

## SANTA ANA DISTRICT NEWSLETTER

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July 2011

### SBA Honors Local Entrepreneurs & Supporters at June 2nd Awards Luncheon

#### In This Issue...

Small Business Week Celebration

SBA Lending Update

Upland Resident Appointed to Council on Underserved Communities

Federal Procurement Scorecard

ETAP Port of Long Beach Tour

America's Best: Ruiz Foods

#### In Every Issue...

SADO Webpage

Orange County SBDC

Around 400 individuals gathered with SBA on June 2nd to celebrate the achievements of local small business lenders, small business champions, and small business owners as part of our annual Small Business Week celebration. Five small business champions, four small business lenders and two small businesses were honored with awards at the event, which was hosted this year by the San Manuel Band of Mission Indians at the San Manuel Indian Bingo & Casino in Highland.

Lou Desmond, host of KTIE 590 AM's IE News Hour, reprised his role as the emcee of the event. In a break from the tradition of previous years, the top lenders in four categories were honored for their commitments to SBA lending in front of the assembled business and community leaders.



From left: Steve Doss, Regional Sales Manager/VP, Wells Fargo Bank; Michael Owen, COO, CDC Small Business Finance; Lesleigh Claiborne, VP & Business Development Officer, Pