



State Small Business Credit Initiative (SSBCI) Fact Sheet

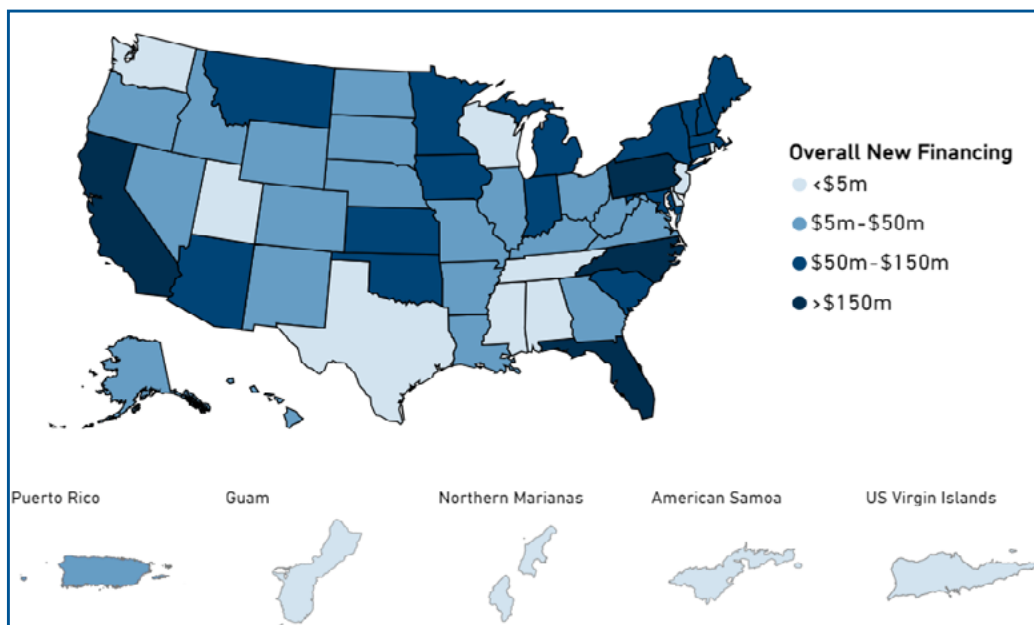
A Summary of Participating Jurisdictions' 2022 and 2023 Annual Reports

What is the State Small Business Credit Initiative?

Reauthorized and expanded by the American Rescue Plan Act of 2021, the State Small Business Credit Initiative (SSBCI) provides nearly \$10 billion for small business financing and technical assistance programs. SSBCI provides funding to states, the District of Columbia, territories, and Tribal governments (jurisdictions) for programs that catalyze lending and investing in small businesses. Jurisdictions are expected to spur up to ten times the federal funding in private lending and investing and support as many as 100,000 small businesses.

To date, the Treasury Department has approved applications for \$8.7 billion in SSBCI funding for capital programs, including nearly \$415 million for 221 Tribal governments. The data in this fact sheet represents 3,900 transactions in 2022 and 2023 involving over 3,600 small businesses.¹ In total, jurisdictions expended over \$750 million in SSBCI funding resulting in over \$3.2 billion in overall new financing, which includes \$2.8 billion in private financing.² Treasury also allocated \$400 million for technical assistance programs that enable businesses to apply for SSBCI-supported financing or state and federal small business programs.

SSBCI has already supported more than 3,600 small businesses across the country as they obtain billions of dollars in new loans and investments.



¹ This summary data is preliminary and subject to revision. Twenty jurisdictions reported loans or investments in 2022 and 52 jurisdictions reported in 2023.

² "SSBCI funds expended" reflects SSBCI allocated funds expended for transactions (e.g., loan participations or investments) or set aside for guarantees or collateral support obligations. In this fact sheet, "Overall new financing" reflects the "loan or investment transaction amount" plus "concurrent private financing" and "subsequent private financing" as defined in [SSBCI Capital Program Reporting Guidance](#). "Private financing" reflects the overall new financing amount less any SSBCI allocated or recycled funds that were included in the reported transaction amounts.

