

## Message from the Alabama Acting District Director



The SBA's strategic plan and the nation's Small Business Agenda reinforce the need to ensure that America's small businesses have the information they need to succeed.

The agency is revitalizing and empowering its programs to deliver a proactive, creative thrust that positions the U. S. Small Business Administration as the principal resource and advocate for America's small business community.

In a time of shrinking resources, it is critical for federal agencies to use its taxpayer dollars as efficiently and effectively as possible.

Since the country was founded, small businesses have contributed immeasurably to our progress and economic strength. We want to assure that this continues.

For over 50 years, SBA has played a vital role in ensuring that the door to facilitate the American Dream is truly open to all entrepreneurs because the dream should never be limited by access to capital, information or training. In America, an entrepreneur's only limit should be his or her own ideas and desires to succeed.

Since its creation in 1953, the SBA has helped more than 20 million Americans start, grow and expand their businesses - placing more than \$170 billion in direct or guaranteed loans into the hands of entrepreneurs.

We know that the small business community is still largely dependent upon traditional sources of financing. The SBA stands ready to assist with both financial and management training.

*Raymond Hembree*



## Second Largest Minority-Owned Bank in U.S. Receives Alabama PLP Status

**Citizens Bancshares Corporation**, parent company of Citizens Trust Bank, has been granted Preferred Lending Partner (PLP Status in Alabama by the SBA). The PLP status is the premier accreditation granted by the SBA which allows Citizens Trust Bank to document and originate SBA guaranteed loans throughout the entire State of Alabama. A public presentation was made by the SBA at the Alabama Division Corporate Office of Citizens Trust Bank located in historic downtown Birmingham. Acting District Director Raymond Hembree states that, "Citizens Trust Bank is the first minority owned institution to be granted PLP status in the State of Alabama, and we congratulate them on this accomplishment."

SBA lenders are classified in three categories: general program (GP), certified lender (CLP) and preferred lender (PLP). Preferred lender status allows Citizens Trust Bank to directly approve SBA loans in-house on behalf of the SBA, resulting in better service, faster loan approvals and quicker disbursement of funds.

Receiving PLP status is an honored designation extended only to expert lenders who have established a successful track record and display a thorough understanding of SBA lending policies and procedures.



**Bunny Stokes, Jr.**, President of Citizens Trust Bank-Alabama Division, proudly displays the bank's new PLP designation

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## Calling All Exhibitors!

Orange County Convention Center **Orlando, Florida**  
Thursday, May 20 through Friday, May 21, 2004

## Register Now!

### Register To Exhibit Now!!!

The U.S. Small Business Administration (SBA) is proud to present **SBA Expo '04**. The conference is a three-day unique event focused on recognizing the tremendous contributions made by America's small businesses while also providing entrepreneurs with incredible educational, networking and procurement opportunities.

### Some Reasons Why You Should Exhibit:

- ★ Show off your innovative products and services to **hundreds of small business leaders and over 3,000 potential attendees**.
- ★ Chance to be highlighted on "**SBA TODAY**." SBA TV's exclusive expo floor closed-circuit broadcasts and webcasts.
- ★ Unique opportunity to network with other **small business owners, international business owners, large corporations and government agencies** all on the same expo floor.
- ★ Take advantage of our state-of-the-art **lead retrieval system** which allows you to keep track of visitors to your booth for future inquiries.
- ★ Booths available to showcase your business on the expo floor for a **very affordable fee**.
- ★ Listing in the **Exhibitor Directory** distributed onsite to all trade show attendees.

**For more information or to register for the event, please visit our website: [www.sba.gov/50](http://www.sba.gov/50).**

SBA Expo '04  
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and



[www.sba.gov/50](http://www.sba.gov/50)

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## SBA Announces Rule Change to Simplify Size Standards

**The U.S. Small Business Administration** is proposing new rules that will simplify the size standards by which the SBA determines the size of a business. Under the proposed rules, size will be determined by number of employees in almost all cases and the number of different size categories will be reduced from 37 to 10.

The proposed rule was published in the *Federal Register* on March 19, 2004. For public comments on the proposed rule change, e-mail comments to restructure.sizestandards@sba.gov.

SBA's size standards define whether a business entity qualifies as small and whether it is eligible for government programs and assistance reserved for

small businesses, including some programs in other agencies. Under the new rule, more small businesses will be eligible to apply for SBA's financing and loan programs as well as contracting and business development programs such as the 8(a) Business Development program, the HUBZone Empowerment Contracting program, and small business set-asides.

If the rule is adopted, the SBA's size standards will undergo a major restructuring. The 37 current size standards will be reduced to 10, which will be employee-based with the exception of the agriculture industry, which is required by law to be measured by receipts. The size standards for small businesses will range between 50-1,500 employees, depending upon the industry and the relevant SBA program.

Small businesses that meet the standard can obtain small business status and become eligible for SBA's programs and services.

SBA also proposes to establish an annual average receipts cap for some industries. There are 31 industries under the receipts cap. Some of these industries are construction, computer services, engineering, consulting and facilities support services. Small businesses in these industries that meet the employee-based size standard will not be able to exceed a specific receipts cap if they wish to qualify as an eligible small business.

For additional information on the new rule change, visit the SBA's Office of Size Standards Webpage at [www.sba.gov/size](http://www.sba.gov/size) and click on "What's New"

## SBA Administrator Commends Action to Extend Small Business Job Creation Program

**SBA Administrator** Hector V. Barreto praised action taken to extend reauthorization for one of the SBA's most important job creation programs, the 504 Loan Program. The House and Senate passed the legislation in early March, and President George W. Bush signed it into law on March 15th.

The 504 program operates at no cost to the taxpayer, yet in fiscal year 2003 supported nearly \$8 billion in project financing, and over the life of the program has created approximately one million jobs.

"Signing this important bill into law is yet another sign of President Bush's

strong commitment to America's small businesses and to job creation," said Barreto. Thousands of small business owners depend on the 504 Loan Program to help them expand their businesses and create good new jobs. These loans go to companies that are leading the way in our economic recovery. They are buying new technology, new office space, and new property. They are creating good jobs across America."

The 504 Loan Program operates with no appropriated dollars, but does not require statutory authority to change the fees to cover the loan program. H.R. 3915 extends the 504 fee authority through

May 21, allowing the program to continue operating.

The 504 Loan Program is designed to be a job creator—it exists to help small businesses expand and create full time permanent jobs in their communities. The 504 program provides long-term, fixed-rate financing to small businesses to acquire real estate, machinery or equipment for expansion or modernization. The loans are delivered through Certified Development Companies, which are private, nonprofit organizations dedicated to helping businesses grow and thrive in their local communities. **For more information visit SBA's web site [www.sba.gov](http://www.sba.gov).**

## Online Registration Available for National Small Business Week

*SBA Expo '04 Celebration, Conference Will Take Place May 19-21*

**On-Line Attendee Registration** for SBA's Expo 04: *Celebrating National Small Business Week* is now available.

The annual celebration honoring the nation's leading small business entrepreneurs will be held in Orlando, Fla., May 19-21, 2004, at the Orange County Convention Center. Highlights of *SBA Expo '04* co-sponsored by SCORE, "Counselors to America's small business owners and their contributions to our economy and our

country. It will also be an opportunity for small business owners from across the country to gather together, learn from each other, compete for contracts, and participate in three full days of events that can help them grow their own businesses.

Interested small business owners, business organizations & other individuals may now register for the events online at [www.sba.gov/50](http://www.sba.gov/50). Exhibitor registration is also available (See Page 2). Complete information is available on the web site and will be

regularly updated. Registrants who complete the process by April 17 will be rewarded with an "early bird" discount.

Special events scheduled include a business expo, a business matchmaking event, business seminars, town hall meeting & award ceremonies honoring women entrepreneurs and state and national small business winners. Also featured will be business industry leaders & speakers from trade associations & state level & federal government.

**SBA ANNOUNCES RECORD YEAR FOR SMALL BUSINESS CONTRACTS**

**Hector V. Barreto**, Administrator of the SBA announced that the federal government, for the first time ever, awarded more than a quarter of its prime contracting dollars to small businesses in fiscal year 2003. The FY 2003 data indicate that small businesses did \$62.7 billion of business with the federal government as prime contractors, representing 25.37 percent of all government prime contracting dollars. That is an increase of \$9.7 billion over FY 2002.



“This is a tremendous victory for America’s small business owners and for our economy,” Barreto said. “These record-breaking numbers did not happen by accident. President Bush and the SBA have worked hard to help small entrepreneurs do business with the federal government. The President is working to create an environment in which small businesses can succeed, and these tremendous results show that his policies are working. The statutory goal for small business contracting is 23 percent. We not only exceeded those standards, but we set an all-time record, awarding a higher percentage of federal contracting dollars to America’s small businesses than before.”

“Business Matchmaking, the 8(a) Business Development program, and the HUBZone program are making a difference for small businesses,” Barreto added. “I believe that our continued commitment to those programs combined with our strong efforts in other areas—such as contract unbundling—will make 2004 another banner year.”

The \$62.7 billion in prime contracts awarded to small businesses in 2003 will create or retain approximately 469,632 jobs.

Every category of small business tracked by SBA showed impressive gains in federal contracts in FY 2003. SDB’s were awarded \$2.3 billion more in federal contracts in FY 2003, receiving \$18.2 billion in contracts. Likewise, participants in the 8(a) Business Development program received \$3.97 billion more in FY 2002, for a total of \$9.6 billion in FY 2003.

The dollars to women-owned small businesses increased by \$1.1 billion, from \$6.8 billion to \$7.9 billion in FY 2003. The HUBZone Program, which just celebrated its fifth anniversary, was awarded \$2.447 billion in contracts. Service-disabled veterans also saw an impressive jump in the value of contracts awarded, receiving \$510 million in FY 2003 as opposed to \$298 million in FY 2002.

In addition to outreach through traditional contracting methods, last year the SBA employed a new initiative called Business Matchmaking. Business Matchmaking is a series of events being held across the country in which small business owners can schedule one-on-one meetings with buyers from federal, state and local governments as well as large corporations, cutting through the red tape that is too frequently part of the federal contracting process. So far, more than 4,000 small businesses have participated in more than 14,500 one-on-one meetings with buyers at Matchmaking events across the country.

**Get to Know The SBA Staff—Betty “Gail” Dean**

**Gail Dean**, the recently appointed Acting Chief, Finance Division, is a native of Montevallo, Alabama, and attended The University of Montevallo.

She has been with SBA since 1968, and has served in several capacities prior to her appointment, in 2004, as Chief, Finance Division.

Prior to coming to SBA, Ms. Dean worked for the Depart-

ment of the Army in its Personnel Division.

Ms. Dean presently resides in Hoover. She has one daughter who presently resides in Maggie Valley, North Carolina.

For loan questions, Gail can be reached at (205) 290-7101 ext. 252 or by e-Mail at [betty.dean@sba.gov](mailto:betty.dean@sba.gov).



**Betty “Gail” Dean**

**Alabama District Office Offers Loan Training & Tele-Training on Limited Basis**



**David Leonard, Lead EDS says, “Lenders—Learn methods that get your client’s loans approved quickly.”**

**LENDERS, PACKAGERS AND OTHERS**, continue to be given a chance to learn about SBA loans from the source.

The Alabama District Office is conducting training for lenders, agents, packagers and lender service providers. This training is for the **manager, branch manager, business development officer, loan officer, attorney, and the agent actually doing marketing, processing, closing, servicing, reporting and liquidating SBA loans.**

These classes, which have been going on for about a year now and were the idea of David Leonard, Lead Economic Development Specialist, and the response has been overwhelming.

As long as demand remains high, the training will be held on a weekly basis. Dress is casual, and reasonable arrangements for persons with disabilities will

be made if requested at least 2 weeks in advance.

**LENDERS—IF YOU FIND YOU’RE UNABLE TO COME TO BIRMINGHAM.** There’s another way to receive training from SBA. A tele-training class has been created. These classes are conducted by means of a one-hour conference call from the Alabama District Office. This allows your staff to participate from your institution. Classes taught by David Leonard or L. D. Ralph, Acting Chief Portfolio Mgmt Division.

To reserve a seat, or a LINE on the tele-training call or e-mail: David Leonard (205) 290-7101, ext 226 [david.leonard@sba.gov](mailto:david.leonard@sba.gov) or L. D. Ralph at ext. 238 or [lefero.ralph@sba.gov](mailto:lefero.ralph@sba.gov).

**SEE LAST PAGE OF THIS NEWSLETTER FOR SCHEDULE OF UPCOMING CLASSES.**

## SBA Regional Administrator Nuby Fowler : "The Products of Change "

Progress is most often the product of positive change. For the past three years, SBA has been making progress toward meeting Administrator Barreto's goal of transforming SBA into a streamlined, customer centric, 21<sup>st</sup> century agency. It has been a bold move, but one that promises a big return for our lending partners, technical assistance partners, and most importantly, our small business customers.

I believe the success of this agency can be measured, at least in part, by the number of small businesses we touch with our training, counseling, loan guarantee and contracting programs. By that standard, we are clearly on the right track. For the first quarter of fiscal year 2004, lending activity in some states is up almost 70% over the same pe-

riod last year. Agency wide, 2004 is shaping up to be another record setting year for SBA programs.

In the nine southern states that comprise Region IV, SBA and its partners (the SBDC, SCORE and Women's Centers) exceeded projected 2003 counseling and training numbers by over 16%. Equally impressive has been the 53% rise in Region IV lending activity in just two years; an increase from six thousand loans in 2001 to over nine thousand in 2003. Each of those loans represents jobs. Jobs that are being retained because SBA was able to keep capital flowing through small businesses and into the economy. Jobs that are being created as new products and services hit the market. Jobs that are giving our economy the muscle it needs to push for a com-

plete recovery in the weeks and months ahead.

From the tip of Florida to Western Kentucky and from Gulfport, Mississippi to the North Carolina Outer Banks, SBA is out there, working to help small businesses get their start, to build and to grow. I am particularly proud of the innovative partners across Region IV. You are making SBA a significant contributor to this economy.

During our Region IV celebration of SBA's 50<sup>th</sup> Anniversary in Jacksonville, Florida, Administrator Barreto restated his commitment to expanding SBA's reach to a greater portion of America's small businesses. He believes, as I do, that SBA's best days lay ahead. We are on a course to achieve lasting positive change within this agency and ensuring



**SBA Southeastern Regional Administrator Nuby Fowler says: "Progress is most often the product of positive change."**

that SBA's next 50 years are even better than the last.

*Nuby Fowler*

## Dr. Jason John Koenig Presented Alabama's 2003 District Director Choice Award



**Jason John Koenig,  
D.C., D.A.A.P.M.**

The SBA awarded its 2003 Alabama District Director Choice Award to Dr. Jason John Koenig. The award was presented to Dr. Koenig, Chiropractor and owner of Over the Mountain Chiropractic & Wellness Center, Hoover, AL by SBA Regional Administrator, Nuby Fowler

at SBA's 50th Anniversary Jobs and Growth Tour in Jacksonville, Florida. Dr. Koenig was one of nine recipients from the southeastern region.

SBA Administrator Hector V. Barreto said: "One of the privileges of this job is being able to recognize those small businesses who exemplify the American Dream. The companies we honored with this award exemplify the innovation and the drive that make small business the driving force of job creation in this country."

Each state selected its winner for this award from candidates who had been assisted in some way by the SBA. Criteria for the judging were the length of time in business, the number of jobs created or retained through SBA financing, procurement or counseling and training, growth in

revenues and/or taxes paid attributed to SBA financing, contributions to the community and continued growth. Dr. Koenig has excelled in all of the required criteria.

A Magna Cum Laude graduate of Samford University, Dr. Koenig completed his training with a Doctorate of Chiropractic in 1996 from Parker College of Chiropractic, Dallas, Texas. He is State and National Board Certified, and has an extensive post-graduate education including membership in the American Academy of Pain Mgmt. His professional memberships include the Am. Chiropractic Assn., Alabama State & Jefferson County Chiropractic Assn. and the ACA Council on Sports Injury & physical Fitness.

He has been actively involved in community education as a college level anatomy instructor, high

school soccer coach and as a certified trainer in CPR & Back Safety for the American Red Cross. He was chosen to serve on the 1996 Olympic Medical Services Staff in Birmingham.

Since he established his practice, by his own initiative, and with the help of SBA loan programs, his practice has nearly tripled in both sales & employees.

SBA is proud to have made a significant contribution toward strengthening America's economy through small business development & job creation to businesses such as Over the Mountain Chiropractic and Wellness Center.

All Workshops held at:  
U.S. Small Business  
Administration  
801 Tom Martin Drive  
Suite 201  
Birmingham, AL 35211

Phone: 205 290-7101  
Fax: 205 290-7404



## Alabama District Office Provides Workshops Monthly

### Certification Seminar—8(a), SDB, HubZones

First Tuesday of each month - 1:00 P.M.

Call: (205) 290-7101 or 1-800-733-2894 for Additional Information

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### SBA Loan Training for Lenders, Agents, Packagers & Lender Service Providers

**April 20:** "Introduction to SBA Lending Programs" - 1-Hour Conference Call. Allows staff to participate from your institution. Topics: **504, 7(a), EXPress, LowDoc & Microloan Programs.** Covering: Use of proceeds, collateral, and basic eligibility. Taught by L.D. Ralph.

**April 27:** "Introduction to & Marketing of SBAExpress" 1-hour conference call. Taught by David Leonard (This class is for the branch mgr., loan officers, middle market specialists, & business development officers actually marketing the product to the business-banking client. Loan specialists should also participate to get an understanding of the program).

**May 18:** "Processing SBA Loans:" Class for New Loan Officers processing SBA Loans, covering eligibility, application pkgs for 7(a), LowDoc & Pre-Qual Loans. Prerequisite: "Intro to SBA Lending Programs." Taught by L.D. Ralph at the Alabama District Office.

**May 20:** "Introduction to SBA Lending Programs:" 1-Hour Conference Call. (See Above)  
Taught by L.D. Ralph

**June 8:** "Processing & Eligibility of SBAExpress:" Prerequisite: "Intro to SBA Lending" "Intro to Mkt of SBA Express." Bring a copy of your commercial loan application. David Leonard will teach the class. (This class is for the managers, processors, underwriters & commercial loan specialists managing the program).

**June 22:** "Introduction to SBA Lending Programs" 1-Hour Conference call. Taught by L.D. Ralph. Topic: 504, 7(a), EXPress, LowDoc & Microloan Programs. (See Above)

For class confirmation & materials, call or email:

L.D. at (205) 290-7101 ext. 238 or [Lafero.ralph@sba.gov](mailto:Lafero.ralph@sba.gov)

David at (205) 290-7101 ext. 226 or [david.leonard@sba.gov](mailto:david.leonard@sba.gov).

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