



U.S. Small Business Administration

SEATTLE DISTRICT OFFICE

Issue 6

SBA REPORTER

A Quarterly Update for Western Washington's
Small Business Community

March 2003

**A message from
Bob Meredith,
SBA Seattle
District Director**



This year we celebrate SBA's golden anniversary! For 50 years SBA has recognized the valuable contributions of small business men and women to the overall economy.

In this issue we highlight our 2003 Western Washington Small Business Person and Advocate Award winners; let you know about the Tacoma Business Assistance Center; tell you about the Washington State Office of Minority and Women's Business Enterprise; update you on the Military Reservist Economic Injury Disaster Loan program; include information about the upcoming *Write it! Say it! Market it!* workshops offered in our Business Enterprise Center; describe our upcoming SBA international trade events; give excerpts of a success story about Emerald Pharmaceuticals in Redmond that received assistance from SBIC; and more!

The Seattle District Office continues with plans for the second annual Gala which will take place May 29, 2003 at the Bell Harbor Conference Center where we will honor our small business winners.

The SBA Seattle District Office Annual Report for 2002 is now available on our website at on <http://www.sba.gov/wa/seattle/index2.html>. The numbers help illustrate the impact this office had in 2002 on the local business community.

**Write It!
Say it!
Market It!**

Do you wish you could write faster with better results? Do you want to learn how to deliver a brief but powerful verbal message? Are you unsure which marketing tools will grab your prospect's attention? If so, the following workshops cosponsored by the SBA and Greater Seattle Chamber of Commerce are for you!

Write it! – March 21 – Presented by Dr. Julie Miller, founder and president of Business Writing That Counts™

Say it! – April 4 – Presented by Lorraine Howell, founder of Media Skills Training

Market it! – April 18 – Presented by Nancy J. Wagner, founder of Cut to the Chase Marketing™

SBA Business Enterprise Center
Park Place - 1200 Sixth Avenue, Suite 1700
(corner of Sixth and University in downtown Seattle)
8:00 a.m. to Noon

Each session is \$40 in advance, or \$50 at the door. All three sessions are offered for \$100. Register for this event online at www.seattlechamber.com/events. For more information, call Larry Pike at 206-389-7215.

**Alliance 2003-
Opportunities
for Small
Business**



Alliance 2003 is the fifth annual procurement training conference & trade show for small business. The Conference is an excellent opportunity for small businesses to market their skills and products and to develop partnerships with government agencies and prime contractors. Training sessions will provide current information on emerging new standards and technologies and the tools to bid and contract successfully. The SBA is one of many participating federal agencies and exhibitors.

Thursday, March 13 (7:00 a.m. – 2:30 p.m.)
Meydenbauer Center
11100 NE 6th St.
Bellevue, WA 98004

For more information, call 360-981-2701 or e-mail donnak@ectag.org. Register online at <http://www.ectag.org/alliance2003>. \$85.00, lunch included.

**Featured
Company:
Emerald
Pharmaceuticals**

Throughout the United States Emerald Pharmaceuticals in Redmond, Washington can accurately be described as an unusual business. What gives it this distinction and what does it do? It provides chemical outsourcing services for the pharmaceutical, veterinary, nutraceutical, and fine chemical industries. It is one of three such companies on the West Coast, one of six west of the Mississippi, one of 50 in North America, and one of 700 throughout the world. It is also a prime example of a successful small business that received financing through SBA's Small Business Investment Company program.

Emerald Pharmaceuticals was formed in July 2001 when it purchased the pharmaceutical manufacturing assets of ProCyte Corporation and hired several key management and operations personnel. Emerald's management team reads like a who's-who in the pharmaceutical and biotechnology fields. At its head is Michael Maloney who serves as President and CEO of Emerald. He has 26 years of experience in Food and Drug Administration-regulated medical products. Its COO, Robert Mackey, has more than 29 years of experience directing FDA and European regulated operations in multiple facilities for therapeutic, diagnostic, medical device and genomic products.

Emerald specializes in outsourcing services, including early stage process development and scale-up of active pharmaceutical ingredients (API) and intermediaries, as well as small-scale commercial production. Approximately 400 companies in the United States find these services vital to their success. As defined by the Food and Drug Administration, scale-up refers to higher quality and higher quantity. Small commercial scale production is defined as less than five metric tons.

Click on <http://www.sba.gov/wa/seattle/index2.html> and scroll down to the Success Stories section to read the rest of the story.

**Military
Reservist
Economic Injury
Disaster Loan
Program
(MREIDL)**

The Military Reservist Economic Injury Disaster Loan program (MREIDL) is designed to provide funds to eligible small businesses to meet ordinary and necessary operating expenses that could have been met but for an essential employee being "called-up" to active duty as a military reservist. These loans are not meant to cover lost income or lost profits and cannot be used to take the place of regular commercial debt, to refinance long-term debt or to expand a business.

