U.S. Small Business Administration

South Carolina

DISTRICT OFFICE DISPATCH

S.C. District Office
1835 Assembly St.
Suite 1425
Columbia, SC 29201
(803) 765-5377
www.sba.gov/sc

FY 2009—3rd Quarter

INSIDE THIS ISSUE:

District Director Message	1
SBA Award Winners	2
Lender Production	3
Small business news	4

NEWSFLASH

The S.C. District Office welcomes summer intern Kamilah Wright, a rising senior at Winthrop University. Kamilah is a business administration major with a concentration in marketing and a member of the Alpha Kappa Psi Professional Business Fraternity. Here in the district office, she has been assisting with marketing and communications and with special 8(a) program projects.

Kamilah is dedicated to improving her community. A member of the Alpha Kappa Alpha Sorority, Inc., a social and service organization, Kamilah also serves as Executive Administrator of Every Girl's a P.E.A.R.L., a non-profit that provides free mentoring, professional workshops, and self-esteem workshops to disadvantaged teenage girls.

After graduation, Kamilah plans to pursue her MBA and work for the Small Business Administration. She also plans to dedicate more time to Every Girl's a P.E.A.R.L.

Helping small businesses start, grow and succeed.

SBA

Your Small Business Resource

Recovery Act: Responding to the Challenge

A Message from District Director Elliott Cooper

On Wednesday, April 29, the SBA honored its 2009 small business award winners at the 2009 Salute to Small Business. (See details on the winners on the following page.) It's heartening to see small businesses overcome the odds to achieve high levels of success in a time when many small businesses are struggling to keep their doors open. But right now, it's those struggling businesses that most deserve our attention.

To help businesses facing difficulty in the current economy, the SBA has introduced two new Recovery Act initiatives—America's Recovery Capital, or ARC, Loan Program and the Dealer Floor Plan, or DFP, Financing Program.

- The ARC loan, which has received its fair share of media attention, is a 100 percent SBA-guaranteed loan of up to $35,000 to help small businesses facing financial hardship repay business obligations. The loan is interest-free to the borrower, and repayment does not begin for 12 months after the loan has been disbursed. The loan carries a repayment term of five years. ARC loans will be available until Sept. 30, 2010 or until funding runs out. NOTE: In addition to standard forms, borrowers **must** obtain a DUNS number, which can be obtained for free at https://fedgov.dnb.com/webform or by calling 866-705-5711. *UPDATE: South Carolina's first ARC loan was made July 9.*

- The DFP Financing Program, launched July 1, is an SBA-backed line of credit through the 7(a) program for titled inventory, such as autos, RVs, manufactured homes, boats and motorcycles. DFP loans are available from $500,000—$2 million and carry a 75 percent SBA guaranty. As with other SBA loans, the DFP loans are made through participating SBA lenders. The maximum repayment term is five years. DFP loans will be available through Sept. 30, 2010, at which time the SBA will make the determination of whether or not to extend the program.

Additionally, the SBA's 504 program for fixed asset financing can now be used to refinance existing fixed asset loans. Small businesses seeking to expand will be able to refinance loans used to purchase real estate and other assets, like heavy equipment and machinery, as a result of permanent changes authorized in the Recovery Act. The 504 loan program is administered through 271 Certified Development Companies across the nation, including six that serve South Carolina.

During these tough economic times, the SBA is continuing to work hard to implement the Recovery Act programs. And here in South Carolina, our district office and resource partners are working hard to get South Carolina's small firms the help they need not only to survive, but also to thrive.

Elliott O. Cooper

THE 2009 SBA AWARD WINNERS

Honoring South Carolina's Small Businesses and Their Champions

2009 SMALL BUSINESS PERSON OF THE YEAR
Steven Bailey, CEO
Merus Refreshment Systems, Inc.
Greenville

Small Business Person of the Year Runner-Up
Robbie Yarborough, Owner
Especially Seniors of Aiken LLC
Aiken

Women's Business Center of Excellence
SC Women's Business Center
Haidee Stith, Executive Director
Statewide

Minority Small Business Champion
Robert Meddick,
Space and Naval Warfare Systems
North Charleston

Home-Based Business Champion
Anthony Santella,
Erskine College
Due West

Special District Director Award
SC Employment Security Commission:
Carolina Works television program

Family-Owned Business of the Year *
Mathis Plumbing & Heating, Inc.
Wayne Mathis, President, and Jeffrey Mathis, Vice President
Greenwood

