

REGION VI NEWS

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December 2011

Regional Success Story El Paso District

SBA programs help small business

Julio's Café Corona—A Restaurant Tale of Two Countries with SBA Transitional Support

Julio's Café Corona was founded over 60 years ago in Juarez, Mexico by Julio and Lupita Ramirez. In early 1980, they entered into the U.S. market opening a location in El Paso, Texas offering their authentic Mexican cuisine. In 1985, their daughter Maria Orantia continued the tradition her parents had started by offering their own blend of original family traditional recipes.

In 2009, Maria brought her son and daughter into the business and during this time is when the turned to the U.S. Small Business Administration (SBA) for support. Maria's son Francisco and her daughter Ana had been enrolled in small business management workshops offered by one of SBA business partners, the Small Business Development Center (SBDC) of the El Paso Community College. They learned about the SBA 504 loan for land, building and equipment and sought the guidance of their SBDC business development specialist on the business plan.

They were able to secure the two SBA 504 loans through the locally owned Bank of the West for a total loan amount of \$2,071,560. They opened their first restaurant in 2010 and the second restaurant the following year. Three generations have passed, and Julio's Café Corona still grows strong. Over 60 years after Maria Orantia parents opened their first restaurant, the Orantia family is at the helm of the operation of two new restaurants that employ a total of 105 employees.

Message from Regional Administrator

Yolanda Garcia Olivarez



2012 Presents a New Opportunity to Own Your Own Business

With a new year on the horizon, it's a perfect time to dream about the future and set new goals and resolutions. If your plans include starting a new business, the best place to start is with the SBA.

The SBA has an office in every state, and we have lenders, counselors, and other partners who work in thousands of communities across the U.S. With their help, we have been knocking down obstacles for entrepreneurs and small business owners for nearly 60 years.

In fact, for the fiscal year that just ended, we helped provide 6,308 loans to small businesses in Region VI covering Arkansas, Louisiana, Texas, New Mexico and Oklahoma. Nationwide, we had our biggest year ever.

Generally, we can help in two big ways.

First, if you're someone who has a few ideas down on paper and you need someone who can help you formulate a business plan, the SBA or one of our "resource partners" is a great place to start. You can find local help by going to www.sba.gov/direct and typing in your zip code.

For example, you can often find our Small Business Development Centers at local colleges. Also, check out www.SCORE.org, a volunteer organization with more than 350 chapters and more than 10,000 mentors, many of whom have "been there and done that" when it comes to starting a business.

The best part is that these folks can often help you for free.

The second situation where SBA and our partners can help is if you're already a small business owner.

Many small business owners have come to us over the past two years, looking for ways to reinvent their business and grow in the face of tough economic times. Whether it's getting an SBA loan, winning your first federal contract, or learning the ins-and-outs of exporting, the SBA and our partners can get you the information and the local connections you need.

Why is all of this so important?

Economists agree that small businesses are a big part of the solution to getting our economy moving again and to creating jobs that we lost in the recession. The President and Congress have used – and continue to use – the SBA and other federal agencies to help you get the tools you need to succeed.

In particular, the President is pushing for more tax relief for small businesses, especially those that are looking to buy more equipment or hire more workers. We need to make sure that small businesses have every possible incentive to help build on the growth that we're beginning to see in the economy.

I'm particularly proud of our efforts to help veterans, thousands of whom are returning from the wars in Iraq and Afghanistan. We're working to ensure that businesses have every incentive to hire veterans, and that veterans themselves can transform their skills and leadership into starting a new business of their own.

So, if you're thinking about starting or growing a business in 2012, you know where to go. There's no time like the present to have that first conversation with the SBA or one of our partners in your area. Have a Happy New Year.



U.S. Small Business Administration

District News and Announcements

Louisiana District Office

District announces new Deputy Director

Loretta Poree has been named Deputy District Director of the U.S. Small Business Administration (SBA) Louisiana District Office in New Orleans.

Poree will assist the District Director in managing the delivery of the SBA programs and services throughout Louisiana which include access to capital, counseling, business development and government contracting opportunities.



"Loretta consistently excels as a strong leader in support of Louisiana small business for more than 30 years," said Yolanda Garcia Olivarez, SBA Region VI Administrator. "Because of her hard work and expertise, she has surfaced to the top as a premier resource for those looking to pursue their entrepreneurial dreams in order to create jobs and boost the economy of the state."

