

ECONOMIC INJURY DISASTER LOANS FOR THE TRAVEL AND TOURISM INDUSTRY



TREON GLENN

Senior Director, Government Relations U.S. Travel Association

U.S. TRAVEL

PATRICK KELLEY NICOLA MONTAGNA

Associate Administrator for the Office of Capital Access Special Advisor Office of Capital Access







COVID EIDL Program Updates Effective September 8, 2021

COVID EIDL – Loan Component Benefits

The loan product offered via the COVID EIDL program is the remaining small business COVID recovery option. It is beneficial to small business owners due to its

- **Generous Terms**: 3.75% interest + 30-year repayment horizon + 2 years deferment
- **Reduced Repayment Burden**: 30 years with 2 years deferment results in relatively smaller monthly payments versus market alternatives (\$10,000 COVID EIDL = monthly repayment of less than \$50 a month)
- Flexible Use: Small businesses can use COVID EIDL funds on any normal operating expenses and working capital, including paying business debt
- Accessible Application: COVID EIDL is obtained directly through the SBA, requiring no external financial institution for a small business to apply for and obtain funds

COVID EIDL Policy Changes

The below policy changes are all effective as of September 8, 2021:

	COVID EIDL Policy Change	Impact
1	Increase cap from \$500K to \$2M " Exclusivity Period :" No approval of loans greater than \$500,000 until Oct. 8, 2021	Higher loan amounts available
2	Allow for use of funds to be applied to payment and prepayment of commercial debt and regularly-scheduled payments of federal debt	Increase use of funds flexibility
3	Allow for 24 months of deferment from loan origination for all loans (existing loans with less than 24-month deferment will be adjusted)	SBA automatically defers for 24 months from loan origination
4	Affiliation requirements simplified: An affiliate is a business that you control or in which you have 50% or more ownership	Simplifies affiliation rules for all industries
5	Created additional way to meet program size standards for businesses assigned a NAICS code beginning with 61, 71, 72, 213, 3121, 315, 448, 451, 481, 485, 487, 511, 512, 515, 532, or 812, AND that have no more than 500 employees per physical location AND that have no more than 20 locations AND that meet all other COVID EIDL eligibility requirements	Includes industries uniquely impacted by COVID-19 and continue to experience significant economic hardship
6	Added \$10 million limit on maximum aggregate COVID EIDL loans to a single corporate group. Entities are part of a single corporate group if they are majority owned, directly or indirectly, by a common parent	Introduces maximum cap on corporate groups

COVID EIDL Changes 1 to 3 - Terms Green = changes

Loan Amount	\$1,000 to \$25,000	>\$25,000 to \$500,000	>\$500,000 to \$2 million	
Interest				
Repayment Period	30 years			
Deferment	Up to 24 months (for all loans) – SBA will adjust deferment on loans that did not receive 24 months			
Requirements	Minimum Credit Score: 570 Collateral: None Personal Guarantee: None	Minimum Credit Score: 570 Collateral: >\$25,000 UCC-1 Personal Guarantee: >\$200,000	Minimum Credit Score: 625 Collateral: UCC-1 and business real estate Personal Guarantee: >\$200,000	
Use	Normal operating expenses Payroll Rent Inventory, raw materials, variants Commercial Debt (payment at the second second	iable costs and prepayment) inteed and Direct Loan) (regularly sc	heduled payments)	

COVID EIDL Changes 4 to 6

Affiliation rules simplified to model RRF

- **Prior**: Applicant required to consider affiliation based on ownership, stock options, convertible securities, etc. which ism traditionally completed by lenders
- Change: COVID EIDL to match RRF definition of an affiliated business

Expand methods of eligibility for industries hit hard by COVID to meet program size standards

- **Prior**: A business met SBA Size Standards
- **Change**: Business can now meet COVID EIDL size standards if they fall into certain NAICS codes (that represent industries significantly impacted by COVID), employ not more than 500 employees per physical location, and together with affiliates have no more than 20 locations

