



Business Link North Carolina
www.blnc.gov



Business Link North Carolina

What is Business Link NC?

- BLNC was formed in 2009 as a collaboration of state-wide and state funded business resource providers
- The concept of this collaboration is to make sure all the partners are aware of the other's programs, services and updates
- This, in and of itself, is a pretty major undertaking but one with valuable outcomes
- Business Link is a division of the NC Department of Commerce

Who are the BLNC Partners?

- **NC Department of Commerce**
- **NC Community College System**
- **Employment Security Commission of NC**
- **NC Department of Agriculture and Consumer Services**
- **NC Department of Revenue**
- **NC Secretary of State**
- **NC Community Development Initiative**
- **NC Biotechnology Center**
- **NC Institute of Minority Economic Development**
- **NC Rural Economic Development Center**
- **N.C. State Industrial Extension Service**
- **SBTDC**
- **UNC System**

Funding resources for NC Business

- **NC Capital Access Program**
- **NC Rural Center**
- **CAN- Capital Access Network**
- **Capital Opportunities On-line resource**
- **Government Procurement**
- **Cost free business counseling**

NORTH CAROLINA Capital Access Program



**Job growth through
increased business lending**

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For loans assigned to NC-CAP

- Borrower fee of 2%-7%
- NC-CAP match
- Reserve fees pooled for each lender
- Reserves cover any NC-CAP default with that lender

Eligible borrowers

- For-profit companies
- Nonprofits for business purposes
- Up to 500 employees

Eligible loans

- Up to \$5 million for
 - real estate
 - construction
 - equipment
 - working capital

Prohibited loans

- Refinancing existing debt at the same lending institution
- Passive or investment real estate
- Certain other uses

Other qualifications

- Good credit
- Solid business plan
- Investment by owner
- Collateral
- Personal guarantee(s)
- Ability to repay



How do I get started?

- Contact your local lender
 - ask about NC-CAP
 - discuss your business plan
- Check nc-cap.org for participating lenders

NORTH CAROLINA Capital Access Program



- Consult your local business service network
 - Business Link NC
 - Small Business Center
 - SBTDC
 - SCORE (score.org)
 - Chamber of commerce
 - Economic development office

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NC Rural Center- Rural Economic Development

- **The North Carolina Rural Center not only administers the CAP program, they have many programs and services for North Carolina's 85 rural counties**
 - **Rural Venture Fund offers capital for small businesses seeking to expand in our rural counties**
 - **Microenterprise Loan Program designed for low-income, rural, female and minority borrowers**
 - **Building Reuse and Restoration Grant Program to repair and renovate properties**
 - **GATE-Growing America Through Entrepreneurship**

Capital Access Network

- **Capital Access Network or 'CAN' is a network of counselors available across the state to assist companies with SBA and USDA loan guarantee applications**
- **Most SBA and USDA loans are not approved because of application errors**
- **Banks are finally increasing their SBA and USDA loan guarantee lending practices**
- **www.canislending.com or call BLNC 1.800.228.8443**

Capital Opportunities On-line

- **Capital Opportunities serves as a resource for individuals seeking start-up financing, businesses hunting for expansion capital, and organizations that aid small businesses in obtaining financing**
- **Each funding source is briefly identified and accompanied by a list of contacts. This 134-page report also describes recent developments that may affect the availability of funding or the eligibility of small businesses to access capital**
- **www.sbtcdc.org/pdf/CapOpps.pdf**

Government Procurement

- **The government buys everything....**
- **Federal, state, city and county government entities need goods and services**
- **The Department of Defense in particular is a very large buyer of all goods...we have a huge contention of military bases in the state**

Procurement Assistance

- **SBTDC**
 - **PTAC- Procurement Technical Assistance Center with a counselor located in each region**
 - **PTAC counselors can help your business get set up with the on-line government bidding system**
- **NC Military Business Center or NCMBC**
 - **Help existing business identify and bid on military contracts**
 - **Administer MatchForce, the State's official free web portal for federal contracting**

Cost Free Business Counseling

- **Business Link North Carolina counselors will assist you in identifying these resources in your area**
- **The SBC or Small Business Center Network with the Community Colleges helps with business plans, access to capital and seminars**
- **The SBTDC located at the University campuses assists with business management, financial analysis, marketing, research and strategic development. They also have PTAC, procurement counselors to assist in government contracting**
- **SCORE Service Core of Retired Executives**



The Big Picture

- **The BLNC Partners are in your area and have specialized focus to help your specific business needs**
- **The range of help from the Partners can vary from writing an business plan to assisting you in technology transfer**
- **The BLNC Partners, as a service of the State of North Carolina, have either no cost services or extremely competitive rates**
- **Our Partners are known across the nation and world as innovative and top-rated business service providers**
- **So....How do you get connected....**

Resources

- BLNC 1.800.228.8443 or www.blnc.gov
- Small Business Center Network
www.sbcn.nc.gov
- SBTDC or Small Business and Technology Development Center
www.sbtdc.org
- NC Rural Center and NC Capital Access Program
www.ncruralcenter.org
- NC Military Business Center
www.ncmbc.us
- SBA and USDA loan guarantee programs
www.sba.gov/nc
<http://www.rurdev.usda.gov/Home.html>



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