

Loan Report as of May 31, 2010

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7(a) and 504 Loans Combined

Bank	Number Approvals	Dollars (In Thousands)
Huntington National Bank	231	\$46,992
KeyBank	67	\$12,344
JPMorgan Chase Bank	59	\$9,013
FirstMerit Bank	41	\$7,232
Charter One Bank/RBS Citizens	39	\$2,246

504 Loans

Bank	Number 504 Approvals
FirstMerit Bank	10
Huntington National Bank	8
KeyBank	8
PNC Bank	8
First National Bank	5
JPMorgan Chase Bank	5
Farmer’s National Bank	3
Fifth Third Bank	3
Lake National Bank	3

CDC	Number 504 Approvals	Dollars (In Thousands)
Growth Capital Corp.	25	\$11,420
Cascade Capital Corp.	13	\$4,095
Lake County SBAC	9	\$2,138
Northwest Ohio Dev. Ass’t.	8	\$2,041
Mahoning Valley Economic Dev. Corp.	5	\$3,395
Stark Development Board	5	\$717
Mentor Economic Ass’t Corp.	4	\$958
Community Capital Dev. Corp.	2	\$1,523
West Central Partnership	2	\$1,530
Ohio Statewide	1	\$294
SEM Resource, Inc.	1	\$1,473



SBA Honors National Small Business Week Awardees

Doris Young, Owner and School Director of **Great Lakes Truck Driving School, Inc.** of Columbia Station, Ohio, has been named the **2010 Small Business Person of the Year** by the Cleveland District Office of the U. S. Small Business Administration (SBA). "Ms. Young and her company exemplify the critical role that small businesses play in growing our economy through the creation of jobs," said Gil Goldberg, District Director of SBA's Cleveland District Office. "It is with great pride that we offer our congratulations to Ms. Young on this well-deserved honor." Mr. Goldberg noted that nominees for this award are judged on several criteria, including growth in number of employees; increase in sales and/or unit volume; strong current and past financial reports; innovativeness of product or service offered; response to adversity; and contributions by nominee to aid community-oriented projects.

Brian Reis, President and CEO of **Ballreich's Potato Chips of Tiffin**, has also been honored as recipient of the **Jeffrey Butland Family-Owned Business of the Year Award**. This award honors a family-owned and operated business which has been passed on from one generation to the next and has a minimum 15-year track record of success. Mr. Reis is a third generation operator of this well known potato chips and snack manufacturer, which was founded in 1920. "It is always gratifying to honor family-owned firms that are passed on from generation to generation," noted Mr. Goldberg.

SBA has also honored several small business advocates with SBA Champion Awards. Awardees are individuals that have used their professional expertise or personal talents to further the understanding and awareness of small business. These individuals have taken an active role in creating opportunities for small business. This year's Champion awardees are:

Financial Services Champion of the Year:

John Kropf, Executive Director, Growth Capital Corp.

Minority Small Business Champion of the Year:

Stacey Banks-Houston

Small Business Development Center Service Excellence and Innovation Award:

Mary Ann Jasionowski, Director, The Ohio SBDC at Summit Medina Business Alliance

Finally, SBA recognizes **Jacqueline R. George**, President of **Canton Data Print, Inc.**, as the **runner-up Small Business Person of the Year**.

"This year we are delighted to recognize these awardees significant contributions to the small business community of Northern Ohio", Mr. Goldberg added. "They exemplify small business at its best."

Every year since 1963, the President has proclaimed National Small Business Week to recognize the contributions of small businesses to the economic well-being of America. Each year, the SBA recognizes this special impact made by outstanding small business owners, and by champions of America's entrepreneurs. In 2010, National Small Business Week will honor the estimated 27.2 million small businesses in America. Small businesses are major contributors to the strength of the American economy. More than half of Americans either own or work for a small business. They also create 60-80 percent of new jobs in the country. Small businesses drive innovation, create 21st century jobs and increase U.S. competitiveness. ♦

Great Lakes Truck Driving School, Inc., Small Business Person of the Year Award



Kirby Freeman, Growth Capital Corp.; Jim Young, co-owner; Doris Young, Owner and School Director of Great Lakes Truck Driving School, Inc.; Gil Goldberg, District Director SBA; Matt Lundy, State Representative; Joel Beckler, Wayne Savings Community Bank; John Kropf, Growth Capital Corp.

