

Small Business Administration Disaster Loans Aid Businesses, Homeowners and Renters

Don't let the word "business" in our name mislead you. Following major disasters, the U. S. Small Business Administration (SBA) is the primary source of Federal funds for long-term recovery assistance.

This assistance is in the form of low-interest loans and is available to non-farm businesses of all sizes, private nonprofit organizations, as well as homeowners and renters with property damaged by the disaster.

Non-farm businesses of all sizes and private nonprofit organizations may be eligible up to \$2 million to repair or replace business assets physically damaged by the disaster -- including damage to buildings, machinery and equipment, furniture and fixtures, inventory, and other business assets.

In addition, *small* businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private, nonprofit organizations that were or were not *physically* damaged and suffered economic losses due to the disaster may also be eligible for SBA economic injury disaster loans (EIDLs). These working capital loans provide funds for necessary and ongoing expenses until business returns to normal.

Renters may be eligible for loans up to \$40,000 to repair or replace their disaster damaged personal property. Homeowners may be eligible up to \$200,000 to repair or replace disaster damaged real estate, plus up to \$40,000 to repair or replace their disaster damaged personal property.

The SBA's low-interest loan program was designed by Congress to enable those affected by unforeseen catastrophic events to recover with as little adverse impact as possible. And Congress has given SBA some very powerful tools to make disaster loans affordable with low interest rates, repayment terms as long as 30 years, and, under very specific circumstances, refinancing of prior liens.

To ensure that disaster recovery is made affordable for each borrower, SBA analyzes the borrower's monthly budget, determines an affordable monthly payment, then writes the loan for the number of years needed. This is unlike conventional lenders, which generally set the maturity first and then calculate the payment.

When a disaster is declared by the President, disaster survivors should register with the Federal Emergency Management Agency (FEMA) online at <u>www.DisasterAssistance.gov</u> or by mobile device at <u>m.fema.gov</u>. If online or mobile access is unavailable, applicants should call the FEMA toll-free helpline at 800-621-3362. This important first step will open the door to a variety of Federal disaster relief programs designed to aid in the recovery process. Once they've registered, the disaster survivor may be referred to SBA and need to submit an SBA disaster loan application to obtain additional disaster assistance.

In cases of disasters that are declared by the Administrator of the SBA (which are usually more limited in scope), disaster survivors should call the SBA directly (1-800-659-2955), or visit one of the Disaster Loan Outreach Centers (a temporary disaster assistance facility) which the SBA opens in disaster-affected areas.

When SBA receives a completed disaster loan application, we will review eligibility, credit and other factors to make a loan decision. An SBA Loss Verifier will estimate the total physical loss to the disaster damaged property.

Because an SBA disaster loan is limited by law to restoring a business or home to its pre-disaster condition, the amount of the loan is based on the amount of damages, less any recoveries received from other sources.

Suppose a home and its contents incurred \$100,000 in damage during a disaster. If the owner received a grant of \$3,000 (from another Federal agency, for example) and an additional \$37,000 from his or her insurance company (for a total recovery of \$40,000), then SBA can consider lending the uncompensated loss, or \$60,000, plus eligible additional funds for mitigation to protect the property against future damage of the same type.

Disaster loans make recovery affordable for the majority of borrowers.



BASIC FACTS ABOUT SBA DISASTER LOAN PROGRAMS

In the wake of hurricanes, floods, earthquakes, wildfires, tornadoes and other physical disasters, the U.S. Small Business Administration (SBA) plays a major role. SBA's disaster loans are the primary form of federal assistance for nonfarm, private sector disaster losses. For this reason, the disaster loan program is the only form of SBA assistance not limited to small businesses. Disaster loans from SBA help businesses of all sizes, private nonprofit organizations, homeowners and renters fund rebuilding. SBA's disaster loans are a critical source of economic stimulation in disaster rayaged communities, helping to spur employment and stabilize tax bases.

By providing disaster assistance in the form of loans, which are repaid to the Treasury, the SBA disaster loan program helps reduce federal disaster costs compared to other forms of assistance, such as grants. When disaster survivors need to borrow to repair uninsured damages, the low-interest rates and long-terms available from SBA make recovery affordable. Because SBA tailors the repayment of each disaster loan to the borrower's financial capability, unnecessary interest subsidies paid by the taxpayers are avoided. Moreover, providing disaster assistance in the form of a loan rather than a grant, avoids creating an incentive for property owners to underinsure against risk. Disaster loans require borrowers to maintain appropriate hazard and flood insurance coverage, thereby reducing the need for future disaster assistance.

The need for SBA disaster loans is as unpredictable as the weather. In FY 2016, SBA approved more than 25,235 new loans for over \$1.4 billion. Since the inception of the program in 1953, SBA has approved more than 2.0 million disaster loans for over \$56 billion.

The SBA is authorized by the Small Business Act to make two types of disaster loans:

Physical disaster loans are a primary source of funding for permanent rebuilding and replacement of uninsured or underinsured disaster damages to privately-owned real and/or personal property. SBA's physical disaster loans are available to businesses of all sizes, private nonprofit organizations, homeowners and renters.

Economic injury disaster loans provide necessary working capital until normal operations resume after a physical disaster. The law restricts economic injury disaster loans to small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private, nonprofit organizations.

The disaster program is SBA's largest direct loan program, and the only SBA program for entities other than small businesses. By law, neither governmental units nor agricultural enterprises are eligible; agricultural producers may seek disaster assistance from specialized programs at the U.S. Department of Agriculture.

Disaster survivors must repay SBA disaster loans. SBA can only approve loans to applicants with a reasonable ability to repay the loan and other obligations from earnings. The terms of each loan are established in accordance with each borrower's ability to repay. The law gives SBA several powerful tools to make disaster loans affordable: low-interest rates (around 4 percent), long-terms (up to 30 years), and refinancing of prior liens (in some cases). As required by law, the interest rate for each loan is based on SBA's determination of whether each applicant does or does not have credit available elsewhere (the ability to borrow or use their own resources to overcome the disaster).

SBA delivers disaster assistance through our four specialized centers: Customer Service Center - Buffalo, NY; Field Operations Center East - Atlanta, GA; Field Operations Center West - Sacramento, CA and the Loan Processing and Disbursement Center - Fort Worth, TX.

For more information, contact SBA's Disaster Customer Service Center by calling (800) 659-2955, emailing <u>disastercustomerservice@sba.gov</u>, or visiting SBA's website at <u>www.sba.gov</u>. Deaf and hard-of-hearing individuals may call (800) 877-8339. Applicants may also apply online using the Electronic Loan Application (ELA) via SBA's secure Web site at <u>https://disasterloan.sba.gov/ela</u>.



DATOS BÁSICOS SOBRE LOS PROGRAMAS DE PRÉSTAMOS POR DESASTRE DE LA SBA

Como consecuencia de huracanes, inundaciones, terremotos, incendios forestales, tornados y otros desastres materiales, la Agencia Federal para el Desarrollo de la Pequeña Empresa (SBA) desempeña un papel importante. Los préstamos por desastre de la SBA constituyen la principal forma de asistencia federal para pérdidas no-agrícolas en el sector privado como resultado de un desastre. Por tal razón, el programa de préstamos por desastre de la SBA ayudan a negocios de todos los tamaños, organizaciones privadas sin fines de lucro, propietarios de viviendas e inquilinos a financiar su recuperación. Los préstamos por desastre de la SBA representan una fuente crucial de estímulo económico en comunidades devastadas por un desastre, ayudando a impulsar la creación de empleos, y a estabilizar las bases contributivas.

Al proveer asistencia por desastre a manera de préstamos, que son pagados al Departamento del Tesoro de los EEUU, el programa de desastre de la SBA ayuda a reducir los costos federales de desastre al compararse con otros tipos de asistencia, tales como subvenciones o subsidios (que no hay que pagar). Cuando los sobrevivientes de desastre necesitan tomar prestado para reparar daños no-asegurados, las bajas tasas de interés y los largos términos de vencimiento disponibles de la SBA ayudan a que la recuperación sea accesible. Ya que la SBA determina el repago de cada préstamo por desastre según la capacidad financiera del prestatario, se evitan los subsidios innecesarios pagados por los contribuyentes. Además, el proveer asistencia de desastre a manera de un préstamo y no una regalía, evita que los dueños de propiedades obtengan pólizas de riesgo con menos cobertura de la necesaria. Los préstamos de desastre requieren que los prestatarios mantengan pólizas adecuadas para riesgo e inundaciones, reduciendo así la necesidad de asistencia de desastre en el futuro.

La necesidad de préstamos por desastre de SBA es tan imprevisible como el clima. En el año fiscal 2016, SBA aprobó más de 25,235 nuevos préstamos por más de \$1.4 billones. Desde el comienza del programa en 1953, SBA ha aprobado más de 2.0 millones de préstamos por desastre por más de \$56 billones.

La SBA está autorizada por la Ley de Pequeños Negocios para hacer dos tipos de préstamos por desastre:

Los préstamos por daños físicos constituyen la principal fuente de financiación para la reparación y el reemplazo permanente de daños no-asegurados o asegurados inadecuadamente a la propiedad inmueble y/o personal. Los préstamos para pérdidas o daños físicos de la SBA están disponibles a negocios de todos los tamaños, organizaciones privadas sin fines de lucro, dueños de viviendas e inquilinos.

Los préstamos por daños económicos proveen el capital de trabajo necesario hasta que las operaciones vuelvan a la normalidad tras un desastre con daños físicos. La ley limita los préstamos por daños económicos a pequeños negocios, pequeñas cooperativas agrícolas, pequeñas empresas involucradas en acuacultura y la mayoría de las organizaciones privadas sin fines de lucro.

El programa de desastre es el programa de préstamos directos más grande de la SBA, y el único programa de la SBA para otras entidades además de los pequeños negocios. Por ley, no son elegibles las unidades gubernamentales ni las empresas agrícolas; los productores agrícolas podrían solicitar asistencia por desastre a través de los programas especializados del Departamento de Agricultura de los Estados Unidos.

Los sobrevivientes de desastres deben pagar los préstamos por desastre de la SBA. La SBA sólo puede aprobar préstamos a solicitantes con capacidad razonable para repagar el préstamo y otras obligaciones con sus ingresos. Los plazos de cada préstamo se establecen de acuerdo a la capacidad de repago de cada solicitante. La ley provee a la SBA de varias herramientas poderosas para que estos préstamos sean accesibles: bajas tasas de interés (alrededor del 4 por ciento), plazos largos (hasta 30 años) y refinanciación de hipotecas anteriores (en algunos casos). Según lo requiere la ley, para determinar la tasa de interés para cada préstamo la SBA deberá considerar si el solicitante cuenta con crédito disponible de algún otro lugar (su capacidad de pedir préstamos o usar sus propios recursos para recuperarse del desastre).

La SBA ofrece asistencia por desastre mediante nuestros cuatro centros especializados: Centro de Servicio al Cliente -Buffalo, NY; Centro de Operaciones de Campo del Este - Atlanta, GA; Centro de Operaciones de Campo del Oeste -Sacramento, CA y el Centro de Procesamiento y Desembolso de Préstamos - Fort Worth, TX.

Para más información, llame a nuestro Centro de Servicio al Cliente al 1-800-659-2955 o envíe un correo electrónico a <u>disastercustomerservice@sba.gov</u>, o visite la página web de SBA a <u>www.sba.gov</u>. Los sordos o personas con deficiencia auditiva pueden llamar al 1-800-877-8339. Aquellos afectados por el desastre pueden solicitar préstamos por desastre en la página web segura de SBA en <u>https://disasterloan.sba.gov/ela</u>.



Applying for an SBA Disaster Loan is Easy

In Presidentially declared disasters, business owners and residents can begin the disaster application process by registering online with the Federal Emergency Management Agency at <u>www.disasterassistance.gov</u>, or by calling FEMA at 1-800-621-FEMA (3362) (1-800-462-7585 for the deaf and hard of hearing).

When there is a declared disaster, the SBA will have representatives at temporary Centers in the disaster area to assist those affected by the disaster. For Center locations and hours of operations visit:

> www.sba.gov, or call **1-800-659-2955** (1-800-877-8339 for the deaf and hard of hearing) or send an email to <u>disastercustomerservice@sba.gov</u>.

For all other disaster declarations call our toll-free number to register, and an application will be mailed to you. Application forms are also available online at our website.

To apply online, visit the SBA's secure website at <u>https://disasterloan.sba.gov/ela</u>.

Return applications to an SBA Disaster Center or mail them to:

U.S. Small Business Administration 14925 Kingsport Road Fort Worth, TX 76155

To apply online, visit the SBA's secure website at <u>https://disasterloan.sba.gov/ela</u>.



U.S. Small Business Administration



The SBA Office of Disaster Assistance's mission is to provide low interest disaster loans to businesses of all sizes, private nonprofit organizations, homeowners and renters to repair or replace real estate, personal property, machinery & equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.



Disaster Loans for Businesses, Homeowners and Renters



1-800-659-2955

(1-800-877-8339 for the deaf and hard of hearing)

www.sba.gov

SBA Disaster Loans

The U.S. Small Business Administration offers low interest disaster loans to businesses of all sizes, private nonprofit organizations, homeowners and renters to repair or replace real estate, personal property, machinery & equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.

Home and Personal Property Loans

If you are in a declared disaster area and had damage, you may be eligible for financial assistance from the SBA - even if you don't own **a business**. As a homeowner, renter and/or personal property owner, you may apply to the SBA for a loan to help you recover from a disaster.



Renters and homeowners alike may borrow up to \$40,000 to repair or replace clothing, furniture, cars, appliances, etc. damaged or destroyed in the disaster. Homeowners may apply up to \$200,000 to repair or replace their primary residence to its pre-disaster condition.

Business Physical Disaster Loans

Any business or private, nonprofit organization located in a declared disaster area and has incurred damage due to the disaster may apply for a loan to help replace damaged property or restore it to the condition it was before the disaster.



If U.S. Small Business Administration your business or private nonprofit organization - large or small has suffered physical damage as a result of a disaster, you may be eligible for financial assistance from the SBA. The SBA makes physical disaster loans up to \$2 million for qualified businesses or private, nonprofit organizations.



Economic Injury Disaster Loans

If your business is located in a declared disaster area and has suffered financial losses because of the disaster **(regardless of physical damage)**, you may be eligible for an Economic Injury Disaster Loan (EIDL). Substantial economic injury is the inability of a business to meet its obligations as they mature and to pay its ordinary and necessary operating expenses. EIDLs provide the necessary working capital to help small businesses survive until normal operations resume.

These loans are available to small businesses, small agricultural cooperatives and certain **private nonprofit organizations** that have suffered substantial financial losses resulting from a declared disaster.

The SBA can provide up to \$2 million in disaster assistance; this includes both **economic injury** and **physical damage assistance**. Your loan amount will be based on your actual economic injury and your company's financial needs.

Help to Fund Mitigation Improvements

If your loan application is approved, you may be eligible for additional funds to cover the cost of improvements that will protect your property and occupants against future damage caused by a similar disaster. Examples of improvements include retaining walls, seawalls, sump pumps, safe rooms, and storm shelters. Mitigation loan money is in addition to the amount of the approved loan, but may not exceed 20 percent of total disaster damage to real estate and/or leasehold improvements, as verified by the SBA to a maximum of \$200.000 for home loans. It is not necessary for you to submit the description of improvements and cost estimates with the application. The SBA must approve the mitigating measures before any loan increase.

Interest Rates and Loan Terms

The SBA offers two interest rates for disaster loans. The low rate will not exceed 4 percent. SBA's market rate will not exceed 8 percent. The SBA determines whether you qualify for the low rate or market rate based on an analysis of your financial information, credit history and the amount of your verified uninsured losses. Applicable rates are announced when a disaster is declared and are fixed for the life of the loan.

The SBA offers loans with long-term repayments in many cases up to 30 years. The SBA sets terms on a case-by-case basis, based upon your ability to repay and SBA policy. There are no prepayment penalties.





U. S. SMALL BUSINESS ADMINISTRATION DISASTER LOANS



Whether you own your own business or own a small agricultural cooperative, rent or own your own home located in a declared disaster area, and are the survivor of a disaster, you may be eligible for financial assistance from the U.S. Small Business Administration (SBA).

What Types of Disaster Loans are Available?

- <u>Business Physical Disaster Loans</u> Loans to businesses to repair or replace disaster-damaged property owned by the business, including real estate, inventories, supplies, machinery and equipment. Businesses of any size are eligible. Private, non-profit organizations such as charities, churches, private universities, etc., are also eligible.
- <u>Economic Injury Disaster Loans (EIDL)</u> Working capital loans to help small businesses, small agricultural cooperatives, small businesses engaged in aquaculture, and most private, non-profit organizations of all sizes meet their ordinary and necessary financial obligations that cannot be met as a direct result of the disaster. These loans are intended to assist through the disaster recovery period.
- <u>Home Disaster Loans</u> Loans to homeowners or renters to repair or replace disaster-damaged real estate and personal property, including automobiles.

What are the Credit Requirements?

- <u>Credit History</u> Applicants must have a credit history acceptable to SBA.
- <u>Repayment</u> Applicants must show the ability to repay all loans.
- <u>Collateral</u> Collateral is required for physical loss loans over \$25,000 and all EIDL loans over \$25,000. SBA takes real estate as collateral when it is available. SBA will not decline a loan for lack of collateral, but requires you to pledge what is available.

What are the Interest Rates?

Interest rates are fixed for the term of the loan, are determined at the time of the disaster by formulas set by law, and may vary from disaster to disaster with market conditions.

What are Loan Terms?

The law authorizes loan terms up to a maximum of 30 years. However, the law restricts businesses with credit available elsewhere to a maximum 7-year term. SBA sets the installment payment amount and corresponding maturity based upon each borrower's ability to repay.

