

Loan Report as of February 28, 2010

Inside This Issue:

Loan Report	1
News for Our Lending Partners	2
QuickBooks Training Held by OSBDC at Summit Medina Business Alliance	3
New Analysis of Job Gains and Losses from SBA Office of Advocacy	3
SBA Proposes Expansion of Women-Owned Small Businesses Access to Federal Contracting Opportunities	4
Extension of SBA Recovery Lending Programs Will Support \$1.8 Billion in Small Business Lending	5
RepCAN 2010—Expand Your Exports to Canada	5
“Financing Your Global Business “ Event to Take Place Wednesday, March 24 in Mentor, Ohio	6
WEN Trade Show to Take Place April 26 in Maumee, Ohio	7



7(a) and 504 Loans Combined

Bank	Number Approvals	Dollars (In Thousands)
Huntington National Bank	108	\$20,910
JPMorgan Chase Bank	40	\$4,608
KeyBank	38	\$7,823
FirstMerit Bank	26	\$2,979
Charter One Bank/RBS Citizens	22	\$1,280

504 Loans

Bank	Number 504 Approvals	Dollars (In Thousands)
KeyBank	7	
PNC Bank	6	
FirstMerit Bank	5	
First National Bank	4	
Huntington National Bank	4	
Farmer's National Bank	3	
Fifth Third Bank	3	

CDC	Number 504 Approvals	Dollars (In Thousands)
Growth Capital Corp.	19	\$7,662
Cascade Capital Corp.	7	\$2,011
Northwest Ohio Dev. Ass't.	6	\$1,699
Lake County SBAC	4	\$560
Mahoning Valley Economic Dev. Corp.	3	\$834
Mentor Economic Ass't Corp.	3	\$784
Stark Development Board	3	\$420
West Central Partnership	2	\$1,530
Community Capital Dev. Corp.	1	\$245
Ohio Statewide	1	\$294

In News for Our Lending Partners:

- New updated version of the SBA Form 912, Statement of Personal History
- The 2009.4 Edition of the 7(a) Loan Program Authorization is Re-released in Microsoft Office Word 2007

NEWS FOR OUR LENDING PARTNERS

New updated version of the SBA Form 912, Statement of Personal History

A new updated version of SBA Form 912, Statement of Personal History, has been issued and can be downloaded by lenders and CDC's at:

<http://www.sba.gov/tools/Forms/smallbusinessforms/fsforms/index.html>

The 2009.4 Edition of the 7(a) Loan Program Authorization is Re-released in Microsoft Office Word 2007

SBA announces the re-release of the 2009.4 edition of the National 7(a) Authorization (which is the Boilerplate and Wizard). This edition of the Authorization was originally released on July 8, 2009. The re-released 2009.4 edition of the Authorization has been programmed so that it will function in Microsoft Office Word 2007 (12). As a result there will be two editions of the 2009.4 Authorization available to all users on the SBA website.

Since both editions will have the same 2009.4 identifier, SBA added the suffix W3 (for Word 2003) and W7 (for Word 2007) at the website location where the two editions are posted.

Please note that an authorization created with the W3 Wizard will not function properly in W7 (although it may open) and an authorization created with the W7 Wizard will not function properly in W3 (although it may open). As such it is incumbent upon the user to download the correct edition from the web site.

The 2009.4-W7 edition of the Authorization has the same terms, conditions, and processes as the 2009.4-W3 edition. As such the "What's New" sections of both editions are the same.

The "About the '7a' Wizard" section in the Boilerplate in both editions now has a more thorough explanation of compatibility with the different versions of Microsoft Office. The 2009.4-W7 edition will be available at www.sba.gov beginning on the effective date of this Notice.

The authorization webpage is:

http://www.sba.gov/aboutsba/sbaprograms/elending/authorizations/bank_Auth_National_7a.html

Participants with Word 2007 capabilities can begin using the 2009.4-W7 edition as soon as it is posted. Since both editions have the same terms, conditions, and processes, the use of either edition is satisfactory to SBA. The decision to use either edition is based on the user's capabilities to use either Microsoft Word version 2003 or Microsoft Word version 2007. Care should be taken to download the correct Wizard for your system.

Users who are currently using Word 2003 on their systems should not download the 2009.4-W7 edition.

Future changes to the Wizard and Boilerplate so the terms, conditions, and processes conform to the current SOPs will be made when the 2010 editions are issued. ♦

If you have any questions on this or any SBA loan matter, please contact our Lender Relations division at (216) 522-4180.

Basic QuickBooks Training held by Ohio Small Business Development Center at Summit Medina Business Alliance, Inc.

