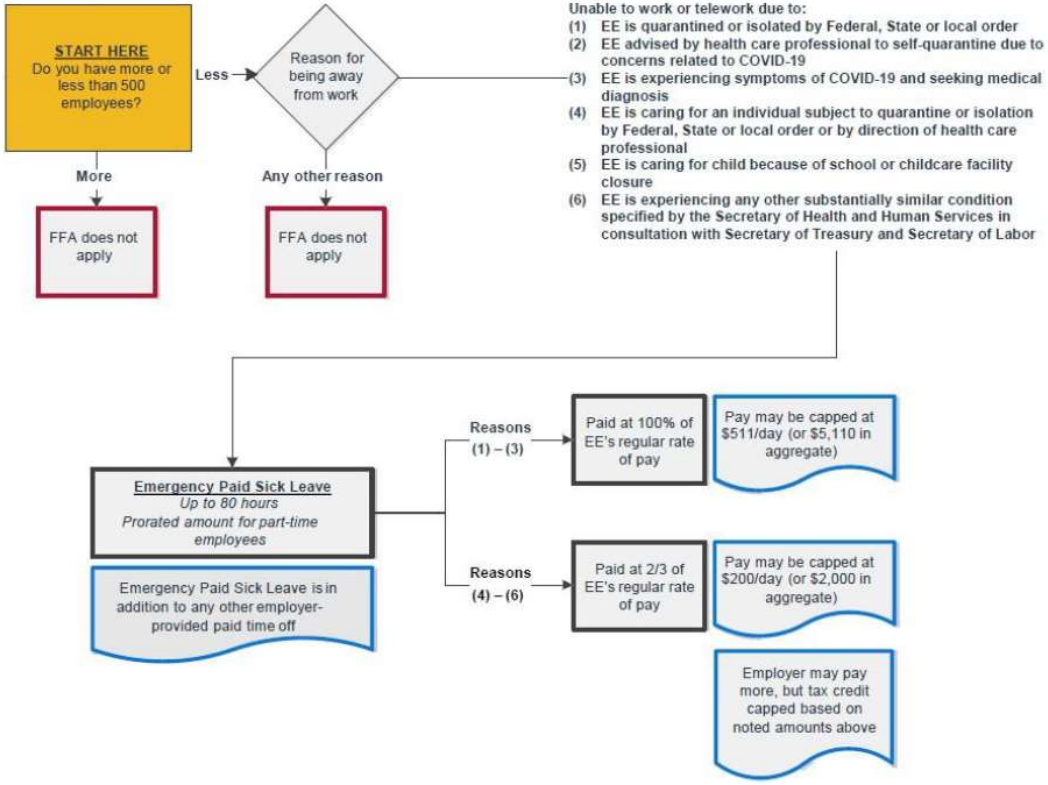


MHP

Families First Coronavirus Response Act

Emergency Paid Sick Leave

Effective 4/1/2020- 12/31/2020



MHP

Tom Bass

President of Wyoming Bank and Trust

University of Wyoming | College of Business

Small Business Paycheck Protection Program

ask the Regulators

Basics of PPP Loan

Intent of program is to help small businesses cover payroll costs for eight-week period

- 100% SBA guarantee
- $10 million maximum loan amount
- Fixed 1% interest rate
- Maturity of two years
- Payments are deferred for six months (*interest does accrue*)

- Loans can be made up to June 30, 2020 or when PPP funds expire
- Loans can be forgivable
- Loan disbursement must begin within 10 calendar days of getting SBA loan number

University of Wyoming | College of Business

U.S. Small Business Administration

Paycheck Protection Program (PPP) Report

Approvals through 4/13/2020

Summary

Loan Count	Gross Dollars	Lender Count
1,035,086	$247,543,393,521	4,664

Approvals through 4/13/2020

SBA

States and Territories

State	Approved Loans	Approved Dollars
AK	2,703	$602,911,645
AL	19,244	$3,819,600,518
AR	14,803	$2,166,563,254
AS	1	$389,500
AZ	10,898	$3,524,770,207
CA	54,922	$20,853,495,045
CO	28,469	$5,830,781,842
CT	11,930	$2,923,132,220
DC	1,663	$791,004,872
DE	1,974	$590,422,870
FL	52,021	$12,656,107,018
GA	29,423	$6,725,718,213
GU	238	$53,659,254
HI	8,426	$1,626,051,108
IA	22,295	$3,748,993,223
ID	8,846	$1,399,191,164
IL	44,453	$12,503,648,850
IN	23,583	$5,986,077,384
KS	19,915	$3,729,110,056
KY	17,216	$3,336,402,794