What are the Loan Amount Limits?

- <u>Business Loans</u> The law limits business loans to \$2,000,000 for the repair or replacement of real estate, inventories, machinery, equipment and all other physical losses. Subject to this maximum, loan amounts cannot exceed the verified uninsured disaster loss.
- <u>Economic Injury Disaster Loans (EIDL)</u> The law limits EIDLs to \$2,000,000 for alleviating economic injury caused by the disaster. The actual amount of each loan is limited to the economic injury determined by SBA, less business interruption insurance and other recoveries up to the administrative lending limit. EIDL assistance is available only to entities and their owners who cannot provide for their own recovery from non-government sources, as determined by the U.S. Small Business Administration.

- <u>Business Loan Ceiling</u> The \$2,000,000 statutory limit for business loans applies to the combination of physical, economic injury, mitigation and refinancing, and applies to all disaster loans to a business and its affiliates for each disaster. If a business is a major source of employment, SBA has the authority to waive the \$2,000,000 statutory limit.
- <u>Home Loans</u> SBA regulations limit home loans to \$200,000 for the repair or replacement of real estate and \$40,000 to repair or replace personal property. Subject to these maximums, loan amounts cannot exceed the verified uninsured disaster loss.

What Restrictions are there on Loan Eligibility?

- <u>Uninsured Losses</u> Only uninsured or otherwise uncompensated disaster losses are eligible. Any insurance proceeds which
 are required to be applied against outstanding mortgages are not available to fund disaster repairs and do not reduce loan
 eligibility. However, any insurance proceeds voluntarily applied to any outstanding mortgages do reduce loan eligibility.
- <u>Ineligible Property</u> Secondary homes, personal pleasure boats, airplanes, recreational vehicles and similar property are not eligible, unless used for business purposes. Property such as antiques and collections are eligible only to the extent of their functional value. Amounts for landscaping, swimming pools, etc., are limited.
- <u>Noncompliance</u> Applicants who have not complied with the terms of previous SBA loans are not eligible. This includes borrowers who did not maintain flood and/or hazard insurance on previous SBA loans.

Note: Loan applicants should check with agencies / organizations administering any grant or other assistance program under this declaration to determine how an approval of a SBA disaster loan might affect their eligibility.

Is There Help with Funding Mitigation Improvements?

If your loan application is approved, you may be eligible for additional funds to cover the cost of improvements that will protect your property against future damage. Examples of improvements include retaining walls, seawalls, sump pumps, safe rooms, etc. Mitigation loan money would be in addition to the amount of the approved loan, but may not exceed 20 percent of total amount of physical damage to real property, including leasehold improvements, and personal property as verified by SBA to a maximum of \$200,000 for home loans. It is not necessary for the description of improvements and cost estimates to be submitted with the application. SBA approval of the mitigating measures will be required before any loan increase.

Is There Help Available for Refinancing?

- SBA can refinance all or part of prior mortgages that are evidenced by a recorded lien, when the applicant (1) does not have credit available elsewhere, (2) has suffered substantial uncompensated disaster damage (40 percent or more of the value of the property or 50% or more of the value of the structure), and (3) intends to repair the damage.
- Businesses Business owners may be eligible for the refinancing of existing mortgages or liens on real estate, machinery and equipment, up to the amount of the loan for the repair or replacement of real estate, machinery, and equipment.
- Homes Homeowners may be eligible for the refinancing of existing liens or mortgages on homes, up to the amount of the loan for real estate repair or replacement.

What if I Decide to Relocate?

You may use your SBA disaster loan to relocate. The amount of the relocation loan depends on whether you relocate voluntarily or involuntarily. If you are interested in relocation, an SBA representative can provide you with more details on your specific situation.

Are There Insurance Requirements for Loans?

To protect each borrower and the Agency, SBA may require you to obtain and maintain appropriate insurance. By law, borrowers whose damaged or collateral property is located in a special flood hazard area must purchase and maintain flood insurance. SBA requires that flood insurance coverage be the lesser of 1) the total of the disaster loan, 2) the insurable value of the property, or 3) the maximum insurance available.

For more information, contact SBA's Disaster Assistance Customer Service Center by calling (800) 659-2955, emailing *disastercustomerservice* @*sba.gov*, or visiting SBA's Web site at <u>http://www.sba.gov/disaster</u>. Deaf and hard-of-hearing individuals may call (800)877-8339. Applicants may also apply online using the Electronic Loan Application (ELA) via SBA's secure Web site at <u>https://disasterloan.sba.gov/ela</u>.



Overview of SBA Disaster Declarations

		(Declaration ap	provals are not official	until they are in writing)		
	Presidential Individual Assistance (IA)	Presidential Public Assistance (PA) –SBA PNP	Administrative (Agency)	Governor's Certification (Governor's Cert)	Secretary of Agriculture (Sec-Ag)	Secretary of Commerce
How this type of declaration is obtained.	Governor makes request to FEMA for Presidential declaration. FEMA notifies SBA that declaration is approved.	Governor makes request to FEMA for Presidential declaration. FEMA notifies SBA that declaration is approved.	Governor must make written request to SBA with supporting SBA Preliminary Damage Assessment (PDA) information.	Governor must make written request to SBA with supporting economic injury loss information.	Generally, the Governor makes request to Secretary of Agriculture and they notify SBA of a USDA declaration.	Secretary of Commerce declares a fishery resource disaster under 308 (b) of the Interjurisdictional Fisheries Act of 1986, as amended.
General criteria for an SBA declaration is:	Automatic once we get written notification of FEMA declaration.	Automatic once we get written notification of FEMA declaration.	The PDA must show that at least 25 homes, businesses, or other eligible institutions, sustained uninsured losses of 40 percent or more.	The Governor certifies that at least five small businesses in a disaster area have suffered substantial economic injury as a result of the disaster.*	Automatic once we get written notification of Sec- Ag declaration.	The Governor certifies that at least five small businesses in a disaster area have suffered substantial economic injury as a result of the disaster.
Request to SBA must be made:	N/A –see above.	N/A - see above.	Within 60 days of the date of the disaster.	Within 120 days of the disaster occurrence.	See above.	See above.
Normal deadline to apply for loan:	60 days from declaration for physical loans, 9 months for EIDL.	60 days from declaration for physical loans, 9 months for EIDL.	60 days from SBA declaration for physical loans, 9 months for EIDL.	9 months from the date of SBA declaration.	8 months from declaration. Deadline set by Agriculture-SBA uses same date.	9 months from declaration. Deadline set by Commerce-SBA uses same date.
Eligible for physical damages?	Yes- only in the primary counties.	Yes - only in the primary counties.	Yes - in both primary and contiguous counties.	No.	No.	No.
Eligible for economic injury disaster loans (EIDL)?	Yes, for small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non- profit organizations, except those non-profits engaged in aquaculture.	Yes, for private non- profit organizations that provide non-critical services, food kitchens, museums, colleges, shelters, etc. (Non-profit organizations engaged in aquaculture are <u>not</u> eligible)	Yes, for small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non-profit organizations, except those non-profits engaged in aquaculture.	Yes, for small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non-profit organizations, except those non-profits engaged in aquaculture. (Nurseries are eligible in drought declarations)	Yes, for small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non-profit organizations, except those non-profits engaged in aquaculture. (Nurseries are eligible in drought declarations)	Yes, for small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private non-profit organizations, except those non-profits engaged in aquaculture.
Counties included for EIDL:	Primary and contiguous counties.	Primary counties only.	Primary and contiguous counties.	Primary and contiguous counties.	Primary and contiguous counties named in Sec. of Ag declaration.	Primary and contiguous counties.
Initial press release is:	SBA's press release is issued only after FEMA makes the initial announcement of presidential declaration.	SBA's press release is issued only after FEMA makes the initial announcement of presidential declaration.	Issued by SBA, unless the Governor's office wants to make the first announcement of the SBA declaration.	Issued by SBA, unless the Governor's office wants to make the first announcement of the SBA declaration.	Issued by SBA.	Issued by SBA.

*When the Governor certifies with respect to a drought or to below average water levels, the supporting documentation must include findings which show that conditions during the incident period meet or exceed the U.S. Drought Monitor (USDM) standard of "severe". (Chart revision date:7/31/12)

SBA-Office of Disaster Assistance

More details are available in the Code of Federal Regulations, Title 13, Part 123 For more information, contact Field Operations Center East -Communications Department at (404) 331-0333



Revolving Loan Fund – Contact List Vernon, Crawford, Monroe, Richmond Counties

Grantee	Contact Person	RD assistance	FY	Geographic area	RLF amount
BENTON COMMUNITY DEVELOPMENT CORP	Liz Schoenmann	\$30,000 RBEG	FY09	IOWA, GRANT, GREEN,	\$30,000
PO Box 241	(608) 759-3721			LAYFAYETTE, RICHLAND	
Benton, WI 53803					
CAP SERVICES, INC.	Laura West	\$380,000 IRP	FY10	STATEWIDE	\$35,000
2900 Hoover Road, Suite A	(715) 343-7136				
Stevens Point, WI 54481					
COULEECAP, INC.	Todd Mandel	\$30,000 RBEG	FY01	CRAWFORD, VERNON, MONROE,	\$127,000
201 Melby Street	(608) 269-1506	\$35,000 RBEG	FY03	LACROSSE	
Westby, WI 54667		\$150,000 RBEG	FY08	CRAWFORD, VERNON	
DAIRYLAND POWER COOPERATIVE	Craig Harmes	\$330,000 REDG	FY98	STATES: IOWA, ILLINOIS,	\$1,278,000
3200 E Avenue South, PO Box 817	(715) 273-6106	\$200,000 REDG	FY00	MINNESOTA, WISCONSIN	
La Crosse, WI 54602-0817		\$400,000 REDG	FY95		
FIRST AMERICAN CAPITAL CORP	Craig Anderson	\$100,000 RBEG	FY04	STATEWIDE	\$4,400
10809 W Lincoln Avenue	(414) 604-2044				
Milwaukee, WI 53227					
IMPACT ACCEPTANCE	Brett Gerber	\$2,350,000 IRP	FY91	STATEWIDE	\$573,000
2961 Decker Dr	(715) 357-1636	\$750,000 IRP	FY01		
Rice Lake, WI 54868					
IMPACT SEVEN	Brett Gerber	\$75,500 RBEG	FY91	STATEWIDE	\$541,000
2961 Decker Dr	(715) 357-1636	\$750,000 RBEG	FY95		
Rice Lake, WI 54868		\$97,500 RBEG	FY96		
		\$65,000 RBEG	FY01		
		\$500,000 RMAP	FY10		



Revolving Loan Fund – Contact List Vernon, Crawford, Monroe, Richmond Counties

JACKSON ELECTRIC COOPERATIVE PO Box 546 Black River Falls, WI 54615	Kevin Babcock (715) 284-5385	\$400,000 REDG	FY96	CLARK, EAU CLAIRE, JACKSON, LACROSSE, MONROE, TREMPEALEAU	\$480,000
RICHLAND ELECTRIC COOPERATIVE PO Box 439 Richland Center, WI 53581	Shannon Clark (608) 647-3173	\$190,000 RBEG \$159,180 RBEG	FY06 FY08	RICHLAND	\$251,000
SW WI COMMUNITY ACTION PROGRAM 149 N Iowa Street Dodgeville, WI 53553-1545	Kelly Hohneke (608) 935-2326	\$40,300 RBEG	FY12	GRANT, LAFAYETTE, RICHMOND	\$41,000
VIROQUA, CITY OF 202 N Main Street Viroqua, WI 54665	Lori Polhamus (608) 637-7154	\$90,000 RBEG	FY10	VIROQUA	\$80,000
WESTERN DAIRYLAND EOC, INC. P.O. Box 125 Independence, WI 54747	Karman Briggs (715) 836-7511	\$280,000 RBEG	FY14	WESTERN WISCONSIN	\$19,300
WI DEPARTMENT OF AG, TRADE & CONSUMER PROTECTION PO Box 8911 Madison, WI 53708-8911	Juli Speck (608) 224-5136	\$132,400 RBEG	FY02	STATEWIDE	\$52,000
WI WOMEN'S BUSINESS INITIATIVE CORP 1533 N RiverCenter Drive Milwaukee, WI 53212	Barb Kueny (414) 263-5450	\$400,000 RMAP \$500,000 RMAP	FY10 FY13	STATEWIDE	\$506,600



Disaster Assistance

UNITED STATES DEPARTMENT OF AGRICULTURE FARM SERVICE AGENCY

FACT SHEET

October 2017

Farm Service Agency Disaster Assistance Programs at a Glance

Disaster Programs	Bliz- zard	Fire	Hurricane/ Typhrou	Excessive Moisture/ Flood	Excessive Winds/ Tornado	Drought	Hail	Volcanic Eruption/ Emissions	Freeze	Earth quake
Emergency Conservation Program (ECP) - provides funding to reha- bilitate farmland damaged by wind erosion, floods, hurricanes or other natural disasters, and for carrying out emergency water conservation measures during periods of severe drought.	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes
Emergency Forest Restoration Pro- gram (EFRP) - provides payments to eligible owners of rural nonindus- trial private forest land to carry out emergency measures to restore forest health on land damaged by natural ' disaster events, such as floods, hur- ricanes or other natural disasters.	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes
Emergency Assistance for Live- stock, Honeybees and Farm-Raised Fish Program (ELAP) - provides payments to eligible producers of livestock, honeybees and farm-raised fish to help compensate for losses due to disease (including cattle tick fever), adverse weather or other conditions, such as blizzards and wildfires.	Yes	Yes, except on federally man- aged land	Yes	Yes ,	Yes	No, except for water transpor- tation	Ycs, but only for grazing losses	Yes	No	Yes
Emergency Loan Program (EM) - provides EM loans to help producers recover from production and physical losses due to drought, flooding, other natural disasters or quarantine.	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Livestock Forage Disaster Program (LFP) - provides compensation for grazing losses for covered livestock on land that is native or improved pasturcland with permanent vegeta- tive cover or certain crops planted specifically for grazing. The grazing - losses must be due to a qualifying drought condition or fire on federally managed land during the normal graz- ing period for the county.	No	Yes, but only on federally managed lands impacted by the fire for which the producer is prohibited from grazing the nor- mally permitted livestock by the federal agency	No	No	No	Yes	No	No	No	No
Livestock Indemnity Program (LIP) - provides benefits to livestock owners and some contract growers for livestock deaths in excess of normal mortality that are the direct result of an eligible adverse weather event. In addition, LIP covers attacks by animals reintroduced into the wild by the federal government or protected by federal law.	Yes	Yes	Yes	Yes	Yes	No, ex- cept when associ- ated with anthrax	Yes	Yes	Yes, but only if deaths result from freeze inci- dental to a winter storm or extreme cold as determined by FSA	Yes
Noninsured Crop Disaster As- sistance Program (NAP) - provides financial assistance for noninsurable crop losses due to drought, flood, hur- ricanc or other natural disasters.	Yes	Yes, only as a relatéd condition to an eligible disaster	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Tree Assistance Program (TAP) - provides financial assistance to qualifying orchardists and nursery tree growers to replant or, where applicable, rchabilitate eligible trees, bushes and vines lost by natural disasters. A qualifying mortality loss in excess of 15 percent (in excess of normal mortality) must be sustained to trigger assistance,	Yes	Yes	Yes	Yes	Yes	Yes	'Yes	Yes	Yes	Yes

FACT SHEET

FSA Disaster Assistance Programs at a Glance

Other natural disasters that may apply to some of these programs (not all perils are eligible loss conditions for all programs) include:

- Explosion;
- High water;
- Landslide;
- Mudslide;
- Severe snowstorm;
- Storm, including ice storms;
- Tidal wave;
- Wind-driven water;
- Insect infestation;
- Plant disease;
- Lightning; and
- Other natural phenomena.

Some man-made conditions qualify for disaster assistance, as follows.

FOR MORE INFORMATION

This fact sheet is for informational purposes only; other restrictions may apply. For more information about FSA disaster programs, visit www.fsa.usda.gov/programs-and-services/ disaster-assistance-program/index or contact your local FSA office. To find your local FSA office, visit http://offices.usda.gov.

Disaster Programs	Pesticide Contamination	Nuclear Radiation/Fallout	Toxic Substances Other Than Pesticides	Chemical Residue Other Than Pesticides
Dairy Indemnity Payment Program (DIPP) – provides compensation to dairy producers when a public regulatory agency directs them to remove their raw milk from the commercial market because it has been con- taminated by pesticides, nuclear radiation or fallout, or toxic substances and chemical residues other than pesticides.	Yes	Yes	Yes	Yes

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at http://www. ascr.usda.gov/complaint_filing_cust.html and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by:

 mail: U.S. Department of Agriculture Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410;

2) fax: (202) 690-7442; or

3) email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.

Page 2

Disaster Assistance

UNITED STATES DEPARTMENT OF AGRICULTURE FARM SERVICE AGENCY

FACT SHEET

October 2017

Emergency Conservation Program (ECP)

OVERVIEW

USDA

The Emergency Conservation Program (ECP), administered by the U.S. Department of Agriculture (USDA) Farm Service Agency (FSA), provides emergency funding and technical assistance to farmers and ranchers to rehabilitate farmland damaged by natural disasters and to implement emergency water conservation measures in periods of severe drought.

PROGRAM ADMINISTRATION

ECP is administered by FSA state and county committees and county offices. Producers should inquire with their local FSA county office regarding ECP enrollment periods and eligibility.

