

WEBVTT

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Janae Korte: Alright. Well, good afternoon, everyone, and welcome to the Minnesota score chapter workshop cares act update. What you need to know.

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00:02:08.190 --> 00:02:15.720

Janae Korte: I'm Jeanette Courtney and I'm the workshop coordinator. Before we start this workshop. I'd like to explain a few aspects of the presentation.

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00:02:16.230 --> 00:02:25.680

Janae Korte: First, the workshop is being recorded and the video will be available on the score website minnesota.score.org in a few days.

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00:02:26.010 --> 00:02:31.950

Janae Korte: If you would like to be visit any portion of the workshop, please visit our website and a few days to view the video.

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Janae Korte: Secondly, the presentation will last about an hour and 20 minutes after the presentation. The panelists will review your questions and try to answer them as best as they can.

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Janae Korte: If you would like to submit a question for the panelists, please use the Q AMP. A icon on your screen, so that we can organize and respond to as many questions as possible.

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Janae Korte: Please include the slide number that corresponds to each of your questions registrants may pose more than one question, but please use separate Q AMP a request for each of them.

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Janae Korte: Now that we have the workshop logistics out of the way, I would like to introduce our first panelist. Mr. Tom Garrow Tom retired in 2013 after a 40 year career with General Motors Corporation

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Janae Korte: Starting as a college co op student Tom held management positions in the auto assembly an executive positions in dealer field management GMAT finance customer relations and contact center management.

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00:03:30.960 --> 00:03:38.220

Janae Korte: Tom completed his career at GM with a six year assignment in Shanghai, Tom. I'm know handing the presentation over to you.

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00:03:39.450 --> 00:03:48.030

SCORE Manasota: Thanks. Renee apologize for my delay in getting logged in here. I changed computers and move to the office. So, next slide please.

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SCORE Manasota: Just a few housekeeping items on who score is if you're not aware scores a nationwide nonprofit organization that is independent resource partner of the Small Business Administration.

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00:04:06.990 --> 00:04:20.280

SCORE Manasota: We provide America small businesses with free you know stresses on the free, confidential business mentoring and business educational services local workshops and webinars, such as the one that you're attending here.

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00:04:21.630 --> 00:04:32.100

SCORE Manasota: There we have over 300 chapters with 11,000 volunteers serving 1500 communities. And since 1964 scores assistant over 10 million clients.

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SCORE Manasota: And the initial an acronym was service corps of retired executives and they've just abbreviated over the years just to be score, but it is indeed a group of retired executives.

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SCORE Manasota: We help small businesses from the pre startups phases through research and planning startup phases into the opening

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SCORE Manasota: And through the growth of your business, even to the end at selling and are closing your business and basically the mentoring process goes

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SCORE Manasota: From any of those can include all of those phases or any one of them that you may be in your particular business. And if you're in the need for a

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00:05:08.940 --> 00:05:17.700

SCORE Manasota: Score mentor. You can see the Minnesota score website on the bottom of the screen. Feel free to log in there and request a mentor at any time.

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00:05:21.660 --> 00:05:34.680

SCORE Manasota: This slide. Isn't it is just grab photograph of the speaker. You can see myself on the left hand side. I'll be introducing the beyond just a moment, and then when the bill is done. He'll be introducing Barry. We're your three presenters for today.

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00:05:37.890 --> 00:05:43.230

SCORE Manasota: Just a little update on the cares act. And what we're going to cover today.

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00:05:47.790 --> 00:05:56.190

SCORE Manasota: First, we're going to talk about the ideal loan process PPP, and we're going to give you some update on the Florida programs.

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00:05:56.730 --> 00:06:04.500

SCORE Manasota: We're going to talk about the small business debt relief program mainstreet lending program which is still in the process of being developed.

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00:06:04.920 --> 00:06:13.380

SCORE Manasota: The alternative lending options that are may be different from the cares act unemployment short term compensation program that's available.

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00:06:13.800 --> 00:06:22.350

SCORE Manasota: And then we have guests from first Citizens Bank, that will give us some some information of what's happening at the point of contact with bank customers here locally.

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00:06:22.830 --> 00:06:30.360

SCORE Manasota: And then we're going to wrap it up with a very complete Q AMP a session which we think that you will find very, very informative and

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00:06:31.020 --> 00:06:46.560

SCORE Manasota: It's going to be a big portion of the presentation as Renee mentioned at the start, will be a little over an hour in our presentation. And we'd like to focus on that Q AMP a session to give you a chance to ask us any questions about your particular situation or the program's themselves.

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SCORE Manasota: Just some general observations. Before we get started, into the the information and the update

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SCORE Manasota: And obviously this is an economic crisis that's resulted from a medical tsunami that's never been experienced by this country or, quite frankly, anywhere in the world for decades.

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00:07:05.460 --> 00:07:16.590

SCORE Manasota: And the cares and continues to be a living, breathing piece of legislation that is debated and changed with each revision, if you, as I'm sure many of us watch the news. You'll hear that talked about daily

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00:07:17.130 --> 00:07:22.200

SCORE Manasota: And these this webinar is an update to those changes since our April 8 webinar.

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SCORE Manasota: Hopefully everybody on this, on this webinar has had a chance to either attend the April 8 webinar or view the recording that's available on our Minnesota score website.

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SCORE Manasota: If you have done that, then you'll be a lot more informed and this webinar will produce a lot, be a lot more meaningful for you as we go through the update

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00:07:41.490 --> 00:07:49.500

SCORE Manasota: Health and safety practices obviously are going to need to be added to your business practices. Once we come out of this pandemic situation.

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SCORE Manasota: And obviously, there's going to be some social changes that will will affect your business.

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SCORE Manasota: There was actually some good news. If you've watching the stock market. It's up today. There's some good news about a vaccination that's coming along and very good shape produced by Julianne

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00:08:05.850 --> 00:08:11.310

SCORE Manasota: So that's, that's a little bit of good news, and we're hoping that more of that continues to come along, because the first

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SCORE Manasota: Item that needs to be fixed. Is that is the health and safety of people. They need to feel safe in order to come out and go to your business and spend some of their money.

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00:08:21.660 --> 00:08:35.580

SCORE Manasota: prior to closing the cares act applications right after it was introduced, it's important to understand that the government has reacted and the banking system has in this country has reacted very quickly.

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00:08:36.090 --> 00:08:43.170

SCORE Manasota: They processed, what would normally been 14 years worth of SBA loans and 14 days so

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00:08:43.890 --> 00:08:53.340

SCORE Manasota: There's all hands on deck across the banking system of this country as well as your federal government and the SBA to process these loans and get as many people

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00:08:53.820 --> 00:09:00.360

SCORE Manasota: Money as quickly as they can, local banks have focus most of their resources on processing these loans.

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00:09:01.080 --> 00:09:07.170

SCORE Manasota: Our friends from Citizens Bank. We'll talk a little bit about some of that later on in the in the program and

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00:09:07.740 --> 00:09:21.840

SCORE Manasota: Obviously the dollars got allocated very quickly and we're exhausted and as we will talk about later on the program those monies were gone, but have been replenished and are now in the process of being redistributed in the second round.

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00:09:23.820 --> 00:09:34.110

SCORE Manasota: And obviously we need to continue to study and research all of these programs and your diligence and staying focused and optimistic and diligent will help you

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00:09:34.800 --> 00:09:40.710

SCORE Manasota: Have better success at trying to take advantage of all of the programs, whether it be the cares act or not.

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00:09:41.040 --> 00:09:51.210

SCORE Manasota: There are programs out there that you should be able to try to find that will help you getting through this this this pandemic that we're in and and the business, slow down. Next slide.

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00:09:52.500 --> 00:10:01.200

SCORE Manasota: So with that, I'm going to introduce an Abele, who's going to talk about the updates on PPP the idol loans and the Florida emergency bridge loan act.

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SCORE Manasota: The Beale, just to tell you a little bit about and Abele he's he's one of our top star members and the 90 plus members we have in Minnesota score.

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SCORE Manasota: The bill has been with with our group score for two years. He recently sold his company which he personally founded and that he managed for 23 years

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SCORE Manasota: He's a problem solver and entrepreneur and he draws his various technical and management skills to streamline business processes and operations and minimizing costs and maximizing profitability.

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SCORE Manasota: The bill has skills in all areas of business finance operations marketing, sales it and HR. He's even authored a book, enabling globalization.

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00:10:45.450 --> 00:10:58.470

SCORE Manasota: He's trilingual and he holds an engineering degree engineering master's degree from Brown University and an MBA from Brian. So an appeal is is one of our really valued members and I'm going to turn the meeting over to the appeal right now. And Bill. You're on.

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00:10:59.160 --> 00:11:08.400

SCORE Manasota: Thank you very much. Appreciate the intro. Good afternoon, everybody. We're going to be talking briefly about the different key programs from the Cures Act.

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SCORE Manasota: The triple P long program is on everybody's mind today we'll talk a little bit about it, as well as idle and the Florida emergency bridge give you an update on it.

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SCORE Manasota: So the paycheck protection program, as you know, that was part of the Cures Act, which was signed into law on March 27. However, by April 16 the \$349 billion that were allocated to the triple E fund all dried up there. We're all distributed that happened within two weeks time

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SCORE Manasota: However, what happened is, since on April 24 the President signed into law relief package that enabled replenishing that fund with 310 billion dollars additional

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SCORE Manasota: So everybody that has submitted applications. Since around April 4 then that's when the bank started accepting applications.

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00:12:07.890 --> 00:12:12.750

SCORE Manasota: If you have not been approved, yet your application is still in the queue to be approved.

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00:12:13.230 --> 00:12:30.960

SCORE Manasota: And obviously, it's going to be processed on a first come, first served basis. So if you have applied for the triple P loan, we do not recommend that you apply again. Instead, contact your banker, make sure you know what the status of your application is make sure that it is complete.

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SCORE Manasota: By this time, unless there is additional funding allocated for the third round there is really very little room for error. So you want to make sure that your application is complete and ready to go. Once the bank and submitted to SBA for their approval.

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SCORE Manasota: If you have not applied for triple P alone. We recommend that you do that as soon as possible. The window is

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00:12:56.220 --> 00:13:06.060

SCORE Manasota: Narrowing very quickly and for certain banks, it has not already narrow to a point where it is unlikely. If you apply through some of the larger banks.

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00:13:06.480 --> 00:13:22.050

SCORE Manasota: That you'd be able to get your application through to SBA because they have such a backlog of applications. So call your local banker, try to work with your local banker first see what the status of the queue on their side for PPP loans is

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SCORE Manasota: If you find that it is not very promising then look for other options.

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SCORE Manasota: The other options that we recommend is local community financial institutions and credit unions, the

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00:13:46.890 --> 00:13:54.960

SCORE Manasota: Congress has allocated \$60 billion of the \$310 billion funds to Community Development Financial Institutions.

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00:13:55.410 --> 00:14:07.410

SCORE Manasota: And minority depository institutions. So there is a chance that these institutions, still have room for new applications. If you have not applied, I would recommend you investigate those

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00:14:07.800 --> 00:14:22.080

SCORE Manasota: These are life links that we provided with the PDF file for this slide deck. If you click on them will take you to additional information and Barry will be talking about those financial institutions later on as well in this program.

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00:14:24.240 --> 00:14:45.750

SCORE Manasota: Also, it is very important to note that the SP as guidelines, they are reminding people that they have to self certify that current economic uncertainty makes this law request necessary to support the ongoing operations of the applicant. It is very important that you

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00:14:47.010 --> 00:14:56.850

SCORE Manasota: You understand what that statement means because the SBA is going to hold people accountable to this. And because of this, and because of what happened in the first round.

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00:14:58.020 --> 00:14:59.460

SCORE Manasota: A created new guide.

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Guidance for the loans.

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SCORE Manasota: He's, he's got his guidance are stressing that it is unlikely that big publicly traded companies can access the new round of funding that just got approved.

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SCORE Manasota: And this is because companies must certify that the loans are necessary, and that they cannot tap into other sources of funding.

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00:15:23.760 --> 00:15:32.370

SCORE Manasota: In their mind. It is unlikely that a public company which has access to a lot of additional funding through the markets be able to make the require certification.

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00:15:32.880 --> 00:15:43.800

SCORE Manasota: Because of that we expect a lot of the larger companies that in the first round applied for these loans, not to apply for this for the triple P in the second loan.

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00:15:44.520 --> 00:15:54.060

SCORE Manasota: And that's going to open up more room for the smaller companies, the type of companies that typically work with scored to have a chance to get the funding.

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00:15:55.290 --> 00:16:04.920

SCORE Manasota: Also SBA and the Department of Treasury has indicated that anybody that had pursued and received the loan.

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SCORE Manasota: That may not feel that that's self certification applies.

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SCORE Manasota: Will not be under the scrutiny of SBA if they will return the loan by May seven, and Secretary minutiae even added that any company that has acquired alone of \$2 million or greater that company will most likely be audited, to make sure that that self certification does apply

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00:16:34.620 --> 00:16:47.220

SCORE Manasota: In addition to all this, the SBA offered additional guidance on how you can calculate the triple P loan amount if you still have not applied and it's still vague in your mind how you derive that loan amount

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00:16:47.910 --> 00:17:00.780

SCORE Manasota: If you click on that link, it will take you to very detailed information showing you exactly what forms you need to look at what are required to be applied with the loan and how you calculate that loan amount

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SCORE Manasota: Additionally, what I'd like to remind everybody of is if you're a sole proprietorship and self employed entities.

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SCORE Manasota: Schedule C of of your 1040 IRS return is what's going to be needed when you apply for the triple P alone. If you are a subcontractor, it's going to require your 1099

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00:17:24.300 --> 00:17:33.390

SCORE Manasota: If you're an S Corp or C corp, then you're going to have to rely on your 949 40 ones and the back may ask for your bank statements as well.

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00:17:36.480 --> 00:17:47.340

SCORE Manasota: Okay. So just to give you an idea of what transpired in the first round of the funds, which was 340 \$9 billion. They were all distributed across all the states and territories in the United States.