State	Approved Loans	Approved Dollars
LA	17,097	$3,745,462,888
MA	27,315	$7,073,245,593
MD	11,937	$3,756,206,258
ME	10,889	$1,710,424,025
MI	24,974	$7,321,573,738
MN	33,819	$7,633,395,870
MO	34,088	$6,433,368,771
MP	29	$7,540,546
MS	14,209	$1,921,783,598
MT	10,372	$1,293,105,048
NC	23,786	$5,729,549,254
ND	8,232	$1,386,597,176
NE	18,565	$2,727,637,044
NH	7,113	$1,520,212,834
NJ	17,187	$5,897,533,934
NM	5,365	$1,103,753,677
NV	4,209	$1,255,172,600
NY	40,975	$11,737,950,918
OH	38,016	$10,368,882,724
OK	26,451	$4,009,914,991

State	Approved PPP Loans	Approved Dollars
OR	9,508	$2,427,776,445
PA	36,604	$9,910,549,957
PR	1,001	$319,308,946
RI	4,110	$875,591,033
SC	14,273	$2,756,101,029
SD	7,986	$1,156,576,164
TN	19,074	$4,742,194,968
TX	88,434	$21,776,306,479
UT	12,914	$2,617,066,864
VA	26,880	$6,615,120,527
VI	68	$13,116,530
VT	4,886	$853,707,598
WA	18,906	$4,928,845,742
WI	31,702	$7,288,143,288
WV	5,211	$1,054,712,809
WY	5,730	$706,932,317

Approvals through 4/13/2020

Loan Size

Loan Size	Approved Loans	Approved Dollars	% of Count	% of Amount
$150K and Under	725,058	$37,178,984,187	70.05%	15.02%
>$150K - $350K	156,590	$35,735,615,983	15.13%	14.44%
>$350K - $1M	102,473	$59,291,602,643	9.90%	23.95%
>$1M - $2M	31,176	$43,278,883,532	3.01%	17.48%
>$2M - $5M	16,516	$49,288,997,593	1.60%	19.91%
>$5M	3,273	$22,769,309,582	0.32%	9.20%

- Overall average loan size is $239,152.

Approvals through 4/13/2020

Industry by NAICS Subsector

NAICS Subsector Description	Approved Loans	Approved Dollars	% of Amount
Construction	114,838	$33,994,993,103	13.73%
Professional, Scientific, and Technical Services	126,372	$30,347,630,866	12.26%
Manufacturing	72,728	$30,324,381,642	12.25%
Health Care and Social Assistance	114,236	$27,907,315,755	11.27%
Accommodation and Food Services	108,179	$22,729,710,765	9.18%
Retail Trade	105,796	$21,205,961,588	8.57%
Wholesale Trade	42,280	$14,340,947,724	5.79%
Other Services (except Public Administration)	93,538	$12,302,748,049	4.97%
Administrative and Support and Waste Management and Remediation Services	45,492	$10,620,220,830	4.29%
Real Estate and Rental and Leasing	48,940	$7,963,204,190	3.22%
Transportation and Warehousing	28,181	$7,824,422,844	3.16%
Finance and Insurance	36,714	$5,780,025,663	2.33%
Educational Services	15,213	$5,664,150,353	2.29%
Information	13,693	$4,449,853,324	1.80%
Arts, Entertainment, and Recreation	25,785	$3,690,034,085	1.49%
Mining	8,133	$3,010,017,134	1.22%
Agriculture, Forestry, Fishing and Hunting	27,428	$2,973,951,117	1.20%
Management of Companies and Enterprises	2,278	$887,589,299	0.36%
Public Administration	3,058	$824,899,859	0.33%
Utilities	2,056	$701,335,031	0.28%

Approvals through 4/13/2020

Ann Nelson

Regional President of Western States Bank

University of Wyoming | College of Business

Economic Injury Disaster Loan & EIDL Advances

The Economic Injury Disaster Loan program provides working capital loans to help small businesses overcome the temporary loss of revenue they are experiencing as a result of the COVID-19 pandemic.

Up to $2,000,000 Loan per Borrower

Loan proceeds can be used for working capital needs, inventory, equipment purchases, real estate payments, and/or other operating expenses. The loan amount is based on your actual economic injury.

Beneficial Loan Terms

No payments required for all of 2020. No personal guarantees for loans < $200,000. No collateral for loans < $25,000. No loan fees. Approval based solely on credit score and financial need.