During National Entrepreneurs Week, the Ohio Small Business Development Center (SBDC) at Summit Medina Business Alliance (SMBA), Inc. in Akron, Ohio graduated eight small business participants of a four week training class designed to teach how to use Quick Books software. The training held from January 25 – February 22, 2010, occurred at the Akron Global Business Accelerator, home to the SBDC and to the fully equipped Computer Lab funded through the SBA; with the collaboration of the SBDC, the Akron Global Business Accelerator, and Technology Management Services. The software training is used to help start-up and existing small businesses maintain financial information. Jim Griggy, Certified Business Advisor, was the instructor delivering 8 modules of training which included Getting Started; Setting Up QuickBooks; Working with Lists; Working with Bank Accounts; Using Other Accounts in QuickBooks; Entering Sales Information; Receiving Payments and Making Deposits; and Entering and Paying Bills. This training is offered Quarterly and is sponsored by the Ohio Small Business Development Center at the Summit Medina Business Alliance, Inc. Visit the SBDC website at www.akronsbdc.org for more information on upcoming monthly workshops: Business Basics, How to Write a Business Plan, Conducting Business with the Government, and Understanding Financial Spreadsheets. Contact the main office directly at 330-375-2111 or at info@akronsbdc.org to register for workshops and seminars as well as one to one consulting about your business. Utilize this center to build a solid foundation for business success! ♦



Quick Book Instructor Jim Griggy, Certified Business Advisor, and students.



Quick Book Graduating Class, February 2010

Where Do Jobs Come From? New Analysis of Job Gains and Losses from the Office of Advocacy

Over a recent 15-year period, small businesses created some 65 percent of the net new jobs in the private sector, according to conservative estimates cited in a new report from the SBA Office of Advocacy. In *An Analysis of Small Business and Jobs*, Advocacy economist Brian Headd notes that many of the new jobs are in new business startups, but an even larger share are in expanding firms of all sizes—particularly mid-sized firms with 20-499 employees. More and more, we're finding that both new startups and ongoing high-growth firms have important roles to play in the labor market," said Acting Chief Counsel for Advocacy Susan M. Walthall. "Fast-growing firms scattered across the economy create a large share of jobs—and because no one can predict which idea will be the next to catch on, it's important to create an environment in which a wide spectrum can start up and expand." Advocacy's analysis of the quarterly Bureau of Labor Statistics data show that over the 15 years from 1993 to mid-2008, 31 percent of net job gains (jobs created minus jobs lost) came from the opening of new establishments. An even larger share—the remaining 69 percent—were from ongoing firms of all sizes that expanded. (These net figures are based on establishment openings minus closings and establishment expansions minus contractions.) The business cycle is an important factor in the net creation or loss of jobs. In the current downturn, firms with fewer than 20 employees began losing jobs as early as the second quarter of 2007. From 2008 to the second quarter of 2009, these smallest firms accounted for 24 percent of the net job losses, while those with 20-499 employees accounted for 36 percent; the remaining 40 percent of job losses were in large firms with more than 500 employees. The Office of Advocacy, the "small business watchdog" of the federal government, examines the role and status of small business in the economy and independently represents the views of small businesses to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats, and it funds research into small business issues. For more information and a complete copy of the report, visit the Office of Advocacy website at www.sba.gov/advo. ♦

SBA Proposes Women-Owned Small Business Rule to Expand Access to Federal Contracting Opportunities

The U.S. Small Business Administration has released a proposed rule aimed at expanding federal contracting opportunities for women-owned small businesses (WOSB). The proposed rule is available for public comment for 60 days. The proposed rule is part of the Obama Administration's overall commitment to expanding opportunities for small businesses to compete for federal contracts, in particular those owned by women, minorities and veterans.

This proposed rule identifies 83 industries in which WOSBs are under-represented or substantially under-represented in the federal contract marketplace. This rule is aimed at providing greater opportunities for WOSBs to compete for federal contracts, while achieving the existing statutory goal that 5 percent of federal contracting dollars go to women-owned small businesses.

"Women-owned small businesses are one of the fastest growing segments of our economy, yet they continue to be under-represented when it comes to federal contracting," said SBA Administrator Karen Mills. "Across the country, women are leading strong, innovative companies, and we know that securing federal contracts can be the opportunity that helps them take their businesses to the next level, expand their volume and create good-paying jobs. This proposed rule is a step forward in helping ensure greater access for women-owned small businesses in the federal marketplace."

The creation of a rule to increase federal contracting opportunities for WOSBs was authorized by Congress in 2000. Since that time, SBA took a number of steps to study and analyze the market, including looking at participation by women-owned small businesses across all industries. Various draft rules were made available for public comment in prior years, but the Obama Administration chose last year to draft a new, comprehensive rule, based on the analysis of the prior studies and on all the questions and comments previously received.

Some of the components of the proposed Women-Owned Small Business rule include:

- To be eligible, a firm must be 51 percent owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The firm must be "small" in its primary industry in accordance with SBA's size standards for that industry.