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SCORE Manasota: The state of Florida did get its fair share of the amount. There was an \$18 billion worth of infusion into our state, which is really tremendous

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SCORE Manasota: Close to 90,000 applications were approved so 90,000 companies benefited from the first round of the funds.

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SCORE Manasota: That is extremely helpful and promising just to see how that compares to other states, we're looking at the larger states.

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SCORE Manasota: Like, like for instance, California, they got the lion's share \$33 billion worth and they are

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SCORE Manasota: Indeed, the largest state in terms of population, followed by Texas, which got 28 billion in funds, followed by New York which beat us

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00:18:32.730 --> 00:18:39.750

SCORE Manasota: And got \$20 billion. So the \$18 billion, we're happy with that amount. I think it's a testament

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00:18:40.110 --> 00:18:51.240

SCORE Manasota: To how strong the state is in terms of its financial institutions, the bank's obviously expedited. A lot of these applications, particularly the larger banks they were up and running very quickly and started the process.

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00:18:52.110 --> 00:18:59.700

SCORE Manasota: Even the smaller institutions even started taking these applications manually and submitting them manually initially to get the process rolling

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00:19:00.840 --> 00:19:16.290

SCORE Manasota: And SBA loans locally. They have been tremendous and providing all the information they were holding daily webinars and English and Spanish in order to explain these different programs and nonprofit organizations help as well, including score.

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00:19:18.570 --> 00:19:35.790

SCORE Manasota: The loan size amounts. The average loan size and the first round was \$206,000 and we're happy to see that the large majority of the loans 74% of them went for two applicants requesting money of 150,000 or or lower

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00:19:36.240 --> 00:19:45.600

SCORE Manasota: I mean that is really significant. And as a matter of fact, if you look at the top three categories here 96% of the total loans that were approved.

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00:19:46.830 --> 00:19:51.450

SCORE Manasota: Went to applicants that requested a million dollars or lower

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SCORE Manasota: flow of funds and more than half of the 340 \$9 billion were dispersed to these applicants, which is really tremendous now I look today, the

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00:20:06.150 --> 00:20:15.090

SCORE Manasota: Average loans so far in the past couple of days that have been approved. And there's been about half a million loan approved and about 60 billion disperse already in the past two days.

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SCORE Manasota: The average loan is estimated that this point to be around \$110,000 so that's even more good news to smaller companies, companies that score, typically works with because that says that instead of potentially approving about a million or 2,000,002

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SCORE Manasota: Loans for this round looks like more it's going to be more like 3 million loans that will be approved at an average of about \$110,000 per loan.

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00:20:44.490 --> 00:20:55.590

SCORE Manasota: So if you if your applications in the queue. Hang in there, there's a good chance that you will get approved and it's just a matter of days before for all the banks and SP go through that process.

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00:20:57.120 --> 00:20:58.290

SCORE Manasota: And get it completed.

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SCORE Manasota: As far as industries is concerned. Also, we looked at where the funds ended up and it seems like construction professional Scientific, Technical Services manufacturing healthcare and social assistance.

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00:21:11.670 --> 00:21:24.540

SCORE Manasota: Those got the largest amount of the funds as far as Florida's concerned the industries that we rely on quite a bit here in the States highlighted here in green seems like quite a few of them are in the upper

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00:21:25.110 --> 00:21:36.210

SCORE Manasota: echelons of who got the most funds, which we're happy about. So, all in all, I think the program, despite of the glitches and the delays and

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00:21:36.810 --> 00:21:52.950

SCORE Manasota: The fact that some of the company has got more money than they were supposed to get some money that they were not supposed to get despite of all this, we feel that the program went really well and with the second round. It has the opportunity to even outperform the first round.

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SCORE Manasota: So this as far as the triple P regarding the idol loan that's the economic injury disaster loan.

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SCORE Manasota: This loan program was initiated earlier this year. It got funded by Congress first before even the cares act and people started applying company started applying for disaster loans early March.

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00:22:15.630 --> 00:22:26.760

SCORE Manasota: The that loan program was put on hold on April 16 when the funds basically got Exhausted, exhausted and

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00:22:28.140 --> 00:22:38.910

SCORE Manasota: Even though. So, by law, basically SBA is not allowed to process any applications when there are fraud when there's a lapse of appropriations. That's why they put her on hold.

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00:22:39.240 --> 00:22:49.530

SCORE Manasota: But what happened on the 24th is Congress put in additional funds for the idol loans and grants. There was \$50 billion, I added to the idol loans.

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00:22:49.830 --> 00:23:05.160

SCORE Manasota: Bringing a total I think two or 350 billion. And then the idol grant, which was initiated in the years act with an initial \$10 billion fund was double so they added another \$10 billion to the idol grants.

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00:23:06.420 --> 00:23:20.490

SCORE Manasota: Now applicants who have already submitted their applications for idle will continue to be processed on a first come first serve basis. So if you have already applied there is no need for you to reapply again.

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00:23:21.240 --> 00:23:31.980

SCORE Manasota: The SBA has not enabled that link as of yet. The code 90 relief that sba.gov link, which is the streamline online application form.

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00:23:32.250 --> 00:23:38.520

SCORE Manasota: They have not enabled it for people to submit new applications, yet they may do that we're not sure when they're going to do that.

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00:23:38.850 --> 00:23:48.030

SCORE Manasota: If you have not applied for idle. I recommend that you continue to monitor on the sba.gov website to see when they're going to enable you to start applying and

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00:23:48.390 --> 00:23:59.280

SCORE Manasota: I know they have a huge backlog of applications that they're processing right now. So that's probably what they're waiting to see to get through some of that backlog and maybe help with the processing of the triple p

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00:24:00.660 --> 00:24:11.310

SCORE Manasota: Loans at this point. But if you want to inquire about the status of your idol application, then you need to get in touch with SBA and you could do that by either email or telephone

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00:24:12.180 --> 00:24:19.260

SCORE Manasota: Or just simply wait until they get in touch with you, they will get in touch with you when when they get your application.

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00:24:21.210 --> 00:24:28.680

SCORE Manasota: Okay quickly about the Florida emergency bridge loan. There was up to \$50,000 offered by the state in March.

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00:24:29.100 --> 00:24:42.660

SCORE Manasota: And that program unfortunately was discontinued. On April 14 that happened after the \$15 million funds run out. Basically, there were 38,000 companies that have applied for the \$50,000 loans and

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00:24:44.430 --> 00:24:57.630

SCORE Manasota: Only \$1,000 what only 1000 companies were able to acquire because it's a \$15 million fund. So at this stage, we do not believe that the state is going to replenish that fund.

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SCORE Manasota: As a matter of fact, not just for the most states right now are concerned with the financial aspect of their

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00:25:07.380 --> 00:25:22.740

SCORE Manasota: Incoming funds with the lower tax returns that they're getting right now without that they're going to be offering any additional rescue funds here. So if you're seeking any additional funds, we would recommend that you will continue to look towards the federal government to provide

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00:25:24.360 --> 00:25:38.220

SCORE Manasota: Any April 8 webinar we briefly talked about the small business debt relief program that's that's also was made available with the Cures Act. There were \$17 billion that were attributed to that fund.

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00:25:39.540 --> 00:26:00.090

SCORE Manasota: If your if your small business already has a non disaster SBA loan. So that's different than the idol and triple P loans, you will have the loan payment principal interest and fees paid on your behalf by the federal government for six months, period, which is really great help. I think

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00:26:01.200 --> 00:26:18.270

SCORE Manasota: Also, if you have not. If you do not have a non disaster SBA loan and interested in getting one you will get that benefit as well. So as long as you get that loan approved before September 27 2020 you will qualify for six months.

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00:26:19.440 --> 00:26:20.130

SCORE Manasota: Free

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SCORE Manasota: You don't have to pay the payments and that's principal interest and fees. So if you're thinking about applying that's potentially something that

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00:26:30.060 --> 00:26:39.420

SCORE Manasota: Will help you. This program will be automatic SBA will notify you if you have one of these loans. So there are no applications that are needed.

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00:26:39.780 --> 00:26:45.840

SCORE Manasota: And I want to warn you that the idol in the triple P programs are not eligible for this relief.

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00:26:46.800 --> 00:26:59.820

SCORE Manasota: Because they have their own deferred payment rules. If you don't know what those rules are, go ahead and review the webinar video that we put on our website from April 8 we went through those rules also

160

00:27:01.530 --> 00:27:11.790

SCORE Manasota: Many loans guaranteed by SBA are covered under this program I will go briefly through them and I know Denise from first citizens.

161

00:27:12.480 --> 00:27:23.550

SCORE Manasota: Will discuss some of those programs as well. Later on in this presentation. So the flagship loan program that sp offers that's not that's not disaster related is the seven a long program.

162

00:27:24.090 --> 00:27:38.070

SCORE Manasota: It's federally guaranteed you could get a loan have up to \$5 million up to 25 years to pay it back. You could use the funds, pretty much for any kind of working capital or expansions or equipments assets.

163

00:27:39.660 --> 00:27:51.210

SCORE Manasota: These loans are processed through the banks and the credit unions and the interest rate is roughly around 6% right now, it's typically calculated by taking prime and adding about two and a half percentage to it.

164

00:27:51.960 --> 00:28:10.590

SCORE Manasota: In addition to the seven a loan. There is also the five or four loan program which is dedicated to buying assets like land machinery facilities or even your businesses, you could get up to \$5 million and take up to 10 years to pay it. And again, they're processed by the local banks.

165

00:28:12.360 --> 00:28:24.330

SCORE Manasota: And financial institutions. And then lastly, there are the micro loans which are under \$50,000 if you're interested in acquiring any of these loans. What I recommend is that

166

00:28:24.810 --> 00:28:36.570

SCORE Manasota: You wait until the dust settles on the triple P any loans. We think it's going to take another potentially week before that happens and then after that you could go ahead and apply. Just remember, you need to get

167

00:28:37.140 --> 00:28:46.380

SCORE Manasota: Approved for the loan before September 27 of this year in order to qualify for the six months of forgiven payments.

168

00:28:48.870 --> 00:28:57.120

SCORE Manasota: But with that, I would like to pass the baton back to Tom, who is going to be describing briefly the mainstream planting program, Tom.

169

00:28:57.810 --> 00:29:13.500

SCORE Manasota: Thanks. Bo, great job. There's a lot of great update information there for everybody that was involved in those, those are the core core loans for for the carrier's act so thanks to be a good job mainstreet lending program. Next slide please. The bill.

170

00:29:17.400 --> 00:29:26.910

SCORE Manasota: This program is working process. I want to say that again. It's working process. It was announced, very early on when the care Zack was first approved.

171

00:29:27.780 --> 00:29:37.560

SCORE Manasota: And it's aimed mostly at mid sized companies, probably to generally speaking, and we'll move through this quickly because this, this program applies.

172

00:29:38.010 --> 00:29:48.750

SCORE Manasota: To larger companies with businesses up to 10,000 employees not more than 10,000 so you can see it's a fairly large company and up to 2.5 billion in in

173

00:29:49.560 --> 00:30:03.390

SCORE Manasota: Revenues so at score. We have mostly smaller obviously small sole proprietors self employed people with less than 500 many times less than 50 employees so

174

00:30:03.870 --> 00:30:15.510

SCORE Manasota: This program while it is out there, aimed at the larger mid sized companies, it is still available to us as smaller business people. However, you need to know that the qualifications.

175

00:30:15.900 --> 00:30:23.580

SCORE Manasota: Is that you know it's a minimum of a one A \$1 million loan, which is a significant amount of money for most of our small businesses.

176

00:30:24.210 --> 00:30:40.980

SCORE Manasota: And you have to have had at least \$250,000 in earnings before interest. Taxes, Depreciation, which is Eva da and you have to have no debt. So those two qualification those qualifications right there alone, pretty much take a lot of our clients out and

177

00:30:42.780 --> 00:30:52.500

SCORE Manasota: You have to be a business in good standing. Now, a financial good standing. So you have to be a pretty solid business with with some cash in the bank.

178

00:30:53.040 --> 00:31:11.580

SCORE Manasota: Now I I actually put this program up there because if you continue to watch the news, you may see that even if you have participated in the PPP program that the bill just went over, you can participate in this. And they are in the process of discussing they have put out

179

00:31:12.660 --> 00:31:24.120

SCORE Manasota: They are there are a lot of bankers and politicians and different groups of people that are involved in talking about modifying the requirements for this loan.

180

00:31:24.600 --> 00:31:33.900

SCORE Manasota: So it's not sealed and in an envelope and ready to go. So there may be some modifications to this, which may make it

181

00:31:34.410 --> 00:31:47.880

SCORE Manasota: An option for our smaller clients. So that's the reason that we're putting it out here. So keep an eye on the news, it has not been final, final, final approved and some of these criteria for participation may change.

182

00:31:48.480 --> 00:31:56.520

SCORE Manasota: The good thing about this is that it's going to be guaranteed through. If you look at the final bullet there. The Federal Reserve and the Treasury.

183

00:31:57.240 --> 00:32:10.470

SCORE Manasota: In an in an effort to entice the banks to participate in these loan programs they will be taking on 95% of the risk of the loan. It's, it's like the federal government is is co signing the loan for you.

184

00:32:11.040 --> 00:32:18.690

SCORE Manasota: It's a for its right now the terms are four years, the rates are very favorable anywhere from two and a half to 4%

185

00:32:19.380 --> 00:32:28.230

SCORE Manasota: There are, at this point, some initial fees sort of closing fees or points if you may, if you're familiar with mortgages, there'll be some points that you have to pay up front.

186

00:32:28.710 --> 00:32:36.000

SCORE Manasota: But once again, it could be a short four year term loan. There are no payments, do the first year of the loan.

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00:32:36.630 --> 00:32:41.760

SCORE Manasota: So it's, it's basically alone that you pay back in the lat and this year's two, three and four.

188

00:32:42.570 --> 00:32:48.900

SCORE Manasota: Those are the guidelines right now. Keep an eye on the news if it's out there, it may be something you may want to consider.

189

00:32:49.620 --> 00:33:01.140

SCORE Manasota: Going forward in the event that you can't. And one other last thing is you can participate in the PPP program. In addition to this one. So it could be over and above, something to take you four years out.