"I am very proud of Loretta," Olivarez said. "Her hard work is having a positive impact on the state, and across the country. In recognition of her talent, Loretta was chosen to be a part of the White House's Strong Cities-Strong Communities Initiative to revitalize the American economy by strengthening local areas. I look forward to continued success from Loretta."

During her career with the SBA, Poree has served as District Public Information Officer, SCORE Liaison, Women's Business Ownership Representative, District Office Technical Representative for Women's Business Centers, Small Business Development Center Project Officer, Small Business Week Coordinator, Congressional and Legislative Affairs Liaison and District International Trade Officer.

"Loretta has been a valuable member of the Louisiana District Staff for years and her appointment is in large part recognition for the exemplary service she is already giving to the District's small business community," said Michael Ricks, Louisiana District Director. "This office has been without a Deputy Director for a number of years and her appointment will not only improve the quality of service we provide to the community, but also significantly improve the efficiency with which we deliver our services."

In 2007, Poree was asked to serve as the Executive Director of the Louisiana Minority

Business Opportunity Center (MBOC), a newly formed entity in the state with two offices, one in New Orleans and one in Baton Rouge. The center's objective was to partner with local, state, federal and private organizations to market and promote their programs and services and to enlist and engage support in helping to increase minority business enterprises.

Houston District Office

Regional Administrator updates lenders

SBA Regional Administrator Yolanda Olivarez (pictured below) attended the 2011 Houston Association of Government Guaranteed Lenders (HAGGL) Christmas Luncheon, held at the Sugar Land Marriott.

As special guest speaker, Regional Administrator Olivarez highlighted the American Jobs Act and recognized the local resource partners, SCORE, SBDC, and WBC, HAGGL and the Houston District Office for their valuable contributions to the local community and economy.

The successful event was attended by



200+ representatives from the small business and lending community. Houston District Director Manuel Gonzalez gave special recognition to JP Morgan Chase, Spirit of Texas Bank, Amegy Bank, Wells Fargo Bank, BBVA Compass, Plains State Bank, Integrity Bank, Westbound Bank, Independence Bank, and Members Choice Credit Union for being the ten most active local lenders in October 2011.

LRGV District Office

District recognizes lenders

The Valley's SBA office along with the Corpus Christi Branch office hosted Lender Appreciation Day events on December 6 and December 8, 2011. The events were from 10 a.m. to noon. District Director, Sylvia Zamponi presented award plaques and certificates to high performing lenders based on the SBA lending successes and participation in FY 2011. Branch Manager, Debbie Fernandez also presented plaques and certificates to lenders in the branch area. The venues were a way of thanking all lenders from throughout the South Texas district and Corpus Christi Coastal Bend service area for lending to small businesses.

Gracie Guillen, PIO was successful in obtaining a proclamation for the district event from Cameron County Judge, Carlos Cascos.

A representative of Judge Cascos' office read the proclamation to all present. Leticia Flores, Lower South Texas Region Representative,

Office of The Governor of The State of Texas, Rick Perry also read a letter of congratulations from the Governor's office. Monica Ledesma, Field Representative from Congressman Blake Farenthold's Corpus Christi office attended the Corpus Christi event. The events were well attended and guests enjoyed an opportunity to network with all SBA staff present.

Honored for their FY2011 participation with SBA were the lenders listed below:

Harlingen District Office

*BBVA Compass Bank – San Antonio, TX
Highest Volume of 7(a) loans in
Number of loans and by dollars*

*Accion Texas, Inc., - San Antonio, TX
High Volume CDC Lender*

*Lone Star National Bank – McAllen, Texas
High Volume Third Party Lender*

*JP Morgan Chase Bank – McAllen, Texas
TOP 5 High Volume Lenders*

*Wells Fargo Bank – McAllen, Texas
TOP 5 High Volume Lenders*

Corpus Christi Branch Office

*1st Community Bank -Corpus Christi, TX
Highest Volume of 7(a) Loans in
Number of loans & by dollars*

*Texas Certified Development Co., Inc. Austin, TX
High Volume CDC Lender*

*ValueBank Texas - Corpus Christi, TX
For Outstanding Support to Underserved Markets
Via Small Loan Advantage Program*

*American Bank, N.A. - Corpus Christi, TX
TOP 5 High Volume Lenders*

*Wells Fargo Bank - Corpus Christi, TX
TOP 5 High Volume Lenders*

*BBVA Compass Bank – Corpus Christi, TX
TOP 5 High Volume Lenders*

Lubbock District Office

The Top 20 Hispanics of 2011 are showcased in the January edition of the Latino Lubbock Magazine and one of our very own SBA employees, Josie Salinas (pictured below) has been named the 2011 Business Advocate.