- In order for a WOSB to be deemed "economically disadvantaged," its owners must demonstrate economic disadvantage in accordance with the requirements set forth in the proposed rule.
- The SBA has identified eligible industries based upon the combination of both the "share of contracting dollars" analysis, as well as the "share of number of contracts awarded" analysis used in the RAND study. This differs from an earlier proposed version of the rule which identified only four industries in which women-owned small businesses were under-represented. This earlier version proposed to identify eligible industries based solely on the "share of contracting dollars" analysis used in the RAND study.
- In accordance with the statute, the proposed rule authorizes a set-aside of federal contracts for WOSBs where the anticipated contract price does not exceed \$5 million in the case of manufacturing contracts and \$3 million in the case of other contracts. Contracts with values in excess of these limits are not subject to set-aside under this program.
- The proposed rule removes the requirement, set forth in a prior proposed version, that each federal agency certify that it had engaged in discrimination against women-owned small businesses in order for the program to apply to contracting by that agency.
- The proposed rule allows women-owned small businesses to self-certify as "WOSBs" or to be certified by third-party certifiers, including government entities and private certification groups.
- The proposed rule requires WOSBs which self-certify to submit a robust certification at the federal ORCA Web site and also to submit a core set of eligibility-related documents to an online "document repository" to be maintained by the SBA. Each agency's contracting officers will have full access to this repository.
- The SBA intends to engage in a significant number of program examinations to confirm eligibility of individual WOSBs.
- In the event of a contract protest or program review, the SBA will be entitled to request substantial additional documentation from the WOSB to establish eligibility.
- SBA intends vigorously to pursue ineligible firms which seek to take advantage of this program and in so doing to deny its benefits to the intended legitimate WOSBs.♦

The public may submit comments to this proposed rule up until close of business on May 3, 2010, to www.regulations.gov, where they will be posted after 4 p.m. EST today, or by mailing them to Dean Koppel, Assistant Director, Office of Policy and Research, Office of Government Contracting, U.S. Small Business Administration, 409 3rd St. SW, Washington, DC 20416. Please reference RIN 3245-AG06 when submitting comments.

Extension of SBA Recovery Lending Programs Will Support \$1.8 Billion in Small Business Lending

Agency plans to restart Recovery loan approvals on March 10

President Barack Obama signed legislation Tuesday, March 2 extending until March 28 the U.S. Small Business Administration's ability to provide small business loans that are enhanced with special provisions of the American Recovery and Reinvestment Act (ARRA), including a higher guarantee of SBA-backed loans and a waiver of loan fees normally paid by borrowers. SBA estimates the additional funding will support about \$1.8 billion in small business lending. New approvals of eligible loans with the higher guarantee and reduced fees made possible by the Recovery Act are expected to resume on March 10. Loan applications from borrowers in SBA's Recovery Loan Queue will be funded first, followed by new loan applications.

"These key loan programs have been successful in helping jump-start the economic recovery for America's small businesses," said SBA Administrator Karen Mills. "The increased guarantee and reduced fees on SBA loans helped put almost \$22 billion into the hands of small business owners and brought more than 1,100 lenders back to SBA loan programs. As a result, average weekly loan approvals by SBA have climbed by 87 percent compared to the weekly average before passage of the Recovery Act. "We will continue working with the President and with Congress to move forward with proposals for a longer extension for these important program enhancements, as well as higher loan limits, refinancing for commercial property loans and other significant ongoing support for small businesses. Small businesses need the changes the President has called for to ensure that they have the tools they need to drive economic growth and create jobs in communities all across the country."

As part of the Recovery Act, SBA received \$730 million, which included \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to waive borrower fees on most 7(a) and 504 loans. The funds for these programs were exhausted on Nov. 23, and an additional \$125 million was provided in December. Those funds were exhausted in late February. SBA has implemented the Recovery Loan Queue twice before as part of its temporary transitions back to pre-Recovery Act lending. Eligible small businesses, in consultation with their lender, could choose to be placed in the queue for possible approval of a Recovery Act loan if funding became available from loans canceled for a variety of reasons. Currently there are 652 loan requests totaling \$230 million in the Recovery Loan Queue.

The extension signed by President Obama authorizes the higher guarantee levels through March 28, 2010, for 7(a) loans. The fee relief is available until the additional funding is exhausted or the end of the fiscal year on Sept. 30, whichever comes first. As was the case in November and again in February, SBA is prepared to transition into a queue system as the funds start to wind down in order to ensure the maximum cumulative effect of the programs and disbursement of funds.