SBA Honors National Small Business Week Awardees

Ballreich's Potato Chips of Tiffin, Jeffery Butland Family-Owned Business of the Year Award



SBA Director Gil Goldberg; Ballreich's Potato Chips President Brian Reis; wife Linda Reis; daughter; Haley Thomas; son-in-law Phillip Thomas; and mother Phyllis Reis

Canton Data Print, Runner Up Small Business Person of the Year Award



District Director Gil Goldberg, and President of Canton Data Print, Inc., Jacqueline R. George

SBA Honors National Small Business Week Awardees



Financial Services Champion of the Year Award

John Kropf, Executive Director, Growth Capital Corp., and Gil Goldberg, District Director SBA



Minority Small Business Champion of the Year Award

Stacey Banks-Houston and Gil Goldberg



Small Business Development Center Service Excellence and Innovation Award

SBDC —
Summit Medina Business Alliance
Jim Griggy, SBDC;
Mary Ann Jasionowski, SBDC Director;
Gil Goldberg, SBA Director;
Laura Rees and Brian Walters, SBDC

Cleveland Matchmaker a Huge Success

The SBA Cleveland District Office, working with the Council of Smaller Enterprises (COSE), and with the support of Ohio Commerce Bank, held the Cleveland Matchmaker 2010 on May 11th & 12th at Cleveland Browns Stadium. More than 300 people attended the Matchmaker event, which brought together various small businesses and buying organizations for one-on-one meetings, workshops, and networking opportunities. Attendees got a great view of the City of Cleveland and the Cleveland Browns football field. Lunch was served in the Browns press box area overlooking the field.



The Matchmaker event provided buyers and sellers the opportunity to have pre-arranged 15 minute appointments, allowing both sides to explore potential business relationships. More than 40 buying organizations were on hand, including buyers from the City of Cleveland, Cuyahoga County, NASA, U.S. Coast Guard, ODOT, HUD, Cleveland Clinic, the sports teams Cleveland Cavaliers and Indians, various utilities companies, universities, government agencies, and private companies.



Workshop topic sessions included Tapping into the Government Marketplace, Gauging Financing Needs, SBA loan financing programs, MBE/EDGE Certification, Opening the Door to New Opportunities, and State of the Banking Industry & Lending Climate. ♦



Gretchen Di Santo, Director Entrepreneurship Center Workforce Development & Continuing Education LCC and Gil Goldberg, Director SBA

"Road to Success" Small Business Symposium Held

The Cleveland District Office, in cooperation with Lakeland Community College, the Lake County Port Authority, and Mentor Economic Assistance Corporation, participated in "Road to Success...Learn from the Experts", a Small Business Symposium held on May 18, 2010 at the campus of Lakeland Community College in Kirtland, Ohio. This symposium gave attendees expert small business advice and the opportunity to learn from experienced business owners and experts on such topics as financing/access to capital, marketing, and human resources. Many local agencies, financial institutions, and small businesses had vendor tables at the symposium. SBA Cleveland District Director Gil Goldberg provided the opening remarks and gave an overview of the SBA programs and services. The Keynote speaker was Anita Campbell, CEO of Small Business Trends, LLC. The symposium included 20 different track sessions on marketing, business operations, business start up, and minority business. Some of the break-out sessions included Access to Capital (including the SBA loan programs), No-Budget Marketing, Developing a Business Plan, Prototyping/Patents, IRS Small Business Resources, Growing Your Business with Direct Mail, Franchising, Certifications in Federal Government Contracting, SCORE Counseling, Networking, and Selling to the Government. ♦



OFFICE OF THE ADMINISTRATOR

U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

Dear Small Business Owner,

For decades, access to affordable health insurance has been the number-one concern of small business owners. To help you address that concern and provide quality, affordable coverage for your employees, the new Affordable Care Act gives you [a number of new tools and benefits](#).