Filing period for small businesses to apply for economic injury loan assistance begins on the date the essential employee is ordered to active duty and ends 90 days after the essential employee is discharged or released from active duty. For more information or to obtain an MREIDL application, check out the website at <http://www.sba.gov/disaster/mreidlall.html> or contact the SBA Disaster Area 4 Office in Sacramento, California. The Sacramento office serves Alaska, American Samoa, Arizona, California, Commonwealth of the Northern Mariana Islands, Federated States of Micronesia, Guam, Hawaii, Idaho, Nevada, Oregon, Republic of the Marshall Islands and Washington.

	<p style="text-align: center;">Small Business Administration Disaster Area 4 Office P.O. Box 13795 Sacramento, CA 95853-4795 1-800-488-5323 (916) 566-7240</p>
<p>Thank You!</p>	<p>A big thank you to the scores of resource partners who attended the Seattle District Office's special gathering on January 30 in the Business Enterprise Center. It was a wonderful opportunity to meet and talk about our mutual interest in helping the small business community in Western Washington. Attendees included SCORE counselors; counselors from Small Business Development Centers; representatives from the Women's Business Centers, Washington CASH; the Procurement Technical Assistance Center; IRS; Washington State Office of Minority and Women's Business Enterprise; the U.S. Export Assistance Center; Washington State Department of Revenue; Highline Community College; Tacoma Business Assistance Center; Auburn Business Resource Center; Washington State Office of Trade and Economic Development, and more.</p>
<p>Washington State Office of Minority & Women's Business Enterprises</p>	<p>The Washington State Office of Minority and Women's Business Enterprises creates and sustains an equitable business environment in public contracting and procurement. It promotes the participation of businesses owned and controlled by minorities, women and others who are socially and economically disadvantaged. OMWBE offers a certification program which provides contracting preferences in state and other local procurement opportunities. OMWBE has offices at SBA locations in Seattle and Tacoma and holds workshops in these and other locations.</p> <p style="text-align: center;"><u>Certification Workshops</u> Seattle, 3rd Tuesday and 2nd Thursday of each month <u>Selling to the Government Seminar</u> Seattle, April 1, June 3, August 5, October 7 <u>Marketing for Small Businesses</u>, Tacoma, March 26 & October 29</p> <p>Nila Wiese is at the Seattle SBA Business Information Center daily assisting clients seeking state certification as woman- or minority-owned business enterprises. You can reach her by phone at 206-553-7356; toll free at 1-866-208-1064, or by e-mail at nilaw@omwbe.wa.gov.</p>
<p>WSA's 11th Annual Investment Forum</p> 	<p>WSA is looking for companies from all tech sectors to present their business plans to an audience of local and national investors. Companies selected to participate will also have an opportunity to be coached by a team from the Investment Forum selection committee. Apply now to present at the WSA's 11th Annual Investment Forum on June 5, 2003. Click here for event information and an application to present at the WSA's 11th Annual Investment Forum on June 5, 2003. Applications are due April 1, 2003. There is no fee to apply. Companies selected to present at the forum pay a fee of \$700 for WSA member companies and \$900 for non-member companies.</p> <p style="text-align: center;">PRE-EVENT RECEPTION Wednesday, June 4, 2003 Grand Hyatt Seattle 5:30 - 7:00 p.m.</p> <p style="text-align: center;">INVESTMENT FORUM Thursday, June 5, 2003 Bell Harbor International Conference Center 8:00 a.m. - 3:00 p.m.</p>
<p>Tacoma Business Assistance Center</p>	<p>To better serve entrepreneurs in the South Sound, the SBA provides a business resource center in Tacoma. The Tacoma Business Assistance Center is housed at Bates Technical College, 1101 South Yakima Avenue, Room M-123, in Tacoma. Onsite and ready to assist you are Sharon Barber, Assistant District Director for the Center; David Young, Washington State University Small Business Development Center counselor; and several SCORE counselors.</p>