Creates limit on total loans to a single corporate group

- Prior to Change: No limit
- **Change**: Entities that are part of a single corporate group may not receive COVID EIDL loans in aggregate of more than \$10 million

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COVID EIDL Change 5

NAICS	Industry
61	Educational Services
71	Arts, Entertainment and Recreation
72	Accommodation and Food Services
213	Support Activities for Mining
315	Apparel Manufacturing
448	Clothing and Clothing Accessories Stores
451	Sporting Good, Hobby, Book and Music Stores
481	Air Transportation
485	Transit and Ground Passenger Transportation
487	Scenic and Sightseeing Transportation
511	Publishing Industries (except Internet)
512	Motion Picture and Sound Recording Industries
515	Broadcasting (except Internet)
532	Rental and Leasing Services
812	Personal and Laundry Services
3121	Beverage Manufacturers

- 500 or fewer employees per physical location
- 20 or fewer locations (including locations of affiliates)

External: >\$500K Exclusivity Timeframe

New COVID EIDL Applicant

A new COVID EIDL applicant can pursue one of two paths:

1. \$500K Immediately and then >\$500K

- 1. Verify eligibility requirements met via FAQs
- 2. Complete EIDL Intake Form via sba.gov/eidl
- 3. Sign up for and complete application via SBA portal
- 4. Receive decision within three weeks
- 5. If approved, follow adjacent steps for a COVID EIDL increase for >\$500K funds

2. Apply for >\$500K Immediately

- 1. Verify initial and additional eligibility requirements met via FAQs
- 2. Complete EIDL Intake Form via sba.gov/eidl
- 3. Sign up for and complete application via SBA portal

COVID EIDL Increase >\$500K

For an applicant that has already received COVID EIDL funds and is eligible to increase their loan to >\$500K, they can apply following the below steps

- 1. Verify initial and additional eligibility requirements met via FAQs
- 2. Log into account on SBA portal **(do not apply for another loan)** to submit loan modification
- Receive decision after October 8th or within 1.5 months of application submission

Application Details

The below timelines assume the applicant responds quickly to the SBA for any information requests and in completing each step of the process.

Scenario	Timeline
COVID EIDL Application for any funds <\$500K	3 Weeks
COVID EIDL Application for any funds >\$500K	6 Weeks
COVID EIDL Application for <\$500K and then an increase for >\$500K Funds	3 Weeks + 6 Weeks = 9 Weeks

Required Documents

For loan modification applications, it is possible they will not need to submit standard documents again

Standard document requirements

- Federal Income Taxes
- IRS Form 4506-T

Additional Documents for >\$500K

- ODA Form P-022 Standard Resolution
- SBA Form 2202 Schedule of Liabilities
- List of Real Estate Owned
- SBA Form 413 Personal Financial Statement

Application Resources

Small businesses apply for COVID EIDL directly through the SBA via sba.gov/eidl where there will be the below resources for each step of the application process:





COVID EIDL Portal Instructions

- 1. After completing the COVID EIDL Intake Application Form, Applicant receives email prompting them to set up a portal account for the SBA COVID EIDL Application from <u>disastercustomerservice@sba.gov</u> (add sba.gov to safe-sender list)
- 2. Enter email and create password (review and note credentials for future use)
 - 1. Password must contain at least 6 characters: 1 upper case letter, 1 lower case letter, and 1 number
- 3. Two-factor authentication will be initiated via email

Create an Account Continue to your SBA Economic Injury Disaster Loan application.	U.S. Small Business Administration		
E-mil Password password Password Dessecrate a password with at least 6 characters, 1 upper case letter, 1 lower case letter, and 1 number: Confirm password password Create Account Already have an account? Sign in, Questions? Call 1-800-857-8339 Monday - Sunday, 8 a.m 8 p.m. ET		Create an Account Continue to your SBA Economic Injury Disaster Loan application. Termai Password Password Password Password Create Account Aready have an account? Sign in. Cuestions? Call 1-800-655-2555 [TTY/TDD: 1-800-877-8339 Monday - Sunday, 8 a.m 8 p.m. ET	

