

NEWSLINE EIGHT

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SBA's Monthly
News Update
-SERVING-
COLORADO
MONTANA
NORTH DAKOTA
SOUTH DAKOTA
UTAH
WYOMING

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

Administration Announces New Small Business Commercial Real Estate and Working Capital Programs By Daniel Hannaher, Regional Administrator



President Obama recently announced two new small business lending initiatives to help increase access to capital and create jobs. These temporary Small Business Administration initiatives include a refinancing program for small business owner-occupied commercial real estate and an expanded working capital loan program. At the same time, the president continued his call for a permanent increase in the maximum loan sizes for SBA's 7(a), 504 and microloan programs and to extend the successful small business Recovery Act lending programs. These

initiatives are part of the Administration's broader agenda to improve access to credit for small businesses, including a proposal to transfer, through legislation, \$30 billion to a new Small Business Lending Fund that will support lending by community and smaller banks. The following is a list of current proposals.

Temporary Small Business Owner-Occupied Commercial Real Estate (CRE) Refinancing

Expand SBA's existing 504/Certified Development Company (CDC) program temporarily to support refinancing for small business owner-occupied CRE loans that are maturing in the next few years and help refinance over \$20 billion each year in commercial real estate that might otherwise be foreclosed and liquidated.

Temporary Expansion of Working Capital Loans

Temporarily increase the cap on SBA Express loans from \$350,000 to \$1 million to expand access to much-needed working capital and allow more small businesses to take advantage of the streamlined approval process.

Increase maximum loan size for 7(a), 504 and Microloan Programs

Increase SBA support for larger projects to help America's small businesses drive long-term economic growth and the creation of jobs in communities across the country.

- 1 Permanently increase 7(a) loans from \$2 million to \$5 million
- 2 Permanently increase 504 loans from \$2 million to \$5 million for regular projects, and from \$4 million to \$5.5 million for manufacturing
- 3 Permanently increase SBA Microloans from \$35,000 to \$50,000

Continue Successful Recovery Act Programs for Fee Relief and Higher Guarantees through Fiscal Year 2010

These provisions helped support a significant turnaround in SBA lending in 2009. To date, SBA has supported nearly \$20 billion in lending to tens of thousands of small businesses across the country, supporting the retention and creation of hundreds of thousands of jobs.

WYOMING DISTRICT OFFICE

2010 Government Resources and Opportunities for Business conference to be held February 16th—18th in Laramie at the Hilton Garden Inn, 2229 Grand Avenue. This event is hosted by U.S. Senator Mike Enzi and the Wyoming Procurement Technical Assistance Center. The keynote speaker at Wednesday's luncheon will be Dan Hannaher, SBA's Region VIII Administrator. This conference offers businesses an opportunity to meet one-on-one with federal and state contracting officers. Participants will also have the chance to market their products and services to federal and state government agencies and prime contractors. The goal is to increase your knowledge about the government contracting process. You will also have the opportunity to learn first hand about what it takes to be successful in obtaining government contracts. To register online go to <http://www.wyten.biz> or for more information call the Wyoming Procurement Technical Assistance Center (PTAC) at 1-866-253-3300 or call the SBA's Debra Farris at (307) 261-6510.

SOUTH DAKOTA DISTRICT OFFICE

The South Dakota Entrepreneurship Education Conference LAUNCH 10 will be held on February 25th on the campus of Dakota Wesleyan in Mitchell. This one-day conference will advance entrepreneurship education throughout South Dakota. Join students, educators and community/economic development leaders for this dynamic conference dedicated to the spirit of small business ownership. Launch 10 keynote speaker will be Sheena Lindahl, co-founder of the Extreme Entrepreneurship Tour and named one of the country's top 25 Entrepreneurs under 25 by BusinessWeek. For more information and to register, visit www.dwu.edu/SDLaunchConference or call 800-952-3562.

MONTANA DISTRICT OFFICE

SBA to Participate in U.S. Senator Jon Tester's Small Business Opportunity Workshop. U.S. Senator Jon Tester announced that he will host a Small Business Opportunity Workshop to help Montana contractors and small businesses compete for federal contracts in order to create more quality jobs in Montana. Michelle Johnston, SBA's District Director will serve as the luncheon keynote speaker as well as Robert Much and John Klaman who will be presenters during the breakout sessions and cover all SBA programs. Montana's contractors and small businesses are encouraged to attend this timely event scheduled for February 19th at the Best Western GranTree Inn in Bozeman. No sign-up is required to participate in the workshops, however businesses attending are strongly encouraged to RSVP by calling Tester's office at 866-554-4403 or (406) 586-4450.

