

# Nebraska Small Businesses Preparing for a Transformational Recovery in 2021

May 12, 2021

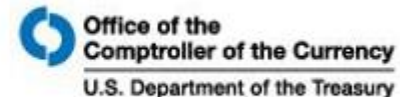
1:30-3:00pm

*Sponsors:*

**Federal Deposit Insurance Corporation**

**Federal Reserve Bank of Kansas City - Omaha**

**Office of the Comptroller of the Currency**





## **Amanda Thomas-Wilson,**

Acting Regional Manager Community Affairs Kansas City

FDIC

[athomas-wilson@fdic.gov](mailto:athomas-wilson@fdic.gov)

The Community Affairs Program supports the FDIC's mission to promote stability and public confidence in the nation's financial system by promoting economic inclusion and community development initiatives that broaden access to safe and affordable credit and deposit services from insured depository institutions.

**Results**

**Impact**

**Outcomes**

## The Road to Obtaining Results, Impact and Outcomes

Implement Successful Events

Conduct Meaningful Follow-up

Build Impactful Relationships



# Why Are Results Important?

**Supports a strategic approach**

**Greater Intentionality, setting clearer expectations and focus among internal and external stakeholders**

**Supports community impact mindset**

**Determines accountability and success**

**Establishes strategy for future planning**

Opportunities

Vision

Goals

Strategies

Results/Impact/Outcomes



## Results of Effective and Efficient Partner Communication

### **Success Stories**

Share your success stories. We want to hear about the success of the low- and moderate-income families you serve.

### **Best Practices**

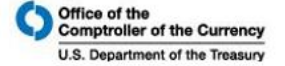
Provide a review of best practices. We want to understand the programs and products that are the most effective in the state of Iowa. Your success could inspire others to better serve their communities.

### **Aggregation of Resources**

It is important that all similar outreach services are aggregated and that all partners are directed to best sources. It is not the goal of the FDIC to aggregate all resources however, we do like providing our partners aggregated resource lists for financial education, banking, credit, affordable mortgage solutions and small business establishment and growth.



# Invitation to Take Action



## **ACTION Step 1**

Review resources promoting small businesses and forward valuable resources to your network

## **ACTION Step 2**

Inform us of outstanding small business resources, best practices and success stories

## **ACTION Step 3**

Work with your organization to develop a small business support strategy for the future

## **ACTION Step 4**

Contact your local FDIC Community Affairs Specialist to discuss partnerships and outreach resulting in results, impact and outcomes (RIO).



## Dell Gines

Senior Community Development Advisor,  
Federal Reserve Bank of Kansas City

[dell.gines@kc.frb.org](mailto:dell.gines@kc.frb.org)

### **The Omaha Branch supports the Federal Reserve's roles in:**

- Monetary policy, including reporting on local and state-wide economic conditions
- Bank supervision and regulation of Nebraska financial institutions
- Financial services including work for the U.S. Treasury

### **The Omaha Branch also work to understand the region's economy and serve as a resource to Nebraska businesses and communities. Our staff:**

- Provide insight and analysis on [Nebraska's economy](#).
- Lead research on the [agricultural economy](#) for the Federal Reserve Bank of Kansas City and the Federal Reserve System.
- Build relationships, coordinate public outreach, and promote [economic and financial education](#) and greater knowledge of the Federal Reserve.

# Nebraska Businesses During the Pandemic

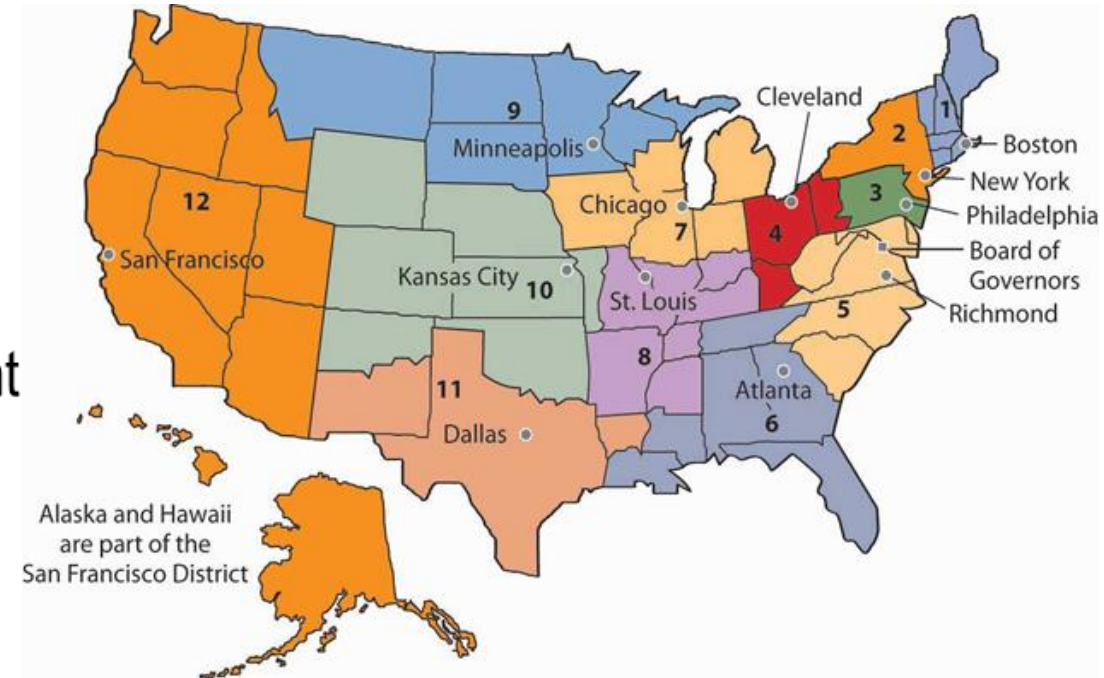


“STRONG *leadership* ON THE PART  
OF THE RESERVE BANKS IN THE SEVERAL DISTRICTS  
IS A NECESSARY REQUISITE FOR THE SUCCESS OF THE FEDERAL RESERVE SYSTEM  
HARBUR