- 1. Once your account has been created, sign into your account using your email and password combination
- 2. Applicant email is the only option for a username Future portal log-ins will all be with email being the username

U.S. Small Business Administration		
Ja	Sign in to Your Account Access your SBA Economic Injury Disaster Loan Portal Account to review your application and track your loan status Username or email username or email password c Remember username/email Ergot your password? Sign in	
	Monday - Sunday, 8 a.m 8 p.m. ET	

- 1. After logging in, applicant will see loan quote, and steps to complete in order to submit the loan application for processing
- 2. Applicant Status is Eligible
- 3. Eligible Loan Amount is displayed
- 4. Applicant needs to click Review and Accept amount to pick a loan amount (click under the loan #, not the green button, which under the \$350,000 in this example)

APPLICATION > PROCESSING	FUNDING	BUSINESS PROFILE Change Business
Your Quote	Status	Application #: 10333
Status: Eligible \$350,000	You are eligible. Please review the loan amount	Coconut Farm 57 PEACH ORCHARD LN WASHINGTON VA 22747
Review and Accept the Amount		Questions?
Steps to Complete		Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
Verify Identity Additional Information Needed	Continue	
Electronic Disbursement	Edit	Email the SBA disastercustomerservice@sba.gov
Jpload Documents Not Started	Start	
Review and Sign Documents	Start	

- 1. Applicant then confirms the loan request amount using the "slider" tool or **types the loan amount in the text box**
- 2. If the applicant is choosing the maximum loan amount, be sure the slider is dragged completely to the right and the loan amount depicted in the red and white boxes matches the desired and qualified loan amount
- 3. Applicant's new total monthly payment amount can be seen in the bottom right of the "Loan Breakdown" section
- 4. Applicant clicks Accept

iome			BUSINESS PROFILE Change Business
Select Amo	unt		Application #: 10333 Coconut Farm 57 PEACH ORCHARD LN WASHINGTON VA 22747
\$350,000.00			
Amount of Loan		\$350,000	Questions? Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
\$1,000		\$350,000	
Choose loan amount bet	ween \$1,000.00 and \$350,00	00.00.	Email the SBA disastercustomerservice@sba.gov
Term	Interest Rate	Payment Frequency	
30 Year(s)	3.75%	Monthly	
Depayment Start	Third Party Filing Fee \$100.00	Payment Amount \$1,803.00	
24 Months After Closing			
Repayment start 24 Months After Closing NOTE TO APPLICAN loan has been appro conducted.	IT: Selecting a loan amount ved. Further review of the a	does not mean that your pplication will be	

- 1. After accepting the desired loan amount, the applicant sees what steps still need to be completed within the portal
- 2. Applicant clicks continue to verify their identity in the portal



 The applicant verifies their identity by answering questions with answers drawn from their personal credit history and other verified documentation
 Note: Should identify verification fail, please continue the process and an SBA representative will contact you

SBA U.S. Small Business Administration	Masako Little ∽
A Home	BUSINESS PROFILE Change Business
Let's verify your identity	Application #: 11448 Koelpin-Hilpert
Please answer the following questions to help us verify your identity.	915 Littel Walk East Dominicport VA 22041
In which year were you born? 1975 1976 1977	Questions? Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday. & a.m. & p.m. ET
None of the above What type of residence is 222333 PEACHTREE PLACE? Apartment	Email the SBA disastercustomerservice@sba.gov
Condominium Single Family Residence None of the above	
With which name are you associated? QUARTERMAN QUINTERO QUEENAN None of the above	
In which county have you lived? JAMES WYOMING FULTON None of the above	
Submit answers	

1. Electronic Disbursement information was submitted in the Intake Application Form. Here, that information can be updated.