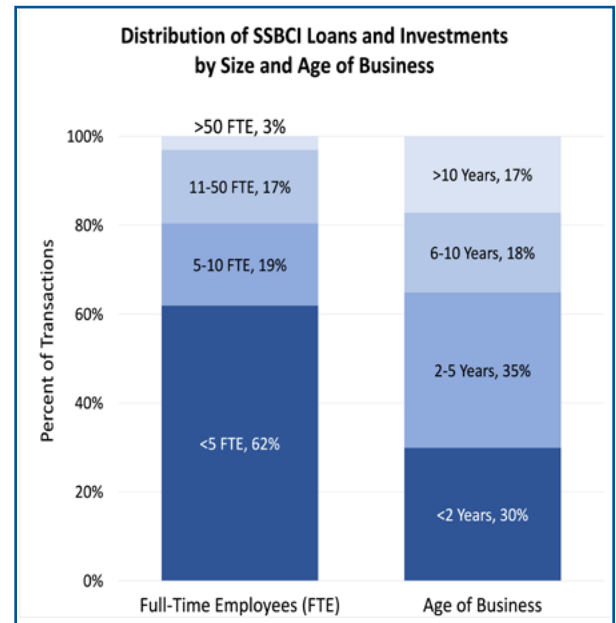
Highlighted Outcomes

SSBCI expands access to capital for small and new businesses in key sectors.

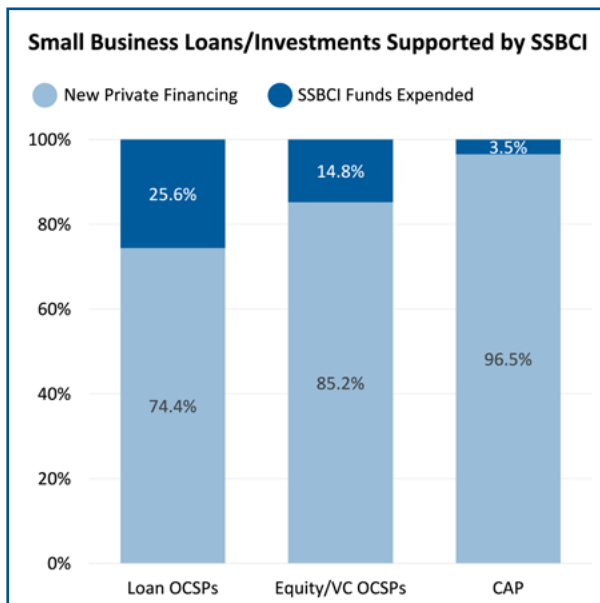
- Eighty percent of transactions, by number, supported businesses with fewer than 10 employees and 65% were 5 years old or newer.
- Of the nearly 600 businesses that received SSBCI equity/venture capital investments, 90% were early stage, seed, or pre-seed stage.
- SSBCI-supported investments reported to date are expected to help create or retain over 46,000 jobs.³
- SSBCI funds have supported thousands of loans and investments that might not otherwise have been made to small businesses in a wide range of sectors.

The top three sectors by dollar include:

1) professional, scientific, and technical services, with a concentration in high technology startups; 2) manufacturing, including companies in the automotive supply chain, and food and chemical manufacturers; and 3) accommodation and food services including restaurants. The top sector by transaction count was transportation and warehousing, including trucking companies.



SSBCI mobilizes capital for small businesses.