LAND ELIGIBILITY

FSA county committees determine land eligibility based on on-site inspections of damaged land and the type and extent of damage. Eligible land includes

- land used for:
- Commercial farming, ranching and orchard operations;
- Growing nursery stock and Christmas tree plantations;
- Grazing for commercial livestock production; and
- Conservation structures; such as, waterways, terraces, diversions and windbreaks.

Conservation problems existing before the applicable disaster event are ineligible for ECP assistance.

COST-SHARE PAYMENTS

Cost-share payments are:

- Up to 75 percent of the cost to implement approved restoration practices;
- Up to 90 percent if limited resource producers; and
- Limited to \$200,000 per person or legal entity per disaster.

ELIGIBLE FARMLAND RESTORATION PRACTICES

To rehabilitate farmland, ECP participants may implement emergency conservation practices, such as:

- Debris removal from farmland (cleanup of woody material, sand, rock and trash on cropland or pastureland);
- Grading, shaping or leveling land (filling gullies, releveling irrigated farmland and incorporating sand and silt);
- Restoring fences (livestock cross fences, boundary fences, cattle gates or wildlife exclusion fence from agricultural land);
- Restoring conservation structures (waterways, diversion ditches, buried irrigation mainlines and permanently installed ditching system); and
- Providing emergency water during periods of severe drought (grazing and confined livestock and existing irrigation systems for orchards and vineyards).

FOR MORE INFORMATION

This fact sheet is for informational purposes only; other eligibility requirements may apply. More information on ECP is available at FSA offices, local USDA service centers and on FSA's website at http://disaster.fsa.usda.gov. To find your local FSA office, visit http://offices.usda.gov.

In accordance with Federal civit rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retailation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all program). Remedies and complain filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339 Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at http://www.ascrusda.gov/complaint_filing_cust. html and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by:

1) mail: U.S. Department of Agriculture Office of the Assistant Secretary for Civil Rights

1400 Independence Avenue, SW, Washington, D.C. 20250-9410; 2) jax: (202) 690-7412; or

email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.

Page 1



UNITED STATES DEPARTMENT OF AGRICULTURE FARM SERVICE AGENCY Farm Loans

October 2017

Emergency Loan Program

OVERVIEW

The U.S. Department of Agriculture's Farm Service Agency (FSA) provides emergency loans to help producers recover from production and physical losses due to drought, flooding, other natural disasters or quarantine.

LOAN USES

Emergency loan funds may be used to:

- Restore or replace essential property;
- Pay all or part of production costs associated with the disaster year;
- Pay essential family living expenses;
- Reorganize the farming operation; and
- Refinance certain debts.

ELIGIBILITY

Emergency loans may be made to farmers and ranchers who:

- Own or operate land located in a county declared by the President or designated by the Secretary of Agriculture as a primary disaster area or quarantine area. All counties contiguous to the declared, designated or quarantined primary counties also are eligible for emergency loans. A disaster designation by the FSA Administrator authorizes emergency loan assistance for physical losses only in the designated and contiguous counties;
- Are established family farm operators and have sufficient farming or ranching experience;
- Are citizens or permanent residents of the United States;
- Have suffered at least a 30 percent loss in crop production or a physical loss to livestock, livestock products, real estate or chattel property;
- Have an acceptable credit history;
- Are unable to receive credit from commercial sources;

- Can provide collateral to secure the loan; and
- Have repayment ability.

LOAN REQUIREMENTS

FSA loan requirements are different from those of other lenders. Some of the more significant differences are the following:

- Borrowers must keep acceptable farm records;
- Borrowers must operate in accordance with a farm plan they develop and agree to with local FSA staff; and
- Borrowers may be required to participate in a financial management training program and obtain crop insurance.

COLLATERAL IS REQUIRED

All emergency loans must be fully collateralized. The specific type of collateral may vary depending on the loan purpose, repayment ability and the individual circumstances of the applicant. If applicants cannot provide adequate collateral, their repayment ability may be considered as collateral to secure the loan. A first lien is required on property or products acquired, produced or refinanced with loan funds.

LOAN LIMIT

Producers can borrow up to 100 percent of actual production or physical losses to a maximum amount of \$500,000.

LOAN TERMS

Loans for crop, livestock and non-real estate losses are normally repaid within one to seven years, depending on the loan purpose, repayment ability and collateral available as loan security. In special circumstances, terms of up to 20 years may be authorized. Loans for physical losses to real estate are normally repaid within 30 years. In certain

FACT SHEET Emergency Loan Program

circumstances, repayment may be made over a maximum of 40 years.

CURRENT INTEREST RATE

To find the current emergency loan interest rate, visit www.fsa.usda.gov/farmloans.

APPLICATION DEADLINE

Applications for emergency loans must be received within eight months of the county's disaster or quarantine designation date.

FOR MORE INFORMATION

This fact sheet is for informational purposes only; other restrictions may apply. For more information about FSA disaster assistance, visit http://disaster.fsa.usda.gov. For more information about FSA farm loans, visit www.fsa.usda.gov/farmloans. Further information about this and other FSA programs is available on the FSA website at www.fsa.usda.gov or from your local FSA office. To find your local FSA office, visit http://offices.usda.gov.

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at http://www.ascr.usda.gov/complaint_filing_cust.html and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by:

- mail: U.S. Department of Agriculture Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW Washington, D.C. 20250-9410;
- 2) fax: (202) 690-7442; or

3) email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.

DISASTER ASSISTANCE

USDA

United States Department of Agriculture

Farm Service Agency ELAP

Emergency Assistance for Livestock, Honeybees and Farm-Raised Fish Program April 2018

Overview

The 2014 Farm Bill authorized up to \$20 million of Commodity Credit Corporation (CCC) funds each fiscal year for the Emergency Assistance for Livestock, Honeybees and Farm-Raised Fish Program (ELAP). ELAP provides financial assistance to eligible producers of livestock, honeybees and farm-raised fish for losses due to disease, certain adverse weather events or loss conditions, including blizzards and wildfires, as determined by the Secretary. ELAP assistance is provided for losses not covered by other disaster assistance programs authorized by the 2014 Farm Bill, such as losses not covered by the Livestock Forage Disaster Program (LFP) and the Livestock Indemnity Program (LIP).

The Bipartisan Budget Act of 2018, enacted February 9, 2018, amended certain provisions related to ELAP effective with the 2017 program year. Those amendments included:

- removing the \$20 million funding cap for the 2017 and subsequent program years;
- removing LIP from the combined ELAP, LFP and LIP maximum per person and legal entity payment limitation for the 2017 and subsequent program years.

ELAP is administered by the Farm Service Agency (FSA) of the U.S. Department of Agriculture (USDA).

Eligible Losses

ELAP provides assistance for livestock death losses; feed and grazing losses that are not due to drought or wildfires on federally managed lands; losses resulting from the cost of transporting water to livestock due to an eligible drought; losses resulting from the additional cost associated with gathering livestock for treatment related to cattle tick fever, honeybee feed, colony and hive losses; and farm-raised fish feed and death losses.

Eligibility Requirements and Payment Calculations

For additional information regarding eligibility requirements and payment calculations for a specific type of livestock, honeybee and/or farm-raised fish loss, see the ELAP - Farm-Raised Fish Assistance, ELAP - Honeybee Assistance or ELAP - Livestock Assistance fact sheet at www.fsa.usda.gov/ELAP.



United States Department of Agriculture

ELAP - APRIL 2018

Payment Limitations

The Bipartisan Budget Act removed LIP from a combined \$125,000 payment limitation under ELAP, LFP and LIP. Therefore, effective for 2017 and subsequent program years, a person or legal entity, excluding a joint venture or general partnership, may not receive, directly or indirectly, more than \$125,000 total in payments under ELAP and LFP. The average adjusted gross income (AGI) limitation relating to limits on payments for persons or legal entities, excluding joint ventures and general partnerships, with certain levels of average AGI apply. Specifically, a person or legal entity with an average AGI (as defined in 7 CFR Part 1400) that exceeds \$900,000 is not eligible to receive ELAP payments.

Direct attribution provisions also apply to ELAP. Under direct attribution, any payment to a legal entity will also be considered for payment limitation purposes to be a payment to persons or legal entities with an interest in the legal entity or in a sub-entity. To learn more, visit the Payment Eligibility and Payment Limitations fact sheet at

www.fsa.usda.gov/payment-limitations.



Applying for Assistance

Producers can apply to receive ELAP assistance at local FSA service centers. The application period ends no later than Nov. 1 after the end of the program year in which the livestock, honeybee and/or farm-raised fish loss occurred.

In addition to submitting an application for payment, producers who suffered losses must submit a notice of loss to the local FSA service center that maintains the farm records for their business.

The following table provides the final dates to file a notice of loss and application for payment for losses.

Date of Loss	Final Date to File Notice of Loss	Final Date to Submit an Application for Payment
Within a program year	30 days after loss is apparent	Nov. 1 after the program year in which the loss occurred

For More Information

This fact sheet is for informational purposes only; other restrictions may apply. For more information about ELAP, visit **www.fsa.usda.gov/ELAP** or contact your local FSA office. To find your local FSA office, visit **http://offices.usda.gov**.



Farm Service Agency

Livestock Indemnity Program

FACT SHEET May 2018

Overview

The 2014 Farm Bill authorized the Livestock Indemnity Program (LIP) to provide benefits to eligible livestock owners or contract growers for livestock deaths in excess of normal mortality caused by eligible loss conditions, including eligible adverse weather, eligible disease and eligible attacks (attacks by animals reintroduced into the wild by the federal government or protected by federal law, including wolves and avian predators).

The occurrence of an eligible loss condition in and by itself is not determinative for eligible livestock losses. The livestock owner or contract grower must provide evidence acceptable to FSA that the eligible cause of loss not only occurred but directly caused loss or death.

LIP payments for owners are based on national payment rates that are 75 percent of the market value of the applicable livestock as determined by the Secretary. Rates for contract growers of poultry or swine will not exceed the rates for owners but are based on 75 percent of national average input costs for the applicable livestock.

The Bipartisan Budget Act of 2018, enacted Feb. 9, 2018, amended certain provisions related to LIP effective with the 2017 year. Those amendments included:

- removing the maximum per person and legal entity payment limitation for the 2017 and subsequent program years (as discussed in this fact sheet); and
- providing for compensation in the event that livestock are injured by an eligible loss condition but not killed, and are sold for a reduced price.

LIP is administered by the U.S. Department of Agriculture (USDA) Farm Service Agency (FSA).

Eligible Livestock Owners

To be eligible for LIP:

- A livestock owner must have legally owned the livestock on the day the livestock died and/or were injured by an eligible loss condition
- An owner's livestock must have either:
 - died in excess of normal mortality as a direct result of an eligible loss condition, or
 - been injured as a direct result of an eligible loss condition and were sold at a reduced price.

Eligible livestock must:

- Have been maintained for commercial use as part of a farming operation on the day they died; and
- Not have been produced or maintained for reasons other than commercial use as part of a farming operation. Excluded livestock includes wild free-roaming animals, pets or animals used for recreational purposes, such as hunting, roping or for show.



LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

The following types of livestock may be eligible for LIP:

CATTLE	POULTRY	SWINE	OTHER
Adult Beef Bulls	Chickens, Broilers, Pullets (regular size) (4.26 to 6.25 pounds)	Swine, Feeder Pigs (less than 50 pounds)	Alpacas
Adult Beef Cows	Chickens, Chicks	Swine, Lightweight Barrows, Gilts (50 to 150 pounds)	Deer
Adult Buffalo/ Bison Bulls	Chickens, Layers	Swine, Sows, Boars, Barrows, Gilts (151 to 450 pounds)	Elk
Adult Beefalo Bulls	Chickens, Pullets/Cornish Hens (small size) (Less than 4.26 pounds)	Swine, Sows, Boars (over 450 pounds)	Emus
Adult Buffalo/Bison Cows	Roasters (6.26 to 7.75 pounds)		Equine
Adult Beefalo Cows	Super Roasters/Parts (7.76 pounds or more)		Goats, Bucks
Adult Dairy Bulls	Ducks, Ducklings		Goats, Nannies
Adult Dairy Cows	Geese, Goslings		Goats, Slaughter Goats/Kids
Non-Adult Beef Cattle	Turkeys, Poults		Llamas
Non-Adult Buffalo/Bison	Turkeys, Toms, Fryers, Roasters		Reindeer
Non-Adult Beefalo		a substantismuster	Caribou
Non-Adult Dairy Cattle			Sheep, Rams
			Sheep, Ewes
			Sheep, Lambs

United States Department of Agriculture

LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

Eligible Livestock Contract Growers (Poultry and Swine)

Poultry and swine are the only eligible livestock for contract growers under LIP.

To be eligible for LIP, in addition to meeting all other eligibility requirements for loss, a contract grower must have had the following:

· Possession and control of the eligible livestock; and

• A written agreement with the eligible livestock owner setting the specific terms, conditions and obligations of the parties involved regarding the production of livestock.

Contract growers are not eligible for losses under LIP for injured livestock that were sold at a reduced price due to an eligible loss condition.

Eligible Loss Conditions

An eligible loss condition includes any of the following that occur in the calendar year for which benefits are requested:

- Eligible adverse weather event;
- Eligible disease; and
- · Eligible attack.

Eligible adverse weather event means extreme or abnormal damaging weather that is not expected to occur during the loss period for which it occurred, which directly results in eligible livestock losses. An eligible adverse weather event must occur in the calendar year for which benefits are requested. Eligible adverse weather events include, but are not limited to, as determined by the FSA Deputy Administrator of Farm Programs or designee, earthquake; hail; lightning; tornado; tropical storm; typhoon; vog, if directly related to a volcanic eruption; winter storm, if the winter storm lasts for three consecutive days and is accompanied by high winds, freezing rain or sleet, heavy snowfall and extremely cold temperatures; hurricanes; floods; blizzards; wild fires; extreme heat; extreme cold; and straight-line winds. Drought is not an eligible adverse weather event except when associated with anthrax, a condition that occurs because of drought and results in the death of eligible livestock.

Eligible disease means a disease that is exacerbated by an eligible adverse weather event that directly results in eligible livestock losses, including, but not limited to, anthrax, cyanobacteria, (beginning in 2015 calendar year) and larkspur poisoning (beginning in 2015 calendar year).

Eligible attack means an attack by animals reintroduced into the wild by the federal government or protected by federal law, including wolves and avian predators, that directly results in eligible livestock losses.

Payments

Livestock Death Losses

LIP payments for livestock death losses, adjusted for normal mortality, are calculated by multiplying the national payment rate for the applicable livestock category by the number of eligible livestock in that category times the producer's share. Current year national payment rates are found at the end of this fact sheet.

The LIP national payment rate for eligible livestock owners is based on 75 percent of the average fair market value of the livestock, as provided in Table 1.

The LIP national payment rate for eligible livestock contract growers is based on 75 percent of the average income loss sustained by the contract grower with respect to the dead livestock, as provided in Table 2.

A contract grower's LIP payment will be reduced by the amount of monetary compensation received from the owner for the loss of income suffered from the death of livestock under contract.

LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

Injured Livestock

For eligible livestock owners, LIP payments for injured livestock that are sold at a reduced price due to an eligible adverse weather event or eligible attack are calculated by multiplying the national payment rate for the applicable livestock category minus the amount that the livestock owner received for the eligible livestock in that category times the livestock owner's share. If injured eligible livestock are sold for more than the national payment rate for the applicable livestock category, there is no payment.

Payment Limitations and Adjusted Gross Income (AGI)

For the 2017 and subsequent program years, there is no per person or legal entity program year payment limitation.

In evaluating average adjusted gross income, an individual or entity is ineligible for payment under LIP if the average AGI of the individual or entity exceeds \$900,000.

Direct attribution provisions apply to LIP. Under direct attribution, AGI provisions apply to the person or legal entity applying for payment as well as to those persons or legal entities with an interest in the legal entity or in a sub-entity.

For more information on payment limitations, visit **www.fsa.usda.gov/limits**.

Applying for LIP

Owners or contract growers may apply to receive LIP benefits at local FSA offices.

Owners or contract growers who suffer livestock losses due to an eligible cause of loss must submit a notice of loss and an application for payment to the local FSA office that serves the physical location county where the livestock losses occurred. All of the owner's or contract grower's interest in inventory of eligible livestock in that county for the calendar year must be accounted for and summarized when determining eligibility.

An owner or contract grower must file a notice of loss within 30 calendar days of when the loss of livestock is first apparent as well as file an application for payment within 90 calendar days after the end of the calendar year in which the eligible loss condition occurred.

For 2017 LIP losses, livestock owners and contract growers may apply for 2017 LIP benefits in the physical location county where the loss occurred.

The following table provides the final dates to file a notice of loss and application for payment:

DATE OF LIVESTOCK DEATH AND/OR INJURY	FINAL DATE TO FILE NOTICE OF LOSS	FINAL DATE TO SUBMIT AN APPLICATION FOR PAYMENT
2017 calendar year	60 days after publication of the 2014 Farm Bill regulations, as amended, in the Federal Register.	60 days after the 2014 Farm Bill regulations, as amended, are published in the Federal Register
Calendar year 2018 and all subsequent years	by the later of 30 calendar days of when the loss is first apparent or 60 calendar days after publication of the 2014 Farm Bill regulations, as amended, in the Federal Register.	90 days after the calendar year in which the eligible loss condition occurred

LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

A 2017 and 2018 LIP application that was processed and acted on by FSA under Federal regulations that were effective prior to the Bipartisan Budget Act of 2018 will not be re-processed or acted on by FSA unless FSA's decision was based on the notice of loss or application not being filed timely. Applications from eligible livestock owners for losses due to livestock injured due to an eligible loss condition will be processed and acted on as specified in this fact sheet.

Contract growers of poultry or swine must submit a copy of the grower contract and any other supporting documents required for determining eligibility. Similar to requirements for owners, supporting documents must show evidence of loss, current physical location of livestock in inventory and location of the livestock at the time of death.