For non-Recovery Act 7(a) or 504 loans already funded during the transition period, this extension does not provide a retroactive guarantee or waived fees. Loans that were funded under non-Recovery Act terms cannot be canceled and resubmitted to take advantage of the Recovery Act extension provisions. This extension does not affect other SBA Recovery Act programs, including the America's Recovery Capital (ARC) loan program or the agency's microloans. Recovery Act funding still remains available for both of those programs. ♦

RepCAN 2010 – Expand Your Exports to Canada

Venue: Vancouver, Canada
Toronto, Canada
Montreal, Canada

Date: June 9-10 Vancouver
June 14-15 Toronto
June 16-17 Montreal

Learn more/register:

www.buyusa.gov/canada/en/repcan2010/home.html

The U.S. Commercial Service in Canada is organizing RepCAN 2010, a three-stop trade mission and exhibition open to U.S. companies in all industry sectors. It is designed to provide small-to-medium-sized U.S. companies (SMEs) with a highly efficient and cost-effective platform to establish profitable business ties with prospective agents, distributors and end-users. U.S. companies can participate in any one, two, or all three of Canada's major regional markets. For more information visit our website or contact Todd Hiser on 216-522-4750. ♦

SBA Cleveland District Office 216-522-4180

Gil Goldberg, District Director, ext. 207
Program Staff

Lender Relations Staff:

James Donato, ext. 215
Timothy Ensich, ext. 213
Mark Hansel, ext. 230
Thomas Sangrik, ext. 214

Business Development Staff:

James Duffy, ext. 218
Vanessa Behrend ext. 220
John L. Renner, ext. 211
Sonya Wagasky, ext. 202



are hosting

FINANCING YOUR GLOBAL BUSINESS

Wednesday, March 24, 2010

8:30 am to 6pm



(Registration begins at 8am)

Cappelli's @ Comfort Inn

(Click on the Cappelli's logo for map)

at Route 306 from Route 90 or Route 2
7701 Reynolds Road Mentor, Ohio 44060

\$99 (Includes continental breakfast and lunch)

This full-day event combines a workshop followed by one-on-one meetings with various banking & lending institutions. Topics that will be covered are:

- Learn how U.S. government supported export financing has worked
- Learn where and how to get privately sourced credit insurance to fund your international transactions
- Learn how a venture capital firm can help and what they look for
- Learn how to choose an international banking partner

Who should attend? Those companies that are looking for financing of several aspects of their global business.

Why attend? To find out what financing options are available to your business.

Please call ITAC at 866.253.4358 to schedule 15 minute one-on-one meeting(s) to discuss financing options with the following banking & lending institutions:

Charter One Bank, Fifth Third Bank, Key Bank, PNC Bank, Eximbank (Export-Import Bank of the United States), SBA (Small Business Administration), USEAC (US Export Assistance Center), OPIC (Overseas Private Investment Corporation), Glengary Ventures, Trade Acceptance Group

Supporting Organizations:



MAGNET
MAGNET TRADE CENTER

Ohio Department of Development



Register and pay online at <http://www.neotec.org/site.cfm/ITAC/Educational-Seminars.cfm> using your credit card or PayPal account, or complete this registration form to pay by check or credit card.

Registration and cancellation deadline is March 17, 2010. NO Refunds after this date. QUESTIONS? Call ITAC at 866.253.4358.

Financing Your Global Business: Registration Form

Name	Title
Company	
Address	City/State/Zip
Phone	Email Address

If you prefer to not to pay online, select a payment method below:

Total # attending ____ x \$99/ea = Total Cost \$ _____

Check (Make payable to ITAC and mail to ITAC Seminar, P.O. Box 5190, Kent, OH 44242)

Credit Card #	Exp. Date	Sec Code*
---------------	-----------	-----------

Visa, MasterCard or American Express (Fax registration form to ITAC at 330.672.2259 or mail to ITAC, P.O. Box 5190, Kent, OH 44242.)

Signature

*We will process your credit card using our NEOTEC PayPal account. The 3-digit security code on the back of your credit card is required.



ITAC is funded in part through a cooperative agreement with the U.S. Small Business Administration. The Ohio EXEC program is also funded in part by the Ohio Department of Development. All opinions, conclusions or recommendations expressed on this form of the author (s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, call ITAC at 330-672-6887.

WEN TRADE SHOW

April 26, 2010



Mark your calendar for the
Women's Entrepreneurial Network (WEN) Trade Show!

Monday, April 26, 2010

**Parkway Place
2592 Parkway Plaza
Maumee, Ohio**

AGENDA

8:00 - 10:30 a.m. Set Up
10:30 - 11:30 a.m. Vendor ONLY Networking
11:30 - 1:00 p.m. Lunch Bunch
1:00 - 5:00 p.m. TRADE SHOW

TABLE SALES

Member Table Cost \$99.00 (thru March 15)
Member Table Cost \$125.00 (after March 15)
Non-Member Table Cost \$199 (includes 1 year membership)

Tables can be split. It is the vendor's responsibility to find a table partner.

Contact Beth Miller for more information at 419-254-6034

www.wen-usa.com