



NEWS RELEASE

PRESS OFFICE

Release Date: May 4, 2004
Release Number: 04-13

Contact: Melende Ward (559) 487-5791
Internet: www.sba.gov

Susan Martin Named As SBA 2004 Central California Financial Services Advocate of the Year

Small Business Week May 2004



Susan Martin

Modesto, CA – Susan Martin, President and CEO of Success Capital Expansion and Development Corporation (SCEDCO), has been selected to receive the 2004 Central California Financial Services Advocate of the Year Award by the U. S. Small Business Administration.

Carlos G. Mendoza, District Director of the U. S. Small Business Administration Fresno District Office said, "Martin is an extremely knowledgeable and resourceful lender which has been a real benefit to the small business community."

Under the leadership of Martin, SCEDCO has approved 65 SBA loans for a total of \$31.4 million in loan dollars since October 2001 for small businesses. SCEDCO has also taken an aggressive approach to marketing to the small business sector throughout Stanislaus, Merced, Tuolumne and Mariposa counties.

SCEDCO specializes in loans through the SBA 504 lending program. A business utilizing this program, may borrow long term funds at a reduced interest rate to purchase land, building facilities or long term equipment. Loans are funded through a partnership with the SBA, a lending institution and the development corporation. In Stanislaus County, SCEDCO has become a leading fixed asset lender.

"With her devotion to small business, Martin has succeeded in helping countless businesses in the region achieve their goals, while insuring Success Capital as a prominent lender in the Central Valley," said Paul Caruso, Chairman of the SCEDCO Board and a County Supervisor.

The Financial Services Advocate Award is presented annually by the SBA. Candidates for the award are solicited from all sectors of the public. Individuals who assist small businesses in obtaining financing, either directly or through advocacy efforts to increase the availability of financial services may be nominated. Selection criteria for the Financial Services Advocate award are based on the following:

- Outside of regular business duties, the amount and quality of assistance given small businesses to obtain financing.
- Advocacy of changes in the financial services industry to assist small companies.
- Encouragement of the flow of investment capital to small ventures.

- Active support for legislative or regulatory action designed to help small firms.
- Other significant contributions through the financial services or accounting industries to advance small business interests.

Upon being notified of her selection, Martin said, "This is great news. It is very rewarding to be recognized as a Financial Services leader. I believe that what we do at Success Capital is important because we provide capital to help grow a strong, healthy business community in our region and create jobs throughout the area. Our clients are experts at running their businesses; that is their job. Helping them get the very best financing is ours."

With over 20 years of banking experience, Martin has been involved in several local business organizations including the CSUS Business Advisory Board, Modesto Valley Vista Lions Club, Modesto Chamber of Commerce, and the Modesto Women's Network. Martin has counseled countless small business entrepreneurs on how to grow and develop their own small business.

An awards ceremony to honor Susan Martin and her selection as the 2004 Central California Financial Services Advocate of the Year will be held on May 12, 2004 at the Success Capital Expansion Office located at 1420 F Street, 2nd Floor in Modesto. Please contact the U. S. Small Business Administration at (559) 487-5791, ext 143 for further information regarding the awards ceremony.

-the end-

Contacts:

Ms. Susan Martin, President/CEO
Success Capital Expansion and Development Corporation (SCEDCO)
1420 F Street, 2nd Floor
Modesto, CA 95354
(209) 521-9372

Ms. Melende Ward, Public Information Officer
U. S. Small Business Administration
2719 N. Air Fresno Drive, Suite 200
Fresno, CA 93727
(559) 487-5791, ext 143