



## SBA'S SMALL BIZ POOL JUST GOT BIGGER! *'Small Business' Definition Expansion Opens Window to More SBA Loans*

The window of opportunity for SBA loans just opened wider with SBA's recent changes to the employee-based size standards for several industry categories. As announced in news releases posted on January 27 and 28, 2016, SBA has revised the size standards for certain sectors of the [Manufacturing, Wholesale Trade and Retail Trade](#), and other industry sectors. These changes took effect just weeks ago - on February 26, 2016.

**FYI:** SBA's size standards define the largest number of employees or average annual receipts a company may have and still be a "small business" eligible for SBA loan and federal contracting programs. Additionally, SBA's definition of "small business" varies by industry.\*

**Time to get busy!** According to SBA, "Nearly 4,000 more firms will be eligible for SBA loan programs under the revised size standards." Whether you're looking to expand your SBA portfolio or just entering the marketplace, these expansions mean that your institution has a larger pool of businesses to draw from for SBA loans. And because many newly eligible businesses are larger and may be stronger borrowers, this is a great opportunity to grow your business loan portfolio.

As we've said so often, there are many advantages to SBA lending, primarily the opportunity to enter new markets, have an ongoing income stream, and the mitigated risk given the SBA's 75% to 85% guaranty on 7(a) loans, depending on loan size. At J.R. Bruno & Associates, our JRB Team has more than 200 years of combined commercial and SBA lending experience. We're here to assist you in every aspect of SBA and business lending. [Contact JRB!](#)

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\*For more information about these changes, size standards in general, lists of industries by sector and SBA's methodology for determining size standards, check out [Make Sure You Meet Size Standards](#) and specifically [What's New With Size Standards](#) on the SBA Website. For the final rule, see [www.regulations.gov](http://www.regulations.gov), Search RIN 3245-AG49-51.