

SBA SPOTLIGHT

October, 2011

INSIDE THIS ISSUE:

<i>Vermont to Receive \$363,768 STEP Grant for Trade and Export Promotion</i>	1
<i>Nominate Your Choice for 2012 Small Business Awards</i>	1
<i>Disaster Assistance Deadlines Related to Tropical Storm Irene</i>	2
<i>NCIC Receives VT's First Community Advantage Pilot Loan Program</i>	3
<i>2011 VT Small Business Resource Guides</i>	3
<i>SBA FY 2011 Loan Volume by Bank</i>	4
<i>Attached: 2012 Small Business Award Nomination Form</i>	

Helping small businesses **start, grow** and **succeed.**



Your Small Business Resource

Vermont to Receive \$363,768 STEP Grant for Trade and Export Promotion

The U.S. Small Business Administration is providing \$30 million in grants to states, territories, and the District of Columbia to help increase exporting by small businesses during the next 12 months. The grants were authorized by the Small Business Jobs Act of 2010, under the State Trade and Export Promotion Program (STEP).

Vermont will receive a grant of \$363,768, which will be administered by the Vermont Global Trade Partnership, under the Agency of Commerce and Community Development, in collaboration with

the U.S. Commercial Service Montpelier Export Assistance Center and the Vermont Chamber of Commerce.

Vermont business specializing in aeronautics/aerospace, hospitality/tourism and specialty foods will be eligible to receive financial assistance to help cover participation in projects planned under the STEP grant, including foreign trade missions, foreign market sales trips, payment of website foreign language translation fees, design of international marketing media, trade show exhibition expenses and participation in

export and trade finance training workshops.

The STEP program, launched in March, aligns with President Obama's National Export Initiative. The President's initiative calls for doubling U.S. exports in five years — and in so doing, supporting two million jobs. The program provides federal government funding for 65 to 75 percent of program costs, with states supplying the remainder.

SBA Administrator Karen Mills announced the awards on

(Continued on page 2)

NOMINATE YOUR CHOICE FOR 2012 SMALL BUSINESS AWARDS — NOMINATIONS DUE NOVEMBER 10, 2011

The SBA Vermont District Office is seeking nominations for the 2012 Small Business Awards.

Awards include:

- Small Business Person of the Year
- Small Business Exporter of the Year
- Entrepreneur of the Year
- Entrepreneurial Success
- Jeffrey Butland Family-Owned Small Business
- Vermont Micro-Enterprise

- Financial Services Champion
- Veterans Small Business Champion
- Minority Small Business Champion
- Women in Business Champion
- Phoenix Award for Small Business Disaster Recovery
- Phoenix Award for Outstanding Contributions to Disaster Recovery

For eligibility guidelines and a

nomination form, see the attached 2012 Small Business Awards Nomination form or go to [FORM](#) under "What's New."

All nominations must be mailed to the U.S. Small Business Administration, P.O. Box 605, Montpelier, VT 05601-0605 or faxed to 802-828-4485.

"Small business awards offer us a great opportunity

(Continued on page 3)

“The funding will support participation in foreign trade missions, foreign market sales trips, subscriptions to services provided by the Department of Commerce, website translation fees . . .”



Beverly Sutton, SBA Office of Disaster Assistance, and Jeanne Hulit, SBA New England Regional Administrator at a Vermont Disaster Recovery Center.

Vermont to Receive \$363,768 STEP Grant

(Continued from page 1)

September 27, 2011 at an event in Raleigh, NC. at Raleigh Denim, a small business that produces and exports denim products. Forty-seven states, the District of Columbia, Puerto Rico, Guam, the Northern Mariana Islands, and the Virgin Islands received STEP grants.

“Strengthening the nation’s economy through a substantial increase of U.S. exports is a top priority for the Administration and the agency,” said Mills. “This is a unique partnership between the federal govern-

ment and the states. Sharing responsibilities and resources will help new small exporters across the country enter and succeed in the global market.”

The funding will support participation in foreign trade missions, foreign market sales trips, subscriptions to services provided by the Department of Commerce, website translation fees, design of international marketing media, trade show exhibitions, participation in training workshops, and other critical export initiatives.

Small businesses that want to receive assistance under the STEP program should contact the organizations serving the states in which they are located. For a list of these organizations and more information about the STEP program, click on [STEP](#).

The SBA anticipates it will conduct a new competition for STEP program grants during the winter of 2011. Awards will be made in September 2012 for export support services over the following 12 months.

DISASTER ASSISTANCE DEADLINES RELATED TO TROPICAL STORM IRENE by Carl Sherrill, SBA Office of Disaster Assistance

It has been a record year for Vermont disaster declarations with two Presidential Declarations in the spring, followed by the declaration for Tropical Storm Irene. By September 9th, every county in Vermont had been included in a Presidential Declaration, which triggered assistance for individuals, businesses and non-profit organizations.

SBA Disaster Assistance personnel are working closely with the SBA Vermont District Office staff, the VtSBDC and others to ensure everyone affected by these storms receives all the assistance available to them. If you have questions, please call the SBA Customer Service Center at 1-800-659-2955.

Important deadlines:

- Deadline for **individuals, including business owners, who have lost wages and/or income** due to Tropical Storm Irene to apply through the Vermont

Department of Labor for Disaster Unemployment: Oct. 7th. Claims can be initiated by calling 1-877-214-3330. Further information: www.labor.vermont.gov

- Deadline for **Municipalities and Private Non-Profits that provide services of a governmental nature** to submit their Request for Public Assistance to repair infrastructure: Oct. 17th (extended from original deadline of Oct. 1). Any Municipality or Private Non-Profit can contact either Alec Portalupi at 802-828-3889, or email: alec.portalupi@state.vt.us, or Gary Schelley at 802-828-0425, or email: gary.schelley@state.vt.us. RPA forms can be faxed to 802-828-2848.
- Deadline for **individuals and small businesses who suffered physical loss** from Tropical Storm Irene to register with FEMA: Oct. 31st. Registration can be completed over

the phone by calling 1-800-621-3362 (1-800-621-FEMA) or at www.disasterassistance.gov. Registering will trigger receipt of a Small Business Disaster Loan Application for most registrants.

