



From the DD's Desk
Francisco "Pancho" A. Marrero
District Director

As we reach the mid-point of the fiscal year, it is important to mark our progress so far and to reiterate our goals for the remaining half of the year.

Since the passage of the "Stimulus" bills—the American Recovery and Reinvestment Act of 2009 and its successor, the Small Business Jobs Act of 2010—we have seen improvements to SBA lending activity in South Florida. With the loan enhancements provided in the ARRA, we saw an immediate end to the decline in SBA small business lending in the District. We saw positive trends upon implementation of the Jobs Act late last year.

Of course, we are not back to pre-recession levels of lending and there remain troubling economic indicators like double-digit unemployment, high rates of foreclosure and bankruptcy filings as well as depressed real estate values. Nevertheless, I am cautiously optimistic that South Florida will rebound from the recession with small companies leading the way. After all, historically, small businesses have been the driving force in every economic recovery in the U.S.

As for our goals, we remain committed to SBA's mission to help entrepreneurs start, grow and succeed in business. We will continue to advance President Obama's National Export Initiative to double U.S. exports and create 2 million jobs by 2015. The enhancements to SBA's export loan programs will give entrepreneurs the financial resources and options they need to excel in the global marketplace. Additionally, we will continue to relentlessly recruit, retain and train lenders in our lending programs because they are critical participants in the success of the 1.2 million small firms in our District.

At SBA we understand and appreciate the vital role the nation's 26.5 million small businesses play in our economy; they drive innovation and create the jobs that strengthen our communities. We will continue to actively reach out to them providing them with the information, tools, resources, and support to ensure their success.

Small Business Jobs Act Tour Kicks Off in Miami

The SBA South Florida District Office hosted the kick-off of the National Small Business Jobs Act Tour 2011 at Miami-Dade College where over 250 small business owners heard about recent important changes to SBA's programs. The Small Business Jobs Act, passed in September 2010, provides for many enhancements to SBA's programs and services that will help small businesses recover from the recession and thrive in the months to come.

Steve Smits, SBA Associate Administrator for Capital Access, declared the goal for the Tour is "to give America's entrepreneurs the tools they need to grow the economy, create jobs, and win the future." Later, he met with 30 SBA lenders for a private roundtable discussion regarding SBA's new lending programs and to answer their questions. Smits said, "It's vital for us to hear directly from lenders about their experiences with our products. We value their and feedback to help improve our programs."

The audience also heard from White House Senior Policy Advisor Bibi Hidalgo about federal contracting and its importance in growing the economy. A panel of agency experts answered questions from the audience.

The afternoon was filled with topic-specific workshops on exporting, financing, small business development as well as two public hearings on new proposed changes to federal contracting regulations which have not been revised in over a decade. Participants made comments for the official record on the proposed changes.

District Director Francisco "Pancho" A. Marrero commented "The event was a huge success. Attendees appreciated hearing from SBA officials from Washington, DC and making a personal connection with the local District Office staff who serve them daily."

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Get Help with Exporting

Did you know SBA can help you become export-ready to tap into the worldwide marketplace? At the U.S. Export Assistance Center, SBA, the U.S. Department of Commerce, and the U.S. Export-Import Bank, work collaboratively to provide counseling and access to financing to entrepreneurs who want to export their products and services internationally.



In early 2010, President Obama announced the **National Export Initiative (NEI)** with a goal to double U.S. exports and support two million new jobs in the next 5 years. Under the NEI, SBA will play a vital role to help U.S. firms expand sales of their goods and services abroad. Through the NEI and the Small Business Jobs Act, we will be working even more closely with other federal agencies to support export financing and technical assistance to small businesses that are ready to grow internationally.

South Florida U.S. Export Assistance Center

Mary Hernandez
Regional Manager
SBA International Trade Programs
5835 Blue Lagoon Dr., Ste. 203
Miami, FL 33126
Phone: 305-526-7425 ext. 21
mary.hernandez@sba.gov

Small Business Jobs Act Export Provisions:

The State Trade and Export Promotion Pilot Initiative is a 3-year trade and export initiative that will offer grants to **states** to assist their eligible small businesses engage the global marketplace.

The STEP Initiative has two goals:

1. increase the number of small businesses that are export; and,
2. increase the volume and value of exports of small businesses already exporting.

SBA loan limits on International Trade Loans and Export Working Capital Loans have been permanently increased from \$2 million to \$5 million.

SBA's Export Express Loan Program is now permanent and carries a 90% guaranty for loans up to \$350,000 and 75% for loans between \$350,000 and \$500,000.



SBA officials answer questions on exporting & the Jobs Act.

Exporting Web Resources:

www.export.gov

www.trade.gov

New Contracting Rule Helps Women-Owned Small Businesses

On February 4th, an important new contracting rule went into effect to help Women-Owned Small Firms obtain federal set-aside contracts.

The Women-Owned Small Business Rule allows contracting officers to set aside federal contracts in 83 industries for certified women-owned small businesses (WOSB) and economically disadvantaged women-owned small businesses (EDWOSBs) to compete amongst themselves. This new rule gives women greater access to federal contracting opportunities. Eligible firms must be owned and controlled 51% or more by a woman or group of women.

The new rule identifies 83 different industries where women are under-represented or severely underrepresented in federal contracting and targets those industries for greater access by women owned firms. Among the industries included are: construction and related trades like architecture and engineering; manufacturing, public relations, waste removal, landscaping, printing and many others.

To learn more about the Women-Owned Small Business Rule, visit www.sba.gov/wosb.



5 Steps to Participate in the WOSB Program:

- Read the WOSB Federal Contract program regulations in the [Federal Register](#) and the WOSB [Compliance Guide](#).
- Register in [Central Contractor Registry](#) (CCR) as a WOSB or an EDWOSB.*
- Log on to SBA's [General Login System](#) (GLS) and obtain an account
- Upload all required documents into the WOSB program repository through SBA's GLS.
- Represent your status in [Online Representations and Certifications Application](#) (ORCA).*
- Locate and market your status and company to your customers

**The U.S General Services Administration is currently updating the CCR and ORCA systems to accommodate the new WOSB and EDWOSB status. These updates are expected to be complete in April 2011.*

The Florida Women's Business Center
has a new office in Ft. Myers.

Contact Carol Marlow
to attend workshops or make
an appointment for counseling.

3903 Dr. Martin Luther King Jr. Blvd.
Ft. Myers, FL 33916

Toll Free: 866-353-3790

Email: info@flwbc.org

Web: www.flwbc.org

Loan Volume by County Oct. 2010 - March 2011

Quick Look @ What's New

County	# Loans	\$ Total
BREVARD	18	6,813,900
BROWARD	102	38,688,800
CHARLOTTE	8	4,583,000
COLLIER	21	11,912,700
DE SOTO	2	485,500
GLADES	0	0
HARDEE	0	0
HENDRY	1	35,000
HIGHLANDS	2	870,000
HILLSBOROUGH	83	41,465,500
INDIAN RIVER	8	3,545,000
LEE	39	16,849,500
MANATEE	16	11,166,500
MARTIN	15	4,940,000
MIAMI-DADE	176	63,927,300
MONROE	8	6,146,000
OKEECHOBEE	4	416,000
OSCEOLA	9	4,199,000
PALM BEACH	80	36,819,600
PASCO	13	3,922,000
PINELLAS	79	36,343,200
POLK	15	10,866,100
SAINT LUCIE	13	10,017,500
SARASOTA	30	11,586,400
Grand Total	742	325,598,500

New Strategic Alliances

The City of Key West The City of Miami
Puerto Rican Chamber of Polk County
South FL Minority Supplier Development Council

Welcome New 8(a) Firms

- FDLC Construction Management
- GiaCare, Inc. dba GiaSpace
- Lego Construction Co.
- MCQ Construction Services, Inc.
- PAC COMM, Inc.
- Rainbow Roofing & Tile Corp.
- Rattray & Associates CPA
- Supreme Roofing Services
- T & A Builders, Inc.
- Task Source, Inc.

Farewell Graduating 8(a) Firms

- Advanced Tool Systems, Inc.
- Cherokee Enterprises, Inc.
- El Toro Exterminator of Florida, Inc.
- Geotech Environmental, Inc.
- M. Gill & Associates, Inc.
- MGM Contracting, Inc.
- Odeon Group, Inc.
- Omni Express, Inc.
- Pilgrim Software, Inc.
- Planning & Economics Group Inc.
- Tec-Link, LLC

South Florida District Office Locations

Main Office
100 S. Biscayne Blvd., #700
Miami, FL 33131
(305) 536 -5521

Ft. Pierce Alternate Worksite
505 S. 2nd Street, #225
Ft. Pierce, FL 34950
(772) 466-1944

Tampa Alternate Worksite
501 E. Kennedy Street, #1210
Tampa, FL 33602
(813) 228-2100