

## SBA Region 7 News



U.S. Small Business Administration

### Regional Retirements

Please join us to extend our best wishes to SBA employees in Region 7 who have retired or are planning to retire:

**Janet Allen**, Business Development Specialist, Omaha District Office, December 2010.

**Tom Harbison**, Deputy District Director, Des Moines District SBA Office, January 2011.

**Gary Cook**, District Director, Kansas City District SBA Office, February 2011.



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### Pat Brown-Dixon to Head Region 7

SBA Administrator Karen Mills recently announced the appointment of Pat Brown-Dixon as Region 7 SBA's new Regional Administrator. She joins the office February 14.



Pat previously worked for the U.S. General Services Administration (GSA) for more than 25 years, serving as Director of the Heartland Office of Small Business Utilization and has been transitioning from that position to the SBA. In that role, she managed the agency's efforts to support small businesses in the region.

She has spent her career working alongside the small businesses in the four-state region of Kansas, Nebraska, Missouri and Iowa, as well as across the country. She has won numerous awards for small business advocacy, including the SBA Kansas City District Office's 1995 Minority Business Advocate of the Year award.

She serves as the Chairperson of the Small Business Committee of the Greater Kansas City Federal Executive Board. In 1997, she was named as one of the 100 Most Influential African Americans in Kansas City. In 2007, she received the Excellence in Partnership Award from the Coalition of Government Procurement, and in 2009, was named Advocate of the Year by the Greater Kansas City Minority Enterprise Development Week Committee. Just recently she was selected as a 2011 Woman of Influence by the Kansas City Business Magazine. She has served on numerous civic committees.

Pat is widely known in the Kansas City small business arena as the host of the monthly Small Business Networking Breakfasts, which helps small business owners become acquainted with federal, state and local contract administrators and provide a forum for them to "pitch" their capabilities. Ms. Brown-Dixon has helped countless small businesses become contractors and sub-contractors for government projects.

Brown-Dixon has a Bachelor's Degree in Business and Education from Philander Smith College, in Little Rock, Ark., and a Master's Degree in Business Administration from Rockhurst University in Kansas City, Mo. She has one son.

**Editor's Note:** Requests for speaking engagements or one-on-one interviews with Ms. Brown-Dixon may be directed to June Teasley, Regional Communications Director, at (816) 426 4845 or by emailing [june.teasley@sba.gov](mailto:june.teasley@sba.gov). We welcome your inquiries!

## Iowa's Becky Greenwald named to Region 7's Small Business Advocate post

Region 7 SBA's second appointment within the month is Becky Greenwald as the new Regional Advocate. Greenwald will be the SBA Office of Advocacy's direct link to small business owners, state and local government agencies, state legislators, trade associations, and small business organizations.



**Becky Greenwald  
will work from the  
Iowa District Office.**

**To reach her, call:**

**515-339-4874**

She has worked in the agricultural sector in the Midwest for over twenty years. As a service manager with Pioneer Hi-Bred, one of the largest U.S. companies which produces hybrid seeds for agriculture.

Greenwald has a masters in business administration from Drake University and an bachelor of science from Iowa State University.

**NOTE:** Created by Congress in 1976, the Office of Advocacy of the U.S. Small Business Administration is an independent voice for small business within the federal government. Appointed by the President and confirmed by the U.S. Senate, the Chief Counsel for Advocacy directs the office, advancing the views, concerns, and interests of small business before Congress, the White House, federal agencies, federal courts, and state policy makers. Regional Advocates support the Chief Counsel's efforts.

### Did you know?...

...The new SBA Underserved Initiative will begin in March to provide new SBA loan products to lenders to serve rural and underserved communities? . See <http://ow.ly/3A4BJ> for more information on the initiative.

...Small Businesses get thirteen times more patents than large businesses? The United States Trade and Patent Office, as a Startup America initiative, will offer small businesses a new program, as a choice to speed up process patent and trademark process! More info at <http://ow.ly/3QsZj>.

...SBA's successful e200 Emerging Leaders program, will be coming to St. Louis and continuing in Des Moines! The nine-month training includes about 100 hours of class, work with experienced mentors, and connections with peers, city leaders, and financial communities. Local recruitment for 2011 will start in February at the SBA Iowa and St. Louis' district offices. Classes begin in April. Read more at: <http://ow.ly/3KGN>.

...An SBA Jobs Act-provided grant will add \$477,754 to the Iowa Small Business Development Center to establish an Office of International Trade in Des Moines to expand specialized counseling for technology commercialization at two host research institutions and hire a marketing expert? See: <http://ow.ly/3KGn6>.

...You have a small business regional representative at the U.S. General Services Administration? Go to [www.gsa.gov/smallbizsupport](http://www.gsa.gov/smallbizsupport) for a list of POC's ! You can also participate in GSA's new collaborative online site for acquisition and procurement experience. <http://interact.gsa.gov>.

