

South Carolina

DISTRICT OFFICE DISPATCH

FY 2012: Quarter 1 Review

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“[W]hatever your business goal is for the New Year, [we’re] ready to connect you with the resources you need.”

NEW YEAR BRINGS NEW BUSINESS RESOURCES

A message from S.C. District Director Elliott Cooper

Whether your New Year's resolution is to boost your business or just to start a business, the SBA and its partners have new resources to help you reach your goals.

For example, the SBA has just introduced the new and improved CAPLines Program to better help small businesses secure working capital lines of credit. The program updates are based on feedback from community lenders in all 50 states. The CAPLines include four loan and credit line options to meet short-term and cyclical working capital needs. Find out how your business

can benefit on page 2 in the Capital section.

On the procurement side, our District Office is helping small contracting firms start the year with the latest listing of federal buyers throughout South Carolina and beyond. See the Contract section on page 3 to find out how to get the latest list.

The New Year has also brought a new Women's Business Center to South Carolina. The South Carolina Women's Business Center, part of the Center for Women in Charleston, offers free counseling and flexible hours for women who own or want to own small busi-

nesses. For more on the new WBC, see the Counseling section on page 3.

Not looking for working capital, federal buying activities or a Women's Business Center? We can still help. That's because whatever your business goal is for the New Year, the South Carolina District Office is ready to connect you with the resources you need.



Elliott Cooper

Announcements

New S.C. Women's Business Center Now Open

The new Women's Business Center (WBC) for South Carolina has opened in downtown Charleston. The WBC is an SBA resource partner that provides free and confidential business counseling with a focus on female entrepreneurs and business owners. The WBC plans to expand into additional parts of the state over the next five years.

For more information, see the WBC article on page 3 or visit www.scwbc.net.

2nd Small Business-Lender Matchmaker Is March 13th in Greenville

The Federal Reserve Bank of Richmond, together with the SBA South Carolina District Office and other state, federal and non-profit partners, will hold a matchmaker event connecting small businesses with Upstate area lenders on Tuesday, March 13th, at the TD Convention Center in Greenville. Additional 2012 events are planned for the Charleston, York County and Pee Dee areas. The first event was held last August in Columbia.

For more information, visit :

<http://sccommerce.com/events/upstate-south-carolina-small-business-lender-match-maker-event>.

S.C. SBDC Launches New Website

South Carolina's network of Small Business Development Centers (SBDCs) has a new website, www.scsbdc.com. The new site features downloadable small business documents, a listing of SBDCs throughout the state, information on the Veterans Business Program, and links to additional small business resources.

For an updated listing of events in your area, see the South Carolina District Office calendar, available online at www.sba.gov/sc.



CAPITAL

Upgraded CAPLines Program Fills Working Capital Needs

The CAPLines Program is designed specifically to help small businesses meet their short-term and cyclical working capital needs. The Program includes four options:

- **Contract Loan** - Used to finance material, labor, and overhead needs for a specific contract or contracts.
- **Seasonal Line of Credit** - Used to support buildup of inventory, accounts receivable or labor and materials above normal usage for seasonal inventory.
- **Builders Line** - Provides financing for small contractors or developers to construct or rehabilitate residential or commercial property.
- **Working Capital Line** - Revolving line of credit that provides short term working capital.

Now, SBA has revamped the program to better serve small businesses. Here are the key benefits of the upgraded CAPLines Program:

- Small businesses can now pledge accounts receivable, inventory, contracts, and purchase orders in order to secure an SBA revolving line of credit. For example, when fulfilling a purchase order request, the business can use that same order as collateral to obtain an SBA-guaranteed line of credit to buy more materials.
- Small business subcontractors can now obtain an SBA-guaranteed line of credit to finance their work on a contract with a federal prime contractor.
- Small business owners without buildings

or equipment are no longer required to use their personal assets as collateral to secure working capital.

- Small businesses working on a contract that requires surety bonding can obtain an SBA-guaranteed line of credit.

In addition, small businesses using the CAPLines Program also benefit from the new \$5 million SBA loan maximum instated by the Small Business Jobs Act of 2010.

