

SBA REPORTER

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Nomination Process Closes for Annual SBA Small Business Week Awards

May 24, 2010 marks the beginning of National Small Business Week. We showcase and recognize some of the most successful and inspiring entrepreneurs. We appreciate your assistance in finding and nominating candidates.

Nominees have been notified and will be submitting their Candidate Packages to the Seattle District Office no later than November 30th. The judging panel (past winners, SBA resource partners and representatives from city and state) will convene and select the winners.

Thank you again for making this year's nomination process a success.

Information to follow on our local program...Spring 2010..

Helping small businesses start, grow and succeed.



Your Small Business Resource

SBA, Six Universities to Offer Business Training For Iraq/Afghanistan Disabled Vets

SBA Adds New Training Tools to Increase Opportunities for Vets

WASHINGTON – SBA today announced a three-year agreement to expand and deliver entrepreneurship training for service-disabled veterans of the wars in Iraq and Afghanistan.

The agreement with SBA's Office of Veterans Business Development will support the expansion of the year-long Entrepreneurship Bootcamp for Veterans with Disabilities (EBV). The expansion of this innovative management training and mentorship program will maximize small business programs for veterans, service-disabled veterans, reserve-component members, and their dependents or survivors.

Additionally, this week SBA launched a new online contracting tutorial on www.sba.gov, as part of its ongoing efforts to expand services to veterans and service-disabled veterans. Veterans and military spouses who own small businesses can utilize this free online course to learn how to identify and take advantage of federal contracting opportunities. "At this important time, with veterans return-

ing from foreign soil in increasing numbers, we at the SBA are working to ensure they have the resources to successfully start and run their small businesses. As a result of the leadership skills they develop during their service, veterans over-index in entrepreneurial activities," SBA Administrator Karen G. Mills said today. "Our commitment is to honor that service by helping our nation's veterans – especially those who return home with disabilities – fulfill the American Dream. Initiatives like the Entrepreneurship Bootcamp and our online training courses give veteran business owners the tools they need to grow, be competitive, and create jobs." Working with Syracuse University's Whitman School of Management, the University of Connecticut School of Business, Mays Business School at Texas A&M, UCLA Anderson School of Management, Florida State University's College of Business, and the Krannert School of Management at Purdue University, SBA's grant and

other assistance will significantly expand the reach and impact of the EBV initiative and help maximize economic opportunities for U.S. veterans with disabilities. The expansion of SBA's entrepreneurship training initiatives builds on SBA's support for veterans through its Patriot Express loan program. In less than two-and-a-half year's time, this pilot loan initiative has supported nearly \$400 million in loans to more than 4,700 veterans and spouses looking to establish or expand their small businesses. As a result of the American Recovery and Reinvestment Act, which raised loan guarantees to 90 percent and temporarily eliminated fees, the number of Patriot Express loans increased by more than 20 percent this year over 2008. Local SBA district offices have a listing of Patriot Express lenders in their areas. Details on the initiative can be found at www.sba.gov/patriotexpress.

Recovery Act Changes to SBA Loan Programs Sparked

Major Mid-Year Turn-Around in Volume

September loan volume highest since August 2007

Changes under the ARRA to SBA loan programs led to a rebound in SBA-backed loans for small businesses and greater access to much-needed capital. Since the Recovery Act was signed on Feb. 17, SBA has supported more than \$11.3 billion in lending to small businesses through its two largest loan programs and seen its average weekly dollar volume increase by more than 60 percent in comparison to the weeks before the Recovery Act. Additionally, the average number of loans approved per week has increased by more than 50 percent. The dollar volume for September 2009 (\$1.9 billion) was the highest single-month total since August 2007. These numbers, along with our conversations with lenders and small business owners around the country, show that the Recovery Act hit the mark. The Recovery Act was critical to unlocking the market and as a result we've helped put billions of dollars of much needed capital in the hands of small business owners during this tough economic time, and brought more than 1,200



Nancy Porzio, SBA
Seattle District Director

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SBA AND PARTNER NEWS

Two Non-profit Organizations Receive SBA PRIME Grants to Assist Micro Entrepreneurs

Three in Washington State

SBA's PRIME grant funding is intended to establish management and technical assistance, access to capital and other forms of financial assistance, and business training and counseling through qualified organizations to small businesses with five or fewer employees that are economically disadvantaged, and to businesses owned by low-income individuals, including those residing on Indian reservations and tribal lands. The grant funding received will be used to provide training and technical assistance to disadvantaged microentrepreneurs, to provide capacity building services to organizations that assist with micro-enterprise training and services, and to aid in researching and developing the best practices in the field of microenterprise development and technical assistance programs for disadvantaged microentrepreneurs. This year's total program funding amounts to \$5 million. Grants range up to \$250,000 with a 50 percent match required of the recipient organization. The PRIME grant is open to microentrepreneur training and technical assistance providers in all 50 states and the territories, and has a one year performance period, with four 12-month options.