...Small businesses will be the winners with a new regulatory executive order to federal agencies from the President! See how now at <http://ow.ly/3FYZp>. ...The FDIC, Federal Deposit Insurance Corporation, has announced a new hotline for small business credit availability. The toll-free number is 1-855-FDIC-BIZ (1-855-334-2249). Hours are M-F 8-8 EST. See <http://ow.ly/3E7Rc>.

...Greg Panichello replaces retiring Wally Kearns as the Kansas State Small Business Development Centers Director? Get to know more about him and SBDCs in Kansas at <http://ow.ly/3CB0J>. SBA is offering tax break fact sheet which outlines tax relief from laws such as the Recovery Act, the Small Business Jobs Act, the HIRE Act, the Affordable Care Act and the Tax Relief and Job Creation Act: <http://ow.ly/3DiEU>.

...Judging is ensuing this week at the SBA Region 7 offices to select regional SBA Champions and to forward State Small Business Persons of the Year to SBA in Washington, DC for the final round of national judging?

...That President Obama He has signed 17 tax cuts for small businesses into law since taking office?

# SBA is Among Start up America Partners



America's spirit of entrepreneurship has long been the foundation of our nation's prosperity. "Startup America" is an Obama Administration initiative to celebrate, inspire, and accelerate high-growth entrepreneurship throughout the nation. It is a core component of the President's national innovation strategy for achieving economic growth and creation.

SBA will help both start-up companies and high growth firms as part of its strategy. Not only do startups and high-growth firms bring a wealth of transformative innovations to market, they also are responsible for a significant percentage of new jobs created across the United States. High-growth firms are a very small part of the small-business community, but they create the lion's share of net new jobs each year and drive innovation and competitiveness. At the SBA, we've always been proud to serve not just Main Street, but also small, high-growth firms. We've helped firms like Intel and FedEx as they were just starting out back in the 60s and 70s. In particular, SBA is focused on core initiatives that align with the agency's mission, including expanding access to capital, mentoring and entrepreneurial education, and reducing barriers to growth.

### ***Expanding Access to Investment Capital:***

In the recession, investment capital for small businesses took a huge hit. As the economy shows signs of growth, it is crucial that investors become more active, unlocking more capital for entrepreneurs and high-growth firms. In the coming weeks, SBA will announce more details on an Impact Investment Fund. Through it, we'll drive up to \$1 billion into the hands of small firms over the next 5 years. The fund will target underserved communities and economically disadvantaged areas as well as entrepreneurs in emerging industries like clean energy. In addition, SBA will support up to \$1 billion more for an Early Stage Innovation Fund. This fund will target the market gap that exists in early-stage financing between \$1 million and \$5 million – the Valley of Death that has become too deep and too wide in recent years. Both of these funds will be built on SBA's successful, market-based Small Business Investment Company or SBIC program, which operates on a zero-subsidy basis with no added cost for taxpayers.

### ***Providing more Mentoring Opportunities:***

Entrepreneurs interested in creating high-growth companies need specialized mentoring. SBA is partnering with several federal agencies and private sector organizations to support innovative, successful entrepreneur mentoring programs. In a few weeks, the SBA and the Department of Energy will announce a new Entrepreneurial Mentor Corps that will involve successful business accelerators around the country to help entrepreneurs as they start and grow their businesses. The goal will be to match 100 of America's most promising clean-energy entrepreneurs with business leaders who already know how to turn great ideas into market success. The Department of Veterans Affairs, in partnership with SBA and the Department of Labor will launch business incubators that offer specialized counseling for veteran-entrepreneurs.

### ***Reducing Barriers to Growth:***

In addition to putting more tools in the hands of startups, Startup America will also focus on removing barriers to entrepreneurship. Earlier this year, the President announced a government-wide review of rules and regulations, with a special focus on those that might stifle our innovators and small businesses. Building on that, as part of Startup America, we will soon roll out an initiative to hear directly from entrepreneurs about how to build an even more supportive environment for helping them turn innovation into jobs. In the coming weeks, we will announce locations and dates for a series of "Empowering Entrepreneurs" roundtables in about 8 cities where we will hear from these businesses first-hand. Entrepreneurs who can't attend in-person will be able to submit ideas online. Then, with that input combined with the input of government employees, we'll create a "to-do list" of things to streamline and simplify.

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**For more on the Startup America Initiative, visit: <http://www.whitehouse.gov/issues/startup-america> and Start up America Partners. Startup America can be found on Twitter: <http://twitter.com/#!/startupamerica>; For regional SBA events involving Startup America, follow us at <http://twitter.com/#SBAGreatPlains>.**

## Women Business Owners Gain More Rights

Women-owned small businesses can begin taking steps to participate in a new federal contracting program! The new Women-Owned Small Business (WOSB) Federal Contract Program will be fully implemented over the next several months, with the first contracts expected to be awarded by the fourth quarter of fiscal year 2011.