190

00:33:01.770 --> 00:33:06.510

SCORE Manasota: So that's pretty much that for the main street lending program. Stay tuned and keep an eye on that one. Next slide.

191

00:33:09.510 --> 00:33:22.140

SCORE Manasota: So at this point, we're going to introduce Barry and we're going to talk about some reputable lending sources for alternatives to SBA and and PPP loans.

192

00:33:25.110 --> 00:33:31.830

SCORE Manasota: If today if you're on. Could you please read through Barry's introduction there if you could, and then we'll turn it over.

193

00:33:41.250 --> 00:33:43.680

Janae Korte: I'm sorry I don't have berries introduction

194

00:33:43.980 --> 00:33:45.930

Barry Portugal: That's okay, I can introduce myself.

195

00:33:46.470 --> 00:33:48.810

SCORE Manasota: Okay, thanks. Barry. My apologies.

196

00:33:49.170 --> 00:33:51.060

Barry Portugal: That's okay. Good afternoon, everyone.

197

00:33:52.320 --> 00:34:06.780

Barry Portugal: My name is Barry Portugal. I've been a score mentor for about three years. I'm a background in health care, but because of all of the financial aid issues relating to the coven 19 pandemic.

198

00:34:07.800 --> 00:34:17.220

Barry Portugal: I volunteered to be someone who can focus on some of the key issues. So today, my part of the presentation.

199

00:34:18.540 --> 00:34:27.210

Barry Portugal: Is going to focus on two very important topics. First I'm going to explain where and how to apply for a triple P loan if

200

00:34:27.840 --> 00:34:35.160

Barry Portugal: You haven't done. So we hope you have because everything we're reading and what we're hearing is that the money for the triple P loans.

201

00:34:35.670 --> 00:34:48.030

Barry Portugal: Might be exhausted in a week or two, but I'll explain in a moment. Or you might want to look for an alone application. If your bank or if your credit union.

202

00:34:48.780 --> 00:34:59.490

Barry Portugal: Is not available to you. The second topic. I'm going to talk about unemployment benefits, something that's very important than these days and times next time.

203

00:35:01.500 --> 00:35:11.790

Barry Portugal: So most of us think about banks when we think about getting alone. A bankers provide important services and can be very helpful when we're looking for loans.

204

00:35:12.390 --> 00:35:27.630

Barry Portugal: So when we think about where to go for to apply for triple P loan. In addition to banks. I'm going to explain what is considered non banking sources. They can also be very a very valuable place to apply next

205

00:35:31.380 --> 00:35:53.130

Barry Portugal: This. This slide is very busy, but what it represents. Are the 19 banks in the United States that had the most SBA loans last here. These are national banks. These are big banks and if you attended our April 8 workshop Atlas was included as well for. Next slide please.

206

00:35:54.420 --> 00:36:11.520

Barry Portugal: Now, in addition to these national banks want to spend a few minutes today talking about what I what I considered local area community banks in my experience, they play a very important role for business lending.

207

00:36:13.230 --> 00:36:16.710

Barry Portugal: Most community banks take a personal approach to their customers.

208

00:36:17.730 --> 00:36:21.360

Barry Portugal: And can be responsive to triple P loans quickly.

209

00:36:23.370 --> 00:36:34.050

Barry Portugal: community banks are still accepting applications. And here's a list of those are prominent community banks and. Next slide please.

210

00:36:35.040 --> 00:36:48.750

Barry Portugal: In addition to the community banks, credit unions are also accepting triple P applications. However, last week, learned that achieve a credit union is no longer accepting applications.

211

00:36:49.770 --> 00:37:07.860

Barry Portugal: What happens is when you go on the achieve a website, you are forwarded to another financial institution to apply they're having said that, we believe most of the credit us listed here are continuing to accept applications today. Next slide please.

212

00:37:10.020 --> 00:37:15.120

Barry Portugal: So part of what I want to talk about our non banking options.

213

00:37:17.760 --> 00:37:20.130

Barry Portugal: If, if your bank or credit union.

214

00:37:21.300 --> 00:37:24.480

Barry Portugal: isn't being cooperative if they're not being helpful.

215

00:37:25.710 --> 00:37:34.770

Barry Portugal: A lot of talk about fintech companies and intermediary companies that are available to help you with alone. Next, please.

216

00:37:36.570 --> 00:37:49.200

Barry Portugal: So what is a fintech until recently, many of us, me included and never heard of fintech for what is it, so a fintech company is simply a term.

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00:37:49.770 --> 00:38:07.170

Barry Portugal: As the scribes companies, a process loans with a high degree of electronic technology that's what they are. And because most operate in a virtual world. They can quickly and effectively process loan applications X, please.

218

00:38:11.070 --> 00:38:19.980

Barry Portugal: Some of the fintech companies like many banks have been swamped with triple P loan applications. Some are no longer accepting

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00:38:21.480 --> 00:38:37.380

Barry Portugal: Those applications. However, we've learned recently that many of the fintech companies listed here are accepting loan applications, especially if the applicant doesn't have an existing account with US company that's pleased

220

00:38:40.290 --> 00:38:51.990

Barry Portugal: With the triple P loan funding that just opened on Monday. There are indeed a lot more places to go to look for a loan. This list will provide you with a link to some of the top fintech company.

221

00:38:53.520 --> 00:38:54.150

Barry Portugal: X, please.

222

00:38:56.670 --> 00:39:05.910

Barry Portugal: As I mentioned earlier intermediary companies are also valuable matchmakers for business owners or shopping for triple P low

223

00:39:06.960 --> 00:39:14.370

Barry Portugal: intermediaries and just that they take your information and they match you with an SBA approved lender.

224

00:39:15.480 --> 00:39:24.000

Barry Portugal: This option might be worthwhile for business owners who've grown frustrated trying to get a triple P loan approved X likely

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00:39:26.490 --> 00:39:29.310

Barry Portugal: As the Bill said in his one of his earlier slide.

226

00:39:31.320 --> 00:39:46.110

Barry Portugal: When the legislation was approved for this new 310 billion dollars they they allocated additional funds for what are called community organizations, there are two

227

00:39:47.460 --> 00:40:08.580

Barry Portugal: The first is something called a community development financial institution or CDF CDF eyes are organizations that serve the community, you don't necessarily serve big businesses and if you're interested in learning more about CDF eyes. There's a link below on the page.

228

00:40:10.020 --> 00:40:10.980

Barry Portugal: Next slide please.

229

00:40:12.600 --> 00:40:34.920

Barry Portugal: And in addition to CDF eyes. There are organizations now accepting loans that are devoted mostly the minority the minority deposit institutions are empty eyes are organizations that generally serve the minority community and usually have board members that are mostly minority.

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00:40:37.770 --> 00:40:53.220

Barry Portugal: If you want to learn more about the empty eyes and think this might be an option for you listed below is our links that will provide more information as well as a list of local MBAs for you to consider.

231

00:40:54.420 --> 00:40:55.020

Barry Portugal: Next slide.

232

00:40:56.520 --> 00:41:08.490

Barry Portugal: So in addition to talking about alternative lending sources. I'd like to spend some time talking about unemployment benefits.

233

00:41:09.870 --> 00:41:11.040

Barry Portugal: Can you wait just a moment.

234

00:41:14.100 --> 00:41:14.910

Barry Portugal: Next slide please.

235

00:41:19.650 --> 00:41:21.720

Barry Portugal: As some of you have probably heard

236

00:41:23.070 --> 00:41:41.850

Barry Portugal: There had been some serious delays with the Florida State unemployment program. And what I'd like to do this afternoon is to help you understand how you may move ahead and applying for, or in some cases reapplying for employee benefits.

237

00:41:46.230 --> 00:41:48.360

Barry Portugal: I'm gonna put it on mute. For a second move to another.

238

00:42:13.500 --> 00:42:18.690

Barry Portugal: I apologize. There were some people outside cutting the grass. I hope you can hear me better

239

00:42:20.580 --> 00:42:21.090

Barry Portugal: So,

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00:42:22.590 --> 00:42:32.760

Barry Portugal: In terms of. Step one. It's important that you understand the rules of the road about who's eligible to apply for unemployment in the state of Florida.

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00:42:33.600 --> 00:42:41.370

Barry Portugal: You have to be unemployed, through no fault of your own, you should be able to work again. You have to be paid wages, which I'll explain in a moment.

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00:42:42.780 --> 00:42:46.260

Barry Portugal: And you've had to have earnings in the last two quarters.

243

00:42:47.580 --> 00:42:53.070

Barry Portugal: And you had to have earned at least 30 \$400 in the last year. Next slide please.

244

00:42:55.830 --> 00:42:56.310

Barry Portugal: Now,

245

00:42:58.200 --> 00:43:03.120

Barry Portugal: There are two aspects to unemployment benefits.

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00:43:04.350 --> 00:43:14.700

Barry Portugal: First is, Florida. And the other part is federal so I'm going to try to explain how you might apply for one or both. So

247

00:43:15.900 --> 00:43:21.270

Barry Portugal: First, and most important, if you work in Florida and your employer contributed

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00:43:22.620 --> 00:43:34.080

Barry Portugal: State unemployment taxes, known as pseudo state unemployment taxes, then you're eligible for Florida unemployment as long as you meet the requirements on the last slide.

249

00:43:35.790 --> 00:43:36.840

Barry Portugal: In order to

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00:43:37.890 --> 00:43:45.060

Barry Portugal: Get the \$275 in Florida. You'll also be able to apply for federal government.

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00:43:46.080 --> 00:43:55.350

Barry Portugal: Unemployment benefits that will pay you \$600 a week through the end of July and maybe even beyond that. Now here's an important part

252

00:43:57.030 --> 00:44:07.680

Barry Portugal: In order to be eligible for the Federal unemployment benefits you must apply through the Florida unemployment website. Next slide please.

253

00:44:09.720 --> 00:44:23.190

Barry Portugal: Now if you are not a salaried worker and no state employment taxes were paid on your behalf, then. Unfortunately, you are not eligible for Florida unemployment benefits.

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00:44:23.910 --> 00:44:39.150

Barry Portugal: But if you were an independent contractor a gig worker or you own your own businesses and took out an owners draw, then you are eligible to receive the \$600 a week in federal unemployment benefits.

255

00:44:40.320 --> 00:44:45.990

Barry Portugal: Remember that the federal benefits run until the end of July and maybe a little longer, but

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00:44:47.940 --> 00:44:56.670

Barry Portugal: Not to beat a dead horse in order in order to apply for federal unemployment benefits. You have to read through the state of Florida.

257

00:45:00.390 --> 00:45:00.990

Barry Portugal: Next slide.

258

00:45:06.390 --> 00:45:12.300

Barry Portugal: This slide basically explains how you might be able to accompany on the July.

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00:45:13.710 --> 00:45:18.780

Barry Portugal: Deadline and getting the additional 13 weeks which will take you through November.

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00:45:20.310 --> 00:45:41.040

Barry Portugal: But just remember this all unemployment benefits both state and federal are taxable also the program is means tested. And that simply means that you're going to have to show the government that you're out looking for a job. Now before I go on, I need to explain a few other

261

00:45:42.150 --> 00:45:45.360

Barry Portugal: Bits of information about unemployment here in Florida.

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00:45:47.370 --> 00:46:02.160

Barry Portugal: Based on a news report over the weekend. We learned that 40% of all Florida unemployment claims or denied from March the 15th through this past Monday 40%

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00:46:03.240 --> 00:46:14.220

Barry Portugal: Additionally, the local news stations reported that the Department of Economic Opportunity, which is where you go for your unemployment do now says

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00:46:15.090 --> 00:46:37.260

Barry Portugal: It, anyone who was declared ineligible and who applied honor before April 4 will need to reapply because Florida law says that if if you were unemployed and and you have to reapply at the beginning of every quarter, which was April 1 so

265

00:46:38.580 --> 00:46:41.430

Barry Portugal: That to make this more complicated than it already is.

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00:46:42.450 --> 00:46:54.750

Barry Portugal: Let me repeat if you applied for unemployment benefits before April 4 and you have not begun to receive payments, you are going to have to reapply

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00:46:56.070 --> 00:47:01.110

Barry Portugal: For those benefits and whether you were a W two worker.

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00:47:02.580 --> 00:47:07.980

Barry Portugal: Or 1099 worker is you're still going to have to reapply

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00:47:09.030 --> 00:47:18.870

Barry Portugal: Now if you apply after April 5 the d o says you'll be contacted to answer some additional questions so

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00:47:20.040 --> 00:47:36.960

Barry Portugal: We recognize that this is confusing, but we also recognize that this is a really critical issue to employers and their employees. So as additional information becomes available, we'll post it on our website. Next slide.

271

00:47:38.760 --> 00:47:41.160

Barry Portugal: Now I have some men and what I think is good news.

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00:47:42.390 --> 00:47:57.210

Barry Portugal: For employers who want to keep valuable employees Florida offers a program called a short time compensation program or STC STC allows employers.

273

00:47:58.860 --> 00:48:05.850

Barry Portugal: Who have valuable employees to let the employees work shared hours, rather than being laid off.

274

00:48:07.470 --> 00:48:16.320

Barry Portugal: Employees who were shared hours can apply for partial unemployment benefits and still work part time X ly

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00:48:18.450 --> 00:48:35.010

Barry Portugal: According to the STC website. The program reduces the class associated with hiring and training new employees, please, and gives the employer an opportunity to retain value value valued employees. I think this was great.

276

00:48:36.180 --> 00:48:37.020

Barry Portugal: Next slide please.

277

00:48:39.390 --> 00:48:49.500

Barry Portugal: So, you know, you've heard that there is no such thing as a free lunch for there isn't Florida set some pretty rigid criteria for the program, which you can read later.

278

00:48:51.540 --> 00:49:04.260

Barry Portugal: But if you think that s t t program would benefit your business, go to the link below and get more particulars. So with that, I want to thank you for your attention. I appreciate it.

