



MIDDLE-MARKET  
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Expert Intelligence from **ACG**<sup>®</sup>

# BRIDGING THE CAPITAL FORMATION GAP

THE SMALL BUSINESS ADMINISTRATION'S SBIC PROGRAM



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# Office of Investment and Innovation

## *SBIC Overview*

# Three “C’s” and a “D”

## U.S. Small Business Administration | Program Area Framework



### Capital

- 7(a) Loans
- 504 Loans
- Other Credit
- **Small Business Investment Companies**
- **Small Business Innovation Research**
- **Small Business Technology Transfer**
- **Growth Accelerator Fund Competition**



### Contracting

- Small Business Contracting
- Socio-economic programs
- Size standards

### Counseling

- SBA Field Network
- Small Business Development Centers
- Women’s Business Centers
- Veterans Business Centers
- SCORE
- Clusters
- STEP



### Disaster

- Economic Injury Disaster Loans
- Business Physical Disaster Loans
- Home Physical Disaster Loans

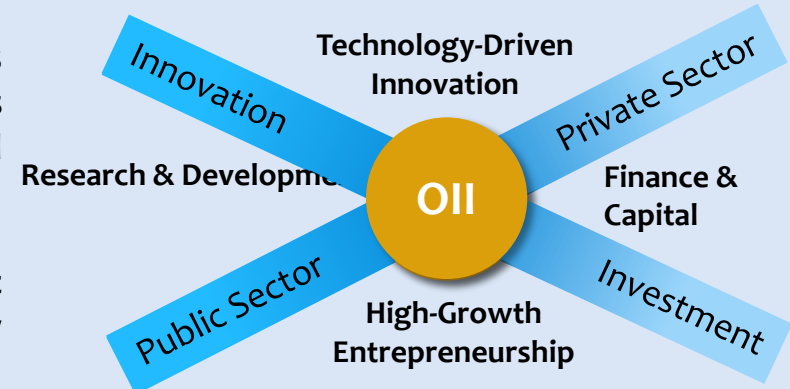
WITH THE SMALL BUSINESS ACT OF 1953, CONGRESS CREATED THE AGENCY, WHOSE FUNCTION IS TO "AID, COUNSEL, ASSIST AND PROTECT, INSOFAR AS IS POSSIBLE, THE INTERESTS OF SMALL BUSINESS CONCERNS."



# Elevator Pitch

SBA's Office of Investment and Innovation (OII) leads programs that provide the high-growth small business community with access to two things: financial capital and R&D funds to develop commercially viable innovations.

Our work is underpinned by public-private partnerships that operate on or along a very dynamic and economically important intersection.



**Small Business Investment Company (SBIC) Program delivers access to financial capital**

*\$4 billion authorization per year | \$25 billion of assets under management | 303 active SBICs*

**Small Business Innovation Research (SBIR) and Small Technology Transfer Research (STTR) programs support the R&D + financing of cutting-edge technologies**

*\$42 billion since inception | ~\$2.5 billion annual set aside | >150,000 awards granted | ~10 patents per day*

**Innovation Programs - Supporting the American high growth entrepreneurial ecosystem**

1500 Startup, \$600m, 5000 job Growth Accelerator Fund Program | Start-Up America | Crowdfunding

# Broad Impact Across Our Economy

## Some Quick Facts

### SBIC

Since inception in 1958...

- ...SBICs have deployed over \$72B (2/3<sup>rd</sup> is private capital) in American small companies
- ...SBICs have made over 166,000 investments
- ... more than 2,100 funds have been licensed as SBICs



# What is the SBIC Program

The SBIC Program is a private equity fund of funds operation sponsored by SBA

- Launched in 1958, SBICs have
  - deployed more than \$72 billion of capital since its inception
  - made more than 166,000 investments
  - licensed more than 2,100 funds
- SBIC program matches private capital in professionally managed funds
  - Match is in form of a debenture typical at a ratio of 2 to 1, sometimes 3 to 1
- SBIC program can invest up to \$150 million per SBIC fund
- SBIC has congressional authorization to invest up to \$4 billion annually into SBIC funds
- Family of funds legislation raising capital from \$225m to \$350m being reviewed @ Hill