# About the KC Fed

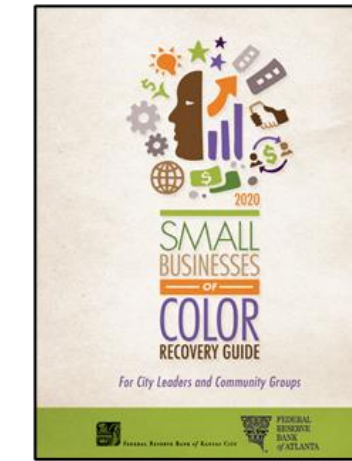
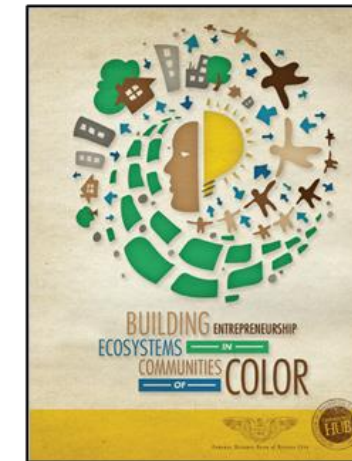
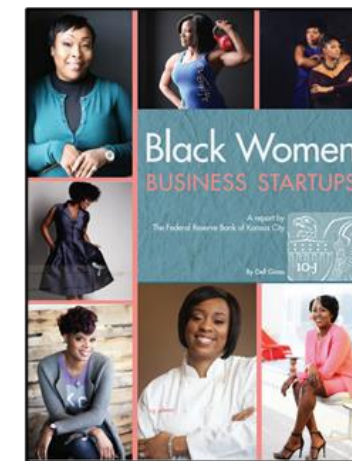
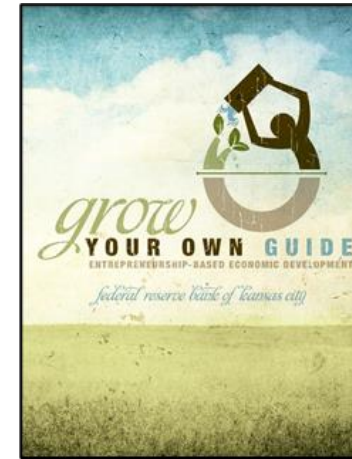
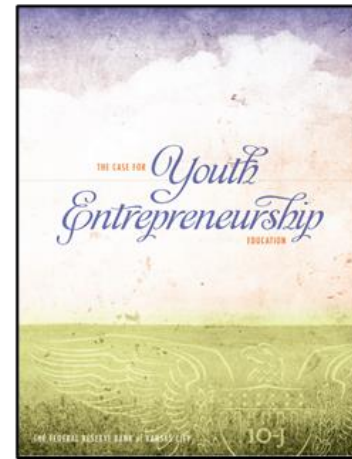
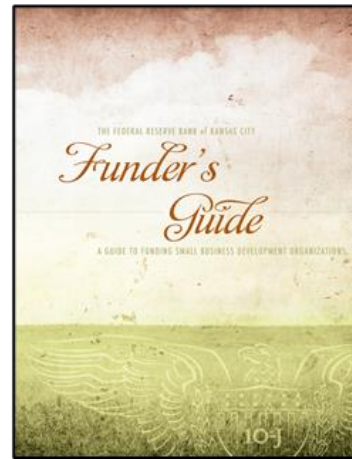
- Conducting the nation's monetary.
- Supervising and regulating banks and other important financial institutions.
- Maintaining the stability of the financial system.
- Providing certain financial services to the U.S. government U.S. financial institutions, and foreign official institutions, and playing a major role in operating and overseeing the nation's payments systems.



The Tenth District consist of Nebraska, Oklahoma, Kansas, Colorado, Wyoming and portions of Missouri and New Mexico.

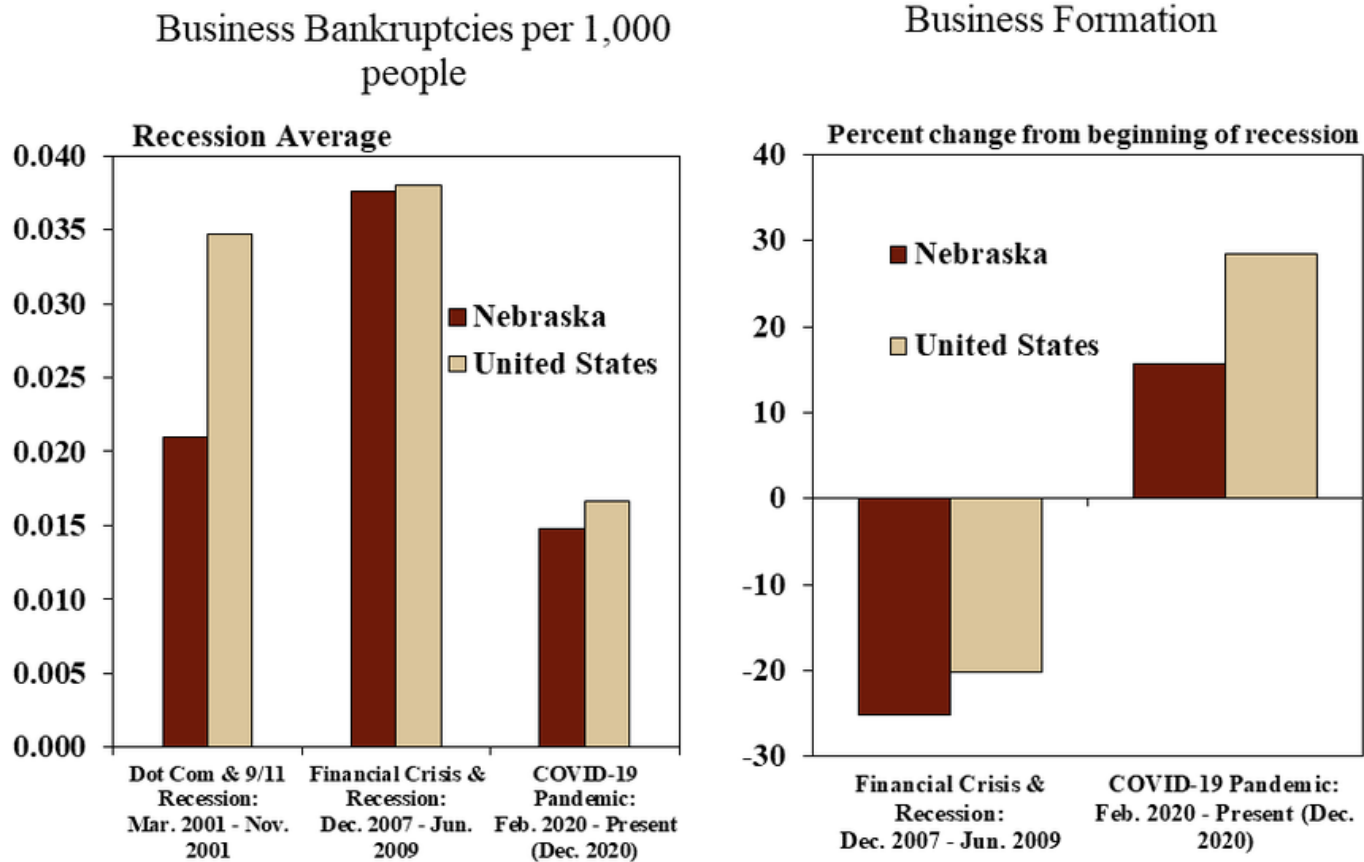
[www.kansascityfed.org](http://www.kansascityfed.org)