*"Implementing the Women-Owned Small Business contracting rule has been a top priority for the Obama Administration and SBA," said Administrator Karen Mills. "Women-owned businesses are one of the fastest growing sectors of the economy. As we continue to look to small businesses to grow, create jobs and lead America into the future, women-owned businesses will play a key role. That's why providing them with all the tools necessary to compete for and win federal contracts is so important. Federal contracts can provide women-owned small businesses with the oxygen they need to take their business to the next level."*

The WOSB Federal Contract Program will provide greater access to federal contracting opportunities for WOSBs and economically-disadvantaged women-owned small businesses (EDWOSBs). The Program allows contracting officers, for the first time, to set aside specific contracts for certified WOSBs and EDWOSBs and will help federal agencies achieve the existing statutory goal of five percent of federal contracting dollars being awarded to WOSBs.

During the ramp up period over the next several months, SBA is encouraging small business owners to review program requirements and ensure their required documents are uploaded to the repository. WOSBs also will need to update their status in the Central Contractor Registration.

### UPCOMING SBA PARTICIPATION EVENTS:

Feb16—9-Noon, Weds., Feb. 16—Course to provide information for both prospective and established government contractors on how to be a qualified contractor, and how to do business with the US Army Corps of Engineers. To register, please contact Lynette Oliver at (314) 241-1511 or e-mail [beckld@missouri.edu](mailto:beckld@missouri.edu).

Feb17—8-Noon -Free workshop, "Experts Discuss: Learn About the Government As Your Customer" 10675 Bedford Avenue, Suite 100, Omaha. To register: Kathleen Piper (402) 221-7205 or Jan Allen (402) 221-7215

Mar 3—7-9 am—Central Iowa Business Breakfast & More, Holiday Inn Downtown – 1050 6<sup>th</sup> Ave. Des Moines To register, go to <http://www.sba.gov/localresources/district/ia.desmo>

Mar16—All Day—Veteran's Job Fair, McConnell Air Force Base, Wichita. Call Pat Carney, 316-269-6566, x 228 for more information.

Mar16-11:30-1 pm—Manhattan Brown Bag Luncheon—Board Room, Manhattan Area Chamber of Commerce.

Mar24—5:30-8 pm—St. Louis District SBA Office's Wall of Fame Induction, 716. N. Compton, St. Louis.

Mar24—11 am-Noon—"Take the Mystery out of SBA Loans" Seminar, Omaha SBA Office, 10675 Bedford Avenue, Suite 100, Omaha

Every First Friday—7-8:30 am- Omaha's Small Business Empowerment Breakfast - Regency Lodge 909 South 107th Ave., Omaha. Register in advance: <http://www.omahaempowermentbreakfast.org/>

Every First Tuesday—7-9 am—Kansas City GSA Small Business Networking Breakfast, Kaufman Center, Kansas City, Missouri.

Every First Wednesday—9:30-11:30 am—Continuous Learning 1102 CLP Web Training— 1/5/11 to 11/2/11—Sign up on Readytalk: 1. Web access: [www.readytalk.com](http://www.readytalk.com) - CODE 3076601 ; 2. Phone access: 1-866-740-1260 - ACCESS CODE 3076601

More at: <http://www.sba.gov/about-offices-content/3/3076>—Just click *Calendar* in the left column.

*The new WOSB Contract program allows contracting officers, for the first time, to set aside specific contracts for women. A 5% goal in construction alone translates to \$4.8b*



**On the Web**  
[www.sba.gov](http://www.sba.gov)

### Region 7:

<http://www.sba.gov/about-offices-content/3/3076>

Find SBA Great Plains

Region 7 posts at:

<http://www.facebook.com/home.php?#!/SBAGreatPlains7>  
[www.twitter.com/SBAGreatPlains](http://www.twitter.com/SBAGreatPlains)

### SBA District Offices

#### Located in Region 7:

Kansas City, MO  
(816) 374-6762

Springfield, MO Branch  
(417) 890-8501

St. Louis, MO  
(314) 539-6600

Des Moines, IA  
(515) 284-4422  
Cedar Rapids, IA Branch  
(319) 362-6405

Omaha, NE  
(402) 221-4691

Wichita, KS  
(316) 269-6273

Local Business Resource Guides:  
<http://www.sba.gov/leaving-sba-dot-gov?url=http%3A%2F%2Fwww.sbaguides.com%2F>

*All of the SBA programs and services are provided to the public on a non-discriminatory basis.*