# SBIC in Brief

## A Diversified Portfolio

The SBIC Program is diversified by strategy, location, industry and vintage year. This diversification helps ensure **the program continues to operate at zero subsidy.**

### FY 2014 & 2015 Results

- 55 new SBIC licenses issued
- ~\$5 billion in new commitments
- >2,100 small companies capitalized
  - >\$11.5 billion financed, back to back record years
  - >21% of companies < 2 yrs. old
  - >26% of companies are in low-to-moderate income areas or are minority-owned or women-owned businesses
- 1<sup>st</sup> Time SBICs more than half
- About 50 out of 300 funds have a woman and/or minority in its partner ranks.
- 53% of financings to companies with < \$5m in EBITDA

### Portfolio as of 07/31/15

- \$25.200 billion in assets
  - \$12.873 billion in private capital
  - \$12.327 billion in SBA leverage
- 303 funds in the SBIC portfolio
  - 45 funds (~14%) bank-owned or do not use SBA leverage
- Varied Investment Strategies**
  - Senior Lending
  - Mezzanine
  - Leveraged Buyout
  - Growth Capital
  - Turnaround
  - Venture Capital
- Impact & Early Stage Initiative**
  - 12 Funds w/ ~\$1 billion AUM

### Overall Stats – 2010-2014

- \$17.1 billion in SBIC financings of American small businesses
  - 56% Mezzanine Debt
  - 22% debt w/ equity features
  - 22% equity/buyout/venture
- Industries Capitalized**
  - 28% manufacturing
  - 15% professional services
  - 13% information technology
  - 7% transportation
  - 7% health & other care
  - 26% all other
- Geographic Diversity**
  - Investments made in 43 states
  - SBICs located across the U.S.



# The SBIC Public-Private Partnership at Work

The SBIC Program leverages the full faith and credit of the U.S. government to increase the pool of investment capital available to small businesses.



## Role of Private Investors:

- ▶ Participate as “Limited Partners” in the SBIC
- ▶ Negotiate the fund structure and management fees with the SBIC manager
- ▶ Invest the matching funds needed for the fund to access SBA-guaranteed leverage

## Role of SBA:

- ▶ Assesses fund manager qualifications and licenses funds as SBICs
- ▶ Generally provides up to \$2 of government-guaranteed debt for every \$1 of private capital, up to a maximum of \$150 million
- ▶ Regulates and monitors SBICs for compliance and performance