Livestock Loss Documentation

Livestock owners and contract growers must record all pertinent information (including the number and kind) of all livestock and those adversely impacted by an eligible loss condition resulting in either death losses or injury and sales of injured livestock at reduced price.

Owners who sold injured livestock for a reduced price because the livestock were injured due to an eligible adverse weather event or eligible attack, must provide verifiable evidence of the reduced sale of the livestock. The injured livestock must be sold to an independent third party (such as sale barn, slaughter facility, or rendering facility). Documents that may provide verifiable evidence of livestock sold at a reduced price include but are **not** limited to:

- sales receipts from a livestock auction, sale barn or other similar livestock sale facilities
- · rendering facility receipts
- processing plant receipts

The documentation for injured livestock sales must have the price for which the animal was sold as well as information on livestock kind, type, and weight sold.

FSA will use information furnished by the applicant to determine eligibility. Furnishing the required information is voluntary; however, without all required information, program benefits will not be approved or provided.

For More Information

This fact sheet is for informational purposes only; other restrictions may apply. For more information about FSA disaster assistance programs, visit http://disaster.fsa.usda.gov or contact your local FSA office. To find your local FSA office, visit http://offices.usda.gov.



LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

TABLE 1: LIP PAYMENT RATES FOR ELIGIBLE LIVESTOCK OWNERS (rates have been reduced by the required 75%) 2018 PAYMENT RATE WEIGHT RANGE KIND TYPE PER HEAD \$270.00 Alpacas \$1,279.07 Bull Adult Beef \$983.90 Cow Less than 400 pounds \$468.92 Non-adult \$653.54 400 to 799 pounds \$1,011.05 800 pounds or more \$2,160.30 Buffalo/Bison Adult Bull \$1,790.61 Cow Less than 400 pounds \$1,225.84 Non-adult \$1,471.53 400 to 799 pounds 800 pounds or more \$1,975.46 Beefalo Adult Bull \$1,609.53 \$1,286.42 Cow Non-adult Less than 400 pounds \$752.77 400 to 799 pounds \$960.28 800 pounds or more \$1,372.71 Caribou \$411.16 Chickens Broilers, Pullets (regular size) 4.26 to 6.25 pounds \$2.70 \$0.27 Chicks \$3.38 Layers \$1.84 Pullets, Cornish Hens (small size) Less than 4.26 pounds \$3.44 6.26 to 7.75 pounds Roasters Super Roasters/Parts 7.76 pounds or more \$4.52 Adult Bull \$1,216.88 Dairy Cow \$1,216.88 Non-adult Less than 400 pounds \$304.22 400 to 799 pounds \$608.44 \$982.86 800 pounds or more \$411.16 Deer \$0.70 Ducks Ducklings \$4.39 Ducks Elk \$570.73 \$164.01 Emus \$697.02 Equine \$24.09 Geese Goose \$5.06 Gosling Goats Bucks \$206.81 \$146.42 Nannies \$64.47 Slaughter Goats/Kids \$217.50 Llamas \$411.16 Reindeer Sheep Ewes \$121.06 Lambs \$138.86 Rams \$116.67 Swine Feeder Pigs Less than 50 pounds \$41.97 Lightweight Barrows, Gilts 50 to 150 pounds \$65.14 Sows, Boars, Barrows, Gilts 151 to 450 pounds \$88.30 Boars, Sows 450 pounds or more \$188.14 Turkeys Poults \$1.25 \$14.72 Toms, Fryers, Roasters



LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

TABLE 2: LIP PAYMENT RATES FOR ELIGIBLE LIVESTOCK CONTRACT GROWERS (rates have been reduced by the required 75%)

KIND	Туре	WEIGHT RANGE	2018 PAYMENT RATE PER HEAD
Chickens	Broilers, Pullets (regular size)	4.26 to 6.25 pounds	\$0.30
	Chicks		\$0.27
	Layers		\$0.20
	Pullets, Cornish Hens (small size)	Less than 4.26 pounds	\$0.20
	Roasters	6.26 to 7.75 pounds	\$0.38
	Super Roasters/Parts	7.76 pounds or more	\$0.50
Ducks	Ducks		\$0.48
	Ducklings		\$0.48
Geese			\$2.65
Swine	Feeder Pigs	Less than 50 pounds	\$4.77
	Lightweight Barrows, Gilts	50 to 150 pounds	\$9.78
	Sows, Boars, Barrows, Gilts	151 to 450 pounds	\$13.26
	Boars, Sows	450 pounds or more	\$77.32
Turkeys	Poults		\$0.14
	Toms, Fryers, Roasters		\$1.62

7

LIVESTOCK INDEMNITY PROGRAM FACT SHEET - MAY 2018

TABLE 2: LIP PAYMENT RATES FOR ELIGIBLE LIVESTOCK CONTRACT GROWERS (rates have been reduced by the required 75%)

KIND	ТҮРЕ	WEIGHT RANGE	2018 PAYMENT RATE PER HEAD
Chickens	Broilers, Pullets (regular size)	4.26 to 6.25 pounds	\$0.30
	Chicks		\$0.27
	Layers		\$0.20
	Pullets, Cornish Hens (small size)	Less than 4.26 pounds	\$0.20
	Roasters	6.26 to 7.75 pounds	\$0.38
	Super Roasters/Parts	7.76 pounds or more	\$0.50
Ducks	Ducks		\$0.48
	Ducklings		\$0.48
Geese			\$2.65
Swine	Feeder Pigs	Less than 50 pounds	\$4.77
	Lightweight Barrows, Gilts	50 to 150 pounds	\$9.78
	Sows, Boars, Barrows, Gilts	151 to 450 pounds	\$13.26
	Boars, Sows	450 pounds or more	\$77.32
Turkeys	Poults		\$0.14
	Toms, Fryers, Roasters		\$1.62



Gail Ambrosius Chocolatier | SBDC Success Story

Wisconsin SBDC Network Core Services:

- Business planning and startup
- Management and strategic planning
- Finance and capital access
- Marketing and sales growth
- Financial management

GET HELP NOW

Wisconsin SBDC has centers at UW System universities and other locations statewide.

NOT NEAR A CAMPUS?

Meet with a consultant at a convenient location in person, by phone, via video conference or through email.

Visit wisconsinsbdc.org/locations to start working with your nearest Wisconsin SBDC

> Supporting access to capital and economic growth to be the **most impactful business resource** in Wisconsin.

A MERICATS SBDDC

The Wisconsin Small Business Development Center is a statewide network supporting entrepreneurs and bu no-cost, confidential

entrepreneurs and business owners through no-cost, confidential consulting and business education. Regional SBDC experts facilitate improvement and growth for small and emerging mid-size companies.

432 N Lake Street, Room 423, Madison, WI 53706-1415

wisconsinsbdc.org

Wisconsin SBDC at UW-La Crosse 608.785.8782 <u>sbdc@uwlax.edu</u>

WIGOISM SYSTEM University of Wisconsin SBDC Network is hosted by in partnership with UW System universities and other organizations statewide.

SBA

Funded in part through a cooperative agreement with the U.S. Small Business Administration.



WISCONSIN SMALL BUSINESS DEVELOPMENT CENTER STATEWIDE NETWORK

Working to support your success.

- Business Owners and Entrepreneurs
- Economic Development Partners
- Business Communities Statewide



wisconsinsbdc.org

WHAT'S YOUR BUSINESS GOAL?

business consultants. Get knowledge, tools and connections that work for you. Access the power of your University with Wisconsin SBDC Network professional

Customized Solutions



and the Entrepreneurial Training Program Steps to Starting a Business workshops and business education, including First company through one-on-one assistance Learn how to launch a strong, successful

- Develop your idea
- Move faster with Lean Startup
- Attract customers and build sales
- Understand your market
- Get your business online
- Gain essential business skills
- Solve startup problems

management education. and more enjoyable with no-cost Make running your business easier confidential consulting and targeted

- Generate strong cash flow
- Keep customers coming back
- and profitably Operate more efficiently
- Recruit the right employees
- Streamline marketing
- Evaluate your product line
- Plan for succession and change

Put together the pieces you need tools and resources education, referrals, sophisticated company evolve with consulting, for faster, better growth. Help your

- Seek funds for expansion
- Find new markets
- Retain your best customers
- Stay ahead of the competition
- Manage with less effort
- Improve performance
- Create a strategic plan



with my financials." **Tina's Dress Boutique** Tina Sagal, Owner

"The SBDC was there marketing analysis and helping me with my business plan writing, for me during the



essential for securing vision and detailed funding. The knowledge business plan would be We realized that a solid been invaluable." ETP training series has we received in the Tammy Imme, Owner

Apple Ridge Academy



"The ETP was valuable in a plan on paper." setting and putting terms of specific goal Sophia Gatti-Taylor, Owner

Wisdom Wellness LLC

ETP CLIENT SUCCESS

AMERICAS

WISCONSIN

The Wisconsin Small Business Development Center

is a statewide network supporting entrepreneurs and business owners through no-cost, confidential consulting and targeted educational programs. Regional SBDC experts facilitate improvement and growth for small and emerging mid-size companies and help launch successful new enterprises.



A program of the University of Wisconsin System Administration. Funded in part through a cooperative agreement with the U.S. Small Business Administration.

Offered statewide by the

DEVELOPMENT CENTER

WISCONSIN SMALL BUSINESS

Wisconsin SBDC Network 432 N Lake St Rm 423 Madison WI 53706

ENTREPRENEURIAL Reach your goals with the TRAINING PROGRAM

- Start your business
- Improve sales & profits

- Grow your company



ENTREPRENEURIAL TRAINING PROGRAM

to grow their companies. those who are considering starting a business, owners of existing businesses and those who want business model improvement. Through instruction, guest speakers and coaching, the course serves Center at UW campuses statewide, provides the tools you need for business idea testing and The Entrepreneurial Training Program (ETP), offered by the Wisconsin Small Business Development

WHAT TO EXPECT

- Complete, usable business plan
- Better understanding of the market for your product or service
- Strategies for attracting financing
- Instructors with small business experience
- Professional support from marketing, management and financial experts

GET STARTED TODAY!

Visit wisconsinsbdc.org/etp to:

- Find a center in your area for scheduled ETP courses
- Access the ETP grant application online
- Get contact details for your regional center

WHY TAKE ETP?

The ETP is an 8 to 14 week course that offers an easy, step-by-step process based on the Lean Business Model Canvas framework.

ETP shows you how to:

- Answer the question "Will people buy my product or service?"
- Appeal to more customers
- Quickly develop a business plan to show investors and lenders
- Use time and money in smarter ways

IS ETP RIGHT FOR YOU?

ETP will help you achieve your goals if you are an entrepreneur or small business owner and want to:

- Start a new enterprise
- Learn more about how to run your business
- Create a solid strategy for increasing sales and/or profits



"We had a very short amount of time to get our act together, get financing and get the contract done. I'm very lucky I had gone through ETP because I had my plan ready to go."

Erin Egan, co-owner Alpaca Blanket Project

YOU COULD QUALIFY FOR AN ETP GRANT



The Wisconsin Economic Development Corporation (WEDC) offers qualified applicants \$750 of the \$1,000 course fee.



visconsinsbdc.org

START | MANAGE | GROW

Working to support your success

Disaster Recovery Guide for Business

Provided by:





TOGETHER FORWARD®

WISCONSIN SMALL BUSINESS DEVELOPMENT CENTER

www.sbdc.wisc.edu

975 University Ave. Suite 3260 Madison, WI 53706 608-263-2221

Disaster Recovery Guide for Business

Welcome to the Disaster Recovery Guide for Business.

This guide was developed by our SBDC colleagues in Vermont while working with businesses after Tropical Storm Irene.

It is designed as a working guide that will direct you through the steps as you consider how to proceed post-disaster.

It can also be used in conjunction with your local SBDC Consultant, who is ready to help you walk through all of the steps. Or, if you choose not to work with a consultant, it is set up so you can do the steps by yourself.

We wish you well through this process.

— The Staff of UW Madison Small Business Development Center

www.sbdc.wisc.edu

Table of Contents	
First Assessment – Personal	Page 1-2
Instructions on Use of the Guide	Page 3-4
Flow Chart First Assessment Post-disaster – Business	Page 5 Page 7
Preliminary Actions	Page 9-10
Current Financial Position of Your Business	Page 11
Should You Reopen Your Business?	Page 13
What Are Your Chances for Success?	Page 15
Recovery Plan	Page 17
Funding the Reopening of Your Business	Page 19
Sources of Financing	Page 21-22
Reopening Steps	Page 23-26
Closing Comments	Page 27
Worksheets and Lists to Complete	Page 28-68

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration and their Portable Assistance Program. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

©VtSBDC 2013

First Assessment – Personal

Answer the following questions using the charts below. You can also create action steps with dates due and who is responsible if you would like.

Safety

Question	Yes	No	Action and/or Comments	By whom	By when
Adequate clothing					
Adequate food					
Adequate housing					
All employees accounted for (Use the worksheet provided to create a full employee list if you do not have one.)					
All employees safe					

Registration – if required.

You will know the level of registration required only after a disaster has taken place. The state may ask you to call a number and let them know that your business has been affected so that they can continue to provide you with information.

If there is a federally declared disaster, there will be instructions coming from the federal authorities on what you need to do.

Question	Yes	No	Action and/or Comments	By whom	By when
Registered with state					
Registered with federal					

Business Insurance

Insurance Agent name:]	Phone:	Email:		
Question	Yes	No	Action and/or Comments		By whom	By when
Contacted insurance agent						
Documented damage in a list						
Took photos						

Call your SBDC Consultant back and they will outline the next steps:

SBDC Consultant's name:	Phone:	Email:

Appointment

We strongly suggest that you make a follow-up appointment when you call your consultant for the next steps.

Date:	Time:	Location:

NOTES:

Instructions on how to use the rest of the Disaster Recovery Guide for Business:

- We suggest that you get an accordion file with a handle (or some kind of folder that can be closed and easily carried) and gather all your information in one place. You will be referring to this information on a daily basis, and it will need to be mobile unless your facility is useable. And even if you can get into your office, you will want all of the following information in one place that is easily accessible.
- 2. The guide is designed to help you gather information that you need, make assessments, answer questions, and make the best business decision for you and your company. It is designed as a series of steps.
 - a. We have provided an overview, in the form of a flow chart, of the steps that need to be taken. (See page 5.)
- 3. The guide is also designed to be your worksheet and has checklists and places to record actions that need to be taken.
- 4. There is lots of space for notes.
- 5. If something has a star \bigstar that means there are additional sheets that will make it easier to gather and organize the information that you will need.
- 6. We will help you maneuver through the following assessments and action steps by keeping in touch with you in the method most helpful to you (phone, email, and in-person check-ins).

Take the time to answer the questions carefully and give yourself plenty of time and space to make your decisions.

After a disaster the most typical reaction is to get back to normal as quickly as you can. Studies and data show us that the "old" normal is gone and a "new" normal needs to be put into place. Give yourself time to get acclimated.

Businesses have told us that they felt the pressure of all the well-meaning folks around them who want the same thing. But this is your business and your life, and you need to make the best possible decision for yourself and for your family—and that takes time.

As hard as it will feel to complete this workbook, businesses that worked through these steps with the SBDC tell us that it was well worth it.

UW Madison-SBDC <u>www.sbdc.wisc.edu</u>

7. There are many steps to disaster recovery, and it is important to determine if you can take these steps alone. Please know that most people need help during this process. So who, besides us, can help you? Make a list of these people (with their contact info) below so you have it in this file:

Name:	Phone:	Email:

NOTES:



First Assessment Post-disaster – Business

The most immediate task after addressing the personal and safety issues is to do a quick evaluation of the situation at the business.

If you have a disaster recovery plan, access it and begin to implement. If not, use the questions below to inform your next steps.

Question	Yes	No	Action and/or Comments	By whom	By when
Facility operational?					
Reopen without significant repairs?					
Inventory damaged or recoverable or need to be replaced?					
Supplies damaged or recoverable or need to be replaced?					
Equipment damaged or recoverable or needs to be replaced?					
Does the building need to be secured against theft/vandalism?					
Does the business have a web site that is still active? a. Should it be shut down? b. Should a message be placed on it telling clients what has happened and to stay tuned?					
Losing money daily? How much? Use the Quick Cash Loss 🖈 Calculation sheet.					
How much do you need to live on? Use Personal Budget Sheet. \bigstar					
Access to monies to pay personal bills? Note: If this is a federally declared disaster, as the owner you are also eligible for DUA (Disaster Unemployment Assistance).					

Preliminary Actions:

This is the next series of to-do's that you need to consider and take care of. Each step of this process will build on the last.

Question	Yes	No	Action and/or Comments	By whom	By when
Preliminary damage					
assessment to insurance					
company.					
Insurance company has					
given you payment amount;					
and date you can expect to					
receive it.					
List and contact your key					
stakeholders (include key					
customers, suppliers &					
lenders/investors).					
Use Key Stakeholder sheet.					
Have contacted local, state					
and federal government					
agencies.					
Created an accounts payable					
list by date due – what bills					
do you owe and when are					
they due?					
Use Aged AP sheet if you					
don't have one from					
QuickBooks or other \bigstar					
accounting source.					
Contact vendors about					
payment schedules. (Ask for					
best deal.)					
Make decisions about staff					
in immediate future.					
Layoff? Refer to					
unemployment? DUA?					
Keep some?					
Use Employee Action List					
Postpone purchasing					
supplies/inventory?					
Cancel orders that you have					
made?					
Use Vendor Orders to $igitarrow$					
Cancel List					

Question	Yes	No	Action and/or Comments	By whom	By when
Customer orders? Can you					
fulfill them? Have they been					
lost?					
Use Customer Orders 🔶 Action List					
Are there standard orders					
that you fulfill that you need					
to talk to specific clients					
about?					
Access to your computers?					
Working? Is data intact?					
If computer is not working,					
do you have back-up that					
you can download onto					
another machine?					
Check in on your website					
again and make sure that					
orders have been stopped if					
necessary.					
a. If you can still fulfill					
orders, make sure clients know the					
situation and that					
there may still be					
some delays.					
If you have computer					
access, consider posting on					
Facebook and other social					
media.					
a. If there are ways that					
your customers can					
help, this is a way to					
keep in touch with					
them.					