ome	BUSINESS PROFILE Change Business
Electronic Disbursement	Application #: 10093
Electronic Disbursement	User test demo
T	100 test street
Tell us where we should send the funds.	κονκνίμε MD 20850
BANK INFORMATION	Questions?
These fields are required.	
Bank Name *	TTY/TDD: 1-800-877-8339
Wells Fargo	Monday-Sunday, 8 a.m8 p.m. ET
Name On Account *	
User test demo	Email the SBA disastercustomerservice@sba.gov
Account Number *	
025331525	
Routing Number *	
024000024	

- Once identity verification is complete, applicant clicks "start" next to Upload Documents step
- 2. Documents needed for the loan application are found in "Upload Documents". Some required documents will have a link where the applicant can download the blank form to their device
- 3. Applicant must upload documents listed to submit the loan application

	U.S. Small Business Administration	Masako Little $ \sim $
	↑ Home	BUSINESS PROFILE Change Business
	Upload Documents	Application #: 11448 Koelpin-Hilpert
	In order to process your application, we'll need you to upload some documents.	915 Littel Walk East Dominicport VA 22041
€.	1 2019 Business Tax Return Drop files here to upload Required	Questions?
	SBA Form – Resolution Document Drop files here to upload Required	Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
	Continue	Email the SBA disastercustomerservice@sba.gov

- 1. Applicant clicks "Sign" to complete the tax return transcript request (4506-T)
- Upon clicking "Sign", the applicant will see the 4506-T screen. Once the 4506-T screen has been signed, it is sent to the IRS to obtain tax information
 Note: If the browser has a pop-up blocker turned on, this step may not work until it is turned off

	U.S. Small Business Administration	Masako Little ∽
	♠ Home	BUSINESS PROFILE Change Business
	Documents	Application #: 11448 Koelpin-Hilpert
Ç3	Please sign the following document(s) to continue with your application.	915 Littel Walk East Dominicport VA 22041
	You can e-sign these documents:	Questions?
		Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
	Continue	Email the SBA disastercustomerservice@sba.gov

- 1. All "Steps to Complete" show completed in blue
- 2. "Submit for Processing" blue button appears
- 3. Click to submit for processing



1. Click submit to confirm submission. This will submit your application for processing. Please note, once submitted no edits can be made.

AFFLICATION	PROCESSING	FUNDING	BUSINESS PROFILE	Change Busines
Your Quote	Statu	IS	Application #: 10333	
			Coconut Farm	
Status: Amount Confirmed	Su	bmit for processing	57 PEACH ORCHARD LM WASHINGTON VA 22747	1
Change Amount				
			Questions?	
			Call 1-800-659-295	5
Steps to Complete			Monday-Sunday, 8 a.m8 p.m.	7-8339 ET
Steps to complete		Submit for Processing		
Verify Identity	Submit for Process	ing		
Verify Identity Unsuccessful	Submit for Process	for processing.	SBA	Ocho any
Verify Identity Unsuccessful Electronic Disbursement Completed	Submit for Process This will submit your application Submit	for processing.	SBA stomerservice	@sba.gov
Verify Identity Unsuccessful Electronic Disbursement Completed Upload Documents Completed	Submit for Process This will submit your application Submit	ing for processing. Cancel	SBA stomerservice	@sba.gov

1. Application enters "Processing" stage

APPLICATION PROCES	SING FUNDING	BUSINESS PROFILE Change Busine
Your Quote	Status	Application #: 10333
Status: Amount Confirmed \$250,000	Your application is being processed	Coconut Farm 57 PEACH ORCHARD LN WASHINGTON VA 22747
Stops to Complete		Questions? Call 1-800-659-2955
Verify Identity	View	Monday-Sunday, 8 a.m8 p.m. ET
Electronic Disbursement Completed	Edit	Email the SBA disastercustomerservice@sba.gov
Upload Documents Completed	Edit	
Review and Sign Documents	Edit	

- 1. While Processing if the amount is changed/resized (Either by the system as a result of discrepancy in tax return or by the Loan Officer impacting the eligible loan amount), the applicant is sent an email
- 2. When the applicant logs in, they need to review and accept the amount one more time for the updates/ resized amount