# About Our Work



# Nebraska Businesses

**Chart 12: Business Bankruptcies and Business Formation**



The 2007-09 financial crisis and recession resulted in a significant increase in business bankruptcies and a sharp reduction in the formation of new businesses (Chart 12). Unlike that recession, bankruptcies in Nebraska have been relatively muted, mirroring the nation. In addition to fewer businesses closing or entering bankruptcy, new businesses have also continued to form, though to a lesser degree in Nebraska.

Sources: Administrative Office of the U.S. Courts, Census Bureau, Haver Analytics.  
 Note: Business formation measured using high-propensity business applications. Data are through December 2020.

# Nebraska Businesses



The Business Confidence Index – Nebraska rose from a value of 97.1 in February to 107.7 in March. The March reading is well above the neutral level of 100.

**March 2021 - UNL Bureau of Business Research**



## **Mike Nield**

District Community Affairs Officer  
OCC

[Michael.Nield@occ.treas.gov](mailto:Michael.Nield@occ.treas.gov)

The Office of the Comptroller of the Currency (OCC) is an independent bureau of the U.S. Department of the Treasury. The OCC charters, regulates, and supervises all national banks, federal savings associations, and federal branches and agencies of foreign banks.

We ensure that the banks we supervise operate in a safe and sound manner, provide fair access to financial services, treat customers fairly, and comply with applicable laws and regulations. The OCC receives no appropriations from Congress.

# Agenda

- Part I – Introduction
- Part II – Resources
- Part III – CRA: A Primer of the 1995 CRA Rule
- Part IV – CRA Modernization

# Part II - Resources



# OCC Resources

- OCC [www.occ.gov](http://www.occ.gov)
- **Small Business Resources**
  - [Community Affairs Publications](#)
  - [Community Affairs Resource Directories](#)
- **Consumers**
  - [www.helpwithmybank.gov](http://www.helpwithmybank.gov)
- **OCC Bankers Only**
  - [CRA Illustrative List of Qualifying Activities](#)



# COVID-19 Resources

- [NR 2020-30 Joint Statement 3/9/2020](#)
- [NR 2020-39 Agencies Encourage FI 3/22/2020](#)
- [NR 2020-40 Responsible Small-Dollar Loans 3/26/2020](#)
- [Bulletin 2020-32 Joint Statement on Mortgage Servicing April 3, 2020](#)
- [Bulletin 2020-35 Troubled Debt Restructurings April 7, 2020](#)
- [Bulletin 2021-12 CRA FAQ's Related to COVID-19 March 8, 2021](#)

# OCC Bank Resources Only

- [June 2020 CRA Rule](#)
- [Bulletin 2020-15 Pandemic Planning 3/13/2020](#)
- [Bulletin 2020-99 CRA FAQ's on New CRA Rule November 9,2020](#)
- [Interpretive Letter #1177 January 4, 2021](#)
- [List of Qualifying Activities](#)
- [CRA Qualifying Activities Confirmation Request Tool](#)

# Part III – CRA: A Primer

## (1995 CRA Rule)



# Small Businesses & Farms

- **Small Loans to Businesses & Farms**
  - Original loan *amount*  $\leq$  \$1 million |  $\leq$  \$500 thousand
- **Small Business & Farm Lending**
  - Businesses or farms with gross annual *revenues*  $\leq$  \$1 million
- **Small Business & Farm Community Development**
  - Meet the SBA's size or revenue standards
  - Have a CD *purpose* of job creation, retention or improvement

# Evaluating CRA Performance

- Small Banks (<\$330 Million\*)
  - Lending Test
  - *Optional Community Development Investments & Services*
- Intermediate Small Banks (\$330 million-\$1.322 billion)
  - Lending Test
  - *Community Development Test*
- Large Banks (>\$1.322 Billion\*)
  - Lending Test
    - *includes Community Development Lending*
  - Investment Test
    - *Community Development Investments*
  - Service Test
    - Retail Banking Services
    - *Community Development Services*

## Wholesale | Limited Purpose | Strategic Plan

- *Lending and/or Community Development Test*
- Must be approved by primary regulator



# Community Development Under the CRA

- ***Affordable housing*** for low- or moderate-income (LMI) individuals
- ***Community services*** for LMI individuals
- Promoting ***economic development*** by providing financing for small business or farms
- ***Revitalize or stabilize*** certain geographies  
LMI Areas ♦ Rural Distressed or Underserved Areas ♦ Disaster Areas