Overall, the improved CAPLines Program will provide small businesses with the working capital they need to continue growing and creating jobs.

FY 2012 SBA Loans by Lender: Quarter 1

October 1, 2011–December 31, 2011

7(a) Loans

LENDER	LOANS	\$ VOLUME
Wells Fargo	12	1,511,300
BB&T	9	906,400
Business Development Corp. of SC	8	1,986,900
TD Bank	7	9,323,300
Borrego Springs Bank	4	250,000
Superior Financial Group	4	30,000
Bank of Travelers Rest	3	4,752,500
CBC National Bank	2	2,080,000
First Financial Bank	2	1,500,000
BankGreenville	2	1,345,000
Community South Bank	2	936,000
Southcoast Community Bank	2	737,000
SunTrust Bank	2	572,200
Synovus Bank (includes NBSC)	2	452,000
First Federal	2	158,000
Bank of Atlanta	1	4,019,000
South Atlantic Bank	1	2,400,000
BCI Lending	1	1,500,000
Cornerstone Bank	1	372,000
Bank of America	1	75,000
American Community Bank	1	40,000

Total 69 \$34,947,100

504 Loans

LENDER	LOANS	\$ VOLUME
Provident Business Financial Services	7	8,394,000
Certified Development Corp. of SC	5	2,668,000
Appalachian Development Corp.	4	1,392,000
CSRA Local Development Corp.	1	1,710,000
Coastal Area District Authority	1	1,649,000
Catawba Regional Development Corp.	1	954,000

Total 19 \$16,767,000

Microloans

LENDER	LOANS	\$ VOLUME
Charleston Local Development Corp.	4	141,375
Small Business Assistance Corp.	2	7,500

Total 6 \$148,875



CONTRACTS

Up-to-Date Federal Buyer List Now Available

There are more than 100 federal buying activity locations throughout the Southeast, including over 35 in South Carolina alone. Of course, it's not enough for contracting firms to know where federal buying activities are; they also need to know who the latest procurement officers are.

All in all, navigating the federal buying activities can be difficult and—even worse for a small business—time consuming.

But the South Carolina District Office is here to help. Our office's Business Opportunity

team has created a new master list that covers federal buying activities from Florida to Maryland and beyond. It also includes the latest contact information for the appropriate procurement personnel at each location. The list even has information on the kinds of supplies and services some of the activities need.

The master procurement list will soon be available on the South Carolina District Office website at www.sba.gov/sc, where it will be updated regularly. In the meantime, you can contact our office for the latest

version of the list.

From the Air Force to USDA, our Business Opportunity Specialists have you covered.

For an updated list, contact Floyd Bryant at floyd.bryant@sba.gov or Michael Corp at michael.corp@sba.gov.

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COUNSELING

Open for Business: The New S.C. Women's Business Center

Just in time for the new year, South Carolina has a new small business resource: the S.C. Women's Business Center (WBC). WBCs are SBA resource partners that provide entrepreneurial training and free business counseling. Serving both established business owners and new entrepreneurs, the WBC mission is to "level the playing field" for women business owners.

The S.C. Women's Business Center currently offers assistance with business plan development, market research and networking. As part of Charleston's nonprofit Center for Women, the new WBC is now serving Lowcountry area entrepreneurs but plans to expand throughout the state over the next five years. In

fact, a Greenville location is planned for next year. And soon, the WBC will be offering business training webinars that women across the state can access.

The director of the new S.C. Women's Business Center is Christie MacConnell. Ms. MacConnell has over 15 years of experience in business counseling and economic development, including eight years with the Maine WBC.

The S.C. Women's Business Center is located in downtown Charleston at 129 Cannon Street. To make an appointment, call 843-763-7333 ext. 211. For more information on how the new WBC can help you start or develop your business, visit www.scwbc.net or email info@scwbc.net.

For more information about the WBC Program, visit the SBA's Women's Business Center webpage at: www.sba.gov/content/womens-business-centers.

For more information on the Center for Women, which is the host organization for the new WBC, see www.c4women.com.