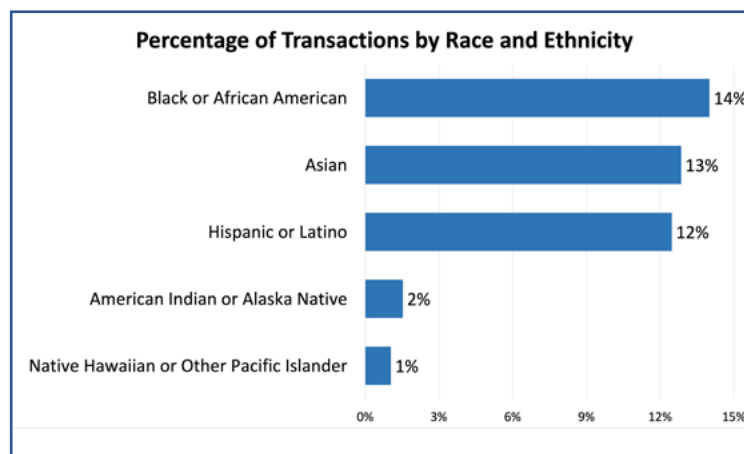
- Jurisdictions design credit support and investment programs to catalyze up to 10 times the amount of SSBCI support in private financing. To date, private financing resulting from reported SSBCI support is 27.6 times the federal support for Capital Access Programs, 2.9 times for other credit programs, and 5.8 times for equity/venture capital programs.⁴
- In total, over 470 banks, credit unions, community development financial institutions (CDFIs), and over 50 investors have made loans or investments supported by SSBCI programs.
- SSBCI supports high growth potential companies through equity/venture capital programs that enabled almost \$1.4 billion in financing to almost 600 companies.
- The average loan or investment transaction amount for all SSBCI supported transactions was \$684,000 and the median transaction size was \$115,000. CDFIs participated in 48% of transactions by number with an average loan or investment transaction amount of \$164,000.

³ This is based on expectations reported in jurisdictions' annual reports, which reported over 20,600 jobs expected to be created as a direct result of SSBCI-supported financing within 2 years from the date of the loan or investment closing, and over 25,500 job losses averted as a result of SSBCI-supported financing (not including jobs that were not at risk of loss).

⁴ These figures reflect the private financing ratio for each program (i.e., private financing divided by the amount of SSBCI allocated funds expended for each program, as those terms are used in footnote 2). For purposes of this report, "equity/venture capital programs" include programs classified as debt/equity hybrids.

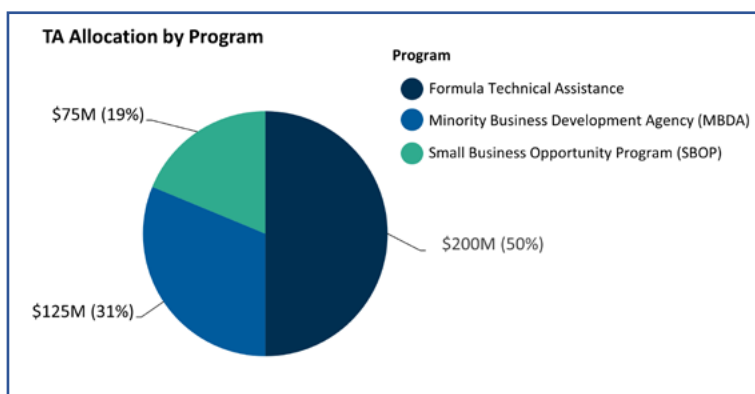
SSBCI expands access to capital for underserved businesses.⁵

- To date jurisdictions reported expending over \$531 million (69% of transactions) to support underserved businesses.
- Forty-three percent of transactions by number were reported as supporting minority-owned businesses, as well as 32% women-owned, and 4% veteran-owned.
- Black and Asian businesses accounted for 14% and 13% of transactions respectively. Hispanic or Latino/a businesses represented 12%.⁶



SSBCI funds technical assistance for businesses seeking capital.

- Treasury allocated \$200 million by formula to jurisdictions for technical assistance programs. As of June 2024, 48 states, territories, and Tribes' Technical Assistance applications have been approved, representing \$145 million in funding to support access to financial advisory, legal, and accounting services for underserved and very small companies.
- Treasury transferred \$125 million to the Minority Business Development Agency for that agency's Capital Readiness Program which supports businesses through 43 service providers across the country.
- Treasury is reviewing applications for the \$75 million Small Business Opportunity Program (SBOP), a competitive grant for jurisdictions to offer innovative models to deliver technical assistance to very small and underserved companies. Awards are anticipated to be announced in or after Summer 2024.



