

# SANTA ANA DISTRICT NEWSLETTER

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## President Obama Proposes New Legislation to Help Small Businesses



*President Obama, Treasury Secretary Geithner and SBA Administrator Mills*

If President Obama has his way, more help is coming for small businesses.

Last week, the President announced steps that build on the success of the Recovery Act by further expanding access to capital for small businesses and ensure they are in a position to drive economic growth and create jobs.

As part of his plan, the President is calling for an increase in SBA's maximum loan amounts.

Entrepreneurs, small business owners, lenders and SBA's own data have indicated a market gap for larger SBA loans.

The proposed legislation would:

- Increase SBA 7(a) loan limit from \$2 million to \$5 million
- Increase SBA 504 loan limit from \$2 million to \$5 million
- Increase SBA Microloan limit from \$35,000 to \$50,000

The percentage of SBA 7(a) and 504 loans exceeding \$1.5 million has grown significantly since 2005, with 7(a) loans exceeding \$1.5 million going from 13

County  
SCORE

percent to 21 percent and 504 loans increasing from 15 percent to 28 percent.

Inland Empire  
SCORE

The President also announced additional support from the Treasury Department for smaller community lenders that are committed to increasing their lending to small businesses.

Coachella  
Valley  
SCORE

A copy of the President's remarks and a fact sheet on the announcements can be found [here](#).

Institute for  
Women  
Entrepreneurs

A fact sheet on the proposal can be found [here](#).

Inland Empire  
WBC

A video of the President's remarks can be viewed [here](#).

Coachella  
Valley WBC

## Early Santa Ana District FY10 Loan Data Promising

7(a) loan approvals for the first two weeks of the fiscal year are up substantially versus the previous year.

During the first two weeks of FY 2010, October 1 -14, 32 7(a) loans have been approved for \$14.3 million, an increase of 60% in the number of loans and over 100% in the dollar amount, respectively over FY09.

It's still very early, but hopefully this is a good sign for small businesses that need access to capital in order to grow their business.

## Small Business Week Nominations

Do you know of a business or small business champion that deserves recognition for the outstanding work they do?

If so, we want to hear from you!

We are accepting nominations in a variety of categories for next year's 47th Annual Small Business Week Awards. **The deadline to submit nomination packages is November 13th.**

Recognition from the U.S. Small Business Administration generates tremendous amounts of publicity not only for the honorees, but the nominators as well.

Nomination categories include:

### Small Business Category

Small Business Person  
Exporter  
Young Entrepreneur  
Family-Owned Business  
Entrepreneurial Success

### Champion Category

Minority Small Business Champion  
Women In Business Champion  
Veteran Small Business Champion  
Financial Services Champion  
Home-Based Business Champion

Nomination forms and guidelines can be found [here](#).

Contact Sylvia Gutierrez at [sylvia.gutierrez@sba.gov](mailto:sylvia.gutierrez@sba.gov) or 714.560.7454 for information, guidance and advice on how best to submit a complete nomination package.

## Microloan Funds Available

We're happy to report that new microloan funds are available to businesses in Orange, Riverside and San Bernardino counties!

SBA PLP lender, [U.S. Bank](#), in partnership with [Valley Economic Development Center](#), an LA County-based non-profit business development corporation has committed to inject \$1.5 million in microloan funds into the tri-county area that makes up the Santa Ana District. Loans will be made up to \$50,000 and can be used for working capital, business acquisition, storefront improvement, purchase of machinery & equipment and other uses.

This is an initiative that District Director Quijada spearheaded to bring to local entrepreneurs for several years. "After numerous meetings and discussions with senior management at both U.S. Bank and VEDC, I'm thrilled both organizations have stepped up during these times to help our district's small business population."

A microloan is just what the doctor ordered. "For many, \$50,000 might be all a small business needs to help them get through a rough quarter or land that next big contract," Quijada said.

**SBA Resource Partner, SCORE, is presenting a microloan workshop Tuesday, November 3, 1:30 p.m., at National University in Costa Mesa. [Click here to learn more and register.](#)**

For more information, contact Andrea Luna, VEDC's point person for this initiative, at 818.907.9977 or 800.304.1755 or [adeluna@vedc.org](mailto:adeluna@vedc.org).

## Latino Entrepreneur Conference - 11/21

The SBA is partnering with the Central America Chamber of Commerce of Southern California to present the first **Conferencia de Empresarios Latinos 2009** (*Conference for Latino Entrepreneurs*) on Saturday, November 21st in Santa Ana.

The conference will be presented in Spanish and its goal is to promote the various resources and abundance of quality information available to the Hispanic business community in Southern California.

The event is free and will be held from 8:00 a.m. to 4:00 p.m. at Valley High School, located in Santa Ana at 1801 S. Greenville Street.

Networking sessions, workshops and resource booths with representatives from the various agencies and organizations in attendance will be offered.

Organizations taking part in the event include: [IRS](#), [EDD](#), [NHBWA](#), Central America Chamber of Commerce of Southern California, Cámara de Empresarios Latinos and others. The Salvadorian, Mexican and Colombian Consulates are also supporting the event.

For more information and to register, visit the event [website](#).

## Spanish H1N1 Flu Preparation Guide

We provided you with a very helpful an [important guide](#) to planning for the H1N1 Influenza in the previous e-newsletter.

A Spanish version of this guide is now available [here](#).

The CDC has put together an outstanding [website](#) about what you should do if you suspect you have the H1N1 flu virus.

Preparing for a flu epidemic is especially critical to small businesses, who in some cases, face the possibility of having several employees absent at once due to illness.

## SBA Participates in California Space Authority Event



The SBA participated in the [4th Annual Supplier Transformation Forum](#) on October 7th in El Segundo. The event was presented by Boeing and [California Space Authority](#), a strategic partner of our office.

SBA's Paul Smith formed part of a panel of experts discussing how firms can leverage resources to achieve success in developing innovative opportunities and implementations.

Approximately 30 firms and agencies were represented by speakers discussing a variety of topics related to the California space industry.

California Space Authority (CSA) is a nonprofit corporation representing the commercial, civil, and national defense/homeland security interests of California's diverse space enterprise community in all four domains: industry, government, academia, and workforce.

Designated as California's Spaceport Authority, CSA is a member-based "enterprise" association working closely with stakeholders statewide to facilitate California's competitiveness and space enterprise vitality.

## Insight & Inspiration: Federal Grant Resources

The SBA does not offer grants to start or expand small businesses, though it does offer a wide variety of loan programs.

While the SBA does offer some grant programs, these are generally designed to assist non-profit or educational institutions that provide small business management, technical, or financial assistance.

[Grants.gov](#) is a central storehouse for information on over 1,000 grant programs and provides access to approximately \$500 billion in annual awards. If you are interested in learning more about grants and how they are awarded, click the link.

For more information about federal grant resources, click [here](#).