Whether at work or on her own time, Josie Salinas has assisted small business owners with 8 (a) certifications and also provides counseling on all of SBA's programs and services. For 41 years, she has worked for U.S. Small Business Administration in Lubbock. She began her career in 1970 immediately following the historic Lubbock tornado. She strives to identify small business owners who qualify for programs and provides vital assistance to help small businesses grow and expand.



Regarding Josie Salinas' award, Christy Martinez-Garcia of Latino Lubbock Magazine stated that they receive nominations from various organizations who want to recognize the individuals that go beyond the call of duty to improve their communities and impact others. These people are true successes and true proponents of the entire Latino community. The Lubbock District Office is pleased to have Josie honored in this manner.

New Mexico District Office

SBA's 504 loan program

SBA's 504 loan provides long-term, fixed rate, subordinate mortgage financing for acquisition and/or renovation of capital assets including land, buildings and equipment. Refinancing may also be eligible. The 2010 Small Business Jobs Act authorized temporary 100% refinancing of eligible fixed assets for a limited time. These projects will be considered on a case-by-case. The goal of this incentive is to provide small businesses the opportunity to lock in long-term, stable financing, finance eligible business expenses and protect jobs.

504 loans are provided through the Certified Development Companies (CDC). CDC's work with banks and other lenders to make loans in the first position on reasonable terms. Businesses that receive 504 loans:

- Are small with a net worth under \$15 million; net profit after taxes under \$5 million or meet other size standards.
- organized for-profit.
- st passive, non-speculative, non-investment businesses are eligible.
- : maximum long-term loan includes the following (some with additional criteria):
- million for businesses that create or retain jobs or improve the local economy;
- million for businesses that meet specific public policy goals, including aiding veteran, women or minority-owned businesses, expanding exports or rural development and;
- 5 million for manufacturers and energy public policy projects.

Enchantment Land Certified Development Company is a non-profit organization with offices in Albuquerque and Las Cruces is licensed by the SBA to implement the 504 Program statewide. Two other CDC's, Mountain West Small Business Finance Certified Development Company of Salt Lake City and The Community Economic Development Company of Colorado/Small Business Finance Corporation in Colorado Springs, Colorado may also originate 504 loans in San Juan County New Mexico.

For more information on this program, please visit www.sba.gov/504.

San Antonio District Office

SBA Café Roundtable in San Antonio

SBA San Antonio District Office hosted the Women's SBA Café Roundtable on November 16, 2011 led by SBA Regional Administrator Yolanda Olivarez, Region VI and joined by Marjorie Petty, Regional Director of the Department of Health & Human Services (HHS). (Pictured below L-R: SBA San Antonio District Director Pam Sapia, SBA Regional Administrator Yolanda Olivarez, and HHS Regional Director Marjorie Petty.)



The roundtable created an environment of open communication between SBA and 8(a) women-owned small businesses to discuss the challenges faced by 8(a) firms owned and operated by women in regards of federal contracting opportunities and finding solutions.

Some of the challenges identified were bonding for small businesses, the current economy, the size of contracts offered in the 8 (a) Business Development Program, Human Resource issues and benefit costs, funding contracts, the "good ol'boy network" getting the first contract after approval as 8(a) certified firm and the impression that 8(a) firms are not qualified. Solutions identified for many of these challenges were to utilize SBA and its resource partners for assistance, work on relationship building, and shop around for quotes on bonding and insurance and employee benefits. Feedback from those in attendance was very positive.

The San Antonio district has 59 active 8(a) firms that are owned and operated by women. Women-owned 8(a) firms represent over one third of the 8(a) firms served by the San Antonio District Office.

Earlier in the day, the SBA office hosted a Veteran's Forum gathering leaders and directors of many local veterans groups and organizations. The purpose was to discuss issues and barriers that hinder outreach efforts to help veterans get the support they need and to educate the audience about SBA programs and services available for veterans entrepreneurs. Guest speakers were SBA Regional Administrator Yolanda Olivarez, and HHS Regional Director Marjorie Petty. The forum was a great success with a recommendation to continue working together to exchange ideas and develop plans to effectively serve our veterans communities.