What is the current financial position of your business?

This process is extremely important in helping you decide your next steps. If you need assistance with this section, it is vital that you get it. Your accountant is the most logical place to start. Your bankers will also be willing to help, as will your SBDC Consultant.

Question	Yes	No	Action and/or Comments	By whom	By when
Have all the business financial records?					
Have your last 3 years of tax returns?					
No available financial information: <i>Use</i>					
Reconstruction Financial Data sheet.					
What is your insurance agent					
telling you about your poilcy and what will be covered and					
what won't be covered? Make					
a list.					
Determine available cash.					
Use Aged Accounts Receivable and Sales Chart					
for the next 30/60/90 days.					
Do you have a current balance					
sheet dated right before the disaster?					
If no balance sheet, contact					
your accountant.					
Use the financial information					
to create an accurate picture of					
the current health of the					
business.					

Should you reopen your business?

As horrible as a disaster can be for your business and for your financial situation, what we have learned from other businesses that have gone through this process is this: The ones who took the time to pause and assess their current state of mind (as well as all the financial and physical situations) were grateful. They felt that they made better more informed decisions about the future. Pause now and ask yourself (and your family) the following list of important questions. *The final, toughest question: Should I go back into business?*

Question	Yes	No	Comments/Qualifiers/Additional Info
Happy running the business before the disaster?			
Condition of the business pre-disaster?			
Making the profit you wanted?			
Exit plan before the disaster? a. Age? b. Health? c. Anyone to leave the business to?			
Prefer being your own boss?			
Good at/like managing staff?			
Considered other opportunities?			
Rather reopen a different business?			
Make changes to the existing business if you decide to reopen?			
Prepared for the potential extra demands that recovering your business will place on you, both personally and financially?			
Willing to take on more debt?			
Walk away if you could?			
If I didn't reopen, what would I do?			
Should I reopen?			

What are your chances for success?

Sometimes there are factors that impact your decision that are out of your control. This is especially true if this is a natural disaster that has affected your area. Now is the time to analyze the potential demand for your product or services post-disaster by answering the following questions.

Question	Yes	No	Comments/Qualifiers/Additional Info
Is your business vital to the			
community (e.g., grocery			
store, gas station, drug store)?			
Is your business the type that			
everyone needs to recover			
their homes and businesses			
(e.g., home improvement store)?			
Key customers and/or			
suppliers been affected by the			
disaster?			
Have they found other			
sources so that you will have			
to "get them back"?			
Disaster led to other			
businesses in your area			
closing, and if so, have you			
determined how this may			
impact your business?			
Economic climate of the area:			
a. Pre-disaster?			
b. Post-disaster?			
Were you keeping up with the			
industry?			
Can your business change			
easily to react to outside			
forces?			
Can you reopen quickly?			
Will you be the first business			
to reopen in your area?			
Can you wait to reopen and			
still be viable when you do?			

Recovery Plan:

If you decide to reopen, you still need to ask some additional questions before you proceed. You now need to make a recovery plan. This will be done in the following steps.

Question	Yes	No	Action and/or Comments	By whom	By when
Developed your recovery					
objectives? Use Recovery Goals					
Worksheet.					
Established a recovery team with					
clear responsibilities from the					
recovery plan?					
Can team members work off site?					
What are all the requirements to					
reopen your business? Use					
Recovery Plan Worksheet. ★					
Adequate resources (staff,					
finances, etc.) to bring the					
business up to normal operating					
levels?					
Cost to execute your recovery					
plan? Use Cost Estimations for					
Re-opening. 🛪					
Incorporated lessons from					
running your business prior to the					
disaster into your recovery plan?					
Incorporated your analysis of the					
market conditions post-disaster					
into your recovery plan?					
Financial goals you want to					
achieve (net profit margin, ROI,					
etc.)?					
Addition of new product lines or					
removal of existing product lines?					
Addition of new services or a					
reduction of services?					
Can you reduce operating costs?					
y a start special group of the					
Can you adopt new technologies					
& processes?					
Should relocation be an option?					

Funding the reopening of your business

At this point, it is crucial that you consider the following questions.

And once you have done that, you need to think about sources of funding in the next section.

Question	Yes	No	Action and/or Comments	By whom	By when
Afford to reopen your					
business?					
Completed cash flow and					
profit and loss forecasts?					
Use 3 Month Cash Flow					
Worksheet.					
Used these forecasts to run					
"what if" scenarios to					
measure how your cash flows					
will be impacted by					
unexpected events?					
How do you intend to fund					
the reopening of your					
business: from existing					
business sources, your own					
resources, other investors,					
banks, lenders, or a mix?					
(See next section.)					
Forecasts and your financial					
statements show whether the					
business can afford to use					
internal or external sources of					
financing to fund the					
reopening?					
If no to above, can you adjust					
your recovery plan so that it is					
affordable?					
Cannot afford your recovery					
plan; stop to consider exiting					
the business again at this					
point.					
Review all existing debt-					
financing arrangements to					
ensure that the finance facility					
and structure fits the new					
needs of the business.					
Make sure you have all					
updated info on the amount of					
your insurance coverage.					

Sources of Financing:

If you need money to reopen and to cover operating expenses for a time, answer the following.

Question	Yes	No	Action	By whom	By when
Even if you can fund the				wiioiii	when
reopening of the business					
from existing sources, have					
you analyzed whether it is					
better to use external sources					
of finance?					
a. SBA Disaster Loan					
b. State Loan options					
Are there monies available					
from local charities/business					
organizations/non-profit					
organizations?					
a. Make a list of potential					
sources.					
Use Grants and					
Alternative Funding					
Sources List.					
b. Gather application					
forms if required.					
c. Once you are certain					
you are going to					
reopen, fill out and					
submit applications.					
Have you spoken to your bank					
about your recovery plan and					
your funding needs?					
Can existing lines of credit be					
accessed (and increased if					
necessary) to fund the					
reopening of the business?					
What collateral do you have					
available to offer?					

Question	Yes	No	Action	By whom	By when
If you are seeking debt financing, determine: a. What you will be using the money for? Use Sources and Use Worksheet. b. What length of the loan term? c. Total of what you need Can you financing the reopening of your business from your own resources?					
Can you access money from other sources? a. Family b. Friends c. Other investors					

_

Reopening Steps:

Now consider the answer to each of the following questions. Make a to-do list using the action column. If necessary, assign the task to someone, with a clear due date. There are headings to make this longer list easier to manage.

Question	Yes	No	Action and/or Comments	By whom	By when
Employees:					
Staffing needs? Take a look at the jobs					
that existed before and make sure your					
needs are the same. What should change?					
a. Make a list of jobs that need to be					
filled.					
Use Jobs Needed to Re-open \bigstar					
Worksheet.					
Re-hire key employees?					
a. Match with jobs list above.					
Need to hire new employees?					
a. Write job descriptions.					
b. Begin hiring process.					
Location:					
a. Reopen existing location?					
b. Move temporarily?					
c. Move permanently?					
Any changes in the status of the location					
due to the disaster from the local or					
federal government that should be					
considered?					
a. For example, if it was a flood are					
you now in a newly designated					
flood plain?					
What is the status of other business and					
their plans?					
a. Will you be the first to reopen?					
(Is the whole area is going to be					
perceived as closed. Is it time to					
reopen?)					
Use Local Business Assessment List.					
Are your needs being met by the current					
location?					
a. Is it big enough?					
b. Too big?					
c. Layout correct?					
d. If there were renovations on your					
wish list, is now the time to do					
them?					

Question	Yes	No	Action and/or Comments	By whom	By when
Major Equipment:					
Make an assessment. Use the Equipment Assessment List.					
Equipment in working order?					
Given the new conditions (or any					
changes you are considering) should you replace equipment?					
Insurance covering equipment replacement needs?					
Consider which is best for equipment: a. Purchase (and how to finance)? b. Lease?					
Expertise readily available to install the equipment?					
Wait time for equipment replacement? a. How will this affect reopening?					
Any new equipment needs?					
Inventory:					
What needs to be replaced?					
Insurance coverage?					
Before reordering, check past sales data:a. What was selling?b. What was not?					
Will the post-disaster market change your customer's needs? a. New items to order.					
Marketing:					
Before creating reopening plan, assess marketing efforts before the disaster for their effectiveness.					
a. Typeb. Messagec. Cost					
d. Working: yes/no Apply this assessment to new media plan.					
Reopening ad plan: a. Traditional media					
 b. Social media c. Online media Use the Media List for Re- 					
opening.					
Price/Budget for media plan. a. Add cost to above list.					

Question	Yes	No	Action and/or Comments	By whom	By when
Reopening event?a. Work with local chamber of commerce.b. Appropriate press releases.					
What changes need to be made to the website to reflect the reopening plan?					
Are there any promotions being done in your local area by government or others that you can take advantage of? Pricing:					
Have you undertaken a break-even analysis to determine whether the prices you charge are making the profit you want to achieve? Do this product by product with your accountant.					
Compared your pricing to your competitors?					
Business Licenses:					
Are all licenses up to date?					
Do you have copies?					
Replace all copies that were destroyed.					
Same applies to all permits.					
Accounting & record keeping:					
Has all of your accounting been restored?					
Was it efficient and effective pre- disaster?					
Meet with CPA and bookkeeper to discuss any changes that should be made before reopening.					
Are you backing up off site? a. If not, set up.					
Make sure that you are recording all expenses (including any out-of-pocket) for any disaster repair and reopening expenses.					

Question	Yes	No	Action and/or Comments	By whom	By when
Legal Obligations:					
Has your ability to file and pay such returns/forms/obligations been delayed?					
Have your reconstructed financial records given you the necessary information and evidence to be able to complete such returns?					
Insurances:					
Review your insurance coverage to see whether it is adequate and whether there are any gaps in your coverage. Do a new assessment with your agent.					
Do you need any special (e.g., flood) insurance now? a. Cost?					
Thank-you:					
Keep track of everyone who has helped you. Use Thank You list.					
When there is time, send thank you notes.					

So...you made it.

Congratulations.

No matter whether you have moved on to a new chapter in your career or you have decided to reopen, we wish you well.

If you have decided to reopen (or you are going to open a new business in the future), remember that the SBDC offers one-on-one, confidential, no-cost business advising, and we hope to be able to continue to work with you.

We strongly suggest that you keep this workbook and all materials related both to the disaster and to your recovery process. In working with clients post-disaster, we have gone back to their material time and time again as the basis for new opportunities.

Also, we have other materials on disaster prevention. As you reopen and get settled it will—sooner rather than later—be time to make your disaster preparedness plans.

WORKSHEET SECTION

Quick Cash Loss Calculation

Daily:

Typical Daily Sales/Revenues	x	# of Days Closed	x	Total Estimated Revenue Lost
	x		=	

OR

Monthly:

Monthly Sales Revenue	x	# of Days Closed	x	Total Estimated Revenue Lost
	x		=	

NOTES:

FAMILY/PERSONAL BUDGET

Expense	Monthly Amount
Auto Fuel	\$
Auto Insurance	\$
Auto Payment	\$
Auto Repair & Maintenance (tires, oil changes, etc.)	\$
Cable TV	\$
Charity	\$
Child Care	\$
Clothing	\$
Credit Card Payments	\$
Dues & Subscriptions	\$
Electricity	\$
Entertainment	\$
Gifts	\$
Groceries	\$
Health Insurance	\$
Heat (gas, oil, etc.)	\$
Home Repair	\$
Household Expenses	\$
Internet	\$
Laundry & Dry Cleaning	\$
Life Insurance	\$
Medical & Dental	\$
Miscellaneous	\$
Mortgage Payment	\$
Personal Care (hair, etc.)	\$
Property Taxes	\$
Other Debt	\$
Rent	\$
Retirement	\$
Savings	\$
School Expenses	\$
Telephone & Cell	\$
Tuition	\$
Vacations	\$
Vet/Pet	\$
Water & Sewer	\$
Other:	\$
Other:	\$
Total	\$
Subtract: Other Family Members' Contributions	\$
· ·	
Your Needed Contribution	\$

Key Stakeholders

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	·
Actions/Notes:	

Key Stakeholders

Name:	Relationship:
Contact #:	email:
	eman.
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Name:	Relationship:
Contact #:	email:
Contacted: Yes No	
Actions/Notes:	

Aged Accounts Payable

Amount Due

Vendor	0-30	31-60	61-90	90+	Total
SUBTOTAL (page 1)					

Aged Accounts Payable

Amount Due

Vendor	0-30	31-60	61-90	90+	Total
SUBTOTAL (page 1)					

Employee Action List

Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	tes:			
NTerrore				
Name:				
Job Title/Fu	inction:		1.	
Contact #:	I 0.00		email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	tes:			
Name:				
Job Title/Fu	inction:			
Contact #:	inetion.		email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	•	Fian to Kenne.	Referred to Onemployment.	to DUA.
Actions/100	les.			
Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	•		1 5	
Name:				
Job Title/Function:				
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/Notes:				

Employee Action List

Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	tes:			
Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	tes:			
Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/Notes:				
Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/No	tes:			
NT				
Name:				
Job Title/Fu	inction:			
Contact #:			email:	
Keep:	Lay Off:	Plan to Rehire:	Referred to Unemployment:	to DUA:
Actions/Notes:				

Vendor Orders to Cancel

Vendor:		
Description of Order	r:	
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	r:	
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	r:	
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
X7 1		
Vendor:		
Description of Order	r:	· · 1
Contact #:	N	email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	r.	
Contact #:		email:
Contact #. Canceled: Yes	No	cinuit.
Actions/Notes:	110	
ACTIONS/ NOICS.		

Vendor Orders to Cancel

Vendor:		
Description of Order	•	
Contact #:	·	email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	:	
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	:	
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
X7 1		
Vendor:		
Description of Order	•	l •1
Contact #:		email:
Canceled: Yes	No	
Actions/Notes:		
Vendor:		
Description of Order	•	
Contact #:	•	email:
Contact #. Canceled: Yes	No	chian.
Actions/Notes:	110	
ACTIONS/INDICS.		

Custom and/or Standing Customer Orders to Cancel

Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
~	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	ciliali.
Actions/Notes:	
Actions/Notes.	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Custom and/or Standing Customer Orders to Cancel

Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Customer:	
Description of Order:	1
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	cinan.
Actions/Notes:	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	
Customer:	
Description of Order:	
Contact #:	email:
Canceled: Yes No	
Actions/Notes:	

Reconstructing Your Financial Records (This material is adapted from IRS.gov.)

Business Records

- Inventories Get copies of invoices from suppliers. Whenever possible, the invoices should date back at least one calendar year.
- Income Get copies of bank statements. The deposits should closely reflect what the sales were for any given time period.
 - Obtain copies of last year's federal, state, and local tax returns including sales tax reports, payroll tax returns and business licenses (from city or county). These will reflect gross sales for a given time period.
- Furniture and fixtures Sketch an outline of the inside and outside of the business location. Then start to fill in the details of the sketches. (Inside the building What equipment was where? If a store, where were the products/inventory located? Outside the building shrubs, parking, signs, awnings, etc.)
- Building If you purchased an existing business, go back to the broker for a copy of the purchase agreement. This should detail what was acquired.
 - If the building was constructed for you, contact the contractor for building plans or the county/city planning commissions for copies of any plans.
- Tax records Immediately after the casualty, file Form 4506, Request for Copy of Tax Return, to request copies of the previous four years of income tax returns. To obtain copies of the previous four years of transcripts you may file a Form 4506-T, Request for Transcripts of a Tax Return. Write the appropriate disaster designation (such as "HURRICANE KATRINA") in red letters across the top of the forms to expedite processing and to waive the normal user fee.
- Insurance Policy Most policies list the value of the building to establish a base figure for replacement-value insurance.
 - If you are unsure how to reach your insurance company, check with your state insurance department. <u>http://www.naic.org/state_web_map.htm</u>
- Vehicles Kelley's Blue Book, NADA and Edmunds are available on line and at most libraries. They are good sources for the current fair market value of most vehicles on the road.
 - Call the dealer and ask for a copy of the contract. If not available, give the dealer all the facts and details and ask for a comparable price figure.
 - If you're still making payments, check with your lien holder.