Veteran Small Business Champion *
Noah Leask, President and CEO
ISHPI Information Technologies
North Charleston

Women in Business Champion
Dyan Webb, Owner
Corporate Communications
Greenwood

Financial Services Champion
David Dougherty
Countybank
Greenwood

Special District Director Award
John Lenti, State Director
Small Business Development Center

* *Denotes state and regional winner*

But wait, there's more…

8(a) firm owners are regional minority business award winners

As the infomercial pitchmen say, there's more. In addition to the award winners honored April 29, the SBA South Carolina is also proud to congratulate L. Kai Yeh and Cyrus Sinor—member managers of International Public Works in North Charleston—as the 2009 Minority Small Business Person of the Year winners for the eight-state Southeast region.

L. Kai Yeh and Cyrus Sinor

Established by Mr. Yeh and Mr. Sinor in July 2002, International Public Works (IPW) is a service-disabled veteran-owned engineering and construction firm serving both public and private enterprises throughout South Carolina, North Carolina and Georgia. IPW has been part of SBA's 8(a) Business Development Program—which helps small socially and economically disadvantaged businesses compete effectively in the marketplace—since 2003.

Mr. Yeh and Mr. Sinor are no strangers to accolades. Last year, IPW was honored as one of South Carolina's 25 Fastest Growing Companies by the South Carolina Chamber of Commerce and Elliott Davis, LLC, and as one of the 20 fastest growing companies in the region by the Charleston Regional Business Journal.

FY 2009 2ND QUARTER LENDER PRODUCTION TOTALS

10/01/2008— 06/30/2009

7(a) Loans

LENDER	# OF LOANS	$ AMOUNT
Superior Financial Group	61	562,500
Borrego Springs Bank	15	610,000
BB&T	13	1,703,800
Business Development Corp of SC	12	4,301,500
BCI Lending, Inc.	10	9,710,000
SunTrust Bank	9	1,130,500
Innovative Bank	9	250,000
Wells Fargo Bank	8	2,310,500
Small Business Loan Source	5	5,213,000
Wachovia Bank	5	3,393,600
Carolina First Bank	5	2,515,000
First Federal S&L Assoc. of Charleston	5	720,600
Bank of America	5	125,000
Banco Popular North America	4	2,628,000
First Chatham Bank	3	3,223,500
Community South	2	2,140,000
Excel National Bank	2	1,566,300
Regions Bank	2	940,000
Beach First National Bank	2	905,000
Provident Community Bank, NA	2	855,000
Bank of Travelers Rest	2	832,000
Community West Bank, NA	2	729,000
PNC Bank, NA	2	515,000
RBC Bank	2	445,000
SouthCoast Community Bank	2	432,000
First Western SBLC, Inc.	2	349,000

7(a) Loans (Cont'd)

Live Oak Banking Company	1	2,000,000
Newtek Small Business Finance, Inc.	1	1,537,000
Ameris Bank	1	1,500,000
The Huntington National Bank	1	890,000
First Citizens Bank & Trust Co., Inc.	1	750,000
High Trust Bank	1	552,500
CIT Small Business Lending Corp.	1	530,000
UPS Capital Business Credit	1	511,000
BBVA Compass Bank	1	500,000
Business Lenders, LLC	1	460,000
Home Loan Investment Bank, FSB	1	261,000
TD Bank, NA	1	184,000
Bank of Granite	1	167,000
First Financial Bank	1	75,000
CBC National Bank	1	68,000
GRAND TOTAL	**206**	**$58,091,300**

504 Loans

LENDER	# OF LOANS	$ AMOUNT
Certified Development Corp.	14	6,343,000
Catawba Regional Dev. Corp.	3	1,276,000
Provident Business Fin. Services	2	1,439,000
Appalachian Development Corp.	2	824,000
CSRA Local Development Corp.	2	501,000
Coastal Area District Authority	1	310,000
Small Business Assistance Corp.	1	167,000
GRAND TOTAL	**25**	**$10,860,000**

TOP LENDERS HONORED AT 2009 SALUTE TO SMALL BUSINESS

In addition to small business award winners, the top-producing lenders for the 2008 fiscal year were recognized at the Salute to Small Business awards ceremony.