APPLICATION PROCESSING	FUNDING	BUSINESS PROFILE Change Busine
Your Quote	Status	Application #: 10333
		Coconut Farm
Status: Amount Changed \$200,000 Review and Accept the Amount	Your application is being processed	57 PEACH ORCHARD LN WASHINGTON VA 22747
As a result of new information the Revious amount has changed. Please review and accept		Questions?
the new amount.		Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
Steps to Complete		
Verify Identity Completed	View	Email the SBA disastercustomerservice@sba.gov
Electronic Disbursement Completed	Edit	

1. Applicant needs to review and accept the amount one more time for the updated/ resized amount. For Applicants desiring a lower amount, the loan must be updated/resized by contacted an SBA Loan Officer.

Home			BUSINESS PROFILE Change Busines
Salact vo	ur amoun	+	Application #: 10333
Select you			Coconut Farm
			57 PEACH ORCHARD LN
SBA has updat	ted the loan an	nount based on g	ithered
information inc	cluding tax tra	nscript information	n
			Questions?
Get a \$200,000	Ioan		Call 1-800-659-2955
Term	Interest	Payment	Select TTY/TDD: 1-800-877-8339
Term	Rate	Frequency	Monday-Sunday, 8 a.m8 p.m. E I
30 Year(s)	3.75%	Monthly	
Repayment	Third Party Filing		Email the SBA
Start	Fee		disastercustomerservice@sba.gov
Closing	0100.00		
Loan Disclosure			
Loan Security Requir	ement: (i) \$1000 to \$	25,000: Unsecured Ioan	ii) \$25,001 to \$200,000:
Loan secured with all	business assets (iii)	\$200,001 and above: Lo	in secured with all

- 1. Once review is finished and if loan is approved, closing docs are generated. Applicant will receive an email instructing them to log-in to the portal
- 2. Status depicts approval message
- 3. Applicant needs to sign the closing documents for the loan to fund



- 1. Applicant clicks "start" next to review and sign documents to enter DocuSign process
- 2. Applicant reads relevant document, checks "I agree to use electronic records and signatures" and executes the document package

U.S. Small Business Administration		Masako Little	•~
Please Review 8	Act on These Documents	DocuSign	
Please read the Ex 1 agree to use	electronic Record and Signature Disclosure. electronic records and signatures. CAREFULLY READ THE LA&A: This document describes the terms and conditions of your I ALL, the terms and conditions of your loan. SIGNING THE LA&A: All borrowers must sign the LA&A. • Sign your name <u>exactly</u> as it appears on the L with the correct spelling. • If your middle initial appears on the signature • If a suffix appears on the signature line, such • Corporate Signatories: Authorized represental <i>Your signature represents your agr</i> with the terms and conditions	CONTINUE OTHER ACTIONS ban. It is your responsibility to comply with A&A. If typed incorrectly, you should sign line, sign with your middle initial. as Sr. or Jr., sign with your suffix. ives should sign the signature page. continue to comply of the loan.	
DocuSign	Change La	nguage - English (US) ▼ Copyright © 2021 DocuSign Inc. V2R	

- 1. Funds initiate disbursement process after a Loan Officer approves the funds and once the applicant signs the documents.
- 2. When status moves from Funding to Funded, the loan is disbursed.

APPLICATION PROCES	SING FUNDING	BUSINESS PROFILE Change Busine
Your Quote	Status	Application #: 10333
		Coconut Farm
Status: Funded	Funds have been disbursed to your account.	57 PEACH ORCHARD LN WASHINGTON VA 22747
\$200,000	Request more funds	
		Questions?
Steps to Complete		Call 1-800-659-2955 TTY/TDD: 1-800-877-8339 Monday-Sunday, 8 a.m8 p.m. ET
Verify Identity Completed	View	
Electronic Disbursement Completed	View	Email the SBA disastercustomerservice@sba.gov
Upload Documents Completed	View	
Review and Sign Documents	View	



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