## Role of SBIC Fund Managers:

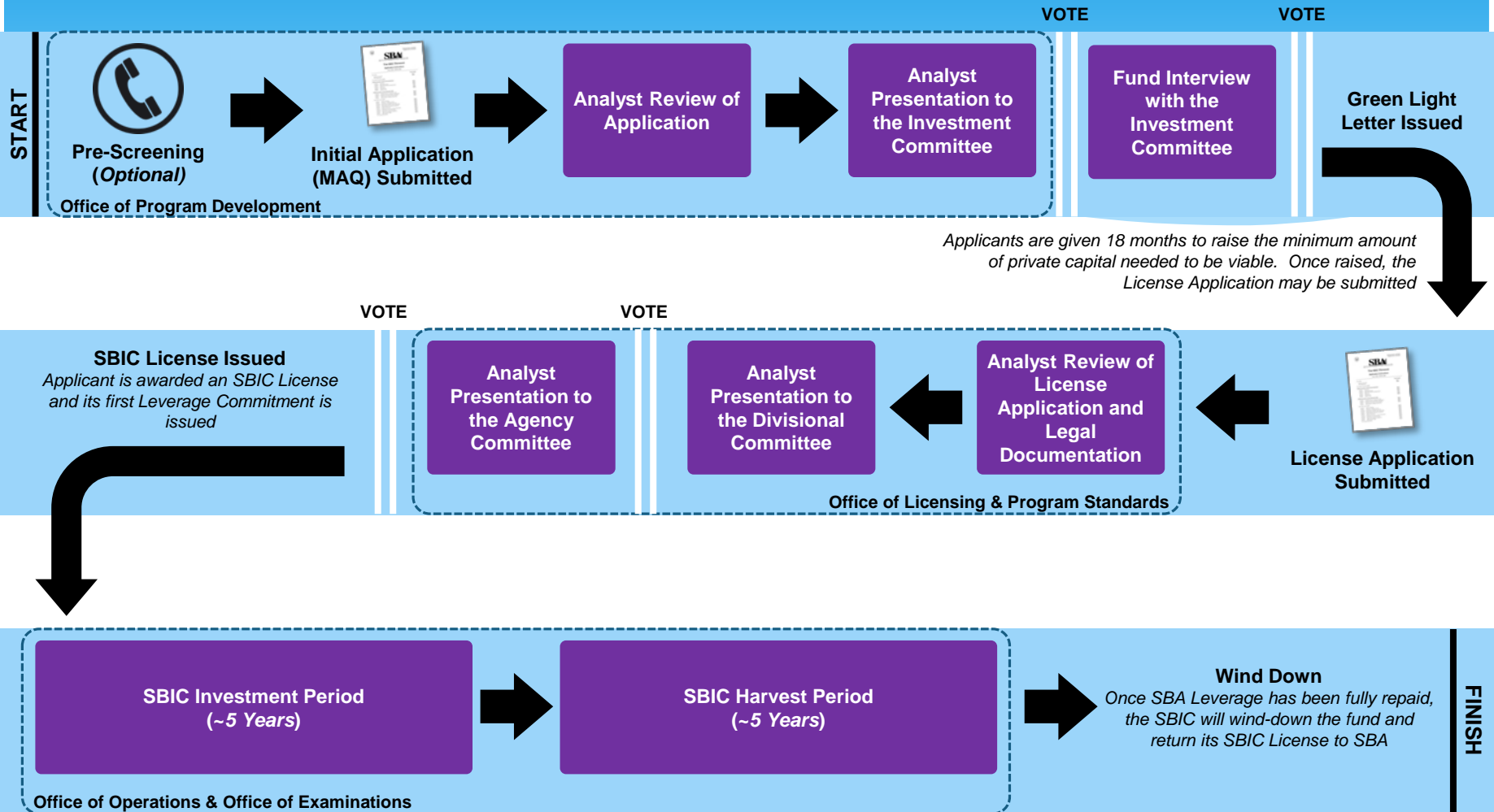
- ▶ Manages all aspects of the fund, including LP relations and compliance with SBA regulations
- ▶ Establishes investment strategy
- ▶ Identifies small business investment opportunities
- ▶ Monitors and exits investments

# Small Business Investment Criteria

SBA has established a basic set of investment criteria to which all SBICs must adhere. These rules ensure the SBIC Program achieves its public policy goals without imposing undue restrictions on fund operations.

- ✓ SBICs **must** invest in “small” businesses, which are defined as those with less than \$19.5 million in tangible net worth AND average after-tax income for the preceding two years of less than \$6.5 million; OR, businesses qualifying as “small” under SBA’s N.A.I.C.S. Industry Code standards (generally based on annual sale or number of employees)
- ✓ SBICs **may** invest in businesses located anywhere in the U.S. or its territories
- ✓ SBICs **may** control a small business for up to seven years, or longer with SBA approval
- ✓ SBICs **may** invest using loans, equity securities or debt securities with equity features such as warrants
- ✗ SBICs **may not** invest in businesses with over 49% of their employees located outside the U.S. or its territories
- ✗ SBICs **may not** invest in project finance, real estate, farmland, financial intermediaries or passive businesses
- ✗ SBICs **may not** invest more than 10% of the total fund in a single portfolio company

# SBICs from Start to Finish



Applicants are given 18 months to raise the minimum amount of private capital needed to be viable. Once raised, the License Application may be submitted