279

00:49:04.920 --> 00:49:24.300

Barry Portugal: As we said earlier will be available to take your questions after the presentation. And now I'd like to introduce the nice Gagne and Greg pas Lansky the first Citizens Bank, they are here to discuss SBA loans from the bankers perspective and nice and correct

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00:49:40.620 --> 00:49:42.960

Greg POZNANSKI: Thank you, this is Greg was Nancy, how you don't hear me.

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00:49:43.860 --> 00:49:44.220

Yes.

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00:49:45.930 --> 00:50:01.260

Greg POZNANSKI: Okay thanks guys for having us today. We want to go through Denise is the manager on university Parkway for Citizens Bank and I'm the commercial banker here at up for citizens at the university branch as well. I'm

283

00:50:02.400 --> 00:50:15.510

Greg POZNANSKI: Kind of going over the the PPP items, we've had, you know, seeing it firsthand the banks have done a tremendous job of shifting gears without having to really add staff or do anything else. So

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00:50:15.810 --> 00:50:17.820

Greg POZNANSKI: It's been, it's been a very challenging time

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00:50:17.970 --> 00:50:20.190

Greg POZNANSKI: For the amount of volume that's come through the banks.

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00:50:21.330 --> 00:50:28.710

Greg POZNANSKI: And what they're still doing to get them done long weekends, a lot of hours. I've been working Saturday and Sunday, putting stuff in as well so

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00:50:29.880 --> 00:50:40.140

Greg POZNANSKI: You know they are trying to get everybody everybody taken care of. If Denise is on. I'll let her get into some of the items that were kicking some of these applications out that we've been seeing. Yeah.

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00:50:40.950 --> 00:50:48.990

Greg POZNANSKI: We've heard some stuff from from Chase and Bank of America, the bigger banks that have automated systems that you know what some of the issues might have been just auto declined.

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00:50:50.610 --> 00:50:55.380

Greg POZNANSKI: Not nothing to do with the client or anything like that, but just some of the paperwork. So Denise you on

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00:50:56.100 --> 00:51:05.100

Denise Gagne: Yes I yeah thanks so much. Greg, I appreciate that. I just want to take a moment on your screen here. There's some question and answers with some

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00:51:05.790 --> 00:51:13.410

Denise Gagne: Just multiple choice questions. If you could just take a moment to go through and answer some of those questions, I would greatly appreciate it.

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00:51:15.210 --> 00:51:22.620

Denise Gagne: And as we move along here. What I'm going to do is if we can just go ahead and move to the next slide.

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00:51:25.110 --> 00:51:39.360

Denise Gagne: Great, this is Greg and eyes information. So if you have any additional questions after the call today, please feel free to reach out to us or email us if we can't get back to you. Today we will get back to you with an answer rather quickly. So

294

00:51:40.380 --> 00:51:43.140

Denise Gagne: Make sure you save this slide. So you can reach out to us.

295

00:51:44.880 --> 00:52:01.410

Denise Gagne: The next page that we have here is the you may be familiar with. It is the PPP application and what is happening with the PPP application is what we've seen for it to be kicked out. So I wanted to take some time to go over this with you today.

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00:52:02.490 --> 00:52:14.310

Denise Gagne: Several times I saw very common mistakes and these were things that we were able to help our clients through prior to actually submitting the application.

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00:52:14.880 --> 00:52:28.260

Denise Gagne: Some of the larger banks automatically just accepted the application and then declined it with no specific reasons. Greg and I personally went through each one of our clients applications and

298

00:52:29.580 --> 00:52:40.860

Denise Gagne: You know quickly realized what was incorrect or not added on here. So what I want to do with you is whoever you're working with, or if you've already submitted an application or if you have been declined.

299

00:52:41.340 --> 00:52:49.710

Denise Gagne: Make sure that you go back and you pay attention to these specific items. So on the first page here you're going to see

300

00:52:50.160 --> 00:53:02.190

Denise Gagne: The top box top left hand side sole proprietor partnership C Corp. What type of organization, are you, it's very important to check off one of these boxes.

301

00:53:02.430 --> 00:53:09.480

Denise Gagne: Because that's going to tell us what forms are we going to need are we going to need a 1099 are we going to need the 940 ones.

302

00:53:10.410 --> 00:53:21.960

Denise Gagne: Or the 914 so make sure that you're clicking on the type of organization that you are if you are a DPA. Make sure you put your dB A name in there. Your business legal name.

303

00:53:23.070 --> 00:53:39.840

Denise Gagne: Several times I've seen come through ABC company and its really ABC LLC. Make sure your name is accurate on there. What we're finding is people are rushing through these just trying to get the application in and it's not accurate.

304

00:53:40.710 --> 00:53:52.080

Denise Gagne: Your address what is showing on your 941 what is showing on the tax returns, make sure the business addresses on there, the business tax ID number in the business phone number.

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00:53:52.950 --> 00:54:04.080

Denise Gagne: Shockingly enough it will get kicked back if you do not have the tax ID number on there. I know you're going to have the documentation. But we need this form completed accurately.

306

00:54:04.650 --> 00:54:13.380

Denise Gagne: With every checkmark box checked off every part of it filled out, who was the primary contact. What is their email address.

307

00:54:14.430 --> 00:54:26.910

Denise Gagne: Now, when we get into the midsection. Here we have the average monthly payroll. Now, if you're a corporation and you file and you have a payroll company, they are able to provide you the 940 ones or the

308

00:54:28.560 --> 00:54:35.760

Denise Gagne: The average monthly payroll, you just take that annual ised amounts and you divided by 12 and it goes in that dollar amount

309

00:54:36.180 --> 00:54:42.780

Denise Gagne: And then it breaks it down for you by doing it by two and a half times for the ADL now.

310

00:54:43.560 --> 00:54:49.380

Denise Gagne: Here at first Citizens Bank, we provided a calculator for our clients to be able to complete this for them.

311

00:54:50.040 --> 00:54:59.130

Denise Gagne: And that dollar amount is filled in by the calculations that we provided for them it again if you have not

312

00:55:00.090 --> 00:55:12.750

Denise Gagne: Worked with a bank or if you have work with your bank and it has been declined. Go back to them and ask them if they have a calculator to be able to help you calculate calculate this and finalize the numbers in there for you.

313

00:55:13.440 --> 00:55:19.830

Denise Gagne: Again, the number of employees was left blank. I'm one of ours, and we caught it before it was actually put in

314

00:55:20.970 --> 00:55:30.420

Denise Gagne: Again, it can be anywhere from one to 500 employees make sure that you're you're filling that in the purpose of the loan now.

315

00:55:31.260 --> 00:55:41.370

Denise Gagne: We all know this is the payment Protection Program payroll is going to be checked off on there. You can also use utilize the money for least mortgage interest utilities.

316

00:55:42.360 --> 00:55:59.190

Denise Gagne: Other I haven't seen anything marked off on there because it's very specific on how you have to spend these funds 75% of that has to be utilized for payroll. The remaining 25% of that can be used for mortgage interest in utilities, so make sure you're completing that as well.

317

00:56:00.240 --> 00:56:07.230

Denise Gagne: The applicant ownership. The easiest way to fill this out is to go to sun biz and and who's on your business.

318

00:56:07.590 --> 00:56:15.180

Denise Gagne: Is it your, your wife. What is her percentage of the ownership is it just you. What is the percentage are you 100%

319

00:56:15.450 --> 00:56:31.710

Denise Gagne: Make sure you're completing that if there are more than two owners, make sure that you are providing a separate spreadsheet for that with the owner's name the title, the percentage of the ownership their social security number and the address for them.

320

00:56:33.270 --> 00:56:40.950

Denise Gagne: The questions below that need to be checked off yes or no. If it is left blank. It is not a complete application.

321

00:56:42.120 --> 00:56:48.240

Denise Gagne: The second part of that for the questions is specifically questions, five, and six.

322

00:56:49.110 --> 00:57:01.980

Denise Gagne: Of course, seven and eight. You have to mark off yes or no for those. But again, pay attention. It says initial here to confirm your response to question five and then initial here to confirm your response for Question six.

323

00:57:03.030 --> 00:57:11.760

Denise Gagne: I would have to say out of every 10 applications at least three we're missing the signatures on those specific spots and

324

00:57:12.630 --> 00:57:30.840

Denise Gagne: The minor mistakes will get it kicked out or declined and if your bank is not one of the banks that are looking at it for you, then it's going to hold up the process for you or you're not going to be able to get your PPP funding on that. Can we go to the next slide please.

325

00:57:33.690 --> 00:57:49.470

Denise Gagne: Thank you. Again, this is just the second page of the slide that we have and it's a matter of you initialing and signing and dating and printing your name again very important that this is initialed and signed

326

00:57:52.020 --> 00:57:57.720

Denise Gagne: The, there was a couple where one was not marked off because they didn't feel it was appropriate for them.

327

00:57:58.770 --> 00:58:08.040

Denise Gagne: Fortunately, and unfortunately we caught it for them it would have held up the process for them. So make sure that your initialing off on every one of the

328

00:58:08.520 --> 00:58:15.990

Denise Gagne: Items that is needed signing it dating it and printing your name. Take your time doing this request if

329

00:58:16.440 --> 00:58:26.370

Denise Gagne: On any application. And I'm not just talking about the PPP application or anything, even if it's a consumer consumer commercial loan that you're looking for.

330

00:58:26.850 --> 00:58:42.660

Denise Gagne: If the bank provide you 10 pages provide 10 completed pages back and, for example, even if it's not applicable to you return that back listing that it's not applicable to you.

331

00:58:43.770 --> 00:58:46.080

Denise Gagne: Take your time go through it thoroughly.

332

00:58:48.240 --> 00:58:49.350

Denise Gagne: Next slide please.

333

00:58:51.120 --> 00:59:00.990

Denise Gagne: Okay so preparing for a business loan. This is so important right now. And the reason for this is because, why is knowing and understanding your credit important

334

00:59:01.920 --> 00:59:11.040

Denise Gagne: It has always been important so you can explain reasons why there's been a blip in your credit report or there's something on there that you're not familiar with.

335

00:59:11.940 --> 00:59:23.370

Denise Gagne: Make sure you understand it, there's free credit reports out there that's not always accurate, but it gives you a good snapshot of where you are in your credit history.

336

00:59:24.510 --> 00:59:39.120

Denise Gagne: Be prepared to tell your story. Now this is the most important part about your business. And this isn't just for code 19 but this is when you started your business, or even if you're starting up a business.

337

00:59:40.260 --> 00:59:54.210

Denise Gagne: You always wanted to have a business plan to be able to explain how are you are going to get to those goals. What have you done. What is your experience. Now we have to really focus on what is the story of the

338

00:59:55.650 --> 01:00:05.430

Denise Gagne: What happened. What did you do, how did you handle it with this new environment, what changes are you going to do

339

01:00:06.330 --> 01:00:19.200

Denise Gagne: To make your business successful. Again, we may need to change the whole business plan, but you need to know that story and how the how, what, why, okay.

340

01:00:20.190 --> 01:00:29.400

Denise Gagne: Put your story in the long request in writing. This is your business plan. Go back and read it, you may have to revamp what you already wrote

341

01:00:30.030 --> 01:00:43.110

Denise Gagne: And include the coven 19 story in there. You may be a restaurant owner, you may be concrete business, you may be a general contractor. I don't know the answer to that, but you need to be able to know

342

01:00:44.520 --> 01:00:48.240

Denise Gagne: What happened. What did you do, and how did you handle it.

343

01:00:49.260 --> 01:01:04.980

Denise Gagne: Always include your financial data, your projections are always good to have on hand as to the why, in the house. This is why it happened. This is how I handle it. And this is how I see my business growing continually down the road.

344

01:01:06.840 --> 01:01:08.790

Denise Gagne: Make an appointment with your banker.

345

01:01:09.960 --> 01:01:16.380

Denise Gagne: Your business banker is going to be your best friend through this. They are not going to write your business plan for you.

346

01:01:16.710 --> 01:01:28.260

Denise Gagne: But we're going to be able to help you through that process, we're going to be able to ask those questions that we're going to need to know the answers to that you'll be able to put in your business plan for you.

347

01:01:30.090 --> 01:01:36.810

Denise Gagne: And then now I'm just going to go ahead and hand it over to Greg to talk about the different types of entities that will be able to work for this.

348

01:01:37.830 --> 01:01:38.430

Denise Gagne: Great. Can you

349

01:01:39.630 --> 01:01:48.780

Greg POZNANSKI: Yeah, thanks. Thanks. Denise and um yeah just to mimic some of the stuff that Denise was saying about the loan is each loan that we receiving we were getting different

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01:01:49.350 --> 01:01:57.660

Greg POZNANSKI: Different answers, different things. So I think a lot, a lot, a lot of clients didn't understand exactly what they were filling out or how to fill it out, which

351

01:01:58.080 --> 01:02:05.130

Greg POZNANSKI: Into the program was little, little rushed into play. And we still don't even have some of the answers of house forgiveness is going to be

352

01:02:05.550 --> 01:02:11.880

Greg POZNANSKI: You know handle at the end of this. I think they're just trying to get through all the all the loans out to the clients to help you. Well,

353

01:02:12.540 --> 01:02:23.280

Greg POZNANSKI: But when you know when it comes to talk with the banker, that's definitely what we do in every bank should have no commercial banker that you bank with if you, you know, we talked to people every day.

354

01:02:24.450 --> 01:02:31.410

Greg POZNANSKI: We do reviews, even if you bank with us or not we bank. We asked, try to find out what is the best for your client.

355

01:02:32.010 --> 01:02:42.780

Greg POZNANSKI: And the best thing to do for you as you go through things is to find out what you not only need today, but in times of need. The best time to get something is to

356

01:02:43.230 --> 01:02:52.170

Greg POZNANSKI: Put a line of credit in place when things are good. You don't use it. So you have it in place for the time as of right now, when you would really need it. It's hard to get

357

01:02:53.010 --> 01:03:03.210

Greg POZNANSKI: That's a suggestion I would say what you need to go back to and put into into your plan to get when things turn around, or even discuss now with your bank.

358

01:03:03.900 --> 01:03:12.660

Greg POZNANSKI: Just having review of your finances as you get into a lot of them for rates have gone down a lot of a lot of things have changed, right now, that can benefit.

