

REGION VI NEWS

Regional Success Story Louisiana District

SBA loan program helps

In 2000, Drs. Stephen and Rose Lemarie established Southeast Veterinary Specialists in Metairie, Louisiana to provide specialized veterinary medicine to the greater New Orleans area and the Gulf Coast region. After expanding the specialty services to include physical rehabilitation, the Lemaries realized they were outgrowing their facility.

Hurricane Katrina struck just days before the Lemaries were scheduled to break ground on their new hospital. Dedicated to their community, they opened a 24 hour emergency facility providing veterinary care for hundreds of pets that were either displaced and/or rescued during the aftermath of Hurricane Katrina.

Still realizing the need for a larger and new facility, plans were underway for a new hospital at their current location. After speaking with their lender, they converted their previously secured loans to Go Zone bond loans and obtained a \$2 million SBA loan from Branch Banking and Trust. This allowed them to increase the staff to 50 full time employees. Both Stephen and Rose say without the recommendation and assistance of SBA and the lender, the task of fulfilling their dream would have been washed away along with the tides of Hurricane Katrina. "The SBA programs really do work for small businesses," said Stephen and Rose.

From a modest beginning as a mobile veterinary dermatology service in 2000 to sustaining and overcoming Hurricane Katrina in 2005 and withstanding a thirteen month construction delay in the aftermath of a major disaster, Southeast Veterinary Specialists truly exemplifies the true meaning of what tenacity, staying power, and commitment to unwavering business principles really means.

Regional Administrator's Message

Yolanda Garcia Olivarez



Financing Solutions for Small Business Exporters

Has your company ever turned down an export sale due to a lack of working capital? Does your company need funding to support overseas market penetration strategies? Are you wondering how to fund a promising trade mission?

We at the U. S. Small Business Administration (SBA) know that small businesses involved in exporting still face difficulty in obtaining financing to support their foreign sales activity. Small businesses engaged in international trade have enough obstacles selling goods and services overseas that access to export financing should not be another hurdle. The SBA and its partners are committed to providing small business owners with access to the necessary capital to sell goods and

services overseas. That is where the SBA Export Express Loan Program can help.

Under the Small Business Jobs Act, the SBA Export Express becomes permanent and lending limits are being increased. The SBA Export Express helps small businesses by lenders providing loans up to \$500,000 to existing small businesses for export endeavors with an SBA guarantee. The SBA Export Express is especially suited for companies who traditionally have had difficulty in obtaining adequate export financing, including wholesalers, trading companies, service firms, and small manufacturers. The program has flexible guidelines that allow loan proceeds to be used for most business purposes that will support export activity, including expansion, real estate acquisitions, equipment purchases, inventory, and working capital. The loan proceeds will enable a company to start, sustain, or increase their export sales volume. Loan proceeds can be used by a business to cover the initial costs of entering an export market, to buy or produce goods, and/or to provide services for export. Proceeds can also be used for other export activity, such as, participation in overseas trade shows or trade missions, standby letters of credit, standard certifications, and modifications to a company's website to accommodate export transactions.

Loan applicants must demonstrate that the loan proceeds will enable them to enter a new export market or expand an existing export market, and have been in business operation, though not necessarily in exporting, for at least 12 months. The SBA Export Express allows participating lenders to use their own loan review and approval procedures and still receive the guaranty of the SBA.

The SBA Export Express loans have a guaranty of 90 percent on loans up to \$350,000 and 75 percent on loans between \$350,000 to \$500,000. The SBA performs an eligibility review and provides the lender with a quick response, typically within 24 hours.

SBA has the Export Working Capital Program (EWCP) loans which are targeted to small businesses that are able to generate export sales and need additional working capital to support these sales. Since most banks in the U.S. do not lend against export orders, export receivables or letters of credit, SBA provides lenders guaranties of up to 90 percent on export loans to ensure that qualified exporters do not lose viable export sales due to lack of working capital. The maximum EWCP loan amount is \$5 million.

The International Trade Loan Program offers term loans to businesses that plan to start or continue exporting or that has been adversely affected by competition from imports. The proceeds of the loan must enable the borrower to be in a better position to compete. The maximum loan amount is \$5 million.