7(a) - Number of Loans

1. Superior Financial Group
2. Innovative Bank
3. Bank of America

7(a) - Dollar Amount

1. CIT Small Business Lending Corp.
2. BCI Lending, Inc.
3. Wachovia Bank

504 - Number of Loans

1. Certified Dev. Corp.
2. Appalachian Dev. Corp.
3. Provident B.F.S.

504 - Dollar Amount

1. Appalachian Dev. Corp.
2. Certified Dev. Corp.
3. Provident B.F.S

504 - 3rd Party Lender

1. First Citizens Bank

U.S. Small Business Administration

Strom Thurmond Fed. Bldg.
1835 Assembly Street
Suite 1425
Columbia, SC 29201

Phone: 803-765-5377
Fax: 803-765-5962

S.C. DISTRICT OFFICE

Elliott Cooper, *District Director*
elliott.cooper@sba.gov
Theresa Singleton, *Dep. District Director*
theresa.singleton@sba.gov
B. Dale Lowder, *District Counsel*
barbara.lowder@sba.gov

District Office Staff

Floyd Bryant, *Program Support*
floyd.bryant@sba.gov
Susan Chavis, *Business Development*
susan.chavis@sba.gov
Anna Huntley, *Public Information*
anna.huntley@sba.gov
Lois Johnson, *Lender Relations*
mae.johnson@sba.gov
Gail Newton, *Business Development*
gail.newton@sba.gov
Mike O'Neill, *8(a) Coordinator*
john.oneill@sba.gov
Clarissa Peak, *Business Development*
clarissa.peak@sba.gov
Kamilah Wright, *Summer Intern*
kamilah.wright@sba.gov

Alternate Worksite—Coastal Area

Paul Thomas, *Senior Area Manager*
paul.thomas@sba.gov

Helping small businesses
start, grow and succeed.

Your Small Business Resource

The U.S. Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect small businesses; to preserve free competitive enterprise; and to maintain and strengthen the nation's economy. Although SBA has grown and evolved since 1953, the bottom line remains the same: helping small businesses to start, grow and succeed.

Recovery Act: Energy Tax Incentives for Businesses

From the IRS:

The American Recovery and Reinvestment Act of 2009 (ARRA) provides a number of energy tax incentives for both small and large businesses. Businesses and individuals who take advantage of these energy-saving steps this year may see bigger tax savings next year.

Here are some of the major provisions that apply:

1. *Extension of Renewable Energy Production Tax Credit*: This law extends the "eligibility dates" of a tax credit for business facilities that use wind, closed-loop biomass, open-loop biomass, geothermal energy, municipal solid waste, qualified hydropower, and marine and hydrokinetic renewable energy. The "placed in service date" is now Dec. 31, 2012, for wind facilities and Dec. 31, 2013, for the other facilities.

2. *Election of Investment Credit in Lieu of Production Credit*: Businesses that operate facilities that produce electricity from wind and some other renewable resources after Dec. 31, 2008, can now *choose* either the energy investment tax credit or the production tax credit.

3. *Repeal of Certain Limits on Business Credits for Renewable Energy Property*: ARRA repeals the $4,000 limit on the 30 percent tax credit for small wind energy property and the limitation on property financed by subsidized energy financing for property placed in service after Dec. 31, 2008.

4. *Coordination with Renewable Energy Grants*: Business taxpayers can apply for a grant in lieu of claiming either the energy investment tax credit or the renewable energy production tax credit for property placed in service in 2009 or 2010.

5. *Temporary Increase in Credit for Alternative Fuel Vehicle Refueling Property*: Qualified property placed in service in 2009 and 2010 is now eligible for a 50 percent credit, and the per-business location limit increases to $50,000. Property relating to hydrogen remains at the 30 percent rate, but the per-business location limit rises to $200,000.

In addition, there are several other energy credits available that small businesses should be aware of, such as:

6. *Residential Energy Property Credit:* The new law increases the energy tax credit for homeowners who make energy efficient improvements to their existing homes. It increases the credit rate to 30 percent of the cost of all qualifying improvements and raises the maximum credit limit to $1,500 for improvements placed in service in 2009 and 2010. The credit applies to improvements such as adding insulation, energy efficient exterior windows, and energy-efficient heating and air conditioning systems.

7. *Plug-in Electric Drive Vehicle Credit:* The new law modifies the credit for qualified plug-in electric drive vehicles purchased after Dec. 31, 2009.

8. *Plug-In Electric Vehicle Credit:* The new law also creates a special tax credit for two types of plug-in vehicles — certain low-speed electric vehicles and two- or three-wheeled vehicles.

More information on these business energy tax incentives is available at www.irs.gov.