359

01:03:13.230 --> 01:03:25.380

Greg POZNANSKI: Business clients for a long time. If we can get some things in place for the types of types of business. I'm looking at some of the stuff that we as you're going through is different types of entity types.

360

01:03:26.580 --> 01:03:35.370

Greg POZNANSKI: Please work with your CPA on what you want to provide and what you because most of them relate to the tax rate and how you're paying and if you're paying them a personal level, or if you're paying

361

01:03:35.850 --> 01:03:39.990

Greg POZNANSKI: You know, on a corporate level there's different tax brackets and how you're going to be classified

362

01:03:40.560 --> 01:03:48.480

Greg POZNANSKI: To do these is what you're going to be paying in taxes at the end of the year. That's typically run through your business or it's like a sole proprietors run through your personal

363

01:03:48.780 --> 01:04:00.510

Greg POZNANSKI: It's a lot of different items and we listed them here on the on a page for you. So please take a look at that and, you know, call us or or ask for that. Have any questions regarding that. Next slide please.

364

01:04:02.850 --> 01:04:04.050

Greg POZNANSKI: Looking at some of the

365

01:04:05.880 --> 01:04:07.290

Greg POZNANSKI: Capital solutions.

366

01:04:09.420 --> 01:04:18.930

Greg POZNANSKI: Authentic you looking at some of the, the capital solutions that you know most banks offer, you know, typical commercial lines credit lines equipment finance and leasing

367

01:04:19.740 --> 01:04:29.790

Greg POZNANSKI: This SBA loans to 504 of the 778 today for ones will kind of explain kind of explain a little bit earlier, you know, agriculture and municipal

368

01:04:30.480 --> 01:04:36.300

Greg POZNANSKI: Loans. We do that stuff as well. We have specialized departments for that and most banks do certain areas of the

369

01:04:36.870 --> 01:04:46.560

Greg POZNANSKI: Of the banks are really specified in these and then, you know, typical credit card and purchasing cards we offer all that stuff as well as most banks do

370

01:04:47.370 --> 01:04:54.840

Greg POZNANSKI: If some of the smaller businesses can really benefit from a credit card with some rewards and then you also have some business loans that

371

01:04:55.350 --> 01:05:03.060

Greg POZNANSKI: Right now, if you haven't, an SBA loan or you've been in business, three or four years. It might be a good time to really take a look at your SBA loan.

372

01:05:03.690 --> 01:05:12.630

Greg POZNANSKI: We I've been able to and Denise has been able to refinance. Some of those variable rates into long term fixed rates at half

373

01:05:13.200 --> 01:05:30.420

Greg POZNANSKI: You have to rate it can really put some cash flow back into your into your business in a time of need. As of now, same thing with equipment and financing great time to purchase new equipment, if, if you can, if you think about the future of what you can go to, or even your current equipment.

374

01:05:31.470 --> 01:05:42.930

Greg POZNANSKI: Looking to upgrade the current equipment they have or even refinancing that current equipment from from a higher interest rate and locking it into a five year seven year term. And then you're done with it.

375

01:05:45.060 --> 01:05:51.600

Greg POZNANSKI: Typically the the credit lines are managed by the account of sales and one thing that

376

01:05:52.350 --> 01:06:01.800

Greg POZNANSKI: Needs kind of touched on a little bit and a couple of gentlemen touched on a little earlier is that the way the, the bank is the bank's going to be looking at a lot of things right now is going to be

377

01:06:03.180 --> 01:06:13.770

Greg POZNANSKI: Your story of how your business has gotten through this current situation, you may have been a very successful business owner and a lot of sales last year but

378

01:06:14.310 --> 01:06:23.490

Greg POZNANSKI: Are the cell is going to continue and at what rate are they going to continue is how the banks may look at new loan opportunities going into the rest of this year.

379

01:06:25.740 --> 01:06:34.980

Greg POZNANSKI: Banks are still lending. We're still lending. We're still looking to provide opportunities, just we wanted to have the solution that's going to best fit you to come

380

01:06:35.370 --> 01:06:47.100

Greg POZNANSKI: Help you through this situation and put you into the next, you know, two or three years that can really benefit the client to provide solid solutions in their business. Next slide please.

381

01:06:50.010 --> 01:06:53.400

Greg POZNANSKI: Different types of loans are the typical term loans.

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01:06:55.020 --> 01:07:00.420

Greg POZNANSKI: Lend to those very if it's a commercial building. They go up to 15 2025 years

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01:07:01.770 --> 01:07:07.770

Greg POZNANSKI: Some of the smaller while we're seeing right now in the in the market is the, the shorter term.

384

01:07:08.490 --> 01:07:16.020

Greg POZNANSKI: fixed term rates are really, really reasonable and a lot lower, some in the three of the 3% and stuff like that.

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01:07:16.620 --> 01:07:29.460

Greg POZNANSKI: Really really crazy rates that you can lock in for a not a long time but 357 years or even 10 years are we're seeing some really good, really good rates and that might be a good opportunity for you to

386

01:07:30.510 --> 01:07:37.590

Greg POZNANSKI: Take a look at that are looking at getting a new loan and then line of credit, same thing. They're, they're revolving which typically leads to a

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01:07:38.190 --> 01:07:47.610

Greg POZNANSKI: variable rate which is lower as well. But those are lines of credit that a revolving interest only monthly payments can really benefit in a time

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01:07:48.120 --> 01:07:57.480

Greg POZNANSKI: Of need or buying purchasing whatever you're doing as a business and paying it back, you know, each month or each 45 days. This creates a little bit more cash flow.

389

01:07:58.080 --> 01:08:06.630

Greg POZNANSKI: In your business, sometimes 60 days and also falls under that the purchase card is pretty much a glorified credit card.

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01:08:07.470 --> 01:08:13.320

Greg POZNANSKI: That can provide a lot higher limits and you know for for higher buying power when you're buying your certain

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01:08:14.160 --> 01:08:25.410

Greg POZNANSKI: Certain needs and you typically get a 1% rebate at the end of either six months or a year on those which most bang. Most banks offer those, you get a check. It's just usually cash.

392

01:08:27.000 --> 01:08:37.170

Greg POZNANSKI: But what that does is it provides a lot more buying power when you're buying say 2020 items you can buy 200 at a lot this kind of rating can prolong the one one card with

393

01:08:38.250 --> 01:08:40.110

Greg POZNANSKI: No interest. It's got to be paid back

394

01:08:41.310 --> 01:08:56.940

Greg POZNANSKI: 3045 days. But what what we're seeing is it turns a 30 day cycle into a 60 day cycle as you get your get your flow going. So that's a really good benefit for a short term, you know, cash flow need to buy and then sell your items.

395

01:08:59.490 --> 01:09:00.270

Greg POZNANSKI: Next slide please.

396

01:09:04.020 --> 01:09:09.660

Greg POZNANSKI: And then following up on the on the loan amounts. What we want to really look at is how you're

397

01:09:09.990 --> 01:09:17.010

Greg POZNANSKI: Coming up with what you're providing. If you're looking at doing a building is ready. Good any need any means. Additionally, to the building.

398

01:09:17.370 --> 01:09:28.170

Greg POZNANSKI: You want to take a look at all your costs up front and provide your banker with a solid plan of what you want to achieve in the next five years, not just your current amount

399

01:09:28.770 --> 01:09:36.450

Greg POZNANSKI: Basically it is so much easier to ask for additional or even put additional guidance lines in

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01:09:36.990 --> 01:09:47.400

Greg POZNANSKI: And in place for equipment purchases you want to purchase over the next year, not necessarily at the time of when you're actually looking to buy it or if you're buying a building, we can provide

401

01:09:48.300 --> 01:09:57.570

Greg POZNANSKI: Equipment guidance lines that provide that rate locked in for a year. So if you're not looking to, you know, you buy a truck today, you may need a printer.

402

01:09:58.170 --> 01:10:04.020

Greg POZNANSKI: Or something, six months from now, you just pull through. Just call your banker and it just pull all the right from the guidance line.

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01:10:04.380 --> 01:10:09.630

Greg POZNANSKI: Really good stuff. But we need to know we need to understand what you're wanting to accomplish the next

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01:10:10.500 --> 01:10:16.170

Greg POZNANSKI: Year three years, five years and we can help put things in place that can actually get you there.

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01:10:16.980 --> 01:10:28.800

Greg POZNANSKI: A lot easier than trying to do a piece by piece. Every time you need a piece of equipment, providing all of your documents is a pain. It takes a lot of time and effort. So we look at, we look at ways to create a better

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01:10:29.910 --> 01:10:37.230

Greg POZNANSKI: synergy of around getting everything approved at one time and then rolling it out over a year period.

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01:10:37.620 --> 01:10:46.560

Greg POZNANSKI: We can also do that as well. Not necessarily. And something on the guideline you pay nothing until you actually use it. So if you never use it you know you don't pay a dime.

408

01:10:47.220 --> 01:10:59.160

Greg POZNANSKI: But you do have \$100,000 available to you to purchase a piece of equipment, if you need to. So things like that furniture computers we do loans and all that stuff as well.

409

01:11:01.020 --> 01:11:07.770

Greg POZNANSKI: A lot of people don't think about that, but it can add up in prices and then you know the soft costs. So if you're looking to build a building or looking at

410

01:11:08.280 --> 01:11:16.170

Greg POZNANSKI: building out a space you have a lot of extra costs that people don't realize what goes into that engineering architectural design marketing.

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01:11:16.800 --> 01:11:21.210

Greg POZNANSKI: Hiring even a consultant to figure out what what space. You want to do or how to how to put it up.

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01:11:22.020 --> 01:11:32.160

Greg POZNANSKI: Can provide a lot of extra cost that you really don't think about on a on a basis when you're asking your the bank for a loan. So just don't think about the loan as what

413

01:11:32.580 --> 01:11:42.030

Greg POZNANSKI: You know, I want to buy this for 250,000 but really if you're going to sit down with the banker, ask them how they can help you and if they don't understand and find somebody that actually will

414

01:11:42.660 --> 01:11:47.280

Greg POZNANSKI: Sit down and help you. Sometimes people are too busy and don't take the time they just rush to

415

01:11:47.700 --> 01:12:01.440

Greg POZNANSKI: Rush, the thing right through and you got your \$50,000 loan, but you really could have gotten a lot more out of that 110 minutes that you took it. Put all your stuff together. Now you don't have to do it again with somebody else at a later date.

416

01:12:02.580 --> 01:12:03.090

Greg POZNANSKI: Next one.

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01:12:06.390 --> 01:12:14.700

Denise Gagne: Thanks, Greg. I appreciate that. Yeah, those are excellent points to be able to look at alternate options should the PPP funding.

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01:12:15.330 --> 01:12:28.020

Denise Gagne: Not come through for you. We do know that it is going to run out sooner rather than later. And if you're in the queue. That's good news. It doesn't necessarily mean that the funds are going to be

419

01:12:28.770 --> 01:12:41.490

Denise Gagne: Guaranteed to be provided to you. So a couple of the other options that we talked about earlier in the slides was the seven day program and the SBA seven a program is great for

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01:12:42.630 --> 01:12:51.240

Denise Gagne: clients that are interested in buying their own business or just needing additional working capital, again, I can't stress enough on the business.

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01:12:52.410 --> 01:13:01.860

Denise Gagne: Loans that you're you're looking at doing to be able to provide your story, your business plans are what is going to lay the foundation of what you need and looking for an

422

01:13:02.460 --> 01:13:13.110

Denise Gagne: Seven, eight program to look to buy a business or working capital. This may be a great time to be able to look at these options for you to be able to see what opportunities you have

423

01:13:14.010 --> 01:13:20.370

Denise Gagne: And I just, you know, provided a little bit of information here on, you know, the maximum loan amounts 5 million

424

01:13:21.240 --> 01:13:31.560

Denise Gagne: To 3.7 you know it's it's really important to be able to understand what the SBA can help us with and what they have helped us with

425

01:13:32.130 --> 01:13:43.260

Denise Gagne: Sometimes an SBA is not always the best options for for you or the business owner, I can't stress enough how important it is to talk to your banker.

426

01:13:44.250 --> 01:13:46.920

Denise Gagne: I know I've worked with Greg long enough where

427

01:13:47.610 --> 01:13:59.460

Denise Gagne: Somebody will come in and say, I want an SBA loan I, you know, this is what I want to hear that. They're great. And they are great, but sometimes they're not the perfect fit for what you're actually looking for

428

01:14:00.090 --> 01:14:14.400

Denise Gagne: Yes, the term can be up for 25 years on real estate and 10 years for working capital and equipment. It is a great opportunity, but make sure you're talking to your banker to find out what is going to be the best product for you to be put into

429

01:14:15.780 --> 01:14:16.650

Denise Gagne: Next slide please.

430

01:14:19.500 --> 01:14:28.560

Denise Gagne: Now the SBA 504 is is another great loan. This is for owner occupied properties. If you own your own business. You do have to be

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01:14:29.850 --> 01:14:37.740

Denise Gagne: The owner of that and utilize that. And you have to be 51% utilizing that building, really important. It

432

01:14:39.150 --> 01:14:45.000

Denise Gagne: You know it, like it says it personally guarantees these business loans which incentivize lenders to loan money to small businesses.

433

01:14:45.930 --> 01:14:56.880

Denise Gagne: If you have real estate and you need to, you know, and this is what's going to happen is we have business owners that utilized a whole

434

01:14:57.270 --> 01:15:02.160

Denise Gagne: Area of their building and now we work from home, a good majority of us.

435

01:15:02.520 --> 01:15:16.860

Denise Gagne: Well, they have an asset, they have the business, they may need some funds to be able to do a build out in there to be able to portion it off to be able to still have to own 51 or utilize 51% of that building, but to be able to

436

01:15:17.430 --> 01:15:28.980

Denise Gagne: Make maybe doctors offices in there or partition it off to rent it out to somebody else. It's a great way to be able to expand your business and

437

01:15:30.330 --> 01:15:30.900

Denise Gagne: Again,

438

01:15:31.950 --> 01:15:41.070

Denise Gagne: It's with the partners that we have to work together for our commercial lenders to be able to see what's going to be the best loan for you.