# Economic Development

Economic Development for CRA is:

- *Small business activities that support permanent job creation, retention and/or improvement*

For CRA, Economic Development activities **must**—

- Meet a **Size Test** and
- Promote CRA Economic Development (**Purpose Test**)

# Revitalize or Stabilize **Certain Geographies**

- Low- or moderate-income geographies
- Distressed non-metropolitan middle-income geographies
- Underserved non-metropolitan middle-income geographies
- Designated disaster areas



# Examples: CD Loans, Investments and Services

- **Affordable Housing:** A bank officer is on the board of a non-profit that develops housing for low-and moderate-income residents
- **Community Service:** A loan to a non-profit that provides health care services for low to moderate income individuals
- **Economic Development:** An investment in a CDFI that provides technical assistance and loans for small businesses
- **Revitalize and Stabilize:** A loan to finance the expansion of a large employer that will create new permanent job opportunities consistent with a local government strategic plan

# Part IV – CRA Modernization



# New OCC Final CRA Rule

- OCC Final Rule
  - Published on **OCC.gov** on May 20, 2020
  - Became effective on October 1, 2020 (with various compliance dates as late as January 1, 2024)
- Applies to OCC-supervised institutions only
- The Final Rule:
  - Clarifies what counts for CRA credit
  - Updates where bank activity counts
  - Establishes objective CRA performance criteria
  - Makes CRA reporting more transparent and timelier

# OCC New Final CRA Rule (cont.)

- CRA Eligible Business and Farm
  - Loan size threshold:  $\leq$  \$1.6 million
  - Revenue size threshold:  $\leq$  \$1.6 million
- Partial Credit for Certain Activities if  $\leq$  50% LMI Served
  - Essential community facilities, like hospitals and health care facilities,
  - Essential infrastructure, like rural broadband
- Financial Education
- Community Development Services
- Multipliers to Encourage Innovativeness and Responsiveness

# Effective Provisions on October 1, 2020

- **On October 1, 2020,**
  - The OCC's new CRA rule became effective
  - Effective provisions include:
    - Definitions
    - Qualifying activities criteria
    - Activity confirmation process and illustrative list
    - Public file and public notice requirements



# Contact and Questions



- Mike Nield
- District Community Affairs Officer
- [Michael.Nield@occ.treas.gov](mailto:Michael.Nield@occ.treas.gov)
- Office 913-401-4436



## **Leon Milobar**

**District Director,  
Nebraska District Office**

U.S. Small Business Administration

[Leon.Milobar@sba.gov](mailto:Leon.Milobar@sba.gov)

Created in 1953, the U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream. The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.



U.S. Small Business  
Administration



# Our Mission: Supporting small businesses for 60+ years



**Plan**  
your business



**Launch**  
your business



**Manage**  
your business



**Grow**  
your business

The **U.S. Small Business Administration** makes the American dream of business ownership a reality.

We **empower entrepreneurs** and small business owners with the **resources and support** they need to **start and grow** their businesses and **help with recovery** nationwide after a disaster.

The **SBA** is the **only go-to resource and voice** for small businesses backed by the strength of the **federal government**.

# SBA COVID-19 Economic Relief Funding Options

## Loan Programs

## Payment & Grant Programs



Paycheck  
Protection  
Program



Debt Relief on  
SBA 7(a), 504  
and Microloans



Economic Injury  
Disaster Loan, Targeted  
EIDL Advance and  
Supplemental Targeted  
Advance



Shuttered Venue  
Operators Grant and  
Restaurant  
Revitalization Fund

# DISASTER LOAN - GRANT DATA

- PPP loan Funds Exhausted Except CDFI – Small Community Lenders
  - PPP 2020-21 10.7 Billion loans, Over \$780 Billion YTD
  - PPP 2021 5.6 Million loans for \$258.3 Billion
  - 2021 Nebraska 67,548 loans \$1.86 Billion
- COVID 19 EIDL remains open until 12/31/2021
  - EIDL Covid 19 Over \$200 Billion
  - Nebraska EDLI 14,955 loans for \$903.8 Million
- Shuttered Venue – Restaurant Recovery Funds

# SBA FUNDING OPTIONS

- Shuttered Venue Operators Grant (SVOG)
- Economic Injury Disaster Loan (EIDL)
- Economic Injury Disaster Loan Advance Grant
- Restaurant Revitalization Fund (RRF)
- "Enhanced" SBA 7(a) loan (90% guaranty and no fees through 9/30/21)
- 504 Refi Loan (pending guidance)

# TOTAL FINANCING 2021 YTD

## 7a – 504

- \$12 Billion Loans, 8.7% increase over 2020 & 1% higher 2019
- Ave. Loan Size increased - Loans over \$2 million -7% of the loans
- National Ave. Startups up 1% to 17 % & ownership change remains at 13%
- 504 Lending \$4.1 Billion, 21% increase over 2020 & 60.5% increase over 2019
- Express Loan: with increased limits, guarantee, and reduced fees  
7,799 loans for \$936 million
- Rates, Terms and Incentives

# Resources Available

## *Getting Started and Growing*

- Financing 160 Plus community lenders - 3 Micro Lenders
  - Training: Resources Partners SCORE, NBDC, WBC, PTAC
  - Counseling: SCORE, WBC , VBOC
  - Mentoring: SCORE, WBC, VBOC
  - Navigator Program ( Coming Soon)
  - STEP – International Trade
- ❖ Training , Counseling and Mentor are free or at a reduced rate

# SBA And Our Resource Partners – How Can We Help You Today?



# Nebraska Business Development Center (NBDC)

Consulting for the Life Cycle of your Business



Technology Commercialization  
Market Analysis  
Feasibility Study



Lean Business Model  
Business Plan Development  
Financial Projections



Loan Packaging  
Funding Sources  
SBIR/STTR



Lean Enterprise  
Sustainable Operations  
Leadership & Management  
Training and Kaizen  
OD Consulting



Government Contracting  
Exporting  
International Markets  
Market Resesarch  
Sales Force Training



Business Valuation  
Succession, Exit Planning  
Business Sale



**Nebraska Business Development Center**  
**University of Nebraska at Omaha**  
Mammel Hall, Suite 200  
6708 Pine Street  
Omaha, NE 68182  
(402)554-2521

<http://nbdc.unomaha.edu/>





5 SCORE Chapters in Nebraska

Greater Omaha SCORE Chapter 40

Lincoln SCORE

SCORE Route 66

Grand Island/Kearney

Scottsbluff

## Counselors to America's Small Business Business Counseling and Training

SCORE members are trained to serve as advisors and mentors to aspiring entrepreneurs and business owners.