For assistance and additional information, use these resources:

- IRS Disaster Assistance Hotline at 1-866-562-5227 (Monday through Friday, from 7 a.m. to 10 p.m. local time)
- IRS Publication 2194, Disaster Resource Guide for Individuals and Businesses
- IRS Publication 584, Casualty, Disaster, and Theft Loss Workbook This can help individuals make a list of stolen or damaged personal-use property and figure the loss. It has a room-by-room listing to help recreate an inventory and figure the loss on one's home and its contents and one's motor vehicles.
- IRS Publication 584-B, Business Casualty, Disaster, and Theft Loss Workbook This is available to help businesses list stolen or damaged business or income-producing property and to figure the loss.
- Your tax professional

NOTES:

Aged Sales Forecast and Accounts Receivable Chart

Sales	0-30	31-60	61-90	90+	Total
Total Sales					

Accounts Receivable	0-30	31-60	61-90	90+	Total
SubTotal Accounts Receivable					

Aged Sales Forecast and Accounts Receivable Chart

Accounts Receivable	0-30	31-60	61-90	90+	Total
SubTotal Accounts					
Receivable (page 2)					
SubTotal Accounts					
Receivable (page 1)					
SubTotal Sales					
TOTAL SALES & AR					

Recovery Goals Worksheet

Business Goal	To Do	By When	By Whom
			J
e.g., re-evaluate product línes	create sales by product list	xx/xx	Sales
	-		Manager

Recovery Goals Worksheet

Business Goal	To Do	By When	By Whom
e.g., re-evaluate product línes	create sales by product list	xx/xx	Sales Manager
			,

Recovery Plan Worksheet

Business Activity	Recovery Action	To Do	By When	By Whom
e.g., close for 1 month	temp layoff	notífy employees	xx/xx	me

Recovery Plan Worksheet

Business Activity	Recovery Action	To Do	By When	By Whom
e.g., close for 1 month	temp layoff	notífy employees	xx/xx	me
c.g., close (or 1 morth)	comp myoll	morel & emproyees		

Cost Estimations for Reopening

\$ Explanation
All costs related to cleanup (make separate list if necessary)
Promotion for reopening the business
The amount of inventory needed to be replaced
The amount per contractor bid and other
Use actual bid on all F & F
Use actual bid on all equipment
Use actual bids and other
Amount to be paid before reopening in new location
Check with city or state offices
All other
Include CPA, attorney, engineer, etc.
The amount per contractor bid and other
Cleaning, etc.
The amount per contractor bid and other
Office, cleaning, etc. supplies
Include an amount for the unexpected
Total amount of costs before reopening

NOTES:

Quick 3 Month Cash Flow

Quick Cash Needs Assement - 90 days

-	Month 1	Month 2	Month 3	TOTAL
Total Income				
Total Cost of Goods Sold (COGS)				
Gross Profit				
Expense		1	1	
Advertising & Marketing				
Credit Card Processing Fees				
Dues and Subscriptions				
Liability Insurance				
Loan # 1				
Loan # 2 (Bank)				
Loan # 3				
Office Expenses				
Payroll				
Payroll Taxes				
Owners Draw				
Accounting				
Legal Fees				
Rent				
Repairs and Maintenance				
Taxes				
Telephone				
Utilities				
Total Expense				
Profit/Loss				

Cash on Hand	
P/L Month #1	
P/L Month #1	
P/L Month #1	
Total Cash Flow Projected	

NOTES:

Grants and Alternative Funding Sources List

Name of Source:		
Contact #:		email:
Address:		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/N	otes:	
	D.	
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		eman.
nuaress.		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/N		
II II II II II I		
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		
A multiple Description 19. Mars	N.	Consultated 9. Constr
Applied Required?: Yes Application Requirements/N	No	Completed & Sent:
Application Requirements/N	otes:	
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/N	otes:	
Received \$	Date:	

Grants and Alternative Funding Sources List

Name of Source:		
Contact #:		email:
Address:		eman.
Audress.		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/No		
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/No	otes:	
	~	
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/No		Completed & Sent:
Application Requirements/No	oles:	
Received \$	Date:	
Name of Source:		
Contact #:		email:
Address:		
Applied Required?: Yes	No	Completed & Sent:
Application Requirements/No		-
· ·	otes:	
	otes:	
	otes:	
Received \$	otes:	

Sources and Use Worksheet

Sources of Financing	\$
Investment of Cash by Owner #1	
Investment of Cash by Owner #2	
Bank Loans to Business (short- term)	
Bank Loans to Business (long-term)	
Bank Loans (personal)	
SBA Disaster Loan	
Grant #1	
Grant #2	
Grant #3	
Donations	
Other	
Other	
Total Sources of Financing	

Uses of Financing	\$
Land	
Buildings	
Equipment	
Remodeling	
Inventory	
Cleanup	
Working Capital	
Other	
Total Uses of Financing	

NOTES:

Jobs Needed to Reopen Worksheet

Job Title/Description	Current Employee	Returning Employee	New Employee	# of hours	Salary/Hourly Wage	Confirmed
		<u> </u>	<u> </u>			

Jobs Needed to Reopen Worksheet

Job Title/Description	Current Employee	Returning Employee	New Employee	# of hours	Salary/Hourly Wage	Confirmed
		<u> </u>	-			

Local Business Assessment

Business	Open	Closed	Date Reopening

Local Business Assessment

Business	Open	Closed	Date Reopening

Equipment Assessment List

Equipment Name				Reopen			rerage Y/N	e for Use			erage Y/N			e for Use
	Working	Destroyed	Needs Repair	Necessary to Reopen	Repair	Cost \$	Insurance Coverage Y/N	Date Available for Use	Replace	Cost \$	Insurance Coverage Y/N	Buy	Lease	Date Available for Use
	-]			•				<u> </u>				

Equipment Assessment List

Equipment Name	Working	Destroyed	Needs Repair	Necessary to Reopen	air	t \$	Insurance Coverage Y/N	Date Available for Use	Replace	t \$	Insurance Coverage Y/N		se	Date Available for Use
	Wo	Des	Nee	Nec	Repair	Cost \$	Insu	Dat	Rep	Cost \$	Insu	Buy	Lease	Dat
														I

Media List for Reopening

Type of Media/Placement/Location										
	ritten	gned	nt							ost
	Copy Written	Ad Designed	Cost per Placement	Date #1	Date #2	Date #3	Date #4	Date #5	Date #6	Total Cost
	Ŭ	A								
e.g., Facebook Posting: Reopening soon			0	xx/x x	xx/x x	xx/x x	xx/x x	xx/x x	xx/x x	0
e.g., Newspaper Ad: Daily Times	Х	Х	\$250	XX/X X		XX/X X		xx/x x		\$750
Total Cost										

Media List for Reopening

Type of Media/Placement/Location										
	<i>r</i> itten	igned	r ent							ost
	Copy Written	Ad Designed	Cost per Placement	Date #1	Date #2	Date #3	Date #4	Date #5	Date #6	Total Cost
e.g., Facebook Posting: Reopening soon			0	xx/x x	xx/x x	xx/x x	xx/x x	xx/x x	xx/x x	0
e.g., Newspaper Ad: Daily Times	Х	Х	\$250	xx/x x		xx/x x		xx/x x		\$750
Total Cost										

Thank You List

	Reason to Thank	Type of Thank You	By Whom	Done
Name				
Street Address				
City/State/Zip				
email	-			
Name				
Street Address				
City/State/Zip	-			
email				
Name				
Street Address	-			
City/State/Zip	-			
email	-			
Name				
Street Address				
City/State/Zip				
email	-			
Name				
Street Address	-			
City/State/Zip	-			
email	-			
Name				
Street Address				
City/State/Zip				
email				

Thank You List

	Reason to Thank	Type of Thank You	By Whom	Done
Name				
Street Address	-			
City/State/Zip				
email	-			
Name				
Street Address	-			
City/State/Zip				
email				
Name				
Street Address				
City/State/Zip				
email	-			
Name				
Street Address				
City/State/Zip				
email				
Name				
Street Address				
City/State/Zip	-			
email	-			
Name				
Street Address				
City/State/Zip				
email				

The Disaster Recovery Guide for Business has been created by the VtSBDC and was funded in part through a Cooperative Agreement with the U.S. Small Business Administration and their Portable Assistance Program. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA. UW Madison SBDC has permission to use this guide.

©VtSBDC 2013



Kiva US, is part of the nonprofit Kiva.org, an online lender that enables financially excluded and socially impactful entrepreneurs to access 0% interest small business loans. These loans are crowdfunded through a borrower's personal and professional networks as well as the Kiva community of customers, business advisors, and brand ambassadors.

Eligibility: A Kiva Borrower Must...

- · Be at least 18 years old
- Use the loan for a legal business
- Not currently be in bankruptcy or foreclosure
- Not have a business involved in multilevel marketing or illegal activities
- Invite at least 12-30 individuals to lend a minimum of \$25 each to your campaign

Possible uses for a \$10,000 loan:

- Upgraded equipment
- Business management software
- Working capital for inventory
- Space renovations
- Certifications & licensing
- Tradeshow/Market booths
- Website or marketing presence

For more information visit: www.kiva.org/borrow/wwbic Connect/Refer: Nichole Crust, Kiva Advisor | nichole.crust@wwbic.com | 414.610.8675

LOAN QUICK FACTS:

- 0% interest, no fees
- Up to \$10,000
- Terms up to 36 months
- Crowdfunded by borrower's personal and professional network as well as Kiva's lenders
- Opportunity to build your credit score
- 1-3 month application & fundraising period





COMPANION LOAN PROGRAM:

If you've successfully completed the Kiva process, fully funded your loan, and are still in need of additional capital, WWBIC can help. WWBIC will fund up to the amount of your Kiva loan (Maximum of \$5,000).

LOAN QUICK FACTS:

- Maximum of \$5,000
- Interest Rate: Prime + 5%
- Terms: Up to 72 months
- No collateral required
- Application fee: \$75*
- Closing costs & fees: capped at \$250 or 7.5% of loan amount (whichever is less)

*Application fee included as part of costs & fees

NOTE: application to this program does not guarantee loan approval

ELIGIBILITY:

Applicants for this matching loan must....

- 1. Have successfully fundraised a Kiva Loan
- 2. Meet the character requirements of WWBIC's general underwriting (*contact WWBIC for additional info*)
- 3. Abide by all other terms and conditions of WWBIC's lending and Small Business Consultant expectations and requirements. (Includes: financial reporting & employee form compliance)

APPLICATION PROCESS:

Applicants must submit

- 1. WWBIC loan application packet: Application, Business Info Form, Client Info Form, & Personal Financial Statement
- 2. \$75 application fee
- 3. Most recent tax return
- 4. Proof of current income

After receiving a complete application packet, a WWBIC loan officer will inform the applicant about an approval decision and work to complete the loan closing process.

TRADITIONAL LOANS: Up to \$250k with collateral requirement and subject to traditional underwriting process. This loan program is open to all applicants including Kiva fully-funded clients.

For more information on WWBIC programs visit: www.wwbic.com Connect: An Nguyen, WWBIC Loan Officer | an.nguyen@wwbic.com



Revised: 06/17



iSe habla Español!



WWBIC STATEWIDE PROGRAMS & SERVICES wwbic.com **f**







Entrepreneurship

- Education
- Lending
- Coaching

Financial Impact



MILWAUKEE | WAUKESHA | MADISON | RACINE | KENOSHA | APPLETON | STATEWIDE



WHO WE ARE: WWBIC is a leading innovative statewide economic development corporation that is "Putting Dreams to Work." We open the doors of opportunity by providing targeted individuals who are interested in starting, strengthening or expanding businesses with access to critical resources such as responsible financial products and quality business and financial education. Services are open to anyone but our focus is women, minorities and people of lower wealth – those most likely to face barriers in accessing financing or educational support.

WHO WE ASSIST: Women and Men throughout Wisconsin | Start-up businesses & Growing businesses

KEY PEOPLE: Wendy K. Baumann, WWBIC President/CVO | Jon Gaines, Vice President Business Services & Finance | Julann Jatczak, Vice President Impact Initiatives

CERTIFICATIONS:

WWBIC was established in 1987 as a 501(c)(3) tax exempt non-profit corporation U.S. Department of Treasury, Community Development Financial Institution (CDFI) U.S. Small Business Administration Women's Business Center, Micro Loan Program Intermediary & Community Advantage Program Lender

STATEWIDE OFFICES:

GREATER MILWAUKEE & WAUKESHA 1533 N. RiverCenter Drive

Milwaukee, WI 53212 Phone: 414.263.5450 SOUTH CENTRAL:

2300 S. Park Street, Ste. 103 Madison, WI 53713 Phone: 608.257.5450

SOUTHEAST:

600 52nd Street, Ste. 130 Kenosha, WI 53140 Phone: 262.925.2850

245 Main Street, Ste. 102 Racine, WI 53403 Phone: 262.898.5000

NORTHEAST:

1191 N. Casaloma Drive Appleton, WI 54913 Phone: 920.944.2700

WHERE TO START Phone: 262.898.5000 For more information or personalized support, contact the WWBIC team member in your area

REGION 1: Heather Lux hlux@wwbic.com

262.925.2850

REGION 2, 6 & 7: Amber Miller amiller@wwbic.com 414.263.5450

REGION 3: Andrea Hughes <u>ahughes@wwbic.com</u> 608.257.5450



REGION 4: Alyse Rust

arust@wwbic.com 920.944.2700

REGION 5:

Julie Emslie jemslie@wwbic.com 608.632.8041

REGION 8:

Dan Lemmer dlemmer@wwbic.com 715.370.6671

III SMALL BUSINESS LOAN PROGRAM

Micro Business, Macro Impact

WWBIC offers Wisconsin small business owners loans ranging from \$1,000 to \$250,000. Loan funds may be used for start-up capital, inventory and equipment, business expansion, working capital and business support. All borrowers receive one-on-one small business coaching from our team of small business consultants.

To apply, complete the application online at www.wwbic.com/business-lending



SMALL BUSINESS CONSULTING PROGRAM



Coaching. Capital. Collaboration.

We are proud of the way we sustain relationships with our clients. Our Small Business Consultants and professional volunteers provide ongoing support to WWBIC loan clients. In-depth business assistance for WWBIC borrowers ensures that business owners have access to the tools and skills they need to grow profitable and sustainable businesses.

Throughout the term of a loan we provide:

- · Annual site visits & one-on-one coaching
- Promotional & networking opportunities
- Resource referral network
- 24/7 access to WWBIC's Initiate Portal, an online business resource with over 100 tools, videos and guides

Our clients' success is important to us and our Small Business Consultants are here to assist and build a relationship that truly benefits your business!

👙 KIVA CROWDFUNDED MICROLOAN PROGRAM

Crowdfunded • **Microbusiness Loans** • **0% Interest** • **Up to \$10,000** Join the crowd. Kiva believes in character over credit and the power of community-based lending. Kiva provides funding opportunities for entrepreneurs where conventional lenders won't.

Connect/Refer: Amy Narr, Kiva Advisor | amy.narr@wwbic.com For more information visit: kiva.org



SMALL BUSINESS SUCCESS

MEMORIES TOUR & TRAVEL

LOCATION: Platteville, WI

QUICK FACTS:

- \$21,000 Loan
- 3 Employees
- Woman-Owned

CONNECTION: Lending, Coaching

Growing up, Lori Velte fell in love with travel. With dreams of becoming 'Cruise Director, Julie' from the infamous sitcom, 'The Loveboat,' travel was never far from her mind. Lori would grow up to develop a 20 year career traveling the globe while working in the travel and tourism industry. In the summer of 2015, Lori was offered the opportunity of a lifetime - to purchase the travel agency she worked for and become her own boss! After struggling to find financing for the purchase, Lori discovered WWBIC.

In 2015, WWBIC financed the purchase of the business and Lori officially opened the doors to Memories Tour & Travel, LLC. Today, Memories Tour & Travel LLC is a full service travel agency and can make any type of

WWBIC gave me a chance when no one else would. They remain by my side with encouragement and continued support.

travel arrangements: package tours, cars, hotels, rail tours or cruises to anywhere in the world.

Lori continues to receive ongoing business support from her own 'Cruise Director' Julie Emslie, a WWBIC Small Business Consultant in southwest Wisconsin!



Relocation

One of the most effective options is relocating your home on an area of your property that has its natural grade above the base flood elevation. This method may be costly, but can reduce or eliminate the need to pay flood insurance entirely. If you are preparing to build a new home or structure, evaluate your property to determine if there is a suitable building area outside of the floodplain. Be warned; homes constructed outside the floodplain (or on natural ground above the base flood elevation) are not 100% safe from flooding. On average, between 20-25% of all flood insurance claim payouts go to buildings that are located outside of the special flood hazard area. If your home is located outside the floodplain and you still want to be covered, affordable "Preferred Risk" policies are available.

For more information on relocation, see FEMA Technical Manual 312, Homeowner's Guide to Retrofitting.

Ust because your home or building is in the floodplain does not mean that you can't reduce your flood insurance premiums. In fact, your building may have been built in a way that increases the cost of your annual premiums. This brochure identifies the most common causes of high flood insurance rates and provides options that could reduce the amount you pay. If you're considering making a change to your home, whether it is a repair, remodel, or brand new building, consider some common practices that will provide you with the most affordable flood insurance rates and reduce your risk from suffering flood damage.

Consider the elevated house in this brochure. Originally built in a floodplain after Flood Insurance Rate Maps were published, the mortgage company requires these homeowners to carry \$100,000 of flood insurance coverage. Their annual premium was \$1,255 per year. However, after they installed proper flood openings, elevated their utilities, removed the sub-grade crawlspace, and elevated the home, their premium was reduced to \$190 per year for the same amount of coverage. Addressing just one of these modifications could reduce the annual cost of your flood insurance premium.

This brochure is intended to show activities that can affect flood insurance premiums. The methods and techniques to accomplish these structural modifications must be done in accordance with local building codes. Find more resources and information by visiting FEMA online at:

www.fema.gov/nfip/library.shtm www.fema.gov/techbul.shtm



This brochure was produced in 2005 by the Mitigation Division of FEMA Region 10. Illustrated by Jeff Markham. If you have any

questions regarding the content of this brochure or wish to obtain

additional copies or a poster version, please contact FEMA Region

X at 425.487.4600.



Cheaper Flood Insurance

5 Ways to Lower the Cost of Your Flood Insurance Premium FEMA D671 Oct 2007







Utilities

If you locate any machinery or equipment that services your building (i.e., electrical, heating, ventilation, plumbing, and air conditioning equipment) below the base flood elevation, an additional surcharge will be added to your insurance premium causing your annual insurance rates to increase. If your house was elevated to a safer level, maximize your savings and reduce your losses by relocating your machinery and equipment above the base flood elevation. Consider using your attic, an extra closet, or an elevated platform (as shown) to store utilities.