⁵ Demographic figures in this section (including the associated graphic) consist of the total number of transactions with businesses self-reporting in each category, divided by the total number of transactions, including transactions for which relevant demographic information was not reported. They are thus a conservative estimate of the fraction of transactions associated with each category.

⁶ For context, the response rates for race was 77% for race and 74% for ethnicity (Latino/non-Latino).

Top Five Industry Segments by Transaction Amount

Professional, Scientific, and Technical Services - NAICS Breakout				
NAICS Code	NAICS Code Definition	Transactions	Transaction Amount	Average Transaction Amount
5415	Computer Systems Design and Related Services	119	\$ 118,055,909	\$ 992,066
5417	Scientific Research and Development Services	89	\$ 266,119,118	\$ 2,990,102
5419	Other Professional, Scientific, and Technical Services	55	\$ 49,948,494	\$ 908,154
5416	Management, Scientific, and Technical Consulting Services	55	\$ 20,487,610	\$ 372,502
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	49	\$ 21,769,483	\$ 444,275
Other	Other Subsectors	71	\$ 28,906,026	\$ 407,127
Total		438	\$ 505,286,640	\$ 1,153,622
Manufacturing - NAICS Breakout				
NAICS Code	NAICS Code Definition	Transactions	Transaction Amount	Average Transaction Amount
3121	Beverage Manufacturing	40	\$ 33,023,559	\$ 825,589
3119	Other Food Manufacturing	30	\$ 26,536,547	\$ 884,552
3391	Medical Equipment and Supplies Manufacturing	29	\$ 56,423,290	\$ 1,945,631
3399	Other Miscellaneous Manufacturing	27	\$ 9,711,800	\$ 359,696
3118	Bakeries and Tortilla Manufacturing	25	\$ 5,515,696	\$ 220,628
Other	Other Subsectors	221	\$ 283,419,226	\$ 1,282,440
Total		372	\$ 414,630,118	\$ 1,114,597
Accommodation and Food Services - NAICS Breakout				
NAICS Code	NAICS Code Definition	Transactions	Transaction Amount	Average Transaction Amount
7225	Restaurants and Other Eating Places	296	\$ 135,441,225	\$ 457,572
7223	Special Food Services	71	\$ 6,127,008	\$ 86,296
7211	Traveler Accommodation	42	\$ 150,266,079	\$ 3,577,764
7224	Drinking Places (Alcoholic Beverages)	17	\$ 2,305,528	\$ 135,619
7212	RV (Recreational Vehicle) Parks and Recreational Camps	4	\$ 3,230,897	\$ 807,724
Total		430	\$ 297,370,737	\$ 691,560
Retail Trade - NAICS Breakout				
NAICS Code	NAICS Code Definition	Transactions	Transaction Amount	Average Transaction Amount
4451	Grocery and Convenience Retailers	46	\$ 30,369,275	\$ 660,202
4552	Warehouse Clubs, Supercenters, and Other General Merchandise Retailers	28	\$ 2,390,550	\$ 85,377
4581	Clothing and Clothing Accessories Retailers	27	\$ 688,757	\$ 25,510
4452	Specialty Food Retailers	24	\$ 7,181,203	\$ 299,217
4561	Health and Personal Care Retailers	21	\$ 15,972,116	\$ 760,577
Other	Other Subsectors	127	\$ 59,621,702	\$ 469,462
Total		273	\$ 116,223,603	\$ 425,727
Transportation and Warehousing - NAICS Breakout				
NAICS Code	NAICS Code Definition	Transactions	Transaction Amount	Average Transaction Amount
4841	General Freight Trucking	258	\$ 21,191,184	\$ 82,136
4842	Specialized Freight Trucking	118	\$ 7,442,276	\$ 63,070
4853	Taxi and Limousine Service	79	\$ 14,211,048	\$ 179,887
4859	Other Transit and Ground Passenger Transportation	18	\$ 2,185,780	\$ 121,432
4931	Warehousing and Storage	9	\$ 2,643,311	\$ 293,701
Other	Other Subsectors	37	\$ 6,745,974	\$ 182,324
Total		519	\$ 54,419,573	\$ 104,855