- Make a free appointment with a mentor and talk face-to-face
- Attend Business workshops
- Get assistance with your business plan
- Wide variety of info on [www.score.org](http://www.score.org)

Go to [www.score.org](http://www.score.org) to find the location nearest you!

# Rural Enterprise Assistance Project



145 Main Street  
Lyons, NE

[www.cfra.org/reap](http://www.cfra.org/reap)

402-687-2100

## Free Business Assistance

- Counseling
- Technical Assistance and Workshops
- Microloan program
- Women's Business Center
- Latino Business Center

# Procurement Technical Assistance Center (PTAC)

<http://nbdc.unomaha.edu/government-contracting/>



## Government buyers are looking for your quality products and services.

### BIDDING ASSISTANCE

NBDC consultants help you—

- Formulate accurate and confidential bids
- Understand required forms, regulations and specifications
- Locate bidding, partnering and subcontracting opportunities

### ACCESS TO RESOURCES

NBDC consultants provide—

- BidMatch automated opportunity searches
- Access to government forms, specifications and regulations
- Workshops and training on basic and advanced contracting topics

### GETTING READY TO BID

NBDC consultants help you—

- Apply for certifications that help small businesses compete
- Complete required registrations
- Review your financial capabilities and accounting systems
- Assess your delivery capabilities, technical skills, facilities and quality standards

### MARKET RESEARCH

NBDC consultants provide—

- Listings of agencies that have previously purchased similar products or services
- Analysis of volume purchased, price paid and award winners in the past
- Information about subcontracting and teaming opportunities



# Veteran Business Resource Center



[www.vetbiz.com](http://www.vetbiz.com)

**314-531-VETS**



- 12-year resource partner with the SBA
- Headquartered in St. Louis with an office in Kansas City
- Serves all of MO, IA, NE, KS and southern IL
- Operates the Veterans Business Outreach Center
- Hosts webinars, seminars and one-on-one consulting
- Assists in training of B2B & Reboot B2B with SBA Resource Partners

# SBA Lender Match



Connects potential SBA borrowers with interested lenders

## Step One

Answer a few questions about your business history, your business plan and your background and experience

## Step Two

Hear from SBA small business lenders within two days

## Step Three

Receive information on free and low-cost training options to help improve your application

<https://www.sba.gov/lendermatch>

## NEBRASKA DISTRICT OFFICE

### Check our local website for upcoming events!

- SBA and resource partner events
- State-wide
- Provides registration links
- Wide variety of topics each month

[www.sba.gov/ne](http://www.sba.gov/ne)

## Small Business Events

◀ November 2020 ▶			
<b>Nov</b> <b>03</b>	<b>Google My Business</b> Tuesday, November 3, 2020 - 12:00pm CST SBA Participating <a href="#">Registration Required</a>	<b>Nov</b> <b>05</b>	<b>#VetBiz Veteran Listening Session</b> Thursday, November 5, 2020 - 2:00pm CST SBA Participating <a href="#">Registration Required</a>
<b>Nov</b> <b>06</b>	<b>#VetBiz COVID-Resistant, Recession-Resistant Franchise Opportunities</b> Friday, November 6, 2020 - 12:00pm CST SBA Participating <a href="#">Registration Required</a>	<b>Nov</b> <b>10</b>	<b>From the Trenches to the Battlefield: Guerilla Marketing Strategies ...</b> Tuesday, November 10, 2020 - 12:00pm CST SBA Participating <a href="#">Registration Required</a>
<b>Nov</b> <b>11</b>	<b>Introduction to Government Contracting - Marketing Your Business</b> Procurement Technical Assistance Center Wednesday, November 11, 2020 - 8:30am CST Resource Partner <a href="#">Registration Required</a>	<b>Nov</b> <b>17</b>	<b>Facebook Live</b> Tuesday, November 17, 2020 - 12:00pm CST SBA Participating <a href="#">Registration Required</a>
<b>Nov</b> <b>18</b>	<b>Labor and Employment Law</b> Wednesday, November 18, 2020 - 11:30am CST SBA Participating <a href="#">Registration Required</a>	<b>Nov</b> <b>19</b>	<b>Winning Federal Contracts For Your Small Business</b> Thursday, November 19, 2020 - 9:00am CST SBA Participating US Small Business Administration 10675 Bedford Ave Omaha, NE 68134 <a href="#">Registration Required</a>

## Follow the Nebraska District Office on Twitter

- Great online content (links to blogs, websites, etc.)
- Info on upcoming workshops and webinars
- Info on upcoming Twitter chats for small business
- Small business info from other Federal agencies
- And more!



**@SBA\_Nebraska**



**402 221-4691**

**SBA.GOV or SBA.GOV/NE**





**Earl Reddrick,**  
**Field Office Director,**  
**Omaha Field Office**

U.S. Department of Housing and Urban Development

[Earl.E.Reddrick@hud.gov](mailto:Earl.E.Reddrick@hud.gov)

Part of the U.S. Department of Housing and Urban Development's (HUD) mission is to create quality, affordable homes for all. To achieve this portion of its mission, HUD administers 73 housing assistance programs that promote home ownership, provide rental assistance, and support public housing.

