



SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton **"Mick" Ringsak**

SBA Administrator Steven C. Preston makes whirlwind visit to Denver. On Thursday, August 31st, SBA Administrator Steven Preston made a short but productive visit to Denver. He met with SBA

employees representing the Colorado Finance Center, Office of Human Contracting, and HQ legal session with SBA staff, the issues relating to the session, Administrator Center operations. After a Chapter Chairman and the program, Mr. Preston held a

business roundtable with 16 key small business owners from Colorado. Attendees included Susan Matthews Brown, founder/President of the Bobby Company; Albert Gonzalez, President and CEO of Gonzalez Consulting Services; Diedra Garcia, Vice-President of DRG Construction; Dr. Tai-Dan

Hsu, President of Pacific Western Technologies; Lori Lynn Nevarez, President of Innovar Environmental – also the 2005 National Minority Business Person of the Year winner; and Kristy Schloss, Past National Exporter of the Year winner). During the roundtable, participants discussed several issues of importance including federal contacting, export financing, how to improve the 8(a)

Program, and the microloan program. Following interviews with the Rocky Mountain News and the Denver Post, Mr. Preston was the guest of honor at a lender luncheon hosted by Brian Burke, Senior VP – West Region – Small Business Lending at CIT Small Business Lending. This short visit by Mr. Preston was a tremendous success. He not only met with our SBA staff and key resource partners, but also got important feedback from the small business community.





"In Your Corner" by Jim Henderson, Small Business Advocate
Women-owned Firms Increase Nearly 20 Percent.

Women-owned firms increased nearly 20 percent over the latest period studied, according to a report released today by the Office of Advocacy of the U.S. Small Business Administration. During the five years between 1997 and 2002, women-owned firms grew by 19.8 percent while all U.S. firms grew by seven percent. A wealth of data on women in the work force and women-owned business is presented in *Women in Business: A Demographic Review of Women's Business Ownership*, written by Office of Advocacy senior economist Dr. Ying Lowrey. The report uses newly released U.S. Census and other data to describe women's contributions to the economy. Statistics documented in the report include: Ø In 2002, women owned 6.5 million or 28.2 percent of non-farm U.S. firms. More than 14 percent of these women-owned firms were employers, with 7.1 million workers and \$173.7 billion in annual payroll. Ø Women-owned firms accounted for 6.5 percent of total employment in U.S. firms in 2002 and 4.2 percent of total receipts. Ø Of all women business owners in 2002, 85.95 percent were White, 8.43 percent African American, 8.33 percent of Hispanic heritage, 5.25 percent Asian, 1.23 percent American Indian and Alaska Native, and 0.18 percent Native Hawaiian and other Pacific Islander (total does not add to 100 due to some double counting across ethnic groups). Ø According to 2002 data, significant proportions of women-owned businesses were in professional, scientific, and technical services, and in health care and social assistance. For more information and a complete copy of the report, visit the Office of Advocacy website at www.sba.gov/advo.

District Office Reports: Your SBA Event Planner

Colorado – The SBA's National Ombudsman's Office will hold a regional Regulatory Fairness Board Hearing in Denver for small business owners to discuss openly, without fear of retaliation, their concerns about federal regulatory compliance practices. The Hearing offers small business owners from Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming an opportunity to voice their comments about regulatory enforcement action in a forum that ensures the government is listening. Small business owners and trade association representatives will testify before SBA's National Ombudsman, Nicholas Owens and Regulatory Fairness Board members. Small business owners can give testimony on unfair or excessive Federal regulatory enforcement action(s). (Examples: repetitive audits, investigations, punitive fines, penalties, threats or retaliation). This event will be held Tuesday, September 26th from 9:00 a.m. to noon. It will be held at the SBA's Colorado District Office, 721 19th Street, Suite 426, Denver. To testify, contact the SBA's Amy McDowell at 303.844.2607, extension 209. All persons wanting to testify at this event must pre-register by September 15th.

Montana – Regional Lender Training Conferences to be held in September.

The SBA will hold two regional lender training events in September 2006. The first will be held in Billings on September 19th and the second will be held in Missoula on September 21st. Lenders will be treated to a reception the evening before each conference hosted by the local 504 Certified Development Company in each respective area. Participants will learn how to put together the perfect 7(a) application package, lender oversight issues – making sure bank loan files are properly documented with the

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appropriate SBA forms, necessity of a sound business plan that includes projections with detailed assumptions, E-tran – SBA's Electronic Loan Processing System, and much more. This event will be interactive with audience participation. For more information, contact SBA's Montana District Office at 406-441-1081.

North Dakota – “Effective Marketing” the focus of SBA Workshop. *Marketing Magic* is a two part workshop designed to increase profits in a small business through effective use of visual advertising and “targeting” your business position to meet customer's needs. Offered from 6:00 pm – 9:00 pm, Thursday, September 28th, the workshop will be held in the Community Room of the West Acres Regional Shopping Center (JC Penny Wing), Fargo, North Dakota. A \$15 registration fee will be charged to cover costs of materials and refreshments. This workshop is sponsored by the SBA and SCORE. For more information or to register contact the SBA's Mike Gallagher at 239-5131 or michael.gallagher@sba.gov



South Dakota – Understanding Your Financial Statements workshop to be held in Aberdeen. The SBDC in Aberdeen will present the workshop, “Understanding Your Financial Statements”, on Tuesday, September 26th, from 9:00 a.m. to noon at the Aberdeen Smart Center, 416 Production Street. Topics covered include break even analysis, cash-to-cash cycle, working capital, financial statement analysis and internal controls for cash. A local accounting professional will also be on hand to share information and answer questions. The cost for this workshop is \$30 per person, \$40 after September 19th. For more information, contact Kelly or Carla at (605) 626-2565, or email kweaver@midco.net. Register online at www.sdsbdc.org.

Utah – SBA and SCORE to teach entrepreneurship class at the University of Utah.

The Utah District Office and the Salt Lake SCORE Chapter have been asked to provide several training sessions for an Entrepreneurship class at the University of Utah. The training classes will consist of various business subjects and will be taught on the University of Utah Campus during the months of September, October and November. For more information, please contact Georgia Yoshida at 801-524-3217 or Georgia.yoshida@sba.gov.

Wyoming – SBA to participate in the Tenth Annual Wyoming Natural Gas

Fair. SBA's Steve Parker will be attending the fair being held in the Jackson Room at the Snow King Resort in Jackson Hole on September 20th -22nd. Governor Dave Freudenthal will provide opening remarks at 9 a.m. on September 21st. There will be roundtable discussions on numerous topics during the day. Time will be reserved for networking during this event. Approximately 275 to 300 attendees are expected for the two day fair. For more information, please contact the SBA's Steve Parker at (307) 261-6506 or email him at stephen.parker@sba.gov.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov
SBA's Website can be found at www.sba.gov

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