

In this Issue:

Loan Report 1

*Local Entrepreneurs
 Graduate from SBA's e200
 Initiative 2*

*National Small Business
 Week 2012: New Website
 and Call for Nominations 2*

*SBA Sees Lending in the
 Northern 28 Counties of
 Ohio Return to Pre-Recession
 Levels 3*

*Veterans take advantage of
 the first of a series of small
 business workshops focused on
 their needs 3*



Your Small Business Resource

Follow us at:



LOAN REPORT AS OF OCTOBER 31, 2011

7(a) and 504 Loans Combined

Bank	Number Approvals	Dollars (In Thousands)
Huntington National Bank	68	\$12,587
JPMorgan Chase Bank	11	\$2,690
KeyBank	11	\$4,523
FirstMerit Bank	4	\$797
Charter One Bank/RBS Citizens	3	\$250
Lorain National Bank	3	\$1,367

504 Loans

Bank	Number 504 Approvals
JPMorgan Chase Bank	4
Huntington National Bank	2
Citizens National	1
Cortland Banks	1
Fifth Third Bank	1
Westfield Bank	1

CDC	Number 504 Approvals	Dollars (In Thousands)
Cascade Capital Corp.	5	\$2,078
Growth Capital Corp.	4	\$1,506
Ohio Statewide	1	\$1,230

Local Entrepreneurs Graduate from SBA's e200 Initiative

YOUNGSTOWN – The U.S. Small Business Administration (SBA) honored the 13 participating companies in its Emerging 200 Initiative (e200) at a graduation ceremony in Youngstown on November 1st.

The intense program, which provided more than 40 hours of advanced management training, was a collaboration of the SBA Cleveland District Office, the City of Youngstown Department of Economic Development and the Ohio Small Business Development Center (SBDC) at Youngstown State University.

The e200 initiative focused on small companies in Youngstown's inner city and surrounding areas that have the potential for rapid expansion and job creation. Firms had to have an operational track record of three years or more to gain entrance into e200:



(left to right) SBA Region V Administrator Marianne Markowitz; students Robert A. Hill; Ron Nanosky; Instructor Rick Stratton; students Shanti Subramanyam; George McDonnell; Dawn Ochman; Traci Miller; Brandon Lamoncha; Steve Sava; Lisa Kleinhandler; George Ogletree; Brian Pritchard; Joe Crogran; SBA Cleveland District Director Gil Goldberg

The e200 graduating companies were:

A to Z Drain Services, LLC

American Maintenance Services

Canfield Computers

Color Embroidery

Crogran Plumbing and Heating

Dawn Incorporated

Empyra.com, Inc.

Hudson Fasteners

Humtown Products

Industrial Machining and Design

PTNE Telecom

The Agent Insurance Services

Treeman Industries

Youngstown was one of 27 e200 participating cities nationwide. Others included Albuquerque, Atlanta, Baltimore, Boston, Chicago, Dallas, Denver, Des Moines, Detroit, Farmington (NM), Fresno, Helena, Honolulu, Jacksonville, Memphis, Milwaukee, Minneapolis, New Orleans, Philadelphia, Phoenix, Portland, Santa Ana, Seattle, St. Louis, Syracuse, and Tulsa.

National Small Business Week 2012: New Website and Call for Nominations

National Small Business Week 2012, happening May 20-26 at the Mandarin Oriental Hotel in Washington, DC, has a new Website where you can find information about events, speakers, locations and sponsors. Visit: www.NationalSmallBusinessWeek.com.

To help honor outstanding entrepreneurs and small business owners, SBA encourages organizations and individuals to submit nominations for a variety of small business awards. For more information on the nominating process, visit the Website or see the [nominating guidelines](#).

SBA Sees Lending in the Northern 28 Counties of Ohio Return to Pre-Recession Levels

District Reaches Historic High for SBA Loan Dollars in Northern Ohio

CLEVELAND - Gil Goldberg, District Director of the U.S. Small Business Administration's Cleveland District Office, reports that his office guaranteed 1,434 small business loans, supporting over \$452 million in small business lending, during its recently completed Fiscal Year 2011. This represents a significant increase over its prior fiscal year. The number of loans approved returned the district to pre-recession levels. The dollars of loans approved represent an all time record for the district.

The totals for FY2011 include 1,319 loans for \$298.8 million under the agency's largest loan program, the 7(a) General Business Loan program, and 115 loans for a total approval of \$64.8 million, supporting \$154.1 million in small business lending under the 504 Certified Development Company loan program. The "supported" amount for 504 loans includes the SBA share and third party loans that are made by commercial lenders as part of the funding package.

The number of 7(a) and 504 business loans guaranteed by the Cleveland District Office, which covers 28 Northern Ohio counties, was up 37% compared to FY2010. Loan dollars were up 66%. The increase in loans was broad based and occurred in every major economic segment, including manufacturing, transportation, healthcare, and the general service sector.

"These loan numbers are a clear indicator that the district has returned to assisting the small business community in a powerful manner," stated Mr. Goldberg. "This is evident by the fact that the district's increase in the number of borrowers helped in FY2011 over FY2010 was the highest in the Agency's Great Lakes Midwest Region." The region covers SBA offices in the states of Minnesota, Wisconsin, Illinois, Indiana, Michigan and Ohio.

Veterans take advantage of the first of a series of small business workshops focused on their needs

Growing Opportunities for Veterans & Aspiring Entrepreneurs, the first in a series of Veteran-focused small business events throughout Northern Ohio, took place at Corporate College East on November 16. The event was an educational forum for Veterans and active members of the military, Guard, Reserve and their families who are either currently in business or considering entrepreneurship.



(From left) John Renner, SBA Manager, Government Contracting and Business Development; Rick Dechant, Director of Business Programs and Services at Cuyaboga Community College; and Caryn Candinsky, staff member for Senator Rob Portman.



SBA's Business Opportunity Specialist Sonya Wagasky discusses SBA Veterans and Federal contracting programs with an attendee.

Forty-two individuals took advantage of the morning long forum which was coordinated by the Small Business Administration's Cleveland District Office and the Ohio Procurement Technical Assistance Centers. Subjects presented were Federal Contractor Certification (FCC) training, Veteran-focused certifications available, Federal and State government contracting, and business financing. The Veterans Administration and a representative from the Ohio Department of Jobs & Family Services were also on hand to provide Veterans with a benefits update. Similar programs are in the planning stages for Toledo, Painesville, Norwalk, Lorain and Canton.