- Deadline for **individuals, businesses of all sizes and non-profits who suffered physical damage** to submit their completed SBA Disaster Loan Application: Oct. 31st. Anyone needing an application or assistance with completing their application can call 1-800-659-2955, visit one of the Recovery Centers, or submit an application on-line at <https://disasterloan.sba.gov/ela>. Any business or private non-profit that suffered physical damage will also be considered for economic injury.

NCIC Receives Vermont's First Community Advantage Pilot Loan Program

The Northern Community Investment Corporation (NCIC) of St. Johnsbury has been approved as Vermont's first Community Advantage participating lender. The Community Advantage pilot loan program expands the number of lenders authorized to process loans guaranteed by SBA.

Loans approved under Community Advantage have a ceiling of \$250,000 and are geared toward assisting businesses in underserved communities. In addition to lending through the Community Advantage pilot program, NCIC will also provide technical assistance to help make their borrowers successful.

2011 VERMONT SMALL BUSINESS RESOURCE GUIDES

The SBA Vermont District Office still has a small surplus of 2011 Vermont Business Resource Guides. Available upon request and free of charge, this valuable tool provides information on:

- Resources to help entrepreneurs start their business.
- Regulations concerning small business ownership.
- Business counseling programs.
- Marketing and business planning advice.
- Information on financing to start or grow your business.
- Government contracting.
- Disaster assistance programs.

To request just one or a box of 100, call the SBA Vermont District Office at 802-828-4422.

NOMINATE YOUR CHOICE FOR SMALL BUSINESS AWARDS—NOMINATIONS DUE BY NOVEMBER 10, 2011

(Continued from page 1)

to acknowledge Vermont's entrepreneurs and small business champions," said Darcy Carter, SBA Vermont District Director. "If you'd like to salute an outstanding small business owner or champion, we encourage you to nominate them for one of these awards."

The Vermont Small Business Person of the Year will attend the national Small Business Week celebration in Washington, D.C. to compete for the national award.

Award winner in other categories will go on to compete at

the regional and, if eligible, the national level. All winners will be locally honored at the 2012 Business Award celebration in Vermont.

The 2011 award celebration was a rare and extraordinary event because two of Vermont's winners competed for and won the national award for their category: National Small Business Person of the Year Rick Cochran, President/CEO, MMIC, St. Johnsbury, and National Financial Services Champion Cairn Cross, Fresh Tracks Capital, L.P., Shelburne.

Please take a moment to consider. Do you know someone,

either a small business owner or a business champion, whose work merits recognition? If so, please send us your nomination!

Whether or not we again have a national winner in 2012, the state and regional awards are an outstanding tribute to the hardworking members of Vermont's business community.

If you have questions concerning the 2012 Small Business Awards, please call the SBA Vermont District Office at 802-828-4422.

"The 2011 award celebration was a rare and extraordinary event because two of Vermont's winners competed for and won the national award for their category . . ."

SBA Loan Clinics!

The SBA continues to offer a monthly loan clinic to guide business owners through the process of preparing for a business loan.

The Clinic takes place via conference call on the 1st Tuesday of each month from 9-10 a.m. or 12 noon-1 p.m.

To access the call, dial toll-free: 1-866-740-1260 and view online at: www.ready.talk.com, using access code 3015001#.

Vermont District Office Staff

Darcy Carter

District Director

Vallerie Morse

Deputy District Director

Bernie Villemaire

Lead Lender Relations Specialist

Kathy Andrus

Economic Development Specialist

Al Hall

Economic Development Specialist

Kate Herrington

Public Affairs Specialist

Joan Hudson

Economic Development Specialist

Susan Mazza

Lender Relations Specialist

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA FY 2011

Vermont 7(a) Loan Volume by Bank

October 1, 2010 — September 30, 2011

Peoples United Bank	60	\$	13,587,900
Community National Bank	25		6,278,800
Vermont Federal Credit Union	22		3,166,700
National Bank of Middlebury	18		2,154,500
Passumpsic Saving Bank	17		979,400
TD Bank	13		2,017,400
North Country Federal Credit Union	13		634,300
Heritage Family Federal Credit Union	11		1,115,200
Vermont State Employees Credit Union	10		2,059,300
Merchants Bank	10		1,693,600
Union Bank	9		941,200
KeyBank National	9		782,000
Lake Sunapee Bank	8		4,917,000
Peoples Trust Co-St Albans	8		419,100
Bank of Bennington	7		613,900
Berkshire Bank	6		902,000
Connecticut River Bank National	5		702,000
Citizens Bank	5		277,500
Opportunities Credit Union	5		157,500
Woodsville Guaranty Bank	4		1,309,000
First Colebrook Bank	3		111,000
Live Oak Banking	2		1,400,000
U.S. Bank National Association	2		939,300
Ledyard National Bank	2		900,000
Randolph National Bank	2		320,000
NBT National	2		250,000
First Niagara Bank National Association	2		140,000
Greenfield Savings Bank	2		120,000
Bank of Las Vegas	1		1,200,000
CIT Bank	1		609,000
Brattleboro Savings & Loan	1		50,000
Hoosac Bank	1		40,000
TOTAL	286		50,787,600