

MAINE LENDER NEWS

March 2009

MARK A. BANCROFT NAMED SBA'S 2009 SMALL BUSINESS PERSON OF THE YEAR

Augusta, Maine – Mark A. Bancroft, President of Bancroft Contracting Corporation, will receive the U.S. Small Business Administration's (SBA) Maine Small Business Person of the Year award for 2009. "Mark Bancroft exemplifies the business expertise, commitment, creativity and community involvement sought in the selection of the Small Business Person of the Year," said Maurice Dubé, Maine District Director of the SBA. Bancroft was nominated for the award by Brian Desjardins, Vice President of Norway Savings Bank.

"I was very pleased just to be nominated," said Bancroft. "To be selected for this award is an unexpected honor and a testimony to Bancroft Contracting's committed and skilled workforce. Our track record of high quality work performed on a timely basis, superior service and commitment to worker safety, were instilled in me by the founder of this company, Al Bancroft, my Dad. I am pleased to accept this award on behalf of the employees of Bancroft Contracting," said Mark.

Bancroft Contracting is a general contractor working in the industrial and commercial markets throughout the New England states, offering mechanical, civil, and electrical services. Located in South Paris, Bancroft Construction employs between 130 employees (during winter months) and 200 plus employees (during summer months). An asset to Oxford County, the company continues to grow and provides excellent employment opportunities for area families.

Mark Bancroft started working in the family business at the age of fourteen. Learning a variety of trades, including equipment operation, form carpentry, welding and concrete demolition, Bancroft was learning the business from the bottom. Working beside various trades people, provided invaluable insight that would later help him become an effective leader. In 1995 Mark Bancroft went to work for his father full time and started climbing the corporate ladder holding positions of project manager, human resource manager, operations manager, Vice President of Operations, President in 2002, and CEO and owner in 2004.

Brian Desjardins, Norway Savings Bank, in his letter of nomination, stated, "Mark Bancroft exhibits the knowledge he has for his business, is a true leader in the industry and community, and has grown his business by over 19% the last three years, despite a challenging local economy. Bancroft Contracting is a prime example of what excellent leadership and dedication, like that of Mark Bancroft, can do for a company." Robert Harmon, President & CEO of Norway Savings Bank adds, "Mark Bancroft and Bancroft Contracting are very deserving of this prestigious award. As a long-time business and employer of the Oxford Hills, we are proud of Mark and his team at Bancroft for their continued efforts to provide employment and opportunities for the greater Oxford Hills community."

Bancroft truly appreciates the community and understands the role the community plays in his success. In 2008, he donated the use of his Crane and employee hours to the Town of Bethel to help the community construct the largest Snowwoman. The Snowwoman is in the Guinness Book of world Records as the largest snowwoman at 122 feet and 3 inches.

In addition, Bancroft serves on several boards of trustees and directors including, Paris Utility District, University of Maine Construction Management Technology Industrial Advisory Council, Associated General Contractors (AGC) of America Education Foundation Trust, Self Insured Workers Compensation Group Trust, and the AGC Maine Board of Directors.

CELEBRATE THE SUCCESS
OF

BANCROFT CONTRACTING
WITH THE OXFORD HILLS
CHAMBER OF COMMERCE

March 27th

11:00–1:30

Four Seasons Function
Center

187 Main Street

South Paris

Register at:

www.oxfordhillsmaine.com

or call 743-2281



Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA Warns of Fraudulent Attempts to Obtain Bank Account Information from Small Businesses

SBA warns small businesses not to respond to letters falsely claiming to have been sent by the SBA asking for bank account information in order to qualify them for federal tax rebates.

The fraudulent letters were sent out with what appears to be on SBA letterhead to small businesses across the country, advising recipients that they may be eligible for a tax rebate under the Economic Stimulus Act, and that SBA is assessing their eligibility for such a rebate. The letter asks the small business to provide the name of its bank and account number.

These letters have not been sent by or authorized by the SBA, and all small businesses are strongly advised not to respond to them. Anyone who receives such a letter, please contact the OIG Fraud Line at 1 (800) 767-0385, or e-mail at OIGHotline@sba.gov.



SBA Offers New Podcasts for Entrepreneurs

The SBA has upgraded its podcasts to offer additional resources to the nation's entrepreneurs. The podcasts are less than 10 minutes in length and feature expert interviews from government, industry and business professionals. The SBA podcasts, available online at <http://www.sba.gov/tools/audiovideo/podcasts/index.html> provide an introduction to a variety of small business topics and provide useful business information and advice.



READY TALK TRAINING

The SBA Maine District Office will conduct Web-based lender training as listed below. Training starts at 10:00 a.m. To join us, call 866-740-1260 and log in at www.readytalk.com. The access code for each session is 3017201 and these are the topics for the sessions: For more information, contact Helen Brimigion, Lender Relations Specialist, at (207) 622-8394 or helen.brimigion@sba.gov.

Date	Topic	Host
TBA	Recovery Act Updates	Helen Brimigion
3/26	1502 Reporting	Helen Brimigion
TBA	E-TRAN System	Helen Brimigion
TBA	SOP 50-10 5	Helen Brimigion

And the leaders are... Top Lenders October '08 thru February '09

Merrill Merchants - Most Loans (19 loans)

Norway Savings - Total Dollar (\$1,320,800)

American Recovery and Reinvestment Act of 2009

As we receive updates on SBA's loan programs and services, our lenders and resource partners will be notified immediately. This information will also be posted at www.sba.gov/me.

Other web-sites to watch:

www.sba.gov/recovery

www.recovery.gov

www.maine.gov/governor/baldacci/policy/recovery2009.shtml

SBA BUSINESS DEVELOPMENT COUNTY ASSIGNMENTS AND AREAS OF RESPONSIBILITY

Maine's SBA staff provides services to entrepreneurs throughout the state. In an effort to provide coverage, Senior Area Managers and Business Development Specialists and Lender Relationship Specialists are assigned county responsibilities. If you are working with a client and refer them to the SBA, the contact is:

Piscataquis and Somerset - **Marilyn Geroux** 622-8382 Email: marilyn.geroux@sba.gov

Waldo, Knox, Sagadahoc, Lincoln and the Brunswick area of Cumberland - **John Gardner** 622-8555 Email: john.gardner@sba.gov

Kennebec and Androscoggin - **Helen Brimigion** 622-8394 Email: helen.brimigion@sba.gov

Hancock, Washington, Penobscot and Aroostook - **Herb Thomas** 592-4522 hebert.thomas@sba.gov

York, Cumberland (except the Brunswick area), Oxford and Franklin - **Alden Turner** 592-5322 alden.turner@sba.gov

Herb Thomas is the new Government Contracting Representative for the Maine SBA. Please feel free to contact him with any questions you may have regarding government contracting, HubZones and 8(a). He can be reached by phone at 592-4522 or by email at herbert.thomas@sba.gov.