# HUD IN NEBRASKA: SMALL BUSINESSES DEVELOPMENT IN TRANSFORMATIONAL RECOVERY

**Earl Redrick**

Field Office Director - Omaha



# PURPOSE

- ▶ Update on programs and funding that support small businesses and contracting opportunities
- ▶ Create more employment opportunities for low-moderately low residents across Nebraska
- ▶ Increase collaboration and partnerships with public and private entities



# PROGRAMS AND FUNDING

- ▶ Community Development Funds
  - ▶ Economic Dev. - community facilities and services, revitalization, employment transportation, housing rehabilitation, water and sewer
    - ▶ Disaster Recovery - \$108 million
    - ▶ CARES Act - \$39.2 million with \$22.1 million slated for development (housing, infrastructure, related development)
  - ▶ American Rescue Plan - \$27.3 million in **HOME**
    - ▶ State - \$15 million
    - ▶ Omaha - \$8 million
    - ▶ Lincoln - \$4 million



# PROGRAMS AND FUNDING

- ▶ Federal Housing Trust Fund
  - ▶ \$3 million annually
- ▶ Lead Based Paint and Lead Hazard Controls
  - ▶ Omaha - \$3.6 million
  - ▶ Lincoln - \$3.2 million
  - ▶ Increased funding for this year
- ▶ Public Housing Funds
  - ▶ \$14.6 million awarded to 98 public housing agencies (PHAs)
  - ▶ development, financing, modernization of public housing developments, and for management improvements



# PROGRAMS AND FUNDING

- ▶ Multifamily Housing Dev
  - ▶ Market, subsidized, mixed income/mixed use
  - ▶ Urban and some rural
  - ▶ Partnering for regional efforts for greatest impact
- ▶ Healthcare
  - ▶ Health Center, Assisted Living, Skilled Nursing



# HUD'S WORKFORCE DEVELOPMENT

- ▶ Section 3 of the Housing and Urban Development Act of 1968

To ensure that the employment and other economic opportunities generated by Federal financial assistance for housing and community development programs shall, to the greatest extent feasible, be directed toward low- and very low-income persons, particularly those who are recipients of government assistance for housing



# PUBLIC-PRIVATE PARTNERSHIPS

- ▶ Most HUD funds can be used as matching funds and leveraged with private investments
- ▶ Supports broadening small business and contractors
- ▶ Ideally improves and supports housing opportunities for the workforce of these entities
- ▶ Aids with business and workforce development efforts





# SPECIFICALLY TALKING HOUSING

Current times must be met with necessary efforts:

- ▶ Reimagining the way and method in which we have traditionally thought, developed and delivered housing
- ▶ Affordable, safe, secure at various price points serving all Nebraskans
- ▶ Stability, improved health, enhanced societal outcomes
- ▶ Return on Investment (ROI) for community and business



# CONTACT

Earl Redrick, Field Office Director (Omaha)

[earl.e.redrick@hud.gov](mailto:earl.e.redrick@hud.gov)

402-492-3100; 402-492-3134



# RESOURCES

**Office of Lead Hazard Control and Healthy Homes**

[https://www.hud.gov/program\\_offices/healthy\\_homes](https://www.hud.gov/program_offices/healthy_homes)

**National Housing Trust Fund**

<https://www.hudexchange.info/programs/htf/>

**FHA Multi-family Insured Loan Financing; National Housing Trust Fund**

<https://www.hudexchange.info/programs/htf/>

**For More Information – Section 3 rule**

<https://www.hud.gov/section3>





## **Aretha Boex**

**Associate State Director**

America's SBDC – Nebraska

[aboex@unomaha.edu](mailto:aboex@unomaha.edu)

The Small Business Development Centers (SBDC) program of NBDC is a resource for small business creation and expansion in Nebraska. The Nebraska SBDC offers confidential consulting services to entrepreneurs and small business owners looking to start and grow their enterprises or to transition companies to the next generation of ownership. SBDC consultants are credentialed business advisers with academic degrees and professional certifications. SBDC consulting services are offered at no or low cost to those interested in operating a for-profit business in Nebraska.

***nbdc***

**NEBRASKA BUSINESS DEVELOPMENT CENTER**®

# Strengthening Nebraska Businesses for a Healthy Economy and Prosperous Communities

Free\*  
Confidential  
Consultative



NEBRASKA BUSINESS DEVELOPMENT CENTER



**CHADRON**

**SCOTTSBLUFF**

**nbdc**<sup>®</sup>

**NEBRASKA BUSINESS  
DEVELOPMENT CENTER**

**NORFOLK**

**WAYNE**

**NORTH PLATTE**

**OMAHA**

**KEARNEY**

**GRAND ISLAND**

**LINCOLN**

**MCCOOK**



**NEBRASKA BUSINESS DEVELOPMENT CENTER**

# Start and Grow Your Business

- Business planning
- Market research and analysis
- Financial projections
- Loan and funding packaging
- Benchmarking
- Export assistance
- Business valuation\*
- Succession planning\*

*\*NBDC charges for these services*

## Small Business Development Centers



# Explore the Government Market

- Communicate the process
- Workshops and training
- Access to resources
- Business certifications
- Bid preparation & review
- Opportunities search
- Connect to prime & government buyer
- Government market research

## Procurement Technical Assistance Centers





# Support Your Innovation

- Pathway to commercial success
- Discover R&D resources:
  - SBIR/STTR
  - Academic R&D
  - Nebraska Prototyping Grant
- Identify & pitch to potential investors
- Identify market potential
- Find useful partnerships
  - Connect to federal and state programs supporting innovation

## Technology Commercialization Program



# Connect to University Resources

- System-wide engagement
  - Relationships vs. Transactions
  - Engagement tracking
  - Geographically agnostic
- University resources to support Nebraska businesses
    - Research and development
    - Subject matter expertise
    - Facilities and labs
    - Business processes and services
    - Talent identification & development

## University Center Program



# Connect the Small Business Ecosystem

One-stop-shop platform connecting Nebraska economic and community development resources.