Dallas/Fort Worth District Office

District welcomes new staff member

Nancy Alvarez, supervisor 8(a) Business Development, is the newest team member to join the Dallas Fort Worth District Office (DFWDO). After 7 years working with different departments for the U.S. Department of Defense, she joined the SBA North Florida District Office in 1997. As a business development specialist, she effectively managed an 8(a) portfolio of 75 firms. Her other duties, included ensuring and enforcing 8(a) Program compliance and providing information, counseling and training in all aspects of the 8(a) Program e.g. assistance in marketing, development and implementation of strategic techniques for contracting with the Federal government and prime contractors.

Nancy joined the DFWDO on September 11, 2011. "One of my priorities is to build a strong foundation for the DFWDO by fostering good communications and work etiquette with our federal procurement partners while aiding, assisting, and educating a highly qualified and capable pool of 8(a) contractors" said, Nancy Alvarez. Nancy can be reached by phone at 817-684-5529 or by email nancv.alvarez@sba.gov.

Oklahoma District Office

New program to assist entrepreneurs

A new SBA program is now available in Oklahoma. It's called the Small Business Teaming Pilot program. Under an SBA grant, LSI, Inc. (www.lsiwins.com) in Midwest City will implement the program to help small business grow and create jobs in Oklahoma.

LSI, Inc. will provide training, counseling and mentoring to help small businesses enter into teaming relationships and compete for larger federal contracts. Teaming may take the form of joint venture and mentor-protégé relationships. SBA interprets "larger procurements" as referring to federal procurement opportunities which exceed \$10,000,000.

LSI, Inc. was one of 11 grantees nationwide selected from hundreds of applications submitted. The company won the award based on their based on their organizational experience and capacity, project design, project management, collaboration and leveraging of resources and ability to reach special target markets.

Tim Jeffcoat, Oklahoma Deputy District Director will serve as the District Office Technical Representative (DOTR). He will be the primary point of contact and liaison to SBA resources for the grant award. Mr. Jeffcoat will also conduct programmatic reviews to ensure program compliance. Mr. Jeffcoat can be reached at (405) 609-8020 or timothy.jeffcoat@sba.gov. For more information on the program, visit www.sba.gov/teaming.

Region VI Loan Numbers

FY 2012—month ending 12/31/11

Amts. Rounded to nearest \$1,000

	#Loans	\$Approval
All Loans	1,252	\$ 497,948
7(a)/ARC	1,136	\$ 404,991
504	116	\$ 92,957

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News from Headquarters

SBA Accepting Nominations for Small Business Innovation Research Awards 2012 SBIR Tibbetts Awards and SBIR Hall of Fame Awards to be presented in April

The U.S. Small Business Administration is seeking nominations for awards honoring the critical economic role small businesses play in federally funded research and development through SBA's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

Three awards will be given, one for companies that have participated in the SBIR/STTR programs, one for individuals who advocate on behalf of the programs, and a third "Hall of Fame" award recognizing companies that have an extended period of extraordinary success of research, innovation, and product commercialization within the SBIR or STTR program.

The Tibbetts Awards are named after Roland Tibbetts, who was instrumental in developing SBIR, a highly competitive program to ensure small businesses get a chance to compete for federal research and development funding, along with the opportunities it provides to profit from commercialization of the technologies they develop.

The SBIR and STTR programs currently account for more than \$2.5 billion per year in federal R&D funds and are coordinated by the SBA in cooperation with 11 other federal agencies with large external research and development budgets.

The awards are presented to companies and individuals that are beacons of promise and models of excellence in high technology. Typical of past award winners are a Maine company that created a self-propelled and eco-friendly "AquaPod" for sustainable aqua-culture. A previous Hall of Fame award winner that won numerous SBIR grants – a major west coast chip manufacturer – started with a staff of 35 and has expanded to a global work force of 17,500.

Selections for Tibbetts Awards are based on several factors, including the economic impact of the technological innovation, overall business achievement and demonstration of effective collaborations.

Nominations for these awards opened December 15, 2011 and will close 5 PM EST on January 31, 2012. Awards will be presented in Washington, DC, in April, 2012. To submit a nomination, please visit tibbetts.challenge.gov

(Tibbetts Awards – companies and individuals) and sbirhof.challenge.gov (Hall of Fame Awards).