The most immediate benefit you should know about is the tax credit to help you pay for up to 35 percent of your employee premiums starting this tax year. An estimated 4 million small businesses may qualify for these tax credits, totaling about \$40 billion over the next 10 years. [Go here to learn more about the tax credit](#), including new information that explains how this federal credit is *in addition to* state-level credits you might receive and how dental and vision coverage are also eligible for the federal credit.

The Affordable Care Act also included reporting requirements if you pay another business \$600 or more starting with 2013 filings. Small business groups have voiced concerns about the possible burden this places on people like you. That's why the IRS is already planning to exempt from this requirement your transactions that use credit and debit cards. Also, the IRS, SBA and others in the Administration are looking for additional ways to minimize burdens and avoid duplicative reporting. We welcome your comments and input as we move forward together to address implementation issues under the new law.

Over the last 16 months, this Administration has taken steps to provide tax relief that put more money in the hands of small business owners like you – including write-offs for new equipment, credits for hiring unemployed workers and capital gains exclusions for small business investors. We know that sensible tax relief like this will help you grow your business, create new jobs, and continue drive America's economic recovery.

With warm regards,

Karen Mills

Small Business Development Centers, Cuyahoga County

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Cuyahoga SBDC at CSU

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Beachwood, Ohio 44122

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Google and SBA Launch “Tools for Online Success” Partnership to Boost Small Businesses

**- See Below for Success Stories and Helpful Tips
for Small Businesses -**

WASHINGTON, DC – Today the U.S. Small Business Administration (SBA) and Google announced a new partnership and unveiled “[Tools for Online Success](#),” an array of online resources and training designed to help small business owners harness technology to grow their businesses. The “Tools for Online Success” site (<http://www.google.com/help/sba>) features tutorials, video testimonials, and tips from savvy small business people who have leveraged the web to become more efficient, more cost-effective, and more successful.

"The SBA is pleased to partner with Google to put these important tools in the hands of small businesses across the country," said SBA Administrator Karen Mills. "As the web evolves and consumers adapt accordingly, we know that more customers are finding traditional 'Main Street' businesses online. With these tools for online success, we can ensure these small businesses reach new markets and customers so they can continue to create jobs."

"One fifth of searches on Google are related to location, which shows that people are looking to the Internet to make decisions about where to go and what to do in their daily lives," said John Hanke, Vice President of Product Management, Google. "We want to connect our users with the businesses that provide the goods and services they need, but the first step is for those businesses to have an online presence. We're excited to team up with the SBA to make that process easier for business owners across the country."♦

SBA Offers Tools to Help Exporters Succeed

WASHINGTON, D.C. – The U. S. Small Business Administration is offering new, free tools for new and established small business exporters to help them grow and succeed in international trade. Small businesses will now have access to six-part podcast series, an introduction to exporting Youtube video and an online training course.

"Exporting is a critical strategy for helping small businesses grow and create jobs," said SBA Administrator Karen G. Mills. "We're working every day to help small businesses break into exporting, reach more international markets and be more competitive in the global economy."

The podcast series is available online at http://www.sba.gov/tools/audiovideo/Podcasts/INTL_TRADE.html

and focuses on Growing Your Business Through Exporting; Developing an Export Strategy; Preparing for Global Markets; Conducting Market Research; SBA Exporting Loan Program; and a Small Business Success Story.

The introduction to exporting video is available at <http://www.youtube.com/user/sba#p/u/0/UFQIASzJWn4>, and the free, online exporting course, "Take Your Business Global," is available at <http://web.sba.gov/sbtn/registration/index.cfm?CourseId=72>.

In addition to the new online tools, SBA Resource Partners – Small Business Development Centers, Womens Business Centers and SCORE – are available to assist small businesses in every U.S. State and Territory who are interested in exporting. These resource partners can help entrepreneurs identify potential export markets, facilitate export transactions, develop linkages between United States small business and prescreened foreign buyers, advise on participation in international trade shows, assist in obtaining export financing and in facilitating the development or reorientation of marketing and production strategies. In addition to counseling resources in every state and territory there are export specialists available at the 8 SBDC International Trade Export Assistance Centers and SCORE online international trade advisors. To find your local counseling resources please visit www.sba.gov.♦



SBA Export Loan Programs

- ◆ **Export Working Capital Program (EWCP)**
- ◆ **Export Express**
- ◆ **International Trade Loans**

The “world is flat” and small businesses are participating in the world economy in record numbers. Consider the following

70% of all exporters have fewer than 20 employees

Small and Medium Sized Enterprises (SME) account for 30% of export value

SMEs exported over \$300 Billion worth of merchandise in 2008.