SSBCI Success Stories

Chopper Landscaping in Utah

Chopper Landscaping is a South Jordan, Utah-based landscaping company. In 2024, Chopper aimed to move from a seasonal business to year-round operations. But the company did not have enough of a credit history, and that made it difficult to qualify for the commercial loan necessary for the transition. Utah's SSBCI-supported Capital Access Program (CAP), run out of the Governor's Office for Economic Opportunity, provided a loan loss reserve to Chopper Landscaping which, pooled with a reserve from the Latino and Hispanic small business-focused CDFI, Suazo Business Center, and the borrower, provided adequate credit enhancement for the lender to extend a \$55,000 loan to Chopper to purchase snowplow equipment. This loan loss reserve, totaling 14% of the loan value, enabled the transaction and will help the borrower improve its credit history for future borrowing. Today, Chopper is positioned for further growth and will hire five employees to manage the commercial snow removal business line. This transaction is an example of how mission-driven lenders and SSBCI program managers can work together to support small businesses that provide critical services and create jobs in communities across the nation.



Salmon River Outpost and Scotts Valley Energy Company, Supported by the Consortium Led By The Affiliated Tribes of Northwest Indians Economic Development Corporation

The Affiliated Tribes of Northwest Indians Economic Development Corporation (ATNI-EDC) serves Tribes across Oregon, Idaho, Washington, southeast Alaska, Northern California and Western Montana. Twenty-five Tribes in the northwest designated ATNI-EDC to submit a joint application totaling \$21.97 million. The consortium's first transaction supported Salmon River Outpost, a grocery store from a wife-and-husband team representing the Karuk and Yurok Tribes respectively, located near California's Hoopa Valley Reservation in a food desert. The SSBCI transaction to support acquisition of the land and building totaled \$250,000 and was matched by a further \$250,000 in private capital, alongside other, non-SSBCI capital provided for working capital .



A second transaction, Scotts Valley Energy, was identified by consortium member Tribe Scotts Valley Band of Pomo Indians of California. Scotts Valley Energy is a gasification company (and Tribal enterprise) that burns walnut and almond shells to generate gas, and ultimately, electricity. The consortium was able to provide a \$125,000 pre-development loan for site work, matched with a loan from a community development financial institution (CDFI) and other private capital. The revenues generated by the company go back to the community by supporting provision of services.

Extrunet in Michigan

Extrunet America is a supply chain company that produces extrusion machinery and tooling, primarily for clients in the decking, fencing, and window industries. The Michigan Economic Development Corp provided Extrunet America with \$532,000 in SSBCI-funded collateral support, unlocking access to a \$1.3 million bank loan to fund business expansion by nearly doubling their production facility and adding three new jobs. This transaction demonstrates how jurisdictions can use SSBCI support to fill collateral gaps to unlock commercial loans, helping small companies access capital to grow and add both new jobs and economic vibrancy in communities across the country.



Idem Irrigation in Nebraska

Idem Irrigation, based in Gering, Nebraska, manufactures irrigation systems intended to maximize efficiency and reduce water waste in the agricultural sector. After spinning out of the Nebraska Extension program at the University of Nebraska's Institute of Agriculture and Natural Resource and partnering with Nebraska's agriculture and food technology incubator The Combine, Idem Irrigation received a \$250,000 investment from Invest Nebraska's SSBCI-supported Nebraska Seed and Development Fund. This was then matched by private capital from angel investors, facilitated by Invest Nebraska. Idem Irrigation is using the funds to accelerate product development and broaden its reach into new agricultural markets.



