

IT'S YOUR BUSINESS

INSIDE THIS ISSUE:

<i>Small Business Week 2010</i>	1
<i>Exports Live! Seminar</i>	2
<i>Facts About Home Office Deduction</i>	2
<i>Upcoming Events</i>	2

**SBA Small Business
Economic Survival Hotline**
617-565-5627

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

President of Lumus Construction, Inc. Named First Runner-Up in SBA's National Small Business Person of the Year Competition

Sumul Shah, president of Woburn-based Lumus Construction, Inc., started his general contracting firm in 1998 with just three field employees.

Shah first learned the ropes in the construction field by working at the close-out phase of a large low-income development project. He also worked for the Massachusetts Highway Department on Boston's Central Artery/Tunnel (CA/T) project, which at \$15 billion, is the country's most expensive and ambitious construction project undertaken.

As a minority owned business, Lumus Construction has been able to utilize the SBA's 8(a) Business Development Program, intended to help socially and economically disadvantaged businesses compete in the federal procurement marketplace. While working on the CA/T project, Shah learned first hand the pressures that government employees face in their professions. This experience has allowed him to relate better to his government customers as part of the 8(a) program.

Shah has a strong belief in preserving the environment so that future generations can enjoy the earth as much as we do today. Lumus builds wind farms, installs solar arrays and installs fuel cells. To date Lumus has many clean power projects underway including projects for state and federal government, for large industrial facilities and for major corporations. Shah is very active with various renewable energy organizations. Through the GeoExchange Consortium, he used his expertise in geothermal HVAC to educate various U.S. Congressmen on the implementation of this technology.

According to Shah, the greatest reward for pursuing renewable energy comes from his six year old daughter who tells everyone that "Daddy is going to stop Santa's house from falling into the water because Daddy is building wind mills."

Today, after ten years in business, Sumul Shah has grown Lumus Construction, Inc. from its modest beginnings into a well established business with over 120 employees and \$30 million annually in revenues.

Shah has been named the U.S. Small Business Administration's 2009 Massachusetts Small Business Person of the Year. The Small Business Person of the Year award is presented annually to a small business person or persons who exemplify excellence in entrepreneurship.

Shah went on to compete in the national competition and was named the first runner-up. The National Small Business Person of the Year and runners-up were selected from among the 53 state small business winners, including the District of Columbia, Puerto Rico and Guam. Winners, including Shah, were honored in Washington, D.C. as part of National Small Business Week.

BE THE 2010 MASSACHUSETTS SMALL BUSINESS PERSON OF THE YEAR!

Every year the President sets aside one week to recognize the contributions small businesses make to our nation's economy. National Small Business Week, which will be celebrated May 24-26, 2010, showcases business owners like Shah, some of the most successful and inspiring entrepreneurs in our country.

We are now searching for the 2010 Small Business and Champion Award Winners. If you would like us to consider you or someone you know for one of these awards please contact Elizabeth Moisuk at 617-565-5569 or email her at: elizabeth.moisuk@sba.gov.



SBA's Ready—SET—GO
Community Workshops

Learn about SBA's programs & services.

10/02/2009 "Opening Doors" to Federal Government Contracting—Learn about selling to the federal government. SBA, 10 Causeway Street, Room 265, Boston 10:00 —11:30 a.m. Call 617-565-8510 to register. Also on: 11/6/2009

10/21/2009 Career Works, 34 School St., Brockton 2:00 p.m.—4:00 p.m. Call 508-513-3400 to register. Also on: 11/18/2009

10/22/2009 Plymouth Career Center, 36 Cordage Park Circle, Ste. 200, Plymouth 10:00 a.m.—12:00 p.m. Call 508-732-5399 to register. Also on: 11/19/2009

10/27/2009 SBA, 10 Causeway Street, Room 265, Boston 10:00 a.m.—11:30 a.m. Call 617-565-5590 to register. Also on: 11/24/2009

10/29/2009 Learn about the 8(a) Program for socially & economically disadvantaged business owners. SBA, 10 Causeway St., Room 265, Boston 10:00—11:00 a.m. Call 617-565-8510 to register. Also on: 11/19/2009

For a full listing of our upcoming events as well as events being conducted by our resource partners go to: www.sba.gov/ma and click on "Events Calendar" link on the right-hand sidebar.

EIGHT-CITY "EXPORTS LIVE!" SEMINAR SERIES COMES TO BOSTON- OCTOBER 6, 2009



On Tuesday, October 6th, the Export-Import Bank of the United States, in conjunction with the U.S. Department of Commerce, Small Business Administration, U.S. Trade & Development Agency, Office of the U.S. Trade Representative and the Overseas Private Investment Corporation, will be in Boston as part of their eight-city "Exports Live!" seminar series.

This unique trade event is specially designed for small and medium-sized businesses wanting to start or grow their international sales. At "Exports Live!" companies can learn, firsthand, how local businesses successfully grew their sales with government solutions.

To Learn more and to register for this event, please visit: http://www.export.gov/exports_live/

Date: Tuesday October 6, 2009
Registration: 8:00 a.m.
Program: 8:30 a.m. - 3:30 p.m.
Price: Early-bird registration fee is \$99.00 (Registration fee includes a continental breakfast and lunch)
Location: Seaport World Trade Center—Cityview Ballroom (Plaza Level)
 1 Seaport Lane
 Boston, MA 02210
Speakers: Fred. P. Hochberg, Chairman and President, Export-Import Bank of the United States (Ex-Im Bank)
 Governor Deval Patrick (D.-Mass.)
 U.S. Senator Jeanne Shaheen (D-N.H.)
Topics: "Why Exports Matter"
 Panel Discussion "Success Stories from Small Business Owners"
 Panel Discussion with Agency Officials, including Karen G. Mills, Administrator, SBA
 "How We Help"
 One-On-One Sessions for Attendees—Guests are given the opportunity to have brief one-on-one meetings with agency officials and local export development officials to ask questions and learn more about how their products and services can be applied to specific businesses.

FIVE FACTS ABOUT THE HOME OFFICE DEDUCTION

With technology making it easier than ever for people to operate a business out of their house, many taxpayers, entrepreneurs and small business people may be able to take a home office deduction when filing their 2009 federal tax return next year.

Here are five important things the IRS wants you to know about claiming the home office deduction.

- Generally, in order to claim a business deduction for your home, you must use part of your home exclusively and regularly:
 - As your principal place of business, or
 - As a place to meet or deal with patients, clients or customers in the normal course of your business, or
 - In the case of a separate structure which is not attached to your home, it must be used in connection with your trade or business For certain storage use, rental use or daycare-facility use, you are required to use the property regularly but not exclusively.
- Generally, the amount you can deduct depends on the percentage of your home that you used for business. Your deduction for certain expenses will be limited if your gross income from your business is less than your total business expenses.
- There are special rules for qualified daycare providers and for persons storing business inventory or product samples.
- If you are self-employed, use Form 8829, Expenses for Business Use of Your Home, to figure your home office deduction. Report the deduction on line 30 of Schedule C, Form 1040.
- Different rules apply to claiming the home office deduction if you are an employee. For example, the regular and exclusive business use must be for the convenience of your employer.

For more information see IRS Publication 587, Business Use of Your Home, available on IRS.gov or by calling 800-TAX-FORM (800-829-3676). To get the most timely IRS information, news and products and services, subscribe to e-News on IRS.gov at <http://www.irs.gov/businesses/small/article/0,,id=154825,00.html>, click "Subscribe Now" at the bottom of the page and enter your e-mail address.