In 2004, a group of microenterprise practitioners organized a teleconference call to discuss the idea of forming a state wide network of agencies and organizations serving micro enterprises. Eleven practitioners representing five microenterprise development organizations participated in these discussions and agreed there was a need for the formation of a state wide initiative to support micro entrepreneurship, advocate for strong policies, coordinate resources, and more. Washington State Microenterprise Association (a network of microenterprise organizations, professionals and advocates in Washington state) was created to fill these needs. Congratulations to Teresa Lemmons, Executive Director, and Metropolitan Development Council for being SBA's PRIME grants recipients.

WMSA , 500 S. 336thSt, Suite 208, Federal Way, WA 98003, 253-661-0930, info@wamicrobiz.org

Metropolitan Development Council , 721 Fawcett, Tacoma, WA 98042, 253-591-7026, www.soundbusinessassistance.org

Previous awardee: StartZoneProgram, Highline Community College, P.O. Box 9800, DesMoines, WA 98198, 206-878-3710x3344, www.startzone.highline.edu

SBDC MICHAEL FRANZ RECEIVES GREATER SEATTLE CHAMBER OF COMMERCE AWARD —



Congratulations to **Michael Franz** of the Washington State Small Business Development Center, the 2009 recipient of the Jeri McDonald award. Since 1998, he's worked with more than 2,000 business owners in every field—from technology startups to storefront retail. He's the regional coordinator for eight other advisors located throughout King and Pierce counties. Each year, the Jeri McDonald Community Service Award, sponsored by Bank of America, is given in honor of Jeri McDonald, a savvy business owner and dedicated community and Chamber volunteer.



Presented by Bank of America & Greater Seattle Chamber of Commerce

Michael has been with the Washington SBDC since 1998 as an associate faculty member with Washington State University. He serves the Seattle area from an office in downtown Seattle, and is co-located with WSU West. Michael's activities include business counseling, mentoring, and participation in programs that support the business community. He was honored as the Washington SBDC Star Performer in 1999 and 2007, and as an Association of SBDC's State Star in 2001 and 2007.

Jeri McDonald was a successful small business owner and a very active community leader. Among her many community service activities, she served on the Chamber Board of Trustees and the Chamber Council for Small Business Development, giving of both her time and talents. Jeri passed away in 2001 and in recognition of her contributions to small business development, her warmth and generosity, an award honoring her commitment to community service has been established that recognizes an individual who demonstrates similar qualities.

MAJOR MID YEAR TURN AROUND

CONTINUED FROM PAGE 1

lenders back into SBA's loan programs. With half the nation's workforce either working for or owning a small business, these dollars played a critical role in driving economic recovery across the country. As a result of the credit crunch, SBA lending saw a significant decline in the fall of 2008 and early 2009. For the seven weeks prior to the Recovery Act being signed, SBA's average weekly dollar volume was \$165 million. The average weekly average since the Recovery Act was signed, through Sept. 25, was \$275 million. Recovery Act provisions that reduced fees on SBA loans and raised SBA guarantees to 90 percent, as well as actions that reinvigorated the secondary markets for SBA-guaranteed loans as especially helpful in improving access to SBA-backed credit. Overall, SBA loan approvals for the fiscal year amounted to a combined 50,829 loans (preliminary number) worth \$13.1 billion under the 7(a) and 504 loan programs. The comparable figures for fiscal year 2008, which ended just as the nation's economy entered the financial crisis, were 78,317 and \$17.96 billion. The dollar volume totals for SBA loans in fiscal year 2009, which ended Sept. 30, do not include loans made under the agency's ARC, (America's Recovery Capital) loan program. Launched on June 15, the agency has approved 2,715 ARC loans worth more than \$88 million as of September 29. Thus far, nearly 740 lenders have made ARC loans, and the number of participating lenders is increasing by an average of about 50 per week.

FINANCIAL WATCH: LENDER NEWS AND REVIEWS

The SBA received \$730 million in the Recovery Act, primarily focused on helping unlock the small business lending market and get much needed capital flowing again to America's small businesses.

SBA Recovery Efforts Impact As of November 9th:

- **Seattle District—SBA has approved 1,073 7(a) and 504 loans supporting \$424,096,454 in lending to WA** small businesses since the Recovery Act was signed into law.
- **Since March 2009, average weekly loan volume in WA** has increased by 90% in dollar volume compared to January and February volumes (from \$4,826K per week to \$9,163K per week)
- **Nationwide SBA has approved 37,018 7(a) and 504 loans supporting \$14,305,599,600 in lending to** small businesses since the Recovery Act was signed into law.
- **Nationwide ARC Loans Reaching Small Businesses:** Activity through November 1st. SBA has approved 3,767 ARC loans totaling \$121,876,300. Average loan size \$32,354. 917 lenders in 49 states and D.C. have participated.
- **Good things to know about ARC:** ARC loans are not 7(a) loans, and are not included in our numbers for the 7(a) program. Since June 15, 2009, when ARC was launched, ARC loan volume is about 12.6 percent of total SBA loan volume.