NORTH DAKOTA DISTRICT OFFICE

The American Recovery and Reinvestment Act (ARRA) provisions have dramatically increased the business opportunities for North Dakota's small businesses. In order to better educate North Dakota's small firms on how the ARRA can help their business the SBA's North Dakota District Office has scheduled community outreach events in nine different communities across the state. These events will begin the last week of February and will continue through the second week of March. These two hour information events will help to build a better understanding of the programs and benefits your business can receive using the Recovery Act. For more information contact the SBA at (701) 239-5131, ext. 212 or email the SBA at north.dakota@sba.gov. You can also visit www.sba.gov/nd and select the Events Calendar link.

Thank You Newsline Eight Readers!!

This is our 16th year of providing critical small business news to our readers.
 180 editions, 1,400 different columns, 8 Regional Administrators, 415,000 words
 Newsline Eight is the SBA's Longest Continuously published Regional Newsletter
 — Chris Chavez, Regional Communications Director

COLORADO DISTRICT OFFICE



Colorado District Office announces the selection of Julie Morey as its 2009 State STAR Award winner. Julie Morey is the Director of the Grand Junction Small Business Development Center in Colorado. Julie was chosen by the Colorado District Office for being an exemplary performer who makes a significant contribution to the Colorado SBDC program. She has also shown a strong commitment to the small business community in Grand Junction. The Small Business Development Center Network is a partnership uniting private enterprise, government, higher education and local nonprofit economic development organizations. It is the Small Business Administration's largest partnership program, providing management and technical assistance to help Americans start, run and grow their own businesses. "It is an honor to accept this award," said Julie

Morey. "I am proud to have worked with so many people to achieve the dream of starting and succeeding in their own business. A lot of times the Small Business Development Center is perceived as working with start-ups, but I've worked with many of the same businesses for 15 years." Julie Morey has a degree in business management from Mesa State College, and is currently studying energy management at the college. She's owned businesses in the past, and grew up with a father who had his own businesses.

UTAH DISTRICT OFFICE

Steve Price, Deputy District Director for SBA's Utah District Office, will be participating in U.S. Senator Robert Bennett's 9th Annual "Rural Business Conference - Growing from Within", on February 18th-19th at the Carbon County Event Center, 310 South Fairgrounds Road in Price, Utah. This annual event will be hosted by Senator Bennett and the Utah Rural Development Council. This conference addresses practical advice and solutions to the unique challenges faced by Utah's rural businesses. Rural businesses have very unique issues that they must overcome to become successful in the current down economy. Breakout sessions will focus on budget-friendly strategies for marketing and sales, building a home-based business, acquiring small business capital, community economic development, rural business growth and more. The SBA's presentation will center around the many small business provisions of the American Recovery and Reinvestment Act. For more information on the Rural Business Conference, please call Neil Parkinson at (801) 524-5933.

SBA SMALL BUSINESS ECONOMIC HOTLINES REMAINS OPEN



Five district offices in Region VIII have launched their first-ever **Small Business Economic Hotlines** in response to the concerns raised by the nation's small business community during these uncertain economic times. The purpose of this hotline is to give small business owners a single phone number they can call with business related questions. Calls to these phone numbers will be promptly returned by SBA staff in the different district offices. "Small businesses across our region have raised concerns about how they can survive given today's economic situation," states Dan Hannaher, Region VIII Administrator.

"I believe it is critical that the SBA in each state provide a single phone number for our small business community to get the answers they need on questions relating to surviving in this environment. Our business experts from the Small Business Development Centers, SCORE, and other education organizations can advise them on ways to enhance their marketing plans, re-evaluate their business plans, and look for new sources of financing. Many of these services are "free of charge." The hotline numbers are as follow: Colorado (303) 844-2607 X 401; Montana (406) 441-1095; South Dakota (605) 330-4243 Ext 10; Utah (801) 524-3204; Wyoming (307) 261-6505.