



Baltimore District Office News

Your Small Business Resource

September 2004 Edition

SBA Baltimore District Office
10 S. Howard St., Ste. 6220
Baltimore, MD 21201
(410) 962-6195
www.sba.gov/md

SCORE, Counselors to America's Small Business

Baltimore (410) 962-2233
Chestertown (410) 348-5392
Cumberland (301) 722-2773
Easton (410) 822-4606
Frederick (301) 662-8723
Hagerstown (301) 739-2015
Kent Co. (410) 810-2968
Salisbury (410) 749-0144
Southern MD (410) 266-9553
www.score.org

MD Small Business Development Centers (SBDC)

Lead Center (301) 403-8300
Central MD (410) 704-5001
Eastern MD (800) 999-7232
Northern Region (866) 836-6288
Southern MD (301) 934-7583
Western MD (800) 457-7232
www.mdsbdc.umd.edu

Small Business Resource Centers

Baltimore (410) 605-0990
www.sbrcbaltimore.com
Cumberland (301) 722-2773

U.S. Export Assistance Center
(410) 962-4539

Women Entrepreneurs of Baltimore, Inc. (WEB)

(410) 727-4921 www.webinc.org

For More Information:

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- 1-800-U-ASK-SBA
- Fax: 202-205-7064
- E-mail: answerdesk@sba.gov
- TDD: 704-344-6640
- Your rights to regulatory fairness: 1-888-REG-FAIR
- SBA Home Page: www.sba.gov
All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Columbia Firm Wins SBA

Region III MED Week Award

Ten minority-owned businesses from around the country received the U.S. Small Business Administration's regional *Minority Small Business Person of the Year* award. In addition, Kwame Jackson, first runner up in the "Apprentice" reality show, received an entrepreneurship award during the 22nd Anniversary celebration of National Minority Enterprise Development Week, held Sept. 7-10 in Washington, DC. MED Week is a joint event hosted by the SBA and the Minority Business Development Agency of the U.S. Department of Commerce.

"MED Week is a great venue to address major issues affecting the growth and development of minority businesses and expose them to new opportunities for growth and prosperity," SBA Administrator Hector V. Barreto said. "In traditional MED Week fashion, we are joining with MBDA in honoring minority-owned and women-owned businesses and professionals, such as Kwame Jackson, who have demonstrated leadership, tenacity and shrewdness in their entrepreneurial pursuits. In accordance with the President's minority entrepreneurship initiative, we will continue to support the growth of minority businesses to become an even greater force in the global marketplace."

MED Week, held annually since 1983, recognizes minority businesses' contributions to the nation's economy. In a proclamation this year, the President urged all Americans to join together in honoring minority entrepreneurs across the country in appropriate observances.

Besides the national winner, other awards announced during the conference included the *SBA Administrator's Leadership* award and the *8(a) Graduate Firm of the Year* award. Kwame Jackson, was at MED Week to accept an entrepreneur award for his achievements during the competition for the coveted executive position of one of Donald Trump's successful companies. Jackson is a native of Washington, D.C., and holds an MBA from Harvard University. He was heavily involved in several "dot-com" start-ups during his time in business school and was formerly an Investment Manager for Goldman Sachs. Another special award was given to the plaintiffs in the historic *Brown vs. Board of Education* case at the MED Week closing award ceremony and gala.

The Region III Minority Small Business Person of the Year is Ms. Elizabeth Rendon, President of Lingual Information System Technologies, Inc. of Columbia, MD. LinguaLISTek is an 8(a), Woman-Owned, Veteran-Owned, and Small & Disadvantaged Business that is a premiere provider of software development and language services. For more information, visit LinguaLISTek online at <http://www.lingualistek.com> or call (410) 953-0300.

Congratulations to Ms. Rendon and her staff and to all of the MED Week winners!