For more information on relocating utilities see FEMA publication 259: Engineering Principles and Practices of Retrofitting Floodprone Residential Structures

Flood Openings

One common reason why insurance policies are rated so severely is due to a lack of proper flood openings. IBC/IRC minimum building code requirements for "foundation vents" in areas outside the floodplain may not meet the same specifications as "flood openings" or "flood vents" within a floodplain. For buildings in the floodplain, there must be at least two openings with 1 sq. inch of opening per sq ft of enclosed area, and the bottom of those openings can be no higher than 1 ft above the exterior finished grade. There are no discounts for "partial credit." If you have 1000 sq feet of enclosed crawlspace and 900 sq inches of openings, you will be charged as though there are no openings (i.e., basement loading fees could apply). Don't forget that garage doors, windows, and doors do not count as flood openings unless they have openings installed within them.

Basements

Unless explicitly authorized, basements in new buildings constructed in the floodplain are prohibited. FEMA considers "crawlspaces" that are sub-grade on all sides to be basements as well. If your community has adopted building standards that allows such construction, homeowners in the floodplain with an excavated subgrade crawlspace will bear an additional financial burden through a 15-20% increase on their flood insurance premiums. When building, you can save that cost by backfilling any excavated areas within the foundation. It can also be done at a later date by using pea-gravel or other suitable material to raise the interior crawlspace floor elevation to the same height or higher than the exterior finished grade.

For more information on basements, see FEMA Technical Bulletin 11-01

Elevation

Elevating above the base flood elevation is the fastest way to reduce the cost of your annual flood insurance premium. You can save hundreds of dollars for every foot the elevated floor is located above your community's established base flood elevation. Elevating just one foot above the base flood elevation often results in a 30% reduction in annual premiums. A homeowner with an elevated home, like the one shown on this poster with its first floor elevated 3 feet above the base flood elevation, can expect to save 60% or more on annual flood insurance premiums.

For more information on elevation, see FEMA Technical Bulletin 2-93

For more information on flood openings, see FEMA Technical Bulletin 1-93


🕑 FEMA

National Flood Insurance Program

In or Out of the High-Risk Flood Area, *Everyone* Needs Flood Insurance

In the wake of Hurricane Harvey in 2017, nearly half of all flood insurance claims were for properties located outside high-risk flood zones-for properties that, on flood maps, are shown to be at low -to -moderate flood risk.

Did you know?...

- ✓ Floods are the nation's most common and costly natural disaster and cause millions of dollars in damage every year.
- ✓ Homeowners and renters insurance does <u>not</u> typically cover flood damage.
- ✓ Floods can happen anywhere--more than 20 percent of flood claims come from properties outside the high risk flood zone. Check out *The Big Cost of Flooding*, at www.fema.gov/media-library/assets/documents/132744.
- ✓ If your property is in a low-to-moderate flood risk area, your flood insurance could be much more affordable than you might think.
- ✓ Flood insurance can pay regardless of whether or not there is a Presidential Disaster Declaration, at <u>www.fema.gov/disaster-declaration-process</u>.
- ✓ Most federal disaster assistance comes in the form of low-interest disaster loans from U.S. Small Business Administration (SBA) and you have to pay them back.
- A claim against your flood insurance policy could, and often does, provide more funds for recovery than those you could qualify for from FEMA or the U.S. Small Business Administration after a disaster declaration--and you don't have to pay it back.

No homeowner or renter can afford not to have flood insurance. Call your insurance agent and buy a policy today. If your community participates in the NFIP, you can buy flood insurance for your property. There's typically a 30-day wait period between when you purchase the policy and when it becomes effective. Discuss this and find questions to ask to ensure you get the coverage you need, at <u>www.fema.gov/national-flood</u>.

HOW File a Flood Insurance Claim

Report your loss to your insurance agent ASAP

to

Within 24-48 hours, an adjuster will call you to schedule an appointment.





DURING THE ADJUSTER'S VISIT



The adjuster will:

- · Have official identification.
- Take measurements and photos, and note direct flood damage.
- Provide you with a local contact if any additional visits are needed.
- Provide you with a flood certification number.
- Provide you a suggested Proof of Loss, based on the assessment.

The adjuster will not:

- Approve or disapprove claims.
- Tell you whether your claim will be approved.
- Tell you about other forms of assistance.

Be ready with:

- Your policy number, insurance company info, and best way to be reached.
- Lots of photos of your damaged property.
- Documents related to damaged property (i.e., contractors' estimates, receipts).
- Samples or swatches of carpeting, wallpaper, furniture upholstery, and window treatments.



Review, sign, and send the Proof of Loss to your insurance company.

REQUEST FOR ADDITIONAL PAYMENT

SUBMIT

THE PROOF OF LOSS

If you discover additional damage after filing your claim, or repairs cost more than estimated, you can file for additional payment. Contact your adjuster or insurance agent to start the process.

PAYMENT OF CLAIMS

By law, claim payment checks for structures must be made out in the mortgage holder's name. Contact your mortgage holder for more information.









Federal Insurance and Mitigation Administration

Office of the Flood Insurance Advocate

The Office of the Flood Insurance Advocate advocates for the fair treatment of policyholders and property owners by providing education and guidance on all aspects of the National Flood Insurance Program, identifying trends affecting the public, and making recommendations for program improvements to FEMA leadership.

Overview

The Federal Emergency Management Agency (FEMA) Office of the Flood Insurance Advocate (OFIA) is available to the public and staffed with experts in National Flood Insurance Program (NFIP) flood insurance, flood hazard mapping, floodplain management and Hazard Mitigation Assistance (HMA) grants; the OFIA's four primary focus areas.

In focusing on its duties and responsibilities, the OFIA seeks to take into account the existing resources available across the organization and will provide advocacy assistance to policyholders and property owners who after using those resources require further assistance.

In order for the OFIA to best provide assistance, it is important to first utilize the following resources:

- FEMA's NFIP webpage (www.fema.gov/nationalflood-insurance-program) for a broad range of NFIP informational and guidance publications for policyholders and informational materials for Property Owners, Insurance agents, Claims Adjusters, Lenders, etc.
- FloodSmart (1-888-225-5356 or www.floodsmart.gov) for information about flood insurance coverage, locating an insurance agent, or for more information and materials about the NFIP and flood risk.
- Your insurance agent or NFIP insurer for information related to an existing flood insurance policy, flood insurance premium quotes, or guidance on how to obtain flood insurance.

FEMA Map Information Exchange (1-877-336-2627 or https://msc.fema.gov/portal) for information on Letters of Map Amendment (LOMA) and Letters of Map Revision (LOMR), how to view or read a flood map, and understanding zone definitions.

- NFIP Support Call Center (1-800-621-3362) for information about the NFIP or questions about an existing flood insurance policy, if your agent or insurer is unable to assist you. Additional information about the call center may be found at <u>https://www.fema.gov/national-flood-insurance-</u> program-technical-support-hotline.
- NFIP Help Center (1-800-427-4661) for general information about the NFIP or advice on how to obtain a property loss history report.
- Your local planning, building inspections, or zoning offices for information on building permits and local regulations or ordinances governing development in Special Flood Hazard Areas, to obtain copies of flood maps, or copies of existing elevation certificates and elevation information.
- **FEMA Regional Offices** (https://www.fema.gov/about-agency) for information about the NFIP, specific questions about recent or future flood insurance or mapping related events, or more information on flood insurance related resources.

For policyholders and property owners who are unable to get the necessary support they need after utilizing the existing resources above, they can contact the OFIA for further assistance.

The Office of the Flood Insurance Advocate works diligently to provide assistance to all inquirers, but must adhere to the applicable statutes and regulations that govern the NFIP. The OFIA staff are available to provide education, guidance, and assistance to policyholders and property owners to develop a better understanding of the NFIP in the following ways:

- Assisting in the development of regional capacity to respond to individual constituent concerns about Flood Insurance Rate Map amendments and revisions, including Letters of Map Amendments and Letters of Map Revisions.
- **Coordinating** referrals to existing resources for flood hazard mapping, HMA grants, and floodplain management.
- **Obtaining and verifying** accurate and reliable flood insurance rate information when purchasing or renewing a flood insurance policy.
- **Educating** on individual flood risks, flood mitigation, measures to reduce flood insurance rates through effective mitigation and information on HMA grant programs.
- **Communicating** program changes implemented as a requirement of any newly enacted laws and how to navigate existing processes and procedures.
- **Supplying** existing NFIP materials, such as, publications, booklets, and guidance documents and assistance on where to locate the public awareness and outreach materials on the appropriate FEMA websites.

Contacting the Office of the Flood Insurance Advocate

Please visit the OFIA's webpage at <u>http://www.fema.gov/flood-insurance-reform-flood-insurance-advocate</u>, where you may submit questions and inquiries via the "Ask A Question" link. An Advocate Representative will respond as soon as possible with additional information on how the questions or concerns will be handled.

Most homeowners insurance does not cover flooding. But with flood insurance you're covered.





Why You Need Flood Insurance

Flooding is the most common and costly natural disaster in the United States, affecting every region and state. Floods cause physical and emotional anguish, as well as financial devastation. In fact, just one inch of water in an average sized home can cause more than \$25,000 in damage.

Federal disaster assistance is not always the answer. Most types of federal disaster assistance require a presidential disaster declaration and come in the form of low-interest disaster loans that must be repaid—with interest!

Only flood insurance reimburses you for flood damage, providing the necessary funds for recovery—and you don't have to pay it back.

Learn More

Call your insurance agent today to ask about the National Flood Insurance Program (NFIP). There is no better way to protect the life you've built.

To learn more, call the NFIP Help Center at **1-800-427-4661**, or visit **FloodSmart.gov**.

With federal flood insurance, your home is covered. You'll be reimbursed up to:

- \$250,000 for your residential property
- \$100,000 for your personal belongings
- \$500,000 for your non-residential property
- \$500,000 for your non-residential property contents

Did you know?

- 1 in 4 flood insurance claims come from outside high-risk areas.
- Most homeowners and renters insurance policies do not cover flood damage.
- Flood insurance coverage for homeowners living in moderate to low-risk flood areas can be as low as \$325 a year!

F-061 April 2018



Fact Sheet

How to Buy Flood Insurance

April 2018

Flood insurance is essentially for any homeowner, business owner, or renter. This fact sheet is intended to help a property owner become more flood smart and get important answers to questions about buying a National Flood Insurance Program (NFIP) policy.

If your property is located in a community that participate in the NFIP, you can and should inquire about purchasing flood insurance. There's typically a 30-day wait period between when you purchase the policy and when it becomes effective, so timing is very important.

Call your insurance agent to discuss purchasing flood insurance. The agent who sold you your homeowners or renters insurance should be able to sell you a flood insurance policy. If not, you can find an agent by calling the NFIP Call Center, at 1-800-427-4661.

Helpful Questions to Ask your Insurance Agent:

- ✓ Ask the right questions so you can buy the flood coverage you need:
 - Does my homeowners insurance cover flood?
 - What flood zone do I live in? What is my property's flood risk?
 - What will and won't be covered?
 - How much coverage should I purchase for my building and for my contents?
 - When will my policy become effective?
 - Will my policy provide Replacement Cost Value or Actual Cash Value—and what's the difference between the two?
 - Do I qualify for a Preferred Risk Policy (PRP)?
 - Does my community participate in the NFIP's Community Rating System (CRS)? If so, does my home qualify for a CRS rating discount?
 - o Is flood insurance mandatory for my property? Will the lender require it?
 - Are there additional expenses or agency fees?
 - How can I pay for my policy?
 - How do I renew my policy?
- ✓ Visit <u>FloodSmart.gov</u> to learn more about "How to Buy" and information about the following:
 - Steps you can take to reduce the cost of your flood insurance.
 - Information about coverage and deductibles.
 - Exceptions that may allow your NFIP coverage to go into effect immediately.



If your building is damaged by a flood, you may be required to meet certain building requirements in your community to reduce future flood damage before you repair or rebuild.

The National Flood Insurance Program (NFIP) Standard Flood Insurance Policy (SFIP) provides Increased Cost of Compliance (ICC) coverage, which may be available to help cover the costs of meeting those requirements, subject to eligibility. For more information, contact your insurance agent and refer to Section III, Coverage D of your SFIP. For more information about the NFIP and flood insurance, call **1-800-427-4661** or contact your

insurance company or agent.

For an agent referral, call 1-888-435-6637

Also, visit FEMA's website at www.fema.gov for valuable guidance to help you reduce losses from floods, fires, and other disasters. National Flood Insurance Program

Increased Cost of Compliance Coverage

How You Can Benefit









Revised 12/12

Increased Cost of Compliance Coverage

How Much Coverage Is Available

If eligible, National Flood Insurance Program (NFIP) policyholders may receive up to \$30,000 of Increased Cost of Compliance (ICC) coverage to help pay the costs to bring their building into compliance with their community's floodplain ordinance. The coverage availability and payment limits are subject to the terms of the Standard Flood Insurance Policy (SFIP) and maximum coverage limits, including all applicable NFIP rules and regulations.

Filing an ICC Claim

You may be eligible to file a claim for your ICC coverage in two instances:

- 1. When your community determines that your building is "substantially damaged", wherein the cost to repair or improve the structure exceeds its market value by a threshold amount adopted by law or ordinance. Community building officials are responsible for the issuance of substantial damage declarations.
- 2. When your community has a "repetitive loss" provision in its floodplain management ordinance and determines that your building was damaged by a flood two times in the past 10 years, where the cost of repairing the flood damage, on average, equaled or exceeded 25 percent of its market value at the time of each flood.

Four Options Covered: Floodproofing, Relocation, Elevation, or Demolition (F.R.E.D.)

There are four options you can pursue to comply with your community's floodplain management ordinance and help reduce future flood damage to your building. You may decide which of these options (F.R.E.D.) is best for you.



1. Floodproofing. This option is available primarily for non-residential buildings. It involves making a building watertight through a combination of adjustments or additions of features to the building that reduces the potential for flood damage.



2. Relocation. This moves your building out of harm's way.



3. Elevation. This raises your building to or above the flood elevation level adopted by your community.



4. Demolition. This tears down and removes flood-damaged buildings.

How to File an ICC Claim

If your community does determine that your building is substantially or repetitively damaged, a local official will explain the floodplain management ordinance provisions that you will have to meet. You may also want to consult with the local official before you make the final decision about which of the options to pursue.

Once your community has made this determination, contact your insurer or insurance agent to file an ICC claim. The insurer will assign a claims representative who will help you prepare your ICC claim. The ICC claim will be adjusted separately from the flood damage claim you file under your SFIP. You should start getting estimates from contractors to take the necessary steps to F.R.E.D. – floodproof, relocate, elevate, or demolish.

How Your ICC Claim Is Processed

You may be able to receive a partial payment once the claims representative has a copy of the

signed contract for the work, a permit from the community to do the work, and your signed ICC Proof of Loss. If the work is not completed within the required time frame, you must return any partial payment to your insurer.

When the work is completed, local officials will inspect it and issue a certificate of occupancy or a confirmation letter. Once you submit this document to your claims representative, your insurer will pay the final installment or full payment.

It's important to remember, only policyholders with substantially or repetitively flood-damaged buildings may be eligible for ICC coverage. ICC helps pay for the costs of meeting the floodplain management requirements adopted by law or ordinance in your community. Any item paid for in the original flood damage claim cannot be duplicated in the ICC payment.

Fact Sheet



Federal Insurance and Mitigation Administration

Increased Cost of Compliance Coverage The National Flood Insurance Program: Building Smarter and Safer

Increased Cost of Compliance (ICC) coverage is one of several resources for flood insurance policyholders who need additional help rebuilding after a flood. It provides up to \$30,000 to help cover the cost of mitigation measures that will reduce flood risk. ICC coverage is a part of most standard flood insurance policies available under the Federal Emergency Management Agency's (FEMA's) National Flood Insurance Program (NFIP).

Reducing Future Damage

ICC coverage provides payment to help cover the cost of mitigation activities that will reduce the risk of future flood damage to a building. When a building covered by a Standard Flood Insurance Policy suffers a flood loss and is declared to be substantially or repetitively damaged, ICC will pay up to \$30,000 to bring the building into compliance with State or community floodplain management laws or ordinances. Usually this means elevating or relocating the building so that it is above the base flood elevation (BFE). Non-residential structures may also be floodproofed. ICC coverage applies solely to buildings and only covers the cost of the compliance measures undertaken. It is filed separately from the normal flood insurance claim.

Determining Who is Eligible

In addition to being insured under the NFIP, a building must meet one of two conditions to be eligible to receive ICC coverage; it must have been either 1) determined to be substantially damaged or 2) meet the criteria of a repetitive loss structure.

• Substantial damage is the determination by the community that damage due to flood has equaled or exceeded 50 percent of the value of the building. When repaired, the building must meet local

floodplain management ordinances. If the total damage from flooding is less than 50 percent of the market value of the building, ICC coverage is not available.

Repetitive loss means that a building covered by flood insurance incurred flood-related damage two times over a period of 10 years, and that the cost of the repairs was, on the average, at least 25 percent of the market value of the building before the damage occurred each time. This applies only if the community has adopted a repetitive loss provision in the local floodplain management ordinance, and a flood insurance claim must have been paid in both cases. The combined damage total must be 50 percent of the value of the building before the damage occurred, but it need not be evenly distributed. So, if the damage was 35 percent of the value of the building in the first event and 15 percent of the value of the building in the second event, the policyholder would qualify for ICC coverage.

FINDING ADDITIONAL POLICYHOLDER INFORMATION

FEMA encourages flood insurance policyholders whose homes are damaged extensively by flood to ask their claims adjusters or insurance agents about ICC coverage.

People can get more information online at: <u>http://www.fema.gov/library/</u> <u>viewRecord.do?id=3010</u> or by calling their insurance agents.



National Flood Insurance Program

"FEMA's mission is to support our citizens and first responders to ensure that as a nation we work together to build, sustain, and Improve our capability to prepare for, protect against, respond to, recover from, and mitigate all hazards."

Increased Cost of Compliance Coverage

Meeting Compliance Standards

ICC coverage can help pay for four different types of mitigation activities to bring a building into compliance with the community's floodplain management regulations:

- Elevation is the most common means of reducing a building's flood risk. The process consists of raising the building to or above the BFE. While NFIP policy only requires the lowest floor of the building to be raised to the BFE, some States and communities enforce a "freeboard" requirement, which mandates that the building be raised above the BFE to meet the community's flood protection level.
- Floodproofing applies only to non-residential buildings. For a building to be certified as floodproof, it must be watertight below the BFE – the walls must be substantially impermeable to water and designed to resist the stresses imposed by floods. Floodproofing techniques include installation of watertight shields for doors and windows; drainage collection systems, sump pumps, and check valves; reinforcement of walls to withstand floodwater pressures; use of sealants to reduce seepage through and around walls; and anchoring the building to resist flotation, collapse, and lateral movement.
- Relocation involves moving the entire building to another location on the same lot, or to another lot, usually outside the floodplain. Relocation can offer the greatest protection from future flooding; however, if the new location is still within the Special Flood Hazard Area (SFHA), the building must be NFIPcompliant, meaning it must be elevated or floodproofed (if non-residential).
- Demolition may be necessary in cases where damage is too severe to warrant elevation, floodproofing, or relocation; or where the building is in such poor condition that it is not worth the investment to undertake any combination of the above activities. All applicable permits must be obtained prior to demolishing the building. The property may be redeveloped after demolition is complete, subject to all applicable Federal, State, and community laws and requirements.

Using ICC in Concert with FEMA Mitigation Grants

In some cases, individual policyholders can take advantage of Federal grant money to supplement the cost of mitigation activities. Policyholders can assign their ICC benefits to their community and enable the community to file a single claim on behalf of a community mitigation project. FEMA will count the ICC claim monies as non-Federal matching funds when applying for mitigation grants, because ICC coverage is a direct contract between the policyholder and the insurer. The community can then use FEMA mitigation grant funds to help pay for any additional portion of the cost of elevation, floodproofing, relocation, or demolition that is more than the ICC claim payment. It is extremely important for policyholders and community officials to work closely together at every stage of this process. Individual participation in a FEMA-funded community mitigation project is voluntary and the community is required to provide mitigation funds to any property owner whose ICC payment was counted towards the matching funds.

For More Information

For obtain more information on ICC coverage, visit: http://www.fema.gov/library/viewRecord.do?id=3010.



KEEP YOUR BUSINESS IN BUSINESS.

GET LOW-COST FLOOD INSURANCE WITH A PREFERRED RISK POLICY FOR BUSINESSES

Protect your business from unexpected flood damage.

Far too many businesses end up having to close their doors after a flood event. What starts as a drop of water can quickly turn into a destructive flood. Just a few inches of water can damage walls and floors, wreck expensive equipment, ruin furniture, destroy supplies and cost tens of thousands of dollars to repair.

From 2011 through 2015 the average commercial flood claim was nearly \$90,000. And without flood insurance, you are often faced with only three choices after a flood:



Paying recovery costs out of your own pocket



Taking out a loan to cover the costs—adding financial stress to your business



Closing your doors and walking away

There is another option. Call your insurance agent and ask about a flood insurance policy that covers both the building of your business and the contents inside.

Did You Know?

At least 25 percent of small businesses never reopen following a disaster.

Commercial property insurance does not generally cover flood damage. Only flood insurance does.

A small investment can protect you from a huge problem.

Every year, thousands of businesses throughout the United States are affected by flood events. Flood damage can mean paying huge, unexpected bills to recover, or could cost you your livelihood.

With a Preferred Risk Policy (PRP), businesses located outside high-risk flood areas can get up and running again faster. And with new commercial rates for flood insurance now in effect, you can customize the coverage that's right for you.

For the most up-to-date information on commercial flood insurance and PRPs, call **1-800-427-4661** or contact your insurance agent.

The National Flood Insurance Program (NFIP) works with nearly 80 private insurance companies to sell NFIP PRPs. This means that NFIP can ensure you'll get identical coverage and rates on your flood insurance policy, regardless of which private insurance company you use.

So don't wait; call an agent and get a policy today. Remember, it usually takes 30 days from the date of purchase for the policy to go into effect.

The NFIP aims to reduce the impact of flooding on individuals and communities across the country. It does so by providing flood insurance to property owners like you—who live in communities that adopt and enforce floodplain management standards. These efforts reduce the costs and adverse consequences associated with flooding and help businesses recover more quickly.





fema.gov/nfip 1-800-427-4661

> F-437 06/2017



A SMALL INVESTMENT PROTECTS YOU FROM A BIG PROBLEM.

GET LOW-COST FLOOD INSURANCE FOR HOMEOWNERS AND RENTERS WITH A PREFERRED RISK POLICY

Family Photos

Protect What Matters

Without flood insurance, most residents have to pay out of pocket or take out loans to repair and replace damaged items. Flood insurance reduces the financial burden of a flood event, and makes it easier to make your house a home again.



Most homeowners insurance doesn't cover flood damage.



Most homes in moderate and low-risk areas qualify for the National Flood Insurance Program's (NFIP) Preferred Risk Policy (PRP).



PRPs offer the same quality of coverage as a Standard Flood Insurance Policy and can cover your home and its contents.



PRPs are available in most communities across the country, wherever flood insurance is available to homeowners and renters.

Did You Know?

If you live in an area with low or moderate flood risk, you are 5 times more likely to experience flood than a fire in your home over the next 30 years.

The average cost of a PRP is approximately \$395 per year.

Flood Risk is Real

Every year, thousands of homeowners and renters experience devastating flooding events, even though they don't live near a river or coastline. In fact, floods are the leading natural disaster in the United States and it only takes a few inches of water to cause tens of thousands of dollars in property damage.

Despite the risk, only a fraction of residents protect themselves against the cost of flooding by purchasing flood insurance.

Get Flood Insurance Today

There are nearly 80 insurance companies that sell PRPs through the NFIP, all for the same low price. It's never too soon to contact an insurance agent. And remember, flood insurance typically goes into effect 30 days after your purchase.

About NFIP

The NFIP aims to reduce the impact of flooding on individuals and communities across the country. It does so by providing flood insurance to property owners like you—who live in communities that adopt and enforce floodplain management standards. These efforts reduce the costs and adverse consequences associated with flooding and help families recover more quickly.

For more information about PRPs, call **1-800-427-4661** or contact your insurance agent.





fema.gov/nfip 1-800-427-4661

> F-436 10/2017

LEARN MORE ABOUT YOUR NFIP POLICY COVERAGE BELOW

The NFIP offers building coverage.

The following items are a sample of those covered under building coverage:

- The building and its foundation
- Electrical and plumbing systems
- Central air-conditioning, equipment, furnaces, and water heaters
- Refrigerators, stoves, and dishwashers
- Permanently installed carpeting
- Window blinds

The NFIP offers coverage for your belongings.

Whether you rent or own, make sure to ask your insurance agent about contents coverage. For most standard policies, contents coverage is not automatically included with the building coverage. Contents coverage usually covers items like:

- Personal belongings such as clothing, furniture, and electronic equipment
- Carpets
- Washers and dryers
- Food freezers and the food in them
- Portable microwave ovens and dishwashers

The NFIP offers some

basement coverage.

While flood insurance does not cover basement improvements (such as finished walls, floors, or ceilings), or personal belongings kept in a basement (such as furniture and other contents), it does cover structural elements and essential equipment kept in a basement, such as hot water heaters and furnaces.



Christian White, home insurance adjuster, assesses flood damage inside of a home in East Baton Rouge Parish, Louisiana.





For more information about the NFIP and flood insurance, contact your insurer or agent, or call **1-800-427-4661**.

If you are deaf, hard of hearing, or have a speech disability and use relay services, call **711** from your TTY.

F-002 | July 2018

NATIONAL FLOOD INSURANCE PROGRAM WHY DO I NEED FLOOD INSURANCE?



💓 FEMA



Every property is vulnerable to flooding.

Flooding can happen anywhere, at any time. In fact, more than 20 percent of the NFIP's claims come from outside high-risk flood areas. That's why it's important to protect the life you've built with flood insurance, even if you live in an area with low-to-moderate flooding risk.

Property owners located in low-to-moderate risk areas should ask their agents if they are eligible for the Preferred Risk Policy,

which provides flood insurance protection at a lower cost than a standard policy in a high-risk area.

The low-cost Preferred Risk Policy is ideal for homes and other properties currently mapped in low-to-moderate risk areas—and it costs homeowners an average of \$439 a year.

The NFIP covers flooding resulting from hurricanes or other weather events.

The NFIP defines covered flooding as any temporary event where the surface of normally dry land is partially or completely underwater. Flooding can be caused by:

- Overflow of inland (lake or river) or coastal waters
- Pooling or runoff of surface waters from any source, such as heavy rainfall
- Mudflows
- Collapse of land along the shore of a lake or other body of water due to wave or water currents

You can purchase flood insurance at any time.

There is usually a 30-day waiting period before the policy goes into effect. There are some exceptions:

- If you initially purchased flood insurance while securing, adjusting, or renewing a loan for your property, there is no waiting period. Coverage goes into effect when the loan is closed.
- If you live in an area newly affected by a flood risk map change, review your options with your insurance agent.

Additionally, the 30-day waiting period may not apply if your property experiences flood damage caused by wildfire in your community. Learn more about the Post-Wildfire Exception at **fema.gov/wildfiresyou-need-flood-insurance**.

Keeping these exceptions in mind, plan ahead so you are not caught without insurance. The policy does not cover losses caused by a flood that occurred prior to the policy becoming effective. In addition, you cannot increase your insurance coverage once a flood has begun.

DID YOU KNOW?

The government requires that homes in high-risk flood areas are protected by flood insurance if they are backed by a federally regulated lender. Lenders must notify borrowers of their flooding risk, prior to closing, if their property is in a high-risk flood area.

And remember, most homeowners insurance does NOT cover flood damage.

Unfortunately, many property owners do not find out until it's too late that their policies do not cover flooding. The NFIP offers a separate policy that protects your single most important financial asset your home or business.

You can insure your condominium unit or home with flood insurance for up to \$250,000 for the building and up to \$100,000 for the contents. Property owners can insure their commercial properties for up to \$500,000 for the building and \$500,000 for the contents.

In the event of a flood, federal disaster assistance may be limited or unavailable.

Federal disaster assistance is available only if the president declares a disaster. Your home is covered by flood insurance even if a disaster is not declared.

Disaster assistance comes in two forms: A U.S. Small Business Administration Ioan, which must be paid back with interest, or a FEMA disaster grant, which is about \$5,000 on average per household.

Both programs have strict eligibility requirements based on individual need and many disaster survivors may not qualify. By comparison, the average flood insurance claim is nearly \$30,000 and does not have to be repaid.

Learn more about Preferred Risk Policies here: fema.gov/media-library/assets/documents/17576

Flood insurance is available for individuals in participating communities.

Today, more than 22,000 communities participate in the NFIP and most people who live in participating communities, including renters and condo unit owners, can purchase NFIP flood insurance. Flood insurance coverage is not limited to properties in a high-risk flood area. That's why it's important to secure flood insurance; because everywhere it can rain in these communities, it can flood.

Those living in Coastal Barrier Resources Systems (CBRS) or other protected areas are not eligible for NFIP coverage.

> Rupi Prasad purchased flood insurance for peace of mind during her retirement years. With help from the NFIP, she's rebuilding after Hurricane Harvey.





Questions about recent flooding?

Local county extension offices and University of Wisconsin specialists partner with communities to find **practical solutions** to local needs by using university research-based information and resources.

Contact your local County Extension office:

- Crawford County: 608-326-0223; crawford.uwex.edu
- La Crosse County: 608-785-9593; lacrosse.uwex.edu
- Monroe County: 608-269-8722; monroe.uwex.edu
- Richland County: 608-647-6148; richland.uwex.edu
- Vernon County: 608-637-5276; vernon.uwex.edu

Find more flood related info for farm, family and home, or business at **UW–Extension Disaster Education Resources** website:

fyi.uwex.edu/agemergency



Questions about recent flooding?

Local county extension offices and University of Wisconsin specialists partner with communities to find **practical solutions** to local needs by using university research-based information and resources.

Contact your local County Extension office:

- Crawford County: 608-326-0223; crawford.uwex.edu
- La Crosse County: 608-785-9593; lacrosse.uwex.edu
- Monroe County: 608-269-8722; monroe.uwex.edu
- Richland County: 608-647-6148; richland.uwex.edu
- Vernon County: 608-637-5276; vernon.uwex.edu

Find more flood related info for farm, family and home, or business at **UW–Extension Disaster Education Resources** website:

Questions about recent flooding?

Local county extension offices and University of Wisconsin specialists partner with communities to find **practical solutions** to local needs by using university research-based information and resources.

Contact your local County Extension office:

- Crawford County: 608-326-0223; crawford.uwex.edu
- La Crosse County: 608-785-9593; lacrosse.uwex.edu
- Monroe County: 608-269-8722; monroe.uwex.edu
- Richland County: 608-647-6148; richland.uwex.edu
- Vernon County: 608-637-5276; vernon.uwex.edu

Find more flood related info for farm, family and home, or business at UW–Extension Disaster Education Resources website:

fyi.uwex.edu/agemergency



Questions about recent flooding?

Local county extension offices and University of Wisconsin specialists partner with communities to find **practical solutions** to local needs by using university research-based information and resources.

Contact your local County Extension office:

- Crawford County: 608-326-0223; crawford.uwex.edu
- La Crosse County: 608-785-9593; lacrosse.uwex.edu
- Monroe County: 608-269-8722; monroe.uwex.edu
- Richland County: 608-647-6148; richland.uwex.edu
- Vernon County: 608-637-5276; vernon.uwex.edu

Find more flood related info for farm, family and home, or business at **UW–Extension Disaster Education Resources** website:

fyi.uwex.edu/agemergency



2018 Flood Relief Assistance

Flood Relief Loan Deferral

We will defer monthly loan payments for up to 3 months on an eligible existing Peoples State Bank personal loan or vehicle loan (deferral will NOT appear as a late payment on your credit report and does NOT accrue late fees. The length of your loan term is simply extended. Not all loans qualify. Customer must have made at least 3 on-time payments. Customer should call or visit a loan officer to see if your loan will qualify. Applications must be submitted by October 26, 2018 *(We will not ask for payment of the accrued interest at time of signing deferral, it will be deferred.)*

Flood Relief Personal Loan

We offer a low-rate personal loan with special terms to help with costs of disaster recovery and repair.

Loans up to \$5,000 Fixed rate of 1.99% for up to 36 months No payment due for the first 60 days

¹In order to qualify for loan deferral, loan must be in current status and open for at least three months. Eligible loans are monthly installment consumer loans. (Please speak with a loan officer to see if your loan will qualify.) Interest will continue to accrue during the deferred month(s). Deferral of payment will extend the life of the loan and may cause an increase in final payment amount. Offer subject to approval. Program may be changed or discontinued at any time. Offer open to impacted members only (at loan officer's discretion). Applications must be received by October 26, 2018

²APR is Annual Percentage Rate. Rate as of September 10, 2018 and subject to change. One limited-term personal loan per household. Offer valid with new personal loans only and subject to underwriting criteria. Program may be changed or discontinued at any time. Offer open to impacted members only (at loan officer's discretion).

.....

Flood Donations

Peoples State Bank will accept financial donations for flood disaster recovery at all branch locations to be distributed in Vernon & Crawford Counties.

Prairie du Chien (Downtown & Riverside Square) • Bagley • Bloomington • Boscobel • Dickeyville Eastman • Fennimore • Glen Haven • Guttenberg • Lancaster • Mount Hope • Patch Grove • Potosi Seneca • Soldiers Grove • Viroqua (Downtown & Vernon Square) • Wauzeka



www.peoplesfinancial.com



Your Community Partner



152 S. Worcester P.O. Box 309 Spring Green, WI 53588 p: 608.588.7787 • f: 608.588,7378 www.royalbank-usa.com

> Telebanker: 608,462,8163 888,958,2265

FUND RESOURCES

Area relief funds have been established at the bank to assist victims directly affected by the rains, including:

- La Valle Area Flood Relief Fund
- Gays Mills Area Flood Relief Fund
- 2018 Flood Relief Fund to help Elroy and surrounding communities
- Viroqua Area Flood Benefit Fund

Donations can be made at any Royal Bank location or mailed to Royal Bank, PO Box 10, Elroy, WI 53929 with the designated fund indicated.

LOAN RESOURCES

Royal Bank is offering a six-month interest-free loan of up to \$5,000 to property owners residing in flood-affected areas who have been impacted by the referenced flooding events. This loan opportunity is subject to normal credit underwriting. At loan maturity, borrowers will have the option to place the loan on payments for up to five years at a fixed rate of interest comparable to home mortgage rates of a similar term. Interested applicants should contact any Royal Bank location to speak with a loan officer, or contact the La Valle office directly at 608.985.7726 or rwitt@royalbank-usa.com.

FANNIC Has fixed rate home Mortgage. deferral plans - Modeficitions

- Confact your local banker.