LEADING SEATTLE DISTRICT OFFICE 7(A) LENDERS THROUGH OCTOBER 31, 2009 FY 2010 (3 PLUS LOANS)

Numerica CU	13	\$565,000
US Bank	9	\$2,550,500
Superior Financial Group, LLC	8	\$57,500
Mountain West Bank, Idaho	7	\$3,552,000
Panhandle State Bank	6	\$1,180,000
Wells Fargo Bank	6	\$2,839,500
JPMorgan Chase Bank	5	\$143,300
KeyBank	4	\$104,800
Vectra Bank Colorado	4	\$140,000
Columbia State Bank	4	\$842,500
Whidbey Island Bank	4	\$974,000
Unibank	4	\$1,920,700
Pacific International Bank	4	\$2,800,000
Peoples Bank	3	\$198,300

TOTAL 7(a) Lending Activity

120 Loans \$35,727,600

504 LOANS BY CDCs THRU OCTOBER 31, FY 2010

Evergreen Business Capital	5	\$4,342,000
Northwest Business Development Assoc	3	\$2,935,000
Ameritrust CDC	2	\$1,456,000

TOTAL 504 Lending Activity

10 Loans \$8,733,000

UPCOMING EVENTS

Upcoming SCORE Workshops at the SBA Seattle Office

Contact Allie 206-553-7320 allie@seattlescore.org for more information.

Workshops are run by experienced business owners and executives and are designed to help the entrepreneur with the skills necessary to open and manage their businesses.

11/18	Building a Business Plan (<i>repeats 12/9 & 1/13</i>)
12/2	Starting a New Business (<i>repeats 1/6</i>)
Monthly	Internet Business (<i>last Friday/month—except Jan.</i>)
11/17	Marketing 101
12/4	Analysis of Financial Statements
tba	Financing Your Business
12/16	How to Sell
tba	Starting a Non-Profit Organization

Upcoming WNET session —
contact Sherry 206-553-7316 or
sherry.mina@sba.gov to register

11/20 Small Business Success

A panel of business owners share real life experiences on how they are coping during this challenging business climate.

In 2008, the United States saw an increase of 0.7 percent in GDP and a private sector employment decline of 0.7 percent. The U.S. profile also shows that:

Small employers in the United States numbered 6 million in 2006 (latest data). There were also 20.8 million nonemployees', which increased to 21.7 million by 2007.

Small businesses added 2.5 million net new jobs in 2005-2006. Overall, they employed 50.2 percent of the nation's nonfarm private workforce in 2006.

Businesses owned by women, and by Asian Americans, African Americans, Hispanic Americans, and Hawaiians and Pacific Islanders all increased significantly over the most recent period for which Census data are available.

As additional small business data become available over the coming months, they will be incorporated in a new edition of the state profiles, to be issued in early 2010. For more information and a complete copy of the state and territory small business profiles, visit the Office of Advocacy website at www.sba.gov/advocacy/research/profiles/.

SBA Loan Briefings

FREE Loan Briefings held in Seattle, Spokane, Tacoma and Thurston County for small business owners interested in SBA financing opportunities.

Seattle	2nd & 4th Thursday/month SBA Education & Training Center	Noon—1pm Register: 206-553-2664
Spokane	1st & 3rd Thursday/month SBA Training Room	Noon—1pm Register: 509-353-2800
Tacoma	3rd Thursday /month Tacoma Business Center	Noon—1pm Register: 253-680-7700
Thurston	3rd Tuesday /month Thurston County Chamber	1pm—2pm Register: 360-357-3362
Readytalk	Every Thursday 1-866-740-1260 / Access Code 3109402 / www.readytalk.com	Noon-1pm

Small Business Taxes & Bookkeeping for the Small Business Owner

November 19 & December 10th
10:30—11:30 am
U.S. SBA, Seattle District Office
Contact: Shirley 206-553-7310 or shirley.mcginis@sba.gov

Attendees will learn information regarding tax responsibilities as a small business owner — finding out what taxes to pay and when they are due. Presented by Jonathan Funk, Integrity Financial Consultants.

This newsletter is a publication of the U.S. SBA, Seattle District Office. Please feel free to forward a copy to anyone you believe would like to receive it. To be put on or taken off the e-mail list, or for any other questions, suggestions or comments regarding content, please contact Carol Andersen at 206-553-7315, or by e-mail at carol.andersen@sba.gov

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