- Entrepreneurial resource map
- One-stop hotline
- Calendar of events
- Coordination, Transparency, and Accessibility
- For new & existing businesses, economic developers, and resource partners
- Resource partners include non-profit, government, and educational organizations

**Nebraska SourceLink**



# On-Demand Training

- FREE library of training videos
- Available on-demand (24/7)
- Asynchronous format
- Less than 20 minutes long
- Closed captioned with transcripts
- Valuable handouts

## Current Course Tracks:

- A to Z of Starting a Business
- Marketing and Market Research
- Improving your Business
- Responding to Threats
- Small Business and the Law
- Modules in Spanish (*Coming Soon*)



**e***n*lighten Video Library

Know someone who could use our services?

# WE REFERRALS

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NBDC@UNOMAHA.EDU  
FOLLOW NBDC:



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## **Gregory Housel,**

Community Affairs Specialist  
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FDIC

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[GrHousel@FDIC.gov](mailto:GrHousel@FDIC.gov)

## **Questions About the FDIC Money Smart Program**

DCP Community Affairs FDIC  
Phone: 877-ASKFDIC (877-275-3342)  
Email: [communityaffairs@fdic.gov](mailto:communityaffairs@fdic.gov)



# MONEY SMART

for Small Business







**MONEY  
SMART**  
for Small Business

# MSSB What It Is?

- A business education tool
- Collaboratively developed by the FDIC & SBA
- 13 modules
- Cover a wide range of business topics



**MONEY  
SMART**  
for Small Business

## Why It Was MSSB Created?

- A tool to assist financial institutions and community organizations
  - *Small Business Development Organizations*
  - *Community Banks/Financial Institutions*
  - *Government Programs*
  - *Chambers of Commerce or Business Chambers/Trade Associations*
  - *Independent Small Business Consultants*
- A tool for aspiring and existing entrepreneurs
- A tool to have deep sustainable impact on rural and urban communities

[Money Smart Home](#)

[Teach Money Smart](#)

[Learn Money Smart](#)

[My Money Smart](#)

### How to Contact Us:

#### FDIC - Money Smart

550 17th Street, NW, F-6000

Washington, DC 20429

Phone: 877-ASKFDIC (877-275-3342)

Email: [communityaffairs@fdic.gov](mailto:communityaffairs@fdic.gov)

[Keep Up with Money Smart News](#)

Money Smart for Small Business (MSSB) provides an introduction to topics related to starting and managing a business. MSSB was developed jointly by the Federal Deposit Insurance Corporation (FDIC) and the [U.S. Small Business Administration \(SBA\)](#). The materials are available for immediate download at [Money Smart – Teach – For Small Business](#).

This instructor-led curriculum consists of 13 modules in English and Spanish that can be [downloaded](#) or ordered in [CD format](#).

MSSB trainings for aspiring and existing entrepreneurs are conducted by the members of the [Money Smart Alliance](#). A list of members may be helpful to find available training and assistance near you, although the list does not include all of the organizations that use Money Smart.

MSSB is designed to be delivered to aspiring or existing small business owners by staff from financial institutions, small business development centers (SBDCs), women's business centers, city/county economic development offices and others. The curriculum is a tool for bank-community partnerships. No certifications are required to use the curriculum. Ideally, MSSB instructors have experience in the delivery of training, technical assistance or coaching to small businesses.

[Download](#) (catalog.fdic.gov) the Top 10 Reasons to use MSSB flyer.



# MONEY SMART

for Small Business

<https://www.fdic.gov/resources/consulters/money-smart/money-smart-for-small-business/index.html>

work MONEY SMART

### Top 10 Reasons to use MONEY SMART for Small Business

1. It's free
2. Anyone can download the curriculum, but CDs are also available upon request
3. It is easy to use and a ready to go out-of-the-box curriculum, that includes a fully scripted instructor guide, participant guide and slides
4. It's flexible, it can be edited as needed and modules can be combined or taught in any order
5. It's adaptable for use with other curricula, or as part of business coaching or counseling
6. There are no requirements or certifications needed to use; but eligible organizations adopting it, are encouraged to join the Money Smart Alliance
7. Money Smart Alliance members are listed on the FDIC website to help entrepreneurs and other organizations find out who is offering Money Smart near them
8. It is available in English and Spanish
9. It is a tool to help develop, maintain, and/or support partnerships with subject matter experts (e.g. bankers, insurance agents, credit counselors, business consultants, business attorneys, etc.) who can teach the Money Smart for Small Business classes
10. Includes the Money Smart for Small Business Train-the-Trainers Curriculum to train Money Smart for Small Business instructors

## Categories

About FDIC

Banking Resources

Consumer Resources

> Deposit Insurance

✓ Money Smart

Learn

> Train Adults

Train Small  
Businesses

> Train Youth

> Train-the-Trainer  
Resources

Subscriptions



[Money Smart for Small Business English \(Download\)](#)  
Includes MSSB Train-the-Trainer



[Money Smart for Small Business English/Spanish \(CD-Rom\)](#)  
Includes MSSB Train-the-Trainer.




[Money Smart para pequeños negocios Español \(Descargar\)](#)  
Incluye Materiales de Capacitación para el Instructor


<https://catalog.fdic.gov/catalog/s/?selCategoryNm=a1Et0000003IWcFEAU>




### Downloadable Files

 [SB\\_Banking\\_Services\\_Slides.pptx](#)

 [SB\\_Record\\_Keeping\\_IG.pdf](#)

 [SB\\_Managing\\_Cash\\_Flow\\_PG.pdf](#)

 [SB\\_Time\\_Management\\_PG.pdf](#)

# MONEY SMART

for Small Business



# The Coronavirus Changed Small Business

How do we Combine Current  
and Future best Practices with  
Small Business Financial  
Education





# Curriculum Components

- Instructor's Guide
- Participant's Guide/Workbook
- PowerPoint Slides
- Train the Trainer Curriculum

Available in English & Spanish

13 Modules



**MONEY  
SMART**  
for Small Business



# 13 Modules

  
**MONEY  
SMART**  
for Small Business



## Is Owning a Business a Good Fit for You?

know your strengths



## Planning for a Healthy Business

start-up: from plan to reality



## Banking Services

designed for small businesses



## Organizational Types

pros and cons of business structures



## Time Management

tips to make you more efficient



## Financial Management

understanding this critical practice



## Recordkeeping

as a managerial tool



## Credit Reporting

demystified



## Risk Management

planning for what you can and cannot control



## Insurance

choices for businesses



## Tax Planning and Reporting

understanding taxes and your business



## Selling Your Business and Succession Planning

developing an exit strategy for your business



## Managing Cash Flow

practical problem-solving



# MONEY SMART

for Small Business

## Upcoming Events

FDIC hosts quarterly MSSB Town Hall webinars featuring organizations using MSSB. Prior events can be found at the [MSSB Town Hall Webinars](#) page, and you can register for upcoming events at the [Money Smart Training & Events](#) page.

