

**U.S. Small Business Administration
West Virginia District Office**
320 West Pike Street, Suite 330
Clarksburg, WV 26301
Phone: (304) 623-5631
Fax: (304) 623-0023
Email: wvinfo@sba.gov
Homepage: www.sba.gov/wv



You Are Invited To The 2008 Small Business Week Awards Celebration on June 5

Judy K. McCauley
District Director

Charleston Branch Office
405 Capitol Street, Suite 412
Charleston, WV 25301
Phone: (304) 347-5220
Fax: (304) 347-5350

In this issue:	Page
Director Message	1
Small Business Week	2
Teaming To Win	4
Business ASK ME!	4
Resource Guide	4
Start-up Assessment Tool	4
SBA Web Site	4
Empowering Women	4

Upcoming Events

Teaming To Win – May 28-30
SBW Celebration – June 5
Empowering Women Conference – June 5

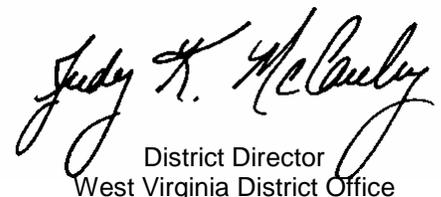
For additional events, check out our [Calendar of Events](#) for upcoming workshops and seminars. Visit the WVDO website at www.sba.gov/wv and select the Events Calendar from the right margin or select the Calendar of Events hotlink above.

In recognition of the successes of West Virginia's small business community, I would like to invite you to join Governor Joe Manchin, the West Virginia Chamber of Commerce and the SBA's West Virginia District Office in honoring the top small business entrepreneurs and champions for 2008. Our Small Business Week Awards Celebration is set for Thursday, June 5 at the State Cultural Center on the grounds of the State Capitol Complex in Charleston. An overview of the award winners and top lenders is included in this newsletter as well as registration information for the event. Please register early as seating is limited to the first 150 registered guests. Please join us in Charleston on June 5.

Another outstanding business development opportunity coming up is the nineteenth annual Teaming To Win Conference scheduled for May 28-30 at the Stonewall Resort in Lewis County. If you are a small business looking for networking and growth opportunities to build, strengthen and diversify your company, then don't miss this opportunity. Registration information can be found on page 4 of this newsletter. We'll be looking for you!

Our vision at the West Virginia District Office revolves around two principles: relentless customer-driven outreach and quality focused management. The SBA has grown and evolved over the years and the bottom line still remains the same... "The SBA helps Americans start, build and grow businesses."

Join us to help your business grow!



District Director
West Virginia District Office

Small Business Week 2008

Honoring the Entrepreneurial Spirit

During Small Business Week, West Virginia joins with every state in the nation to acknowledge and thank the outstanding innovators, motivators, and supporters of the small business community. We at the SBA are pleased to honor not only West Virginia's 2008 award winners and top lenders, but all small business owners and champions who support them throughout the state.

To celebrate West Virginia's Small Businesses, the West Virginia Chamber of Commerce will be hosting the 2008 Awards Presentation Celebration on Thursday, June 5 at the State Cultural Center in Charleston. The celebration will begin at 11:00 a.m. with the Honorable Joe Manchin, III, Governor of West Virginia, providing the keynote address and presenting the 2008 awards. Cost for the luncheon is \$30 per person. Registration information can be found at www.wvchamber.com or by contacting Kim Nelson at (304) 414-2474 (email: knelson@wvchamber.com)

The following individuals and businesses will be honored by the West Virginia District Office as top entrepreneurs and champions for 2008.

Small Business Person of the Year Harry M. Siegel, president of HMS Technologies, Inc. located in Martinsburg, W.Va. Siegel was selected for the most prestigious of all SBA awards as an entrepreneur who has developed an outstanding, growing business. He was also evaluated on the innovativeness of his product; increased job opportunities; increase in sales; overcoming adversity; and community contribution.



HMS Technologies is an Advanced Information Technology Systems Integrator with business lines in: technology integration, business process optimization, and enterprise solutions. Incorporated in 2003 as a certified Service Disabled Veteran-Owned Business (SDVOB), HMS is built upon the principles of duty, honor, and commitment to excellence. The company has grown over 2000 percent in just five years and is engaged in multiple government and commercial contracts. Its entire executive staff is composed of veterans from the Army, Navy, and Air Force and has completed over \$15 billion in projects to date.

Siegel was nominated by Nancy Ferner, business analyst for the SBDC of Blue Ridge Community and Technical College in Martinsburg.

Financial Services Champion of the Year

Stephanie Ellingson, commercial banking officer for Huntington National Bank located in Morgantown, W.Va.



Ellingson was selected for this award for services provided to small business owners interested in obtaining financing. Additional criteria considered included: advocacy of changes in the financial services industry to assist small companies;

encouragement of the flow of investment capital to small ventures; support for legislation or regulatory action designed to help small firms; and other significant contributions to advance small business interests.

Ellingson embodies the criteria which defines a financial services champion. Since joining Huntington Bank in 2006, she immediately established the goal of making the lending institution the number one lender to small businesses utilizing SBA's guaranty loan programs. As a direct result of her efforts, Huntington Bank nearly quadrupled its SBA loan production to 61 loans to become West Virginia's top overall SBA lender. She has worked with the SBA to provide small business assistance at various seminars and has designed an internal training program at Huntington Bank to provide guidance and education for her colleagues.

Ellingson was nominated by Don Robinson, regional manager for Huntington Bank in Morgantown.

Minority Small Business Champion of the Year

Meena Ahluwalia, president of Padgett Business Services located in Morgantown, W.Va. Ahluwalia was selected for this award for advancing business ownership for minorities and fulfilling a commitment to support minority entrepreneurial development.

Additional evaluation criteria considered: volunteer efforts to advance minority small business interests;



demonstrate efforts to improve conditions in the minority small business community; voluntary provision of professional services to the minority small business community in a legal, legislative, managerial or financial capacity; and demonstrate accomplishments in advising minority small business groups of opportunities within the overall business community.

Born in India and having lived in various areas throughout the world, Ahluwalia discovered the compassion of giving when she moved to America. As a certified CPA with strong ties to the business world, Ahluwalia has compelling community oriented ideals. She is continually involved with various types of non-profit organizations and has served on numerous boards. She volunteers her services to assist local business organizations by providing instruction on various business related topics and offers free

counseling for clients at the local Small Business Development Center. She is very enthusiastic and passionate about the role she plays in helping develop the small business community in and around the Morgantown area.

Ahluwalia was nominated by Stephanie Ellingson, banking officer for Huntington Bank in Morgantown.

Small Business Journalist of the Year April Kaul, statewide news coordinator at West Virginia Media Holdings and WBOY-TV located in Morgantown, W.Va. Kaul was chosen for the



Journalist Award for her work in publicizing small business issues and promoting small business programs and success stories. Additional evaluation criteria considered: concerted effort to increase public understanding of the importance of small business contributions to the economy; contribution of news and feature stories,

editorials, columns and commentary that highlight and analyze small business issues; and voluntary community services aimed at enhancing small business opportunities and growth.

As a journalist, Kaul has demonstrated an extraordinary commitment to small business throughout West Virginia. She always takes the time and puts forth the effort to keep in touch with activities within the small business community throughout the state. In her capacity as statewide news coordinator, Kaul is able to distribute news throughout West Virginia with feature stories covering a wide range of business topics, from business education, grand openings, and business related human interest stories.

Kaul was nominated by Patrick Gregg, outreach manager and FastTrac statewide administrator for the INNOVA Commercialization Group at West Virginia High Technology Consortium Foundation in Fairmont.

***Women in Business Champion of the Year**

Jeanne Mozier, president of Star Theatre located in Berkeley Springs, W.Va.

Mozier was selected for her commitment to the advancement of women's business ownership. Criteria also considered included: active support for legislative or regulatory action designed to assist women-owned small businesses; efforts to increase business and financial opportunities for women; provide legal, financial or managerial assistance to enhance women's business ownership; volunteer efforts to strengthen the role of women business owners within the community; and advocate of the



women-owned business community as a whole, not solely for individual personal advancement.

Mozier is a charismatic, highly successful businesswoman who recognizes the challenges and opportunities available to women who have chosen to open their own businesses. Since her arrival in the Berkeley Springs community, she has devoted hours of herself for volunteer counseling, encouraging, and most certainly promoting local enterprises. Her work with artisans, tourism and women is legendary. Mozier has composed numerous articles featuring women-owned businesses and has been recognized with several local and national awards for her efforts in championing women entrepreneurship.

Mozier was nominated by Beth Peters Curtin, executive director of the Berkeley Springs – Morgan County Chamber of Commerce. **Mozier was also selected as the **Women in Business Champion** for SBA's Region III among state winners from PA, MD, DE, VA, WV and DC.*

SBA Young Entrepreneurs of the Year Joshua Pearson, president and Brian Canterbury, vice president of Mountaineer Packaging, LLC located in Dunbar, W.Va. This dynamic duo was selected for being the principal owners of a small business who are under the age of 30. Additional criteria considered included:

evidence of success as measured by sales and profits; increased employment opportunities created by the business; development and/or utilization of innovative or creative business methods; and demonstration of entrepreneurial potential necessary for long-term business success.



Pearson and Canterbury first met in 2000 when both worked for an insurance agency, their first jobs right out of college. They both knew they wanted to own their own businesses some day as their educational backgrounds both focused on business. When an opportunity to purchase an existing business presented itself, both felt it was the right time to make the move to entrepreneurship. They both possess separate business qualities which together created an excellent balance for a successful business. Their overall dream is to not only be successful business owners, but to demonstrate to other young entrepreneurs through their accomplishments that you don't have to leave West Virginia to achieve the American dream.

These successful young entrepreneurs were a collaborative nomination effort put forth by M.E. Yancosek Gamble, director of the West Virginia Small Business Development Center; Mike Herron from Advantage Valley in Hurricane; Gayle Vest from the Kellogg Collaboration; and Andrew Dunlap from the Charleston Area Alliance.

2007 Top Small Business Lenders The top small business lenders in West Virginia for SBA guaranty lending during fiscal year 2007 are: Huntington Bank as top **Overall Lender**; The First State Bank as top **Community Bank Lender**; and Superior Financial Group as to **Community Express Lender**.

Huntington Bank provided funding of just over \$5.6 million to 61 small businesses which represented nearly 20 percent of the entire SBA loan volume for the year. The First State Bank funded 23 loans for over \$1.6 million and Superior Financial Group provided 32 loan approvals totaling \$272,500.

A complete listing of SBA loan activity for fiscal year 2007 can be found on the Financing page of the West Virginia SBA web site at www.sba.gov/wv.

Teaming To Win 2008

West Virginia's premier procurement conference, Teaming To Win, will be held on May 28-30 at the picturesque

Stonewall Jackson Resort in Roanoke, W.Va. The nineteenth

annual conference will provide interaction with government agencies, innovative activities, new learning opportunities, and the ability to network with old and new business associates. The SBA has been an ardent supporter of the conference since its inception and we encourage any business interested in new business growth opportunities to attend. For more information and to register, visit the conference web site at www.teamingtowin.org, call (304) 285-1306 or email teamingmail@teamingtowin.org.



Business ASK ME! Line

Are you thinking about starting a small business? Do you need assistance putting together a business plan or loan packaging? Do you just need general small business assistance? The West Virginia Small Business



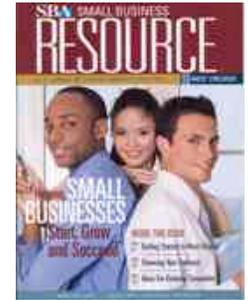
Development Center has an assistance program designed to enhance the delivery of essential services to our small business community.

The West Virginia Ask Me! Line, a toll-free number, is available statewide and is the primary contact number for all small-business services. Individuals can call the Business Ask Me! Line toll free (1-888-982-7232) to access all of the SBDC's services. Once the contact has been made, the SBDC staff will review their request and determine how they can best respond to their business needs. Individuals can take advantage of the toll-free number 24 hours a day. They

can also access the SBDC's web site at www.sbdcwv.org.

Small Business Resource Guide

The West Virginia District Office has Small Business Resource Guides available for distribution. The guides contain information on starting, growing and succeeding as an entrepreneur. It also contains contact information for numerous small business resources. To obtain a copy, contact the WVDO at 800-767-8052 extension 8 or email wvinfo@sba.gov.



Starting A Business Assessment Tool

Are you ready to start a business? This assessment tool is designed to help you better understand your readiness for starting a small business. It will prompt you with questions and assist you in evaluating skills, characteristics and experience – as they relate to your preparedness for starting a business.

Your responses will be scored automatically and an assessment profile provided. You will also receive, based on your score, a statement of Suggested Next Steps, directing you to the most appropriate SBA resources to help improve your business preparedness.

The Tool can be found on the SBA's West Virginia web page (www.sba.gov/wv) under Resources.

SBA Web Site

Our West Virginia "Local Resources" link contains connections to a plethora of small business resources. For access, visit the WV web page at www.sba.gov/wv and select the Local Resources link from the menu located on the right of the page. There are also links and information on a variety of small business topics, such as a list of top lenders, where to find assistance, upcoming events, and much more on the web page as well. Take a few moments to check our web site and don't hesitate to contact us if you need assistance.

Empowering Women Conference

The West Virginia Women's Business Center will hold its 4th annual Empowering Women Conference on Thursday, June 5 at the Tamarack Conference Center in Beckley. The conference will feature professional development sessions focusing on health, money management, women's issues, time management and striving for personal and professional growth. Mary Foley, business



consultant and author will keynote the event. To register and for additional information, visit the WBC web site at www.westvirginiawbc.org, contact them at (304) 253-3145 or by email at bizcenter@westvirginiawbc.org.