# The SBIC Investment Opportunity

## Benefits of Leverage

- ▶ **Flexible Terms:** The duration of SBA's financing instruments can be easily matched up with short or long term investments.
- ▶ **Rapid Deployment of Funds:** The potential to capitalize as much as two-thirds of a fund with SBA leverage means managers spend less time fundraising and more time investing.
- ▶ **Increased Financial Scale:** SBA leverage allows funds to scale up their strategies and extend their financings to more businesses.
- ▶ **Potential for Enhanced Returns:** SBA-guaranteed capital is low cost and does not participate in profit.

## Organizational Benefits

- ▶ **Flexible Fund Structure:** SBICs can utilize a variety of fund structures, including “drop-down” or “side-car” structures.
- ▶ **Exemption from SEC Registration:** SBICs are exempt from SEC registration, yet LPs benefit from SBA's careful monitoring of each fund's performance and regulatory compliance.

## Friendly to Bank Investors

- ▶ **Exemption from the Volcker Rule:** Bank investments in SBICs are exempt from the 3% cap set forth by the “Volcker Rule” under the Dodd-Frank Wall Street Reform and Consumer Protection Act (PL-111-203)
- ▶ **Community Reinvestment Act (CRA):** Investments in SBICs are presumed qualified for CRA credit.

# Driving Capital to Underserved Markets

In 2011, as part of President Obama's Start-Up America Initiative, SBA announced two initiatives designed to expand the reach of the SBIC Program to underserved communities and high growth startups.



## Impact Investment Fund

**Committing \$200 million annually to Impact SBICs dedicated to generating social, environmental or economic impact alongside financial return.**

- ▶ Impact SBICs commit to invest at least 50% of their capital into “impact investments
- ▶ Impact SBICs may make SBA-Identified impact investments as well as Fund-Identified impact investments
- ▶ The Impact Investment Fund incorporates impact industry best practices
- ▶ Applications from Impact SBICs receive expedited processing