For information on the SBA Export Express and other export loan programs, contact the U.S. Export Assistance Center (USEAC) for your state: Texas—Richard Schulze, 817-310-3749 or richard.schulze@sba.gov; New Mexico—Dennis Chrisbaum, 303-844-6623 ext. 218 or dennis.chrisbaum@sba.gov; Louisiana—Carlos Sosa, 504-589-2757 or carlos.sosa@sba.gov; Arkansas and Oklahoma—John Blum, 314-425-3304, john.blum@mail.doc.gov. The USEAC is a joint effort of the SBA, U. S. Department of Commerce, and Export-Import Bank of the U. S.

Helping small businesses
start, grow and succeed.



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District News and Announcements

Arkansas District Office

Working Capital—the lubricant of a successful business.

The cash flow of a small business is much like a communication network. For many small businesses, the lines going out are much larger than the flow coming in. SBA guaranteed loans for working capital on seven year terms are a good – and sometimes the only – source for this type of capital. Based on a reasonable term, this becomes the solid foundation for getting a start-up on stable ground. After that plateau of stable sales is reached, then an SBAExpress (including Community and Patriot) revolving line of credit may be just what is needed as the business stabilizes at a comfortable level. When the opportunity for growth comes along (and it will), another SBA term loan may be in order.

An equally important aspect of working capital is effective management of your current assets – collecting accounts receivable and efficient inventory management. If you need help with working capital for your business, call an SBA office to find out what training and loan opportunities are available. Take the first step – go to www.sba.gov and find your district office under “Local Resources”. Look for a staff directory and email or call.

New Mexico District Office

Business roundtables facilitated by the Albuquerque SCORE Chapter.

The Albuquerque SCORE Chapter is facilitating No-cost Business Roundtables in conjunction with organizational partners, whereby attendees can exchange professional feedback from peer businesses. The Roundtables meet monthly for 1 1/2 hours and are used by attendees as their no-cost Board of Advisors. Currently, there are two Roundtable groups with Greater Albuquerque Chamber of Commerce members and one Roundtable group of SCORE clients. Albuquerque SCORE offers to facilitate a Roundtable with any organized business group that would like to start such an arrangement for their members. For additional information on dates, times and locations, please call the

Albuquerque SCORE Chapter at (505) 248-8232.

Oklahoma District Office

Oklahoma Women’s Symposium held Sept. 1.

Oklahoma’s Women’s Business Center run by Rural Enterprises of Oklahoma, Inc. partnered with the University of Oklahoma Outreach to present “The Oklahoma Women’s Symposium: For Women, By Women, In the Interest of Women” Sept. 1 at the University of Oklahoma’s Thurman J. White Forum Building in Norman. The Symposium drew attendees from across the state to share strategies in managing their busy lives between work, family and community, and to explore opportunities in starting and growing a small business. The event was also an opportunity for women to sell their products and services and network with other organizations.

Oklahoma wins bid to host SBIR national conference.

Oklahoma City will be the host city in November for the SBIR National Conference designed to help researchers and small businesses secure development capital from a long-standing federal program. The event will be held November 8-10 at the downtown Cox Convention Center and is expected to attract 500 individuals from around the nation.

The conference is being sponsored by the U.S. Small Business Administration, Greater OKC Chamber, Presbyterian Health Foundation, i2E Inc., the University of Central Oklahoma Small Business Development Center, OG&E and the Oklahoma Center for the Advancement of Science and Technology.

“SBA and the other federal agencies participating in the SBIR and STTR programs look forward to convening in Oklahoma City in November for the 2010 SBIR Fall National Conference,” said Edsel M. Brown Jr., assistant director, Office of Technology, U. S. Small Business Administration. “We are happy to come to Oklahoma and the southwest to share cutting edge technologies, meet and network with innovative companies and to share recent de-

velopments in the program.”