Daily Crunch Snacks in Tennessee

Founded by a woman-led team in Nashville, TN, Daily Crunch Snacks is a startup offering nutrient-rich, clean snacking options. In early 2024, LaunchTN invested in a Series A round to support and expand distribution, new team hires and marketing initiatives. Fund Tennessee's LaunchTN invests in Tennessee-based startups and venture capital firms to promote entrepreneurship, technology advancement, and workforce development throughout the state – funded in part by the state of Tennessee's SSBCI allocation. Their investment in Daily Crunch Snacks allowed the company to take the company to profitability with a projected \$15 million in annual sales by 2026. This SSBCI-supported transaction demonstrates Tennessee's venture strategy at work – supporting innovative start-ups across the 95 counties in the state.



Yupiit Grant Services in the Akiak Native Community

Akiak Native Community in Alaska was approved for up to \$647,000 in SSBCI funding in late 2023. Akiak Holdings, its economic development company which implements SSBCI, invested in a new Tribal enterprise, Yupiit Grant Services, a grant lifecycle services company that supports Tribes, nonprofits, and Native communities in identifying, qualifying for, and administering federal grants in the Yukon-Kuskokwim Delta of southwest Alaska. The Tribe expects that this enterprise's revenues will support the Community's public services, contribute to their goal of economic sovereignty, and create direct economic opportunities. This SSBCI-supported transaction represents not only a small business financing opportunity – but also how a Tribe used SSBCI to invest in a longer-term strategy to support both its own economic and community development projects that benefit tribal members and also increase grant revenue and economic opportunity for the surrounding YKD tribal communities.

Razer Precision Instruments in Kansas

Junction City, Kansas-based manufacturer Razer Precision Instruments (RPI) was founded to fill a gap in quality for small pressure gauges. These products play a critical role in the supply chain and in many industrial processes, and faulty gauges represent significant risk to employees and companies that rely on their integrity. As RPI President Kenny Burris says, “Faulty gauges created the idea for a business to build a better gauge for industry.” Burris had the expertise within the industry to launch the business, but needed technical assistance and access to the right capital to grow a profitable company. Burris worked with the commercialization team at Kansas State’s Technology Development Institute to structure the business plan and plan to go to market.



That’s how Burris heard about the SSBCI-supported GROWKS Loan Program. GROWKS, a program of NetWork Kansas, provides companion loans alongside private lenders to open up access to capital for companies that may otherwise struggle to “tick” conventional credit boxes. For Burris, GROWKS provided \$100,000 in subordinated debt alongside a loan from Commercial Bank to support manufacturing of the gauges.

Enertiv in Connecticut

Enertiv is a software-as-a-service (SaaS) developer creating opportunities for commercial real estate owners and asset managers to lower operating costs, integrate decarbonization strategies into daily operations, and digitize equipment to support operational management of real estate assets. Connecticut Innovations supported Enertiv with an SSBCI investment by leading an extension to the Company’s Series A round. The company will use the investment to expand its product to the industrial real estate market and expand its decarbonization platform offering. “Thus far, Connecticut Innovations has surpassed our expectations, representing the qualities and commitment we sought in an investor” said Mark Smith, CFO of Enertiv.

Woodland Produce Market in Pennsylvania

Mamie Sardnee has brought the flavors of Africa and the Caribbean to Southwest Philadelphia through her wholesale and retail grocery store, Woodland Produce Market, LLC.

Woodland Produce Market purchases from suppliers in the Caribbean islands and from West African nations to stock the grocery store. Recently, Sardnee needed a loan to ship a container of dried fish and palm oil – commonly used ingredients in West African cuisine – from Guinea to the United States.

Pennsylvania’s SSBCI-supported loan participation program provides capital to CDFIs and certified economic development organizations (CEDOs), which these partners lend in collaboration with banks or with their own balance sheet dollars. Through this program, Sardnee qualified for a \$50,000 loan - \$25,000 of which was provided by the Women’s Opportunities Resource Center- Economic Opportunities Fund, a CDFI participant in Pennsylvania’s SSBCI program.

With this loan, Sardnee will be able to stock her store with key ingredients for the West African community in Philadelphia and will also create a new job within her store. Both will help her continue to grow the vision of Woodland Produce Market and contribute to the economic vibrancy of her neighborhood.