How can you support these growing businesses and their need for capital while still maintaining prudent lending standards? SBA participating lenders are invited to learn how to use SBA export finance programs to provide these growing businesses with financing solutions while still maintaining an acceptable level of risk. This training will be provided by Patrick Hayes, SBA’s Regional Export Finance Manager. Please join us:

When: July 8, 2010, 9:00 am EST – 10:00 am.

Dial in instructions: 1-866-740-1260; passcode 3755002
www.readytalk.com; pass code 3755002

Questions – call Patrick Hayes on 216-522-4731 or Patrick.hayes@sba.gov

Statement from Administrator Mills on Urging Continued Support for Small Businesses' Recovery Loan Programs

Queue Activated as SBA Presses for Longer Term Funding

WASHINGTON – U.S. Small Business Administration Administrator Karen Mills today issued the following statement regarding efforts to ensure continued funding for two key provisions first implemented as part of the American Reinvestment and Recovery Act (ARRA) of 2009:

“Two key enhancements to SBA’s loan programs – increased guarantees and reduced fees in our two largest lending programs – have engineered a significant turnaround in SBA lending and been successful in helping jumpstart our economy for small businesses. To date, these programs have supported more than \$27.5 billion in lending to more than 60,000 small businesses across the country. They have also brought more than 1,300 lenders back to SBA’s loan programs, increasing the points of access for small businesses to get the capital they have needed during these tough economic times.

“Due to the heavy demand from small businesses for available credit, the original \$375 million provided under the ARRA for these loans was exhausted in November. Since then, additional funds have been provided for short-term extensions, and those funds, too, have been exhausted. As a result, today we communicated to our lending partners that we have reactivated the Recovery Loan Queue. The queue is an efficient and transparent way to ensure that every remaining dollar possible is made available to help small businesses drive economic recovery across the country.

“Small businesses are a key engine for job creation across the country. With that in mind, President Obama has laid out an aggressive agenda for providing small businesses with the tools they need to drive economic growth. A key piece of that agenda is a longer-term extension of these increased guarantees and reduced fees, and we urge Congress to move quickly to continue these critical programs.”

SBA’s ARRA Programs:

As part of the Recovery Act enacted on Feb. 17, 2009, SBA received \$730 million to help small businesses, including \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to reduce borrower fees on most 7(a) and 504 loans. The funds for these programs were exhausted on Nov. 23, 2009, and an additional \$125 million was provided in December. Those funds were exhausted in late February. An additional \$60 million was provided to extend the programs through March. SBA was authorized for an additional \$40 million in late March, and an additional \$80 million was provided in mid-April to support the programs through May 31.

SBA’s 7(a) and 504 ARRA Transition Plan:

SBA has transitioned 7(a) and 504 programs back to their pre-ARRA terms and communicating those plans with its lending partners. As part of this plan, SBA has reactivated its Recovery Loan Queue today. The queue will operate in the same manner as when originally implemented in November 2009.

Sometimes previously approved loans are later cancelled or never disbursed for a variety of reasons, and the funds committed to those loans can be applied to applications in the queue. The queue takes this into account and beginning on the transition date will allow eligible small businesses, in consultation with their lenders, to choose to be placed in the queue for possible approval for an ARRA loan if funding once again becomes available. Small business owners and lenders will have transparent access to the queue via www.sba.gov/recoveryq and will be able to remove themselves from the queue at any time to be considered for a non-ARRA SBA loan with all applicable fees and, for 7(a) loans, standard guaranty levels.

The authorization for the 90 percent guarantee on 7(a) loans ends on May 31, but the authorization for fee waivers is in place through September 2010.

To learn more about SBA’s ARRA programs and other resources for small businesses, please visit www.sba.gov. ♦