Dallas/Fort Worth District Partnership between Dallas District and North Texas RCIC

The SBA - Dallas District has begun a strategic partnership with the North Texas RCIC (Regional Center for Innovation and Commercialization), one of six Texas regional agents tasked with identifying technology based entrepreneurial ventures for possible investment through the Texas Emerging Technology Fund (ETF). The ETF is a \$200 million fund authorized by the Texas legislature in 2005, and renewed twice since. It is chartered to accelerate innovation and commercialization of research which will lead to the creation of new, high quality jobs in Texas. The ETF commercialization awards are for technology based start-up companies that are seeking capital investment to commercialize a product which will result in a scientific or medical breakthrough.

The District Office’s role will be to strengthen understanding of the SBIR and STTR programs, create a connection with SBICs in developing the North Texas knowledge economy, and to encourage the North Texas RCIC to submit a proposal under the SBA’s Regional Cluster Initiative. The foundation of the partnership is the understanding that the success of new enterprises, particularly those engaged in commercializing new technologies, requires sequential, complementary and multiple sources of capitalization. The business development programs and funding routes found in the array of SBA services are important opportunities on the roadmap for new tech firms alongside Emerging Technology Fund, SBIR grants, equity funding or traditional business development funding. For more information about the North Texas RCIC visit their website at: <http://www.ntxrcic.org>.

**National Small Business Week is
May 15-21, 2011**

Harlingen/LRGV District Office

Veterans Seminar

A Veterans Seminar was held at the Mercado Delta in Edcouch, Texas on July 29, 2010 to provide Veterans information on small business financial, technical & management assistance, and procurement opportunities as well as information on home loans, jobs, etc. Simon Castillo, District Veterans Liaison, through a grant from SBA's Office of Veterans Affairs marketed the program and was successful in attracting over 60 veterans and/or dependents of veterans.

The U.S. SBA led the Veterans Seminar in Edcouch, TX, in partnership with the following: U.S. Department of Veterans Affairs (DVA), Hidalgo County (Veterans County Officer), UTPA Veterans Business Outreach Center, Texas Veterans Commission, Texas Veterans Land Board, SCORE Chapter 220, Women's Business Center, UTPA's Small Business Development Center, Procurement Technical Assistance Center. A representative from the Office of the Hon. Ruben Hinojosa gave special remarks at the Veterans Seminar.

The SBA, the DVA and resource partners provided sixty Veteran attendees with a wealth of information/opportunities on the following: ARRA SBA programs including financial assistance, e.g., the Patriot Express; small business counseling; contracting, e.g., 8(a), Hub Zones. Resource partners provided information on Veterans opportunities/benefits: Small business loan application assistance through the Veterans Opportunities Business Center; home loans available through the Texas Veterans Land Board; jobs through the Texas Veterans Commission, management & technical assistance, e.g., business plans, through the UTPA SBDC; small business counseling through SCORE. The DVA provided information on procurement opportunities for small business through that federal agency.

Houston District Office

Houston District Director Manuel Gonzalez, along with Houston District Office managers and staff attended the Lone Star College SBDC's Bankers Luncheon August 25, 2010 in The Woodlands, Texas. Located north of Houston, Lone Star College SBDC is a center of the University of Houston SBDC network. District Director Gonzalez, Deputy District Director Mark Winchester, and Lead Business Development Specialist Russell Hughes provided an update on the SBA lending market and encouraged lenders to participate in SBA's loan programs. Also on the program were presentations from Capital CDC on the SBA 504 program, the U of H SBDC's Hurricane Business Recovery Center and the Greater Houston Partnership provided an update on the Houston economy.

Lubbock District Office

Scotty Arnold, LBDS, Josie Salinas, BDS, and Eric Spencer, BDS conducted two Matchmaking & Contracting Opportunity forums for the Lubbock District Office; one in Amarillo, and one in Abilene, Texas. Both functions were very successful due to aggressive marketing/media coverage and word of mouth from participating procurement agencies. Several federal agencies also participated and presented future contracting opportunities to the small businesses throughout our district.

These dedicated employees provided information to the public regarding valuable resources the SBA has to offer. Due to the success of these events, the Lubbock SBA District Office has been asked to continue to sponsor this type of networking opportunities to the general public in the near future.

El Paso District Office

Joan Rivers to Keynote El Paso Women in Business Conference!

The El Paso Women in Business Conference by the El Paso SCORE Chapter and The Greater El Paso Chamber of Commerce will be held on Wednesday, October 13, 2010 at the Camino Real Hotel from 7:30 a.m. to 4:30 p.m. MST.