BDO Top Ten Lender Rankings Through August 31, 2004



	Bank	# of Loans	Total Loan Value
1	Bank of America	203	\$5,656,600
2	Innovative Bank	189	\$1,258,000
3	M & T Bank	117	\$20,607,590
4	Capital One, F.S.B.	67	\$3,330,000
5	Regal Bank	41	\$6,890,100
6	Mid-Atlantic Business Finance Company	37	\$18,305,000
7	K Bank	27	\$4,252,400
8	PNC Bank, N.A.	21	\$10,304,000
9	CIT Small Business Lending	16	\$8,233,200
9	Wachovia SBA Lending	16	\$4,399,700
10	Commerce First Bank	14	\$4,833,000
10	Sandy Spring Bank	14	\$2,671,710

**Please note, lenders are ranked by the number of loans vs. total loan value. Totals are based on the period of October 1, 2003 through August 31, 2004.*



It's Nomination Time . . . 2005 Small Business Week Awards

Small Business Week is held annually to celebrate and honor the achievements of small business owners and champions across the nation. Locally, the Maryland celebration takes place every May and our winners then go on to compete regionally in Philadelphia. Those winners move on to the national competition in Washington, DC. Typically ten to twelve awards are presented each year. Past award categories have included the Small Business Person of the Year, Entrepreneurial Success and Young Entrepreneur.

We are anxiously awaiting the final details and award categories for the coming year's program from SBA Headquarters. In the meantime, start thinking about potential nominees. You can nominate yourself, a co-worker or business associate—anyone who is an outstanding business person or someone who supports small businesses beyond the duties of their “day job.” Nominations can be made by individuals, companies or community and business organizations.

Be sure to mark your calendars, as all nominations will be due in the Baltimore District Office by Friday, November 19, 2004. Nominees are cleared and judged during the winter months and announced in mid to late March. Winners will receive their awards at the prestigious 21st Annual Maryland Small Business Week Awards Breakfast, currently scheduled to be held Friday, May 13, 2005.

If you are interested in participating in the 2005 awards program or would like additional information, contact Rachel Howard, via email at rachel.howard@sba.gov or call (410) 962-6195, ext. 319. As soon as we receive the final award categories and nomination guidelines, we will be emailing this information to those who have expressed an interest. The information will also be available on the SBA website, www.sba.gov and the Maryland homepage at www.sba.gov/md.

SBA Announces New Region III

Administrator . . . Stephanie Watkins

The U.S. Small Business Administration (SBA) has announced the appointment of Stephanie A. Watkins as a regional administrator for the SBA, overseeing Region III which consists of Delaware, Maryland, Pennsylvania, Virginia, West Virginia and the District of Columbia.

“Both the Agency and Region III will benefit greatly from Stephanie’s managerial skills and experience,” said SBA Administrator Hector V. Barreto in welcoming Watkins. “Her accomplishments and commitment to community service will prove an asset in her new role.”

Watkins added: “I am looking forward to working with Mr. Barreto and the SBA to strengthen our small businesses and their communities. I intend to continue Mr. Barreto’s policy of listening to small business owners and acting on their behalf.”

Region III is one of the most populated in the nation. In fiscal year 2003 Region III district offices approved 7,674, guaranteed loans for more than \$923 million. The regional office serves district offices in Wilmington, Delaware; Baltimore, Maryland; Philadelphia, Pennsylvania; Pittsburgh, Pennsylvania; Richmond, Virginia; Clarksburg, West Virginia; and Washington, DC.

Ms. Watkins learned about the rewards and challenges of small business ownership through her father, who owned a small construction firm. After high school, Ms. Watkins attended the University of Pennsylvania and graduated with a Bachelor’s degree in Sociology.

Ms. Watkins has had an extensive career in higher education. Her experience includes fifteen years in medical school admissions. She has been a financial aid administrator and a career counselor on the university level. Ms. Watkins also served as an appointee in the Office of Assistant Secretary for Postsecondary Education in the U.S. Department of Education under the administration of former President George H.W. Bush.

Formerly a shareholder in a small business, Ms. Watkins most recently served as a key administrator at Drexel University College of Medicine. She is actively involved in her church and community organizations. Ms. Watkins currently lives in Philadelphia, PA with her husband Joseph. They have two daughters and one son, a son-in-law, and two grandchildren.



New MicroLender Ready to Assist Shore Businesses

The Baltimore District Office is pleased to announce that Maryland Capital Enterprises (MCE) is a new SBA certified Micro-Lender. MCE, located in Salisbury, MD, has received its certification and training and is now serving small businesses on Maryland’s Eastern Shore with their business financing needs.

The MicroLoan program provides small loans ranging from under \$500 to \$35,000. Under this program, the SBA makes funds available to nonprofit intermediaries that, in turn, make the loans directly to entrepreneurs. For more information on the MicroLoan program and MCE services, call them at (410) 546-1900 or (866) MARY-CAP.