439

01:15:41.430 --> 01:15:47.910

Denise Gagne: I think the PPP program is wonderful. I think it's a great opportunity to be able to help these businesses through the pandemic.

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01:15:48.360 --> 01:15:59.010

Denise Gagne: I just cannot guarantee that everybody will be the funding be able to be funded for that. So make sure you're looking at other alternatives, make sure that

441

01:15:59.310 --> 01:16:07.590

Denise Gagne: If you're not going to reach out to Greg and I talked to the bank that you have a relationship with build that relationship with them help them.

442

01:16:08.310 --> 01:16:13.800

Denise Gagne: Understand your business where you want to go with it and how you see it.

443

01:16:14.310 --> 01:16:25.080

Denise Gagne: And they'll be able to walk you through that process, they'll be able to tell you what we need to be able to get you to that next goal. You're all successful business owners or futures

444

01:16:25.350 --> 01:16:42.240

Denise Gagne: Business owners. We want to be able to take you to that next level. So start nurturing that relationship with your commercial banker ask those questions, let them understand your business and see what's going to be the best product for your business. Next slide please.

445

01:16:43.710 --> 01:17:01.740

Denise Gagne: Now SBA is a great product, but there are ineligible industries that were unable to help specifically nonprofits. Here's just a list of what we are unable to or what the SBA is unable to provide funding before

446

01:17:03.060 --> 01:17:19.860

Denise Gagne: And I think you all have a printout of this as well, or in a format that you'll be able to pull up later. But again, our contact information is out there for you to email us let us know what kind of questions you have, or if there's anything else that we can help you with

447

01:17:20.880 --> 01:17:23.130

Denise Gagne: And next slide, I believe, back to you.

448

01:17:29.580 --> 01:17:30.630

SCORE Manasota: Okay, today.

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01:17:33.300 --> 01:17:37.830

Janae Korte: Alright, so we have a first. I think we have a pool going

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01:17:40.560 --> 01:17:44.940

Janae Korte: If attendees want to answer that. Give them a few seconds.

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01:18:50.220 --> 01:18:52.200

Janae Korte: Maybe give it another minute or so.

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01:19:27.060 --> 01:19:29.700

SCORE Manasota: Just for everybody. Denise and Greg, you're still on.

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01:19:32.550 --> 01:19:33.450

Denise Gagne: Yes, I'm here.

454

01:19:33.750 --> 01:19:40.440

SCORE Manasota: Great, we're hoping you can stay for the Q AMP a period also in case, case we answered specific to

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01:19:41.820 --> 01:19:43.230

SCORE Manasota: Your presentation. That would be great.

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01:19:44.310 --> 01:19:44.910

Denise Gagne: Sure well

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01:19:45.810 --> 01:19:46.830

SCORE Manasota: Thank you very much.

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01:19:48.660 --> 01:19:49.470

Denise Gagne: You're more than welcome.

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01:20:03.300 --> 01:20:08.010

Janae Korte: Again, let me know when you think so good time for me to get started on the questions.

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01:20:09.840 --> 01:20:12.900

SCORE Manasota: You could go ahead, Jenny. I'm going to leave the pole running for whenever people

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01:20:14.040 --> 01:20:25.230

Janae Korte: Okay. Sounds good. So we have about we have nine questions right now. Some of them I think were addressed earlier in the presentation, but it might be good to

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01:20:26.430 --> 01:20:43.410

Janae Korte: Just answer them in case anyone missed a chunk of the presentation. So the first one is our standard SBA loans being processed separate from PPP loans and I think maybe that's a good question for Tom Horn and bill.

463

01:20:46.620 --> 01:20:52.230

SCORE Manasota: Yeah SBA loans and triple P loans are handled separately SBA

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01:20:53.520 --> 01:21:17.370

SCORE Manasota: Currently is extremely busy trying to process the triple P loans banks as well. So I have a feeling that over the next few days, when the triple P funds expire bankers and the SBA individual was will have a little more time to dedicate to idle and non disaster SBA loans but

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01:21:18.750 --> 01:21:26.520

SCORE Manasota: theoretically you could still apply for all three long simultaneously when SBA is willing to receive your application.

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01:21:28.800 --> 01:21:39.030

Janae Korte: Okay. Um, are there any programs available for a buyer in the process of acquiring a business and looking for an SBA loan.

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01:21:43.380 --> 01:21:45.210

Barry Portugal: As an ad disaster law right

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01:21:45.720 --> 01:21:46.350

Correct.

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01:21:49.320 --> 01:22:07.980

SCORE Manasota: I think, as I understand it, and Denise, you may want to jump in here, the standard SBA seven a loans, as I recall one of the requirements was you had to be in business, a minimum of two years was one of the requirements. The SBA typically prior to this disaster.

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01:22:09.450 --> 01:22:17.400

SCORE Manasota: When we just would have normal clients that were inquiring about SBA loans. We at score. We're always telling the clients that

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01:22:19.650 --> 01:22:27.780

SCORE Manasota: Sp SP EA was not in the business of loaning money to startups. So Denise. Can you address that just briefly.

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01:22:28.350 --> 01:22:40.620

Denise Gagne: You're not a problem. I'm originally. That is correct, seven, eight, was not in the business of doing startups, there are certain preferred lenders that are willing and able to do startups.

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01:22:41.520 --> 01:23:01.470

Denise Gagne: I go back to making it a very important mark that you have to know your business plan, you have to have that ready for it for to start up as a startup business for you. So the answer is yes, typically two years but there again are some things that will do startups.

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01:23:02.820 --> 01:23:12.960

SCORE Manasota: And just to just to tag onto that a little bit. For those of you that are on the call that are are in the startup phase of your business. If you recall our, our original slide score mentors.

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01:23:14.100 --> 01:23:17.070

SCORE Manasota: We can help you through and have other seminars.

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01:23:18.090 --> 01:23:22.560

SCORE Manasota: Webinars to discuss how to do makeup business plans and

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01:23:23.730 --> 01:23:37.860

SCORE Manasota: To what we call elevator pitches. One of the things that our mentors are trained and doing is helping you put that business plan together in a presentable fashion that you can go to a lender for for startup funding.

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01:23:41.730 --> 01:23:43.020

SCORE Manasota: Okay, next question today.

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01:23:43.560 --> 01:23:56.610

Janae Korte: All right, so, because the 2020 filing date for taxes is now pushed back to July well once 2019 tax basis be acceptable for loan calculations.

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01:23:58.860 --> 01:23:59.460

Barry Portugal: Yes.

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01:24:02.310 --> 01:24:03.660

Denise Gagne: Yes, they will be. That's what we're

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01:24:03.660 --> 01:24:05.190

Greg POZNANSKI: Utilizing PVP

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01:24:07.380 --> 01:24:07.770

Janae Korte: Okay.

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01:24:10.050 --> 01:24:11.400

Janae Korte: So, next question.

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01:24:12.450 --> 01:24:19.890

Janae Korte: This is for Barry a some of the banks that were listed are not currently accepting applications right now.

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01:24:20.970 --> 01:24:22.980

Janae Korte: What do you have to comment on that.

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01:24:26.430 --> 01:24:27.150

Barry Portugal: We have

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01:24:28.650 --> 01:24:37.110

Barry Portugal: Probably more than 100 clients or the last couple of weeks, who are applying or in the process of trying to apply.

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01:24:38.160 --> 01:24:40.320

Barry Portugal: And we've heard that before.

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01:24:41.520 --> 01:24:54.480

Barry Portugal: My recommendation is to look at those fintech companies around the slide you can go to those hyperlinks and pull them up and it's my understanding that many of them are accepting

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01:24:56.670 --> 01:25:16.320

Barry Portugal: Applications for triple P loans and the intermediary companies are as well. And the point I'd like to make about this is that because it's a triple P loan the applicant does not have to pay a fee. So even though you you're going to go outside the traditional banking system.

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01:25:17.940 --> 01:25:19.770

Barry Portugal: If I were a small business owner

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01:25:21.630 --> 01:25:26.490

Barry Portugal: Facing this now, I would go to the fin tech companies and start looking there.

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01:25:30.270 --> 01:25:44.400

Janae Korte: Okay, so for the next question. Someone asks, our vacation rental owners who file their income on schedule. He eligible for PPP idol or federal unemployment.

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01:25:50.070 --> 01:25:51.300

Barry Portugal: Could you repeat it again.

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01:25:51.900 --> 01:25:52.440

Yes.

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01:25:53.910 --> 01:26:02.790

Janae Korte: Rental owners who filed on a Schedule II eligible for PPP idol or federal unemployment loans.

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01:26:05.850 --> 01:26:09.090

Barry Portugal: Let me take the money. Take the federal unemployment.

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01:26:09.840 --> 01:26:10.230

Oh,

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01:26:11.790 --> 01:26:15.060

Barry Portugal: I don't know if you can all hear that noise in the background. I'm not sure what it is.

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01:26:16.290 --> 01:26:29.460

Barry Portugal: There are no restrictions about filing for federal unemployment, and again, I would urge you to do that through the, the state of Florida unemployment site with regards to

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01:26:30.540 --> 01:26:36.570

Barry Portugal: Vacation properties. I'm at. I'm not aware of the answer to that. Maybe either an appeal or

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01:26:39.150 --> 01:26:53.790

SCORE Manasota: Yeah, I believe you're eligible for all three, I would like, however, for Denise to confirm that they are eligible for the triple P I read somewhere that plan landlords could not apply for triple P, but I'm not sure of that.

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01:26:55.830 --> 01:27:04.920

Greg POZNANSKI: Yeah, this is this is Greg we we've had a couple of these situations come up with. They didn't have any employees on there so we had to have their CPA.

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01:27:06.300 --> 01:27:09.360

Greg POZNANSKI: Refer to what was actually, you know what their income was

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01:27:10.770 --> 01:27:26.520

Greg POZNANSKI: And they've come back and they weren't they weren't eligible for the ones that we work with to apply for that. Not to say the each one may be different. So I would probably take a look at. We have not done any of the vacation rental he beats the date.

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01:27:30.600 --> 01:27:37.980

Janae Korte: Okay, so next question. Um, what is required to qualify for an unsecured loan at your bank.

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01:27:39.360 --> 01:27:50.430

Denise Gagne: I can go ahead and answer that. This is Denise for personal we would need three years tax returns to be able to to prove the income on there.

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01:27:50.880 --> 01:28:01.470

Denise Gagne: We do have some promotional items that are happening right now, but the best option is to give us a call and we can go over specifically what you're looking for.

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01:28:03.420 --> 01:28:12.510

Denise Gagne: I don't know if Greg wants to tag on to the unsecured for a commercial loan. I don't believe that we're doing any unsecured at this point.

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01:28:13.140 --> 01:28:27.960

Denise Gagne: But I'd love to have a conversation to set up a time to see what you're looking for, for your loan is it equipment, because we do have an opportunity to be able to, you know, land on equipment and secure that as collateral.

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01:28:28.950 --> 01:28:32.640

Greg POZNANSKI: Yeah, it would just take it you know on the business side, it would just be what you're looking to do

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01:28:33.870 --> 01:28:38.100

Greg POZNANSKI: We've done those in the past. Like I said, we're in a different time right now so

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01:28:38.640 --> 01:28:45.810

Greg POZNANSKI: Just depending on what you know the banks are looking to do and what the client is looking to do we may be able to get there. It would just be the same paperwork.

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01:28:46.200 --> 01:29:02.490

Greg POZNANSKI: As a normal business application just not securing it with your personal guarantee or how do you want it to just curious, would be the question just be. We just need a couple more. I think definitive answers to what you're looking for. And we can provide a direction for you.

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01:29:05.910 --> 01:29:09.330

Janae Korte: Okay, so this next question is a little bit longer.

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01:29:12.450 --> 01:29:20.160

Janae Korte: This person says, I started my software product development company about three years ago I quit my full time job and

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01:29:21.240 --> 01:29:30.030

Janae Korte: And have been living and spending for my business from my savings since I've been using my 401k money to fund my business.

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01:29:30.630 --> 01:29:48.030

Janae Korte: I did not include myself as an employee and didn't run payroll. I have two members in the LLC myself with 99% and my daughter has 1% both of us on distribution of employees' overseas, since I am

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01:29:49.320 --> 01:30:00.660

Janae Korte: Playing globally. Am I eligible to apply for a PPP alone. May I use the loan money to pay myself as salary now though I did not do this before.

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01:30:01.980 --> 01:30:12.660

Barry Portugal: With regards to the PPP loan. When you do the calculations. You can only include the payroll for people who live in the and work in the United States.

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01:30:13.260 --> 01:30:30.330

Barry Portugal: So with regards to how you do the calculations that would be the purpose. Now if you chose to use the funds, once they were approved that would be up to you but for the calculations, you have to use only US presidents.

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01:30:31.740 --> 01:30:52.320

SCORE Manasota: Yeah, and I'm afraid. In this case it doesn't seem like he's got any employees in the United States. So if there were no 948 or 940 ones applied and it's a Subchapter S or subchapter C corporation will see that in this case that person unfortunately does not qualify for a triple below.

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01:30:52.590 --> 01:31:01.620

Barry Portugal: The nice did he say that there were up to, and I did he say that there that he's not taking a payroll or a wage or salary.

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01:31:02.010 --> 01:31:06.060

SCORE Manasota: Right He's taking distribution for himself, and we believe one of his relatives.

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01:31:06.390 --> 01:31:06.750

Barry Portugal: I got

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01:31:07.170 --> 01:31:08.670

Janae Korte: His daughter. Yeah.

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01:31:10.290 --> 01:31:13.740

Barry Portugal: Okay, then he would, he would be eligible. Thank you.

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01:31:16.890 --> 01:31:17.310

But I

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01:31:18.780 --> 01:31:21.540

SCORE Manasota: Think I made chime in on that particular one.

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01:31:23.130 --> 01:31:27.180

SCORE Manasota: The notion that you're using your 401K money to fund your business.

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01:31:29.070 --> 01:31:38.430

SCORE Manasota: Quite frankly, you probably need to think that about a little bit. And if if you're in a position that the business has has a revenue stream.

