Town Hall Webinar
Tuesday August 28, 2018
2-3 PM ET
Welcome remarks by:

**Lessie Evans**  
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Community Affairs  
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Office of Entrepreneurship Education

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FDIC Washington DC  
Community Affairs Specialist  
MSSB National Point of Contact

Submit your questions to “Panelists”  
Message: Topazz Tucker (ttucker@fdic.gov) for troubleshooting
AGENDA

• Welcome by FDIC
• Welcome by SBA
• MSSB Reminders & Announcements
• Opportunities Industrialization Center of Washington State
SBA Promoting Stronger Businesses and Agricultural Economies in Rural America

• SBA and USDA – Memorandum of Understanding

• SCORE and USDA Partnership

• Native American – Technical Assistance Workshops
Disclaimer

Reference to any specific organization does not constitute an endorsement, a recommendation, or a favoring by the FDIC or the United States government.
Webinar Platform components:
1. Chat Function
2. Q&A Function
3. Typing window
4. “Send” to transmit your message
5. Platform Icon
6. Poll

[Poll Questions will be in this area]
Reminders

[fdic.gov/moneysmart](http://fdic.gov/moneysmart)

- To join Money Smart Alliance
- Find MSSB Town Hall Meeting records
- Find more Money Smart Events and FDIC resources

[catalog.fdic.gov](http://catalog.fdic.gov)

- To download MSSB Modules and flyers in English and Spanish
- Find MSSB Train-the-Trainer Curriculum
www.yvoic.org

7 locations in Washington State
Candi Jaeger
Prosperity Center
Director

Carolyn Mackay
Prosperity Center
Business Coach
OPPORTUNITIES INDUSTRIALIZATION CENTER (OIC) OF WASHINGTON
A NONPROFIT COMMUNITY ACTION AGENCY

1. Community & Emergency Services
2. Education & Employment Training
3. Home Weatherization Services
4. Youth Services
5. Food Banks
6. Personal Financial Asset Development Services

www.yvoic.org
A program of Opportunities Industrialization Center (OIC of WA). An asset building, financial planning program that prides itself on unparalleled service and performance in assisting clients in finding their financial freedom and living a financially prosperous life.
PROGRAMS & SERVICES

- Money Management Coaching
- Money Management Workshops
- Credit & Financial Coaching
- First Time Homebuyer Workshop
- Homeownership Counseling
- Foreclosure Assistance
- Pre-Qualification for Home Purchase
- Business Coaching
- Business Workshops
- Business Start-Up Funding
- Business Mentoring Program
- Free Tax Aide
- Youth Money Management
- Free Bi-Merged Credit report & FICO Scores
MICROENTERPRISE DEVELOPMENT ORGANIZATION (MDO) PROGRAM

MDO consists of three services:

1. Provides Training and Technical Assistance
2. Provides Mentoring
3. Provides Microloans (and access to lenders and programs) to help start-ups
TRAINING & TECHNICAL ASSISTANCE
One-on-one private coaching

Program Benefits
• Improve your credit score and report!*
• Pre-qualify for a home
• Start a Business
• Develop a budget that fits your lifestyle

Pre or Post:
• Business Start-up
• Home purchase
• Auto purchase
• Bankruptcy

*Client intake process includes running credit report, reviewing personal and business finances and an action plan.
BUSINESS ASSISTANCE

MSSB—Group Class: 3-hour classes, 5-6 Week Course, Homework and phone/internet individualized assistance

MSSB – 5 Week One-On-One Coaching: 13 Money Smart For Small Business Modules, 5 weeks+, Clients read modules in advance and meet with counselors

MSSB - Self Employment Assistance Program (SEAP): One-on-one Counseling, 5 weeks, Clients seek to start a business in-lieu of job hunting when on unemployment and state assistance

MSSB – Stand Alone workshops: As requested by partner organizations

Program Benefits

• Learn what it takes to open and own a business.
• Get assistance to write a business plan and find funding to start/expand a business!
MONEY SMART FOR SMALL BUSINESS - GROUP CLASS

- Use FDIC MSSB modules
- 5-20 people per group
- 3 hour classes once a week—includes homework each week
- 5-6 Weeks, depends on class size and interaction with students
- Use pre & post tests and evaluation sheets
- Certificates are given out
MONEY SMART FOR SMALL BUSINESS - 5 WEEK ONE-ON-ONE COACHING

- 5-6 Sessions, one every 7-14 days depending on client interaction
- Use 13 MSSB modules
- Give pre and post tests, homework and have in-person counseling sessions for 1.5-2 hours each
- Work on marketing, advertising, business plan, obtain license, business cards, cash flow, bank accounts, resumes, insurance, all aspects of starting a business
ORDER OF THE MODULES

- **Session 1**
  - Is owning a Business a Good Fit for You?
  - Planning for a Healthy Business
  - Organizational Types & Considerations

- **Session 2**
  - Insurance
  - Credit Reporting
  - Banking Services

- **Session 3**
  - Time Management
  - Record Keeping
  - Risk Management

- **Session 4**
  - Financial Management
  - Managing Cash Flow

- **Session 5**
  - Tax Planning and Reporting
  - Selling a Small Business and Succession Plan
WASHINGTON SATE SELF EMPLOYMENT ASSISTANCE PROGRAM (SEAP)

- One-on-one Counseling with unemployed individual and job seeking clients

- Clients are preparing to start a small business in lieu of job hunting while on unemployment

- Minimum of 5 week course. Generally more like a 7 week course depending on client interaction.
Questions and Answers for:

- FDIC
- SBA
- Opportunities Industrialization Center

Submit your questions to “Panelists”
MENTORING
BUSINESS MENTOR PROGRAM

Local

Graduates of SYOB
Matched with a local professional

Micro Mentor

Nationwide Mentor Matching
Mentee makes mentor selection dependent on customized criteria

Program Benefits:
• Receive local support for your business!
• Get professional advice and ideas at no charge!

micromentor.org
LENDING
IN-HOUSE BUSINESS MICRO LOANS
UP TO $5,000

Criteria:

- Graduate of Starting Your Own Business Workshop or One-On-One Coaching
- Turned down by conventional lenders
- Collateral may be required

Complete Loan Application:

- Business Plan
- Business License
- Credit Report
- Financials
LOAN PACKAGING SERVICES

- Run Credit Report
- Clean up credit
- Coaching: why, what, where, when and how
- Prepare Resume
- Register Business Licenses
- Insurance coverage questions
- Prepare Business Plan
- Prepare business and personal inventory of assets
- Prepare business loan application
- Develop Cash Flow Projections
LOAN PACKAGE DOCUMENTATION

1. Tax Returns last 3 years
2. Copy of Business License
3. Copy of Business Plan and 3 years of cash flow and balance sheet projections
4. Number of employees: current and projected for 3 years, number of jobs that will be preserved if loan is approved
5. Business Incorporation documentation: copy of articles of incorporation, list of corporate officers, copy of corporate by laws, and corporate resolution authoring corporation to enter into a loan agreement
6. List of equipment being offered as collateral
7. Proof of value of Property/real estate, property tax statement
8. Proof of insurance
9. Life insurance information for each co-borrower
PARTNER: TRI-COUNTY ECONOMIC DEVELOPMENT DISTRICT

- **Rural Opportunities Loan Fund (ROLF):** Provide financial assistance to small businesses in Eastern Washington since 1984 using state and federal funds.

- **Loans $500-$250,000:** Available depending on business location and intended use.

- **Classes, one-on-one counseling and loan application process**
PARTNER: USDA BUSINESS LENDING PROGRAMS

1. Business and Industry Guaranteed Loans (B&I Guar.)
2. Rural Business Enterprise Grants (RBEG)
3. Rural Business Opportunity Grants (RBOG)
4. Renewable Energy for America Program (REAP)
5. Rural Microentrepreneur Assistance Program (RMAP)
6. Biorefinery Assistance Program (BAP)
7. Intermediary Relending Program (IRP)
8. Rural Community Development Initiative (RCDI)
9. Rural Economic Development Loans (REDL)
10. Rural Economic Development Grants (REDG)
USDA RURAL MICROENTREPRENEUR ASSISTANCE PROGRAM (RMAP)

- Provides loans and grants for start-ups and micro entrepreneurs
- Borrower must live in an eligible rural area, employ 10 or fewer employees, have finished training and technical assistance program and have access to a mentor
- Qualified business activities and expenses:
  - Working capital
  - Debt refinancing
  - Purchase equipment and supplies
  - Improve real estate

[eligibility.sc.egov.usda.gov]
OTHER COLLABORATIONS

- Chambers of Commerce
- Local Business Associations
- Small Business Development Centers
- Economic Development Associations
- Local and Regional Lenders
- Employment Security
- Department of Social and Health Services
ISRAEL GONZALEZ - IGM HEALTH & SAFETY TRAINING

- Forklift Cert. Trainer
- WISHA 10 Cert. Trainer - WA Labor & Industries.
- FIRST AID CPR cert. Instructor - American Heart Association & American Safety and Health Institute
- Worker Protection Standards Cert. Trainer – WA Department of Agriculture
- Basic Life Support Trainer - American Heart Association.
IGM HEALTH & SAFETY TRAINING OFFERINGS

- Pesticide Safety
- First Aid CPR Bloodborne Pathogens
- Forklift Certification
- Sexual Harassment Prevention
- Heat Stress Prevention
- Orchard Ladder Safety
- Tractor PTO Safety
- ATV Safety
- Field Sanitation
- Hazard Communication, Personal Protective Equipment Use
- Machine Guarding
- Accident Prevention
- Occupational Accident Investigation & Record Keeping,
- Workers’ Rights / Responsibilities, Slip, Trip & Fall Prevention
- Lock Out Tag Out
STARTING YOUR OWN BUSINESS CLASS

Business Ideas Included:

• Construction
• Restaurants
• Pet Rescue and Supplies
• Janitorial
• Screen printing
• Massage Therapy

Class of 2007
STARTING YOUR OWN BUSINESS GRADUATES
FINAL THOUGHTS
FOR MORE INFORMATION

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www.theprosperitycenter.org
Questions and Answers for:

FDIC  
SBA  
Opportunities Industrialization Center

Submit your questions to “Panelists”
Poll

1. What I learned today I will implement in:
   a) The next 1-6 months
   b) One Year
   c) Don’t know
   d) I want to be contacted by FDIC

2. I represent:
   a) A financial institution
   b) Other type of organization

3. In future Town Halls I want to hear:
   a) More details about a particular module
   b) Another event like this
   c) Other (please email your suggestions!)
Thanks for your participation!!

MSSB National Point of Contact: Paola Diaz

pdiaz@fdic.gov  202-898-7184

or FDIC Community Affairs contacts nationwide at:

www.fdic.gov/communityaffairs

For more information go to:

www.fdic.gov/moneysmart

www.sba.gov/moneysmart