[View All Events](#)

## Contact Us

[FDIC staff](#) is available to provide technical assistance and to help facilitate partnerships among interested parties. Contact us at [communityaffairs@fdic.gov](mailto:communityaffairs@fdic.gov).

## Quick Links

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[Contacts](#)



[Money Smart Alliance](#)



[Money Smart News](#)



[Order](#)



[Teacher Online Resource Center](#)



[Train-the-Trainer Program](#)



[Training & Events](#)



# ECONOMIC INCLUSION – RECENT UPDATES

**Economic Inclusion (EI) is integral to the FDIC’s mission of maintaining stability and public confidence in the nation’s financial system.**

**Invitation to Action: Explore affordable and sustainable accounts today!**

## **FDIC Resources for Expanding Account Access:**

- 2019 FDIC [Survey](#): *How America Banks: Household Use of Banking and Financial Services*
- FDIC’s New [#GetBanked Webpage](#)
- Interagency [Q&A](#) Regarding Community Reinvestment

## **Support within the banking industry is available:**

- Research performed by the Federal Reserve Bank of St. Louis of Bank On account activity
- [Bank On Coalitions](#) connect banks with consumers
- Twenty technical service providers have committed to support affordable accounts

**Bank all Nebraska High School Graduates by 2025**



### **Help Expand Banking Access Through Bank On**

ABA encourages all banks to join the Bank On movement to help reduce the number of unbanked and underbanked in the country. In support of this effort, the nation's core providers are making it easier for banks to offer low-cost accounts that meet Bank On National Account Standards.



### **Core Providers Join ABA in Support of Financial Inclusion Initiative**

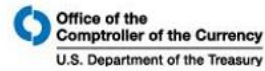
Banks of all sizes can help expand access to banking services by offering low-cost, Bank On-certified accounts. Core providers want to help.



**#GetBanked**  
WWW.FDIC.GOV/GETBANKED

FDIC





# Nebraska Small Business Resource Sheet

## Nebraska Small Business Resources

### FDIC Resources

The FDIC Small Business public page [www.fdic.gov/smallbusiness](http://www.fdic.gov/smallbusiness) highlights FDIC initiatives and federal resources such as the FDIC Small Business Lending Survey. In light of the Coronavirus, FDIC created the [www.fdic.gov/coronavirus/smallbusiness](http://www.fdic.gov/coronavirus/smallbusiness) page intended to inform financial institutions. FAQs on the SBA PPP are updated as needed. The FDIC Small Business Hotline (1-855-FDIC-BIZ/1-855-334-2249) operates from Monday through Sunday to address questions or concerns that small businesses may have about availability of credit.

### Money Smart for Small Business



[Money Smart for Small Business \(MSSB\)](#) provides an introduction to topics related to starting and managing a business. [MSSB](#) was developed jointly by the Federal Deposit Insurance Corporation (FDIC) and the [U.S. Small Business Administration \(SBA\)](#). The materials are available for immediate download at [Money Smart – Teach – For Small Business](#). [Download](#) the Top 10 Reasons to use MSSB flyer (catalog.fdic.gov).

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### Small Business Administration - Nebraska

<https://www.sba.gov/offices/district/ne/omaha>

Created in 1953, the [U.S. Small Business Administration \(SBA\)](#) continues to help small business owners and entrepreneurs pursue the American dream. The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.

- |                                    |  |                                    |   |
|------------------------------------|--|------------------------------------|---|
| <a href="#">Business Guide</a> -   | Plan your business<br>Launch Your Business<br>Manage Your Business<br>Grow Your Business | <a href="#">Contracting</a> -      | Contracting Guide<br>Contracting Assistance Programs<br>Counseling and Help |
| <a href="#">Funding Programs</a> - | Loans<br>Investment Capital<br>Disaster Assistance<br>Surety Bonds                       | <a href="#">Learning Center</a> -  | SBA Platform  |
|                                    |  | <a href="#">Local Assistance</a> - | Find Local Assistance   |
|                                    |  | <a href="#">Coronavirus Relief</a> |   |

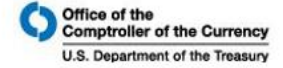
[Restaurant Revitalization Program](#) and fund hotline 1-844-279-8898 (option 6 for live assistance).

### Office of the Comptroller of the Currency Small Business Database

[National Small Business Resource Database](#)

The OCC has [Community Affairs publications](#), [Community Affairs resource directory](#) and [www.HelpWithMyBank.gov](http://www.HelpWithMyBank.gov) as additional resources. And OCC regulated banks can review [CRA illustrative list of Qualifying Activities](#).

# Invitation to Take Action

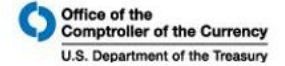


1. **Review resources** promoting small businesses and forward valuable resources to your network
2. **Inform us** of outstanding small business resources, best practices and success stories
3. Work with your organization to **develop a small business support strategy** for the future
4. **Contact** your local FDIC Community Affairs Specialist to discuss partnerships and outreach resulting in results, impact and outcomes (RIO).



Please share your small business **best practices** and **success stories**.

# Thank You For Participating, Speaker Contact Information Below



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