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01:31:39.000 --> 01:31:49.710

SCORE Manasota: And you you're keeping your keeping books that show that you have a profitable business. Hopefully, that's the case, then at some point, you may want to think about capitalizing your

534

01:31:50.280 --> 01:31:50.670

SCORE Manasota: Soul.

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01:31:51.030 --> 01:31:58.560

SCORE Manasota: In your personal savings and looking into some type of a business loan similar to any one we've described on this.

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01:31:59.280 --> 01:32:08.610

SCORE Manasota: On this, on this, on this on the seminar, even as much as if you want to go out and think about putting a business case together to get a an SBA

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01:32:09.510 --> 01:32:23.340

SCORE Manasota: Secured seven a loan from from citizens or somebody of that sort. That would be a much smarter use of your funding of your business. And rather than deleting your, your retirement savings your 401K.

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01:32:25.980 --> 01:32:38.010

Greg POZNANSKI: Yeah, there might this is Greg from FIRST CITIZEN. There might be some options as well as a 401k, they do offer some loans through the 401k program and the SBA, they can use that for one k to back

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01:32:39.570 --> 01:32:49.230

Greg POZNANSKI: The, the injection into it. So we've seen that where you still keep your funds and the 401k still working for you, but they pull them out to use it for the loan as well.

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01:32:50.550 --> 01:32:52.140

Greg POZNANSKI: That's just some different options that

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01:32:53.190 --> 01:32:54.840

Greg POZNANSKI: They may look after the 401K.

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01:32:56.400 --> 01:33:14.730

SCORE Manasota: Also, I'd like to add, you can apply for an idol known. And if you do, you may qualify for \$1,000 of the idol grant. So that's maybe something you may want to look into one that Streamlined Application is enable began on the sba.gov website.

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01:33:19.140 --> 01:33:22.650

Janae Korte: Alright so next question. This person says

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01:33:23.130 --> 01:33:33.600

Janae Korte: We don't have any employees. We only use independent contractors are we a candidate for an idol loan anyway regardless of not having a payroll.

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01:33:35.970 --> 01:33:55.170

SCORE Manasota: Yes, Idol loans are not related to the payroll. That's the triple p. So if that that company has under 500 employees and qualifies based on the eligibility requirements for nine along which are quite substantial right now, they'd be able to apply for an idol.

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01:33:58.710 --> 01:33:59.070

Janae Korte: Okay.

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01:33:59.880 --> 01:34:08.280

Janae Korte: This person asks, I am a Schedule C at tax return filer will a bank accept my PPP application.

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01:34:10.590 --> 01:34:22.170

Denise Gagne: As long as you're currently with your bank where your business account is held right now. They should be able to accept your application. I can't speak on their behalf.

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01:34:22.770 --> 01:34:39.090

Denise Gagne: Currently verse Citizens Bank is unable to accept any additional applications work with your banker and see what they can do for you if they can at least accept the application to be able to hold on to it. If there is additional funding leftover

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01:34:40.590 --> 01:34:54.780

Denise Gagne: To be able to go through that with you and make sure it's accurate. Hopefully, you know, they'll be able to be able to do that for you. And at least to review it and then hold on to it. If there is something that comes up in the future and put you in the queue for that.

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01:34:56.280 --> 01:35:02.010

Janae Korte: Okay and this person also wanted to add that they don't have any payroll, how would that affect it.

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01:35:02.700 --> 01:35:12.930

Denise Gagne: Unfortunately, you do have to prove your payroll in order to apply for the PPP again that individual would be a good candidate for the ideal.

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01:35:14.760 --> 01:35:29.190

SCORE Manasota: Yeah, usually was scheduled see individuals don't pay themselves a payroll. So the PPP amount will be decided based on the schedule C net profits at the end, divided by 12 multiply by 2.5

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01:35:32.640 --> 01:35:50.670

Janae Korte: Alright, next question. Um, what is the best option for a fairly new nonprofit to apply for a loan or grant to help cover basic operational fees like rent and utilities utilities. We do not have salaries yet as we are all volunteers. As of now,

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01:35:53.880 --> 01:36:03.540

Barry Portugal: Well, I understand the question. If there is no salaries you your organization will not be eligible for triple P low

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01:36:07.140 --> 01:36:23.100

SCORE Manasota: Right, if I mean if I can get a little more information about the entity type. If there are no salaries and euros Subchapter S Corp or C Corp obviously will not qualify for the triple P loan you would be able to apply for an eye and alone.

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01:36:28.050 --> 01:36:34.920

Barry Portugal: But you know that there is something else too. There are a lot of other programs outside of the triple p

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01:36:36.210 --> 01:36:49.680

Barry Portugal: And the item loans that are the focus of our conversation. But now here in the Sarasota manatee area, there is a Community Foundation and many other organizations.

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01:36:50.340 --> 01:37:02.010

Barry Portugal: R amp D to offering loan arrangements can some grants for nonprofits. I would direct you to those websites to explore what they're offering

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01:37:06.030 --> 01:37:26.040

Janae Korte: Okay, next question. Can you receive both PPP and unemployment. If so, since I was submitted to unemployment and cannot react us that claim number do I reapply now and is the site working is that original, original claim number complicate my application.

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01:37:27.180 --> 01:37:27.600

Greg POZNANSKI: So,

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01:37:27.630 --> 01:37:30.870

Barry Portugal: Look, let me again take the unemployment part of it.

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01:37:32.040 --> 01:37:33.780

Barry Portugal: This announcement that they just made.

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01:37:35.040 --> 01:37:38.550

Barry Portugal: Last night, is that anybody who

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01:37:39.780 --> 01:37:42.750

Barry Portugal: Applied for Florida unemployment.

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01:37:43.770 --> 01:37:55.500

Barry Portugal: before April 4 and has not received any benefit payments is going to have to reapply I can't imagine the chaos. That's going to clause.

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01:37:57.390 --> 01:37:59.760

Barry Portugal: And we're going to be on the lookout to see

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01:37:59.760 --> 01:38:11.820

Barry Portugal: For more direction from the unemployment department, but but you're going to if again you if you applied before April 4 whether you were a

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01:38:12.360 --> 01:38:24.360

Barry Portugal: W two worker or a 1099 or even if you're applying for federal unemployment and you have not yet begun to receive your benefits you are going to have to reapply

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01:38:26.970 --> 01:38:34.050

SCORE Manasota: Right. And as far as applying for both yes you can apply for both. But just keep in mind if you do get the triple P alone.

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01:38:34.770 --> 01:38:44.340

SCORE Manasota: This is supposed to be your paycheck. Right. So you're employed again you'd have to report back to unemployment that you're employed against you will not qualify for an employment benefits.

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01:38:44.850 --> 01:38:54.960

SCORE Manasota: Once you start paying yourself from the triple P long one, that expires eight weeks down the road and you go back on employment, he could apply for unemployment, yeah.

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01:38:56.040 --> 01:39:01.200

Barry Portugal: Yeah, I think that's a great comment because part of what the

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01:39:02.370 --> 01:39:12.780

Barry Portugal: Owners of small businesses are going to have to consider is more strategy than anything else. If you look about when you think your business might be able to open up

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01:39:13.680 --> 01:39:25.560

Barry Portugal: Whether it's next week or next month. And you think about what kind of staff, you need to open the business and and you wonder whether or not you're going to get a triple P loan or not.

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01:39:26.760 --> 01:39:30.420

Barry Portugal: So all those factors has cast to be taken into consideration.

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01:39:31.620 --> 01:39:43.890

Barry Portugal: Because in trying to fund your business and get an open and working, you're going to need to have the employees there and that's another reason to consider that STC program I mentioned earlier.

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01:39:46.140 --> 01:39:56.730

SCORE Manasota: That's a very, that's a good point, too. I may, I may tag onto that a little bit for those on the call. There are situations where

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01:39:57.840 --> 01:40:04.920

SCORE Manasota: Businesses are applying for PPP loans. Keep in mind that to qualify for the forgiveness.

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01:40:05.940 --> 01:40:18.600

SCORE Manasota: Piece it's 75% has to be used for for payroll and then the other 25% can be used for the for other other issues that are specified in the in the agreement.

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01:40:19.350 --> 01:40:22.170

SCORE Manasota: That being said, some some businesses.

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01:40:22.290 --> 01:40:33.120

SCORE Manasota: Are qualifying for PPP loans submitting all of the proper documentation and they may or may not use that 75% for payroll, they may use it for as Barry's

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01:40:33.540 --> 01:40:40.800

SCORE Manasota: Explaining there may be other startup issues that they may need funding for and in that particular case.

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01:40:41.760 --> 01:40:54.060

SCORE Manasota: Where you get to the end of the crisis and you haven't used that 75% for payroll that loan simply turns into an unforivable loan that you have to pay back under the terms of the PPP program.

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01:40:54.480 --> 01:41:00.300

SCORE Manasota: And you just miss out on forgivable piece that may be something that you may want to consider in lieu of

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01:41:02.340 --> 01:41:13.740

SCORE Manasota: You know, other options such as unemployment for your employees, but it's a case by case basis and and strategy and understanding the programs, which is why we have these webinars is is always helpful.

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01:41:14.250 --> 01:41:20.700

Barry Portugal: One more time, one more point about the triple P. If you get the triple P approved and you get the money.

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01:41:21.570 --> 01:41:35.310

Barry Portugal: And you think about how you want to use the money. And when you want to use the money in the worst case scenario, if you don't use it for the purposes. They said, and aloneness and forgiven. Please remember

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01:41:35.940 --> 01:41:53.490

Barry Portugal: That the percentage is only 1% and they defer that for six months. So from a strategic point of view, as you think about what you want to do if you're lucky enough to get a triple P loan funds. Think about how you want to use the money.

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01:41:55.170 --> 01:42:02.490

Denise Gagne: This is just to add on to that. I just wanted to also mention that if you are fortunate enough to be able to get the triple P funding.

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01:42:03.300 --> 01:42:21.210

Denise Gagne: Set up a separate account for that so you can make sure that everything is tracked. So if and when you're audited or questions are asked, you can just hold that and you'll have the documentation there rather than going through your existing operating account to try and pull that through.

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01:42:23.670 --> 01:42:25.680

SCORE Manasota: That's a really good point. Denise. In fact,

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01:42:26.070 --> 01:42:35.520

SCORE Manasota: If you do both. If you, if you have a PPP and an idol alone. The recommendation that we gave on the first webinar if you may recall set up separate

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01:42:35.970 --> 01:42:53.850

SCORE Manasota: Banking and checking accounts for each one of those loans with very, very clear documentation of how you disperse those funds, whether it's the PPP funds in one one account where the idol plans and another account clear documentation on how those funds are dispersed are very, very important.

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01:42:56.340 --> 01:43:05.430

Janae Korte: Right. And this person just added a comment saying that they received their PPP today, but they have been unemployed since March 15

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01:43:06.270 --> 01:43:10.530

Barry Portugal: So I would just let the Department of Employment Opportunity.

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01:43:11.640 --> 01:43:24.240

Barry Portugal: Know that because you don't want to be caught in a situation where you've got the money and you haven't let the Florida government know that you you're no longer going to need to be on an employment.

598

01:43:25.650 --> 01:43:31.650

SCORE Manasota: Rate and unemployment benefits our own retroactive, I believe, to February 15 right very

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01:43:32.820 --> 01:43:33.750

Barry Portugal: March 9

600

01:43:34.170 --> 01:43:35.010

SCORE Manasota: Much night. Okay.

601

01:43:38.040 --> 01:43:53.550

Janae Korte: This person also commented that you said to wait for eight weeks to apply for unemployment after PPP today is April 29 I can't, I apply the PPP funding to my previous unemployed month

602

01:43:55.080 --> 01:44:13.440

Barry Portugal: I don't know. Who said anything about not applying for triple P i think everybody on the call the panelists have said it's really critical that if you're not applying for a triple P loan application do it now. You know, find

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01:44:14.940 --> 01:44:31.740

Barry Portugal: Places to apply like one of the earlier questions was, if your local banks or credit unions are all accepting any now go to those fintech companies quarter those intermediary companies contact them, but

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01:44:32.280 --> 01:44:35.940

Barry Portugal: You know better, to make the application, while the money's there.

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01:44:36.510 --> 01:44:36.990

And

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01:44:38.010 --> 01:44:39.750

Barry Portugal: And get, get it in process.

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01:44:40.050 --> 01:44:48.390

SCORE Manasota: Yeah, I believe. The question is whether they could use the funds they just received today as of the time of their unemployment. So basically,

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01:44:50.220 --> 01:44:50.520

SCORE Manasota: That

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01:44:51.690 --> 01:44:57.450

SCORE Manasota: And. And the answer I think is, yes, as long as you spend it on your payroll so

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01:44:58.620 --> 01:45:04.080

SCORE Manasota: And you have to spend that money within eight weeks time from the day you receive the loan. So as long as you spend that money.

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01:45:04.410 --> 01:45:14.010

SCORE Manasota: You could pay your employees on back salaries. But that means that they're no longer employed during that time, so they can apply, apply for unemployment for the same period.

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01:45:17.760 --> 01:45:35.040

Janae Korte: Okay, so next question proxy. This is more of a comment and maybe Denise or Greg can touch on this. This person said that they use private contractors and the bank. They use says they are said that they can't help them.

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01:45:38.130 --> 01:45:50.970

Denise Gagne: I would probably need some additional information on that with when they say private contractors on what type of entity, are they and are they providing the private contractors with a payroll.

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01:45:51.660 --> 01:45:59.580

Denise Gagne: Or do they they pay them direct so I really can't answer that one without understanding a little bit more about it.

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01:46:00.030 --> 01:46:00.300

Yeah.

616

01:46:01.500 --> 01:46:17.580

SCORE Manasota: For the triple P program, you cannot the amount that you pay private contractors people that you pay on a 1099 into the calculations of the triple below. So if all your payroll is through 1099 you will not qualify for triple p

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01:46:19.230 --> 01:46:26.850

SCORE Manasota: And the reason for that and ABELE IS 1099 contractors are eligible to apply for triple P themselves. Is that correct,

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01:46:27.810 --> 01:46:29.400

SCORE Manasota: Absolutely, yeah.