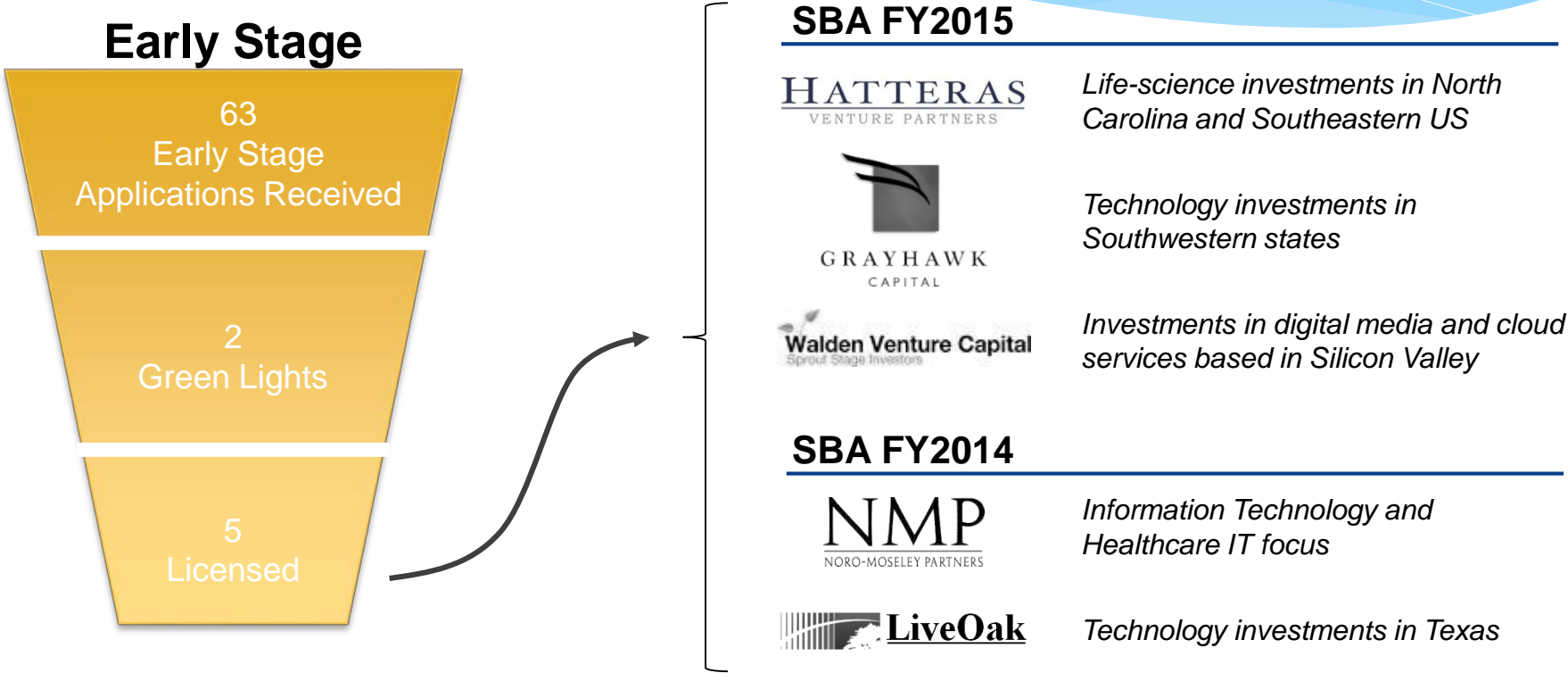
## Early Stage Initiative

**A \$1 billion initiative to help high-growth businesses obtain their first round of institutional financing.**

- ▶ Investment funds that apply for an Early Stage SBIC License commit to invest at least 50% of their capital into SBA-defined “early stage” companies.
- ▶ The Early Stage application process occurs once a year through FY2016.
- ▶ Early Stage SBICs may make use of both an Early Stage Standard Debenture and an Early Stage Discounted debenture.

# Progress to-date

The five funds SBA has licensed to date are geographically diverse and target different industries.



# Definitions & Concepts

## The Global Impact Investing Network

Impact investments are investments made into companies, organizations, and funds with the intention to generate measurable social and environmental impact alongside a financial return.

### Components of Impact Investing

#### **Intentionality**

Impact investors deploy capital with the intention of generating impact.

#### **Financial Return**

Impact investors always expect a financial return, whether market rate or a simple recovery of principal.

#### **Measurement**

Impact investors commit to measure the social, environmental or economic impact of their investments.

# Impact Fund Progress To-Date

## Michigan Growth Capital Partners

**Licensed**  
2011

**Location**  
Detroit, MI & New York, NY

**Investment Mandate**  
Companies with nexus in Michigan

## SJF Ventures III

**Licensed**  
2012

**Location**  
Durham, NC

**Investment Mandate**  
National growth capital strategy

## Bridges US Sustainable Growth Fund

**Licensed**  
2014

**Location**  
New York, NY

**Investment Mandate**  
National growth capital strategy

## Renovus Capital Partners

**Licensed/Opt-In**  
2011/2014

**Location**  
New York, NY

**Investment Mandate**  
Education Sector (Fund-Identified)

## Morgan Stanley Impact SBIC

**Licensed**  
2014

**Location**  
New York, NY

**Investment Mandate**  
Loans to LMI businesses

## Bluehenge Secured Debt SBIC

**Licensed**  
2015

**Location**  
New York, NY & Dallas, TX

**Investment Mandate**  
Regional debt strategy (LMI/Rural)



# Impact Fund Licensed To-Date

## **SBCC II**

**Licensed**  
2015

**Location**  
Stamford, CT

**Investment Mandate**  
Mezzanine & Debt Strategy (LMI)

## **GCM Grosvenor California Impact**

**Licensed**  
2016

**Location**  
LA, California

**Investment Mandate**  
California growth capital strategy  
(LMI/Rural)



# Contact Us

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THANK YOU!

QUESTIONS?