Emergency Advances Available

A unique feature of this program provides up to $10,000 in emergency relief that does not have to be repaid, making it effectively a grant. To receive the advance you must apply for the EIDL. The amount of your emergency grant is determined by the number employees you have at $1,000 per employee with a maximum grant of $10,000. Your grant should arrive within days of your EIDL application.

All Small Businesses Eligible

Small businesses with 500 or less employees including private nonprofit organizations, ESOPs, independent contractors, self-employed individuals, and tribal entities are eligible.

How to Apply

This loan program is operated directly by the Small Business Administration. Apply online at www.sba.gov.

Better Together

Main Street New Loan Facility Program

The Main Street Loan Program is an initiative by the Federal Reserve to keep credit flowing to mid-sized businesses during the coronavirus crisis. **Must make a reasonable effort to maintain payroll and retain workers.**

Eligible Businesses

Have up to 10,000 employees or up to $2.5 billion in annual revenues during 2019. Must be created or organized in the U.S. with the majority of its employees in the U.S. Must have been in good financial standing before the pandemic hit.

Eligible Loans

This is an UNSECURED loan with a minimum loan size of $1 million to a maximum loan size of $25 million (based on a multiple of EBITDA). 4 year maturity. 1% loan fee. Principal and interest payments deferred for one year. Rate is adjustable at SOFR (Secured Overnight Financing Rate) plus 250 to 400 basis points.

When to Apply

Businesses may begin applying with a participating Lender anytime after the April 9, 2020.

How to Apply

You can apply through any participating U.S. insured depository institution, U.S. bank holding company or U.S. savings and loan holding company. All loans have the same term requirements.

Loan Payment Deferments & Debt Relief

Many financial institutions are offering COVID-19 Principal and Interest **payment deferrals** for up to **3 months** or Interest Only payments for up to 6 months on to existing borrowers with outstanding term debt. This offers some additional cash flow relief. Check with your banker to see if this is the right option for you.

SBA Debt Relief

If you already have a current SBA 7(a), 504, or Microloan, SBA will pay 6 months of principal and interest payments and any associated fees that borrowers owe. Borrowers do not need to apply for this assistance. It will be automatically provided by the SBA. This relief is not available for Paycheck Protection Program loans or Economic Injury Disaster loans. Borrowers should contact their SBA lender if they have any questions regarding this payment relief.

Jim Drever, MBA, CISO, CEH

Regional Director of Wyoming Small Business Development Center

University of Wyoming | College of Business

800-348-5194 (Toll Free in WY)
email:WSBDC@uwyo.edu

Search

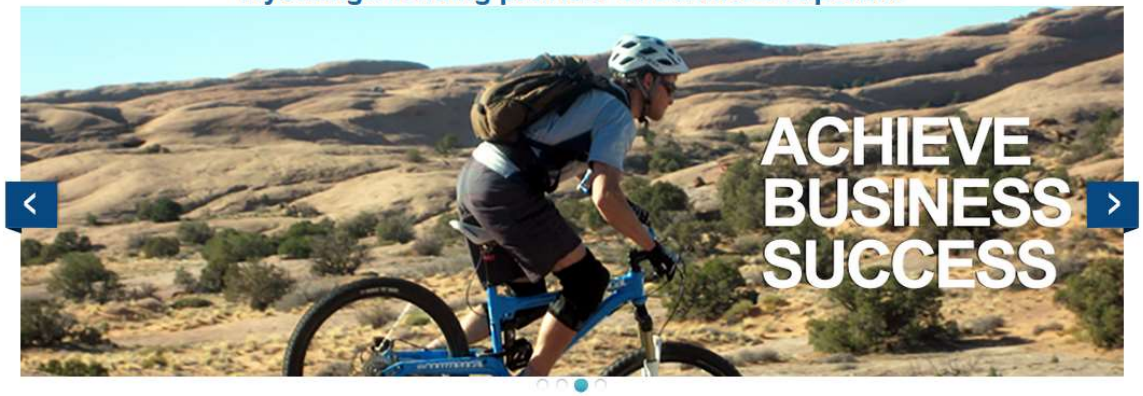
Wyoming SBDC Network

Need Help? Chat is OFFLINE Leave a message

REGISTER or SIGN-IN

Home | Business Success Cycle | Training | Success Stories | Blog | About Us | Contact Us

Wyoming's leading provider of business expertise



Business Support, Advising, Training, and Resources

The Wyoming Small Business Development Center (SBDC) Network has a passion for helping small business owners! Our team is ready to share their expertise with Wyoming entrepreneurs around the state, helping businesses grow and succeed, driving economic growth, and building a better Wyoming.

- No charge, confidential, one-on-one advising

Economic Downturn Assistance

Learn More....