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01:46:29.490 --> 01:46:30.720

SCORE Manasota: That's why they have that rule.

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01:46:33.870 --> 01:46:41.970

Janae Korte: Okay, next question or any of these loans or programs ever converted to grants, if so, what is the criteria.

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01:46:44.580 --> 01:46:57.000

SCORE Manasota: Right, so the triple P loans are forgivable loan. So it is kind of a grant the skies in the form of a loan, but you'd have to pay the the the

622

01:46:58.170 --> 01:47:08.820

SCORE Manasota: Money that you get from the triple P loan has to be dispersed in very specific way in order for it to be forgiven. So at least 75% of it has to be paid.

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01:47:09.450 --> 01:47:14.580

SCORE Manasota: To payroll expenses within an eight weeks period from the day of receiving the loan.

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01:47:15.120 --> 01:47:28.470

SCORE Manasota: If you do that, and then the rest of the 25% is spent on let's say rent and utilities than 100% of your loan is forgivable so you have to follow these specific rules for the triple P to be forgivable and therefore become a grant

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01:47:29.310 --> 01:47:34.860

SCORE Manasota: Also with the idol long when you apply for idol. You can request up to \$10,000 grant

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01:47:35.550 --> 01:47:55.860

SCORE Manasota: As they told us that they're providing that grant on based on the number of employees in your company. So let's say you have a company with five employees. They're issuing \$5,000 grant. If you have a company with 20 employees, the maximum you could get is \$10,000 grant that idol grant

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01:47:57.030 --> 01:48:12.210

SCORE Manasota: Is you could use the funds, pretty much for all your operational expenses regardless whether it is payroll or regular bills or you're paying contractors or whatever it is that you have today that you would have otherwise been able to pay had the covert making crisis not occur.

628

01:48:15.720 --> 01:48:35.280

Janae Korte: Alright so this person commented, I heard you say that Sole Proprietorship self employed S corp and C Corp. But I didn't hear you say anything about LCS if you are an LLC can we apply for PPP and idle loans.

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01:48:36.960 --> 01:48:51.210

SCORE Manasota: Yes, you can. Most LLC is file under either being an S Corp or a or a or a sole proprietorship or a partnership. So based on how you find there are specific requirements that you have to follow in order to

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01:48:52.320 --> 01:49:00.510

SCORE Manasota: Derive the amount of the triple P loan and what kind of forms are needed to find along with the triple P application. Can you sort of Greg. If you want to add to that.

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01:49:05.700 --> 01:49:06.510

Denise Gagne: Guy. Great.

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01:49:06.870 --> 01:49:16.110

Greg POZNANSKI: So just the same thing. It's basically you're using the, you know, LLC is where we process. Many of the LLC for the application.

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01:49:16.500 --> 01:49:25.860

Greg POZNANSKI: And it's also, it would be what the name what the name is on the on the application. So if the names are into ending an LLC, you want to use that as to what box to check

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01:49:29.580 --> 01:49:41.850

Janae Korte: Okay, so that kind of goes into what the next attendee asked which they said, LLC is taxed as an S Corp. So what box should be checked on the PPP form.

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01:49:44.760 --> 01:49:49.860

Denise Gagne: So you're going. So you're taxed as an S Corp. So you would choose escort.

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01:49:53.280 --> 01:49:55.140

Janae Korte: Okay, um,

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01:49:57.000 --> 01:50:14.730

Janae Korte: So I think we answered this question towards the beginning but someone else asked, could you talk about the new bill in regards of SBA Loan lending for business buyers in the process on getting financing. So I think that's kind of the non disaster related loans.

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01:50:17.430 --> 01:50:17.910

SCORE Manasota: Yes.

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01:50:21.090 --> 01:50:21.780

Janae Korte: And

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01:50:23.250 --> 01:50:38.070

Janae Korte: So one of the score Minnesota mentors wanted to mention a reminder that the IRS kedgerree have an employee retention credit program and the federal tax deferral program. I don't know if any of you want to touch on that.

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01:50:39.510 --> 01:50:44.760

SCORE Manasota: The federal tax deferral program we covered if you want to go back and

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01:50:46.020 --> 01:50:47.340

SCORE Manasota: Take a look at the

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01:50:49.020 --> 01:51:00.750

SCORE Manasota: The first APRIL, APRIL 8 webinar. We covered that at at that time and that once again to Barry's point about strategy.

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01:51:01.950 --> 01:51:08.910

SCORE Manasota: Taking advantage I think of the federal tax deferral program may, as I recall, may not eliminate may eliminate you from the PPP

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01:51:10.020 --> 01:51:18.600

SCORE Manasota: Qualification but it's certainly a strategy, you may want to consider if you have a significant number of employees and you're paying a significant amount of

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01:51:19.800 --> 01:51:28.650

SCORE Manasota: Federal taxes for them that may be worth a look. See the employee retention credit program I I can't talk to that. Is there anybody that

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01:51:29.790 --> 01:51:36.600

SCORE Manasota: Yeah, that's, that's basically part of the same program and actually Congress is looking right now at a fork stimulus package.

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01:51:36.960 --> 01:51:38.670

SCORE Manasota: Trillion dollars in benefits and

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01:51:39.510 --> 01:51:48.720

SCORE Manasota: Much of the funds are being directed towards employee retention credits, where the government will pay companies back payroll taxes.

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01:51:49.410 --> 01:51:53.910

SCORE Manasota: And more so like a negative payroll tax basically will be applied on companies.

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01:51:54.510 --> 01:52:04.380

SCORE Manasota: In order to encourage them to keep employees and kind of subsidize some of those employees to stay on the payroll. So keep following the news that could be a huge bill that could help.

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01:52:05.160 --> 01:52:11.430

SCORE Manasota: employers and employees, particularly employers who have a lot of employees on onboard that want to keep them through this crisis.

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01:52:17.520 --> 01:52:33.120

Janae Korte: Okay, so we have one more question. This person asks, How do Sole Proprietorship and self employed people qualify for PPP loan forgiveness. How do they prove that they have retained their employees, etc. If they have no employees.

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01:52:37.650 --> 01:52:39.510

SCORE Manasota: Denise. You wanna Greg.

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01:52:40.200 --> 01:52:44.970

Denise Gagne: Um, well, if you if you don't have any employees.

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01:52:46.170 --> 01:52:57.090

Denise Gagne: You're not doing a payroll. So I guess we would have to look at the schedule see on the 10 for me to be able to determine if we will be able to do that.

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01:52:58.380 --> 01:53:07.500

Denise Gagne: We just basically have to prove on the PPP that you pay employees and what that that amount is and calculate it for the eight week period.

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01:53:10.140 --> 01:53:14.760

SCORE Manasota: Yeah SBA is going to provide more guidance on this issue. I don't think they've been

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01:53:16.380 --> 01:53:34.140

SCORE Manasota: Up to speed yet. But meanwhile, what I would suggest is again like Tom suggested maintain very good records of all the expenditures. So operate as if you're operating the same way you operate last year and keep track of all your expenditures and then

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01:53:35.190 --> 01:53:39.930

SCORE Manasota: when time comes for you to submit all these records, hopefully, as the year we'll have more guidance on this.

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01:53:42.600 --> 01:53:51.930

Janae Korte: Okay. And as far as the employee retention Credit Program. This mentor added some additional information. I'll just read that off really quickly.

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01:53:52.770 --> 01:54:02.430

Janae Korte: The Treasury Department and the Internal Revenue Service today launched the employee retention credit designed to encourage businesses to keep employees on their payroll.

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01:54:02.790 --> 01:54:14.910

Janae Korte: The refundable, refundable tax credit is 50% of up to \$10,000 in wages paid by an eligible employer, whose business has been financially impacted by coven 19

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01:54:15.330 --> 01:54:26.340

Janae Korte: We encourage businesses to take full advantage of the employee retention credit to keep employees on their payroll during these challenging times said secretary Stephen to mention

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01:54:26.790 --> 01:54:36.120

Janae Korte: This new credit is available to all employers, regardless of size of business and covers up to 50% up to \$10,000 in wages.

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01:54:37.650 --> 01:54:56.610

Barry Portugal: First of all, thank you to Jim McCarthy, who authored that and children's been great and sending us information so that sounds like a real great opportunity and Jim if you would send us the link to that will will look into it. And thanks again for that. Appreciate it.

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01:54:57.000 --> 01:54:59.010

SCORE Manasota: This actually was covered in the last

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01:54:59.340 --> 01:55:02.280

SCORE Manasota: Last week, yeah we we touch. We touched on this one.

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01:55:03.000 --> 01:55:21.690

SCORE Manasota: Briefly, once again, I'll say briefly at the last one we may I can't recall whether we had an embedded link to this program on the last webinar but certainly if you simply go to Google and Google employee retention credit program, you probably get all of the details, very quickly.

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01:55:22.950 --> 01:55:25.170

SCORE Manasota: But we did. We did touch on on the last one.

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01:55:25.470 --> 01:55:26.010

SCORE Manasota: But it is

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01:55:26.400 --> 01:55:28.380

SCORE Manasota: It came out March 31

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01:55:28.620 --> 01:55:37.140

SCORE Manasota: So it was part of the cares act from sign into line on March 27 but they clarified it, I guess, more and more stability first

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01:55:37.200 --> 01:55:38.100

SCORE Manasota: Correct, correct.

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01:55:40.890 --> 01:55:49.560

Janae Korte: Alright, so that's all of our questions if anyone has any last minute questions, they can ask them, I guess. But that's all we have for now.

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01:55:52.230 --> 01:55:52.830

SCORE Manasota: Okay.

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01:55:54.990 --> 01:56:00.360

SCORE Manasota: Any last comments from the bill berry donate, Greg.

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01:56:00.990 --> 01:56:13.800

SCORE Manasota: I got a comment, if I may, you know, last workshop that we did. We had about 460 people register to the workshop. So the demand for all these programs was just phenomenal. I mean,

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01:56:14.640 --> 01:56:28.320

SCORE Manasota: This workshop we we had a little over 100 and that tells me a couple of things either people that registered the first time. Got all their questions answered and are they're satisfied or they got their loans. Hopefully they did get all their loans.

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01:56:30.000 --> 01:56:34.950

SCORE Manasota: Or or maybe it's less of an issue. But either way, we'll look at it, I think.

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01:56:35.610 --> 01:56:46.260

SCORE Manasota: I think we're moving in the right direction. I think a lot of companies did get the loans that they asked for did get the information. So for those of you who are still sticking around right now for this webinar.

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01:56:46.860 --> 01:56:52.740

SCORE Manasota: You have some faith, there's still quite a bit of money left in a triple P hopefully some of that will trickle down to you.

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01:56:53.400 --> 01:57:04.080

SCORE Manasota: And there are going to be some additional programs available in terms of similar programs available from Congress soon so stay on the lookout for those and we'll make sure that we'll share them with you and they're out

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01:57:06.390 --> 01:57:09.000

SCORE Manasota: Buried Denise, Greg. Any comments.

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01:57:11.670 --> 01:57:18.330

Greg POZNANSKI: Greg first innocent this thanks everybody for having us. And please feel free to reach out to us with any questions or be glad we're

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01:57:18.420 --> 01:57:20.610

Greg POZNANSKI: Glad to answer anything you guys need

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01:57:22.800 --> 01:57:29.550

Denise Gagne: I reiterate what Greg says I enjoyed the first part of the presentation, I think it was great information. I hope everybody

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01:57:30.630 --> 01:57:36.210

Denise Gagne: took something away from this presentation. And again, if you have any additional questions will be happy to help you out.

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01:57:37.620 --> 01:57:39.570

Barry Portugal: Thanks to Nice. This is Barry

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01:57:40.710 --> 01:57:48.060

Barry Portugal: I guess the only thing I'd like to suggest is for those people who still are.

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01:57:49.410 --> 01:57:57.240

Barry Portugal: Figuring out what they want to do. I want to reiterate what Tom said earlier about trying to find a score mentor.

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01:57:58.020 --> 01:58:06.780

Barry Portugal: We don't have all the right answers. We don't have any of the answers, sometimes, and sometimes we can point you in a direction that might help.

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01:58:07.590 --> 01:58:21.330

Barry Portugal: So I would just encourage you. For those of you that don't have a mentor to sign up for one and let's see what we can do to help answer your questions, Tom. I'm going to turn it back to you to close up the workshop

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01:58:22.200 --> 01:58:26.010

SCORE Manasota: No. Well, said, Barry. I was, I was just thinking the same thing.

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01:58:27.210 --> 01:58:34.800

SCORE Manasota: To all of the mentors on on the call. Thank you for your attendance. We hope you found this to be educational

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01:58:35.370 --> 01:58:40.650

SCORE Manasota: My personal thanks as kind of the bandleader for education and training. I want to

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01:58:41.070 --> 01:58:50.100

SCORE Manasota: personally thank the bill and Barry for their, their hard work and support. We've spent many hours working to gather this information. We hope it's helpful.

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01:58:50.490 --> 01:58:59.670

SCORE Manasota: Those guys have put in just some just some Yeoman efforts to help make this happen. So thanks to the two of you. And also, Denise and Greg.

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01:59:00.060 --> 01:59:12.840

SCORE Manasota: Thanks for participating. We may be calling on you again in the near future, but thank you again. And with that I think will will end today. Thank you for your help, of being a proctor here today so

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01:59:13.140 --> 01:59:13.410

SCORE Manasota: We're

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01:59:13.470 --> 01:59:15.030

SCORE Manasota: We're on the wrap up well.

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01:59:15.630 --> 01:59:23.220

SCORE Manasota: And Tom there there is going to be a survey. Quick survey. If people can fill it out when they exit the zoom webinar, you'll be able to do so.

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01:59:25.980 --> 01:59:28.890

SCORE Manasota: Okay, I think we have a wrap. Thank you, everybody.

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01:59:29.160 --> 01:59:31.020

Barry Portugal: Thanks, everybody. Bye bye.

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01:59:31.260 --> 01:59:31.740

Cheers