	<p>The Center offers:</p> <ul style="list-style-type: none"> - Computer Lab - Reference Library - Legal Counseling (9:00 a.m.- noon on the 1st, 3rd, & 4th Mondays of each month) - Financial Eligibility Assistance (9:00 a.m. to noon every Friday) - Federal Tax Counseling (9:00 a.m. to 3:00 p.m. on the second Monday of each month) - Business Plan Review Program (9:00 a.m. to 4:00 p.m. every Tuesday, Wednesday, & Thursday, conducted by SCORE. <p>Other services offered by appointment or request include exporting assistance; government contracting; IRS programs; workshops for veterans; programs for women, such as WNET; and OMWBE.</p> <p>The Center is open from 9:00 a.m. to 4:30 p.m. Monday through Friday. For more information call 253-680-7770, or click on http://www.bates.ctc.edu/tbc/score/tacsba.htm.</p>
<p>Online Employee Identification Number Application</p>	<p>Small businesses could save hundreds of millions of dollars by using a new Internet-based system that allows them to register businesses at the state level and apply for and receive their Federal Employer Identification Number at the same time. The new application can be found at http://businesslaw.gov/template.cfm?catid=10044, by clicking on <i>Integrated State Register & Federal EIN Application</i>.</p> <p>SBA and the IRS co-developed this new service through a contract with EzGov, a major e-government technology provider. The SBA online application will streamline the state and federal application processes by automating the exchange of applicant data between states and the federal government. Users can input the necessary information for both state and federal applications without having to complete separate forms. Georgia and Illinois are the first states participating, and other states are expected to join soon.</p>
<p>How to Finance Your Exports</p> <p>Export Financing for Small Business</p> <p>Sell to the World?</p>	<p>Pru Balatero, SBA International Trade Specialist, has several upcoming events for small business owners who want to export.</p> <p>March 12: Pru will be guest speaker at the <i>How to Finance Your Exports</i> seminar, sponsored by General Bank. Pru will talk about increasing exports sales using government guarantee export finance programs; mitigating payment risks; using letters of credit discounting and item-in-transit financing; and how to export to Taiwan and other Asian countries more efficiently. RSVP to Cindy Lu, 425-656-0278 or cindylu@generalbank.com. Free admission.</p> <p style="text-align: center;">Imperial Garden Seafood Restaurant 18230 E. Valley Highway, Suite 126 Kent, WA 3:30 – 5:30 p.m.</p> <p>March 25: Bring a lunch and learn about three SBA loan programs available for small businesses planning to export goods overseas. To reserve a space at this seminar, visit www.seattleccd.com or e-mail classes.wbc@seattleccd.com, or call 206-325-9458, ext. 100.</p> <p style="text-align: center;">1437 South Jackson Street (at the corner of S. Jackson and 16th Avenue) Seattle, WA</p> <p>April 17 and April 29: Learn about the basics of exporting and meet professionals who can assist you in the exporting process. Two-part seminar for minority and women-owned</p>

<p>You Can Do It!</p>	<p>business owners. Features speakers from the U.S. Export Assistance Center, Commercial Service of the US Department of Commerce, Small Business Administration, Small Business Development Center, District Export Council, Export Finance Assistance Center of Washington, and the Office of Trade and Economic Development.</p> <p style="text-align: center;">Business Enterprise Center Park Place Building 1200 Sixth Avenue, Suite 1700 (corner of Sixth and University in downtown Seattle) 8:30 a.m. to 1:30 p.m.</p> <p>\$15 for pre-registered guests; \$20 at the door for both sessions. Lunch included. To preregister, call September Secrist at 206-553-5615 x24 by Monday, April 14th. Send checks by mail and make them payable to Washington District Export Council. Mail to U.S. Export Assistance Center, 2601 – 4th Avenue, Suite 320, Seattle, WA 98121.</p>
<p>Business Outreach Workshops</p>	<p>The Washington State Department of Revenue’s New Business Outreach Program helps businesses understand how to report state taxes. Revenue staff members explain excise taxes, tax reporting classifications, deductions, sales tax collection, record keeping requirements, and more. Attendees are welcome to ask questions. Attendees receive a workbook which answers frequently asked questions, and copies of Department of Revenue rules and regulations are available. Workshop dates for 2003 are: <i>March 4, May 6, July 1, September 2, and November 4.</i></p> <p style="text-align: center;">Business Enterprise Center Park Place Building 1200 Sixth Avenue, Suite 1700 (corner of Sixth and University in downtown Seattle) 10:00 a.m. to noon</p> <p>Preregistration is required; call 206-956-3002 to preregister.</p>
<p>SBA’s Small Business Award Gala – a BIG night for small business</p>	<p>The Seattle District Office is holding its second annual celebration to honor Small Business Person of the Year and Small Business Advocate winners. For more information, contact Carol Andersen at 206-553-7315 or carol.andersen@sba.gov.</p> <p style="text-align: center;">Thursday, May 29, 2003 (6:00 – 8:30 p.m.) Bell Harbor International Conference Center Pier 66, Seattle</p> <p style="text-align: center;">Honorees:</p> <p style="text-align: center;">Small Business Person of the Year Western Washington winner LARRY WICKKISER AIRPORTER SHUTTLE/BELLAIR CHARTERS BELLINGHAM</p> <p style="text-align: center;">Financial Services Advocate of the Year Western Washington winner JANIE E. SACCO, KEYBANK TACOMA</p> <p style="text-align: center;">Home-Based Business of the Year Western Washington and Region X winner KATHY GILMAN, WASHINGTON CASH SEATTLE</p>

**Research Advocate of the Year
Western Washington winner**
KENNETH D. WALTERS, UNIVERSITY OF WASHINGTON
BOTHELL CAMPUS

**Small Business Journalist of the Year
Western Washington and Region X winner**
CLAYTON PARK, KING COUNTY JOURNAL
BELLEVUE

**Veteran Small Business Advocate of the Year
Western Washington and Region X winner**
EDDIE EBEL, SALMON COMPUTERS
BELLEVUE

**Women In Business Advocate of the Year
Western Washington winner**
AMY L. STANTON, THE ALARIS GROUP LLC
SEATTLE

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For the latest on SBA's programs and services, go to Seattle District Office's homepage:
www.sba.gov/wa/seattle