Events and Classes

Lander - Start Your Own Business Seminar — Mar 01st 6:00 pm - 8:00 pm
Lander - Central Wyoming College

What Every Startup Needs to Know About Intellectual Property — Mar 02nd 2:00 pm - 3:00 pm

Social Media

- **Sarah Lancaster Hamlin**

Wyoming SBDC Network

Accounting/ Records

- **Justin Farley**
- **Rob Condie**

  Accounting Systems
  QuickBooks

Wyoming SBDC Network

Financial Analysis
Loan Application Review

- **Bruce Morse**
  - Financial Health Checkup
- **Robert Condie**
  - Fluent in Spanish!

Wyoming SBDC Network

Employees & Personnel Issues
Business plan review
Restaurant/food

- Cindy Unger
- Justin Farley

Wyoming SBDC Network

Human Resources

Marketing Materials

- **Susan Jerke**

Wyoming SBDC Network

International Trade

- John Privette
- Jim Drever

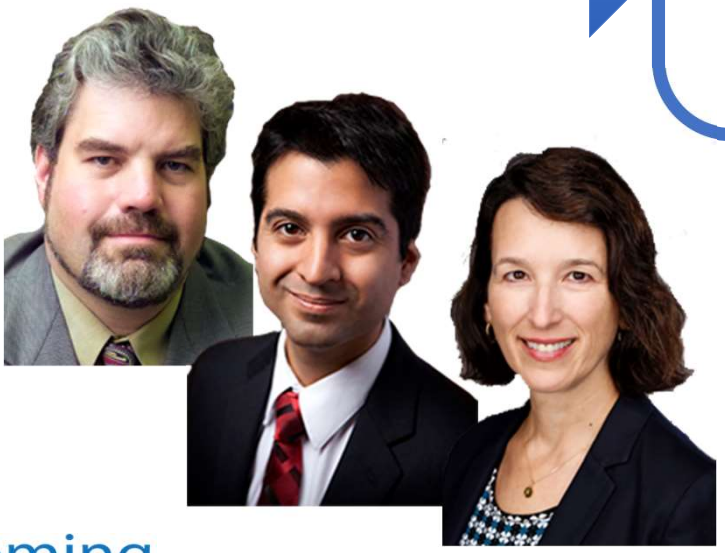
Wyoming SBDC Network

Risk Management Cybersecurity

- **Jim Drever**
  Certified Ethical Hacker

Wyoming SBDC Network

Market Research
Branding
Website Analysis



- **Market Research Center**

Mike Lambert, Program Manager

Nick Giraldo, Market Researcher

Audrey Jansen, Market Researcher

Wyoming SBDC Network

Contact Us: mrc@uwyo.edu

The Market Research Center Reports & Services

- Website and Social Media Analysis
- Economic Gardening
- Demographics and Psychographics
- Retail Spending Analysis
- Financial Profile Reports
- Competitor Analysis
- Customer Markets
- Industry Trends

Wyoming SBDC Network

Market Research Center Resources

The WMRC has an extensive set of databases and resources that would be well beyond the means of most Wyoming businesses to duplicate.

- AtoZ Database (14 million US Businesses)
- Biz Miner (Industry Financial Data)
- Nielsen Site Reports (Demographics, Psychographics, Spending)
- ESRI Business Analyst (Geographic Information and Mapping)
- Euro Monitor (Industry and Consumer data)
- Frost & Sullivan (Industry Data)
- IBISWorld (Industry Data)
- Reed Construction Data (Construction Project Database)
- Kompass (International)
- Wiser Trade (International)
- And more.

Wyoming SBDC Network

Procurement Technical Assistance Center

Selling to the Government & Women & Minority Business Certification

- **Procurement Technical Assistance Center**

  Andrea Lewis, Program Manager

  Janean Forsyth Lefevre, Procurement Specialist

Wyoming SBDC Network

What PTAC Does

- Assess your business's readiness to pursue govt. market
- Assist with required registrations in order to be eligible to sell to govt.
- Help you market to government agencies
- Find opportunities tailored to your business or geographic area
- Review bids and prepare proposals
- Network with agency contracting staff

What to Expect When You Are Expecting:
The Experience of Wyoming Business Owners With Disaster Assistance.

Wyoming SBDC Network

Questions

Please utilize the chat feature in Zoom for your questions and comments.

Thank you for participating in today's seminar.

Participants will receive an email with a link to an evaluation form and an opportunity to ask questions not covered in session.

A video of the session and an FAQ will be posted at www.uwyo.edu/business/covid-19/

University of Wyoming | College of Business