

Government Outreach | SBA 504 Provisions for CARES Act

Goal: Get our memo into the hands of as many Senate and House of Representative offices as possible, especially those sponsoring the CARES Act or on the Senate and House Small Business Committees.

1. Use attached excel sheet contact list of Congressional representatives
 - a. We have provided email addresses wherever we could but suggest calling the offices as well
2. Call office and use talking points to explain our position
 - a. I am calling from a (Certified Development Companies (CDC), direct SBA 504-lender, other interested organization).
 - b. Want to get an important memo to the (Senator/Congressman/woman) about SBA 504 provisions we think need to be added to the CARES Act.
 - c. We have joined a grassroots campaign and your office will probably be hearing/heard from many others on this same topic.
 - d. Please give the name and contact info for someone who I can send our information to.
 - e. Preferably the chief of staff or policy advisor
3. Email send
 - a. Suggested email:
 - b. Subject: SBA 504 Provisions in CARES Act – Important!
 - c. Hi, Thank you for letting me share this information about a very important issue. It is vital we get the SBA 504 provisions into the CARES Act or any follow up legislation. Please see the attached memo that explains our position and outlines the exact provisions we would like to see inserted into the appropriations legislation. Especially significant is the reinstatement of the FMLP, which will provide much-needed liquidity to struggling small businesses like hotels, restaurants, childcare facilities, professional medical offices, etc. This guarantee will help third-party lenders to continue to fund small business commercial property loans – without third-party lenders the SBA 504 program ceases to exist. Please reach out to me directly if you have any questions.
 - d. Add memo to your email (attached)
4. Follow up with social media directly tagging the Congressman
 - a. Suggested posts:
 - b. Twitter: Just sent (@SENATOR/REPRESENTATIVE TWITTER) an important memo about vital SBA 504 Provisions to be included in the #CARESAct. This will be essential to the recovery and support of #smallbiz during the #coronavirus crisis. Help us by clicking here: <https://bit.ly/HELP504> #SBA504Provisions #SBA504
 - c. Facebook: Asked (@SENATOR/REPRESENTATIVE TWITTER) to support adding vital SBA 504 Provisions into the CARES Act. This will be essential funding source for #smallbiz during the #coronavirus crisis. Help us by clicking here: <https://bit.ly/HELP504> #SBA504Provisions #CARESAct #SBA504
 - d. LinkedIn: Asked (@SENATOR/REPRESENTATIVE TWITTER) to support adding vital SBA 504 Provisions into the CARES Act. This will be essential funding source for #smallbiz during

the #coronavirus crisis. Help us by clicking here: <https://bit.ly/HELP504>
#SBA504Provisions #CARESAct #SBA504

5. Other social media posts

- a. Twitter: We implore members of the @HouseSmallBiz to insert SBA 504 Provisions into the CARES Act. Click here for more info: <https://bit.ly/HELP504>
- b. Twitter: The @SmallBizCmte needs to help get #SBA504 Provisions into the #CARESAct now! Learn more: <https://bit.ly/HELP504>
- c. Facebook: SBA 504 Loans create jobs and help small businesses. We need to get #SBA504 Provisions into the #CARESAct! Learn more: <https://bit.ly/HELP504>
- d. LinkedIn: SBA 504 Loans create jobs and help small businesses. We need to get #SBA504 Provisions into the #CARESAct! Learn more: <https://bit.ly/HELP504>

For additional information or to ask questions please contact:

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