The conference brings together top professional women speakers from Texas, California and Michigan who provide motivational and educational topics with a focus on small business ownership, financial planning and is backed by the power of networking to increase business contacts.

Actress, comedian and entrepreneur Joan Rivers will be the keynote luncheon speaker. Rivers was recently the Season 2 winner of "The Celebrity Apprentice" and is the current host of TV Land's "How'd you Get So Rich."

A \$50.00 dollar registration fee includes continental breakfast, lunch and materials and networking booth are \$150.00 and include a ticket to the conference. For more information and registration call (915) 629-6714.

National Small Business Week is May 15-21, 2011

San Antonio District Office

SBA at "Meet the Lender" in Austin, TX

More than 400 small business owners and potential entrepreneurs visited the SBA exhibit booth during the Annual "Meet the Lender" Loan Fair held on August 5, 2010 at the Palmer Events Center in Austin, Texas hosted by the City of Austin Small Business Development Program. At the event, business owners had the opportunity to attend free business classes and meet potential lenders. Lender Relations Specialists Annie Hudspeth (shown in photo) and Aixa Leath from the SBA San Antonio District Office were present at the Open Floor Exhibits from 3:00 p.m. to 7:00 p.m. manning the SBA exhibit booth. They provided one-on-one counseling, SBA materials and referrals to start ups and existing business owners in need for access to capital and guidance for business success.



2011 Small Business Week Nomination Guidelines

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners. As you might know, more than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year.

As part of National Small Business Week, the U.S. Small Business Administration takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others from all 50 states and U.S. territories. Every day, they're working to grow small businesses, create 21st century jobs, drive innovation, and increase America's global competitiveness.

Thank you for helping find and nominate candidates for the most prestigious annual small business awards in America.

You can find out more information by contacting your district office at: www.sba.gov/localresources.

Region VI Loan Numbers

FY 2010 (Month ending 9/30/10)

Amts. Rounded to Nearest \$1,000

	<u># Loans</u>	<u>\$ Approval</u>
All Loans	6,169	\$1,979,449
7(a)/ARC	5,532	\$1,593,836
504	637	\$ 385,613

News from Headquarters

Small Business Jobs Act of 2010

The Small Business Jobs Act, signed by President Obama on September 27, will provide critical resources to help small businesses continue to drive economic recovery and create jobs. The new law extends the borrower and lender incentives that made SBA Recovery loans so successful, while offering billions more in lending support and tax breaks for entrepreneurs and small business owners.

New Law Puts More Capital in the Hands of Entrepreneurs and Small Business Owners

Recovery Act Loans Extension – \$14 billion more in lending support

Higher Loan Limits – significantly increases maximum loan sizes in top loan programs

Alternate Size Standards – more small businesses eligible to get SBA loans

Temporary Enhancements to Help with Working Capital, using 504 loans to refinance commercial real estate mortgages

Dealer Floor Plan Pilot Extension, Expansion

Small Business Intermediary Lending Pilot

New Law Strengthens Small Businesses' Ability to Compete for Contracts, Including Recommendations from the President's Task Force on Federal Contracting Opportunities for Small Business

Equal Treatment across Federal Contracting Programs

Better Playing Field for Small Businesses – more accountability, integrity, transparency

Small Business Teaming Opportunities

New Law Promotes Small Business Exporting, Building on the President's National Export Initiative

Export Express Pilot Becomes Permanent

State Trade and Export Promotion Grants Pilot

Increased Staff and Strengthened Export Counseling Resources.

Law Expands Training and Counseling:

Major Investment in SBDC-provided Counseling and Training

More Opportunities in Export Counseling (see above)

New Law Provides \$12 Billion in Tax Relief to Help Small Businesses Invest in their Firms, Create Jobs

Extension, Expansion of Tax Cuts – 8 Tax Cuts

Beyond SBA:

Small Business Lending Fund – \$30 billion (administered by Treasury)

Establishes State Small Business Credit Initiative (administered by Treasury)

For complete details on the Jobs Act of 2010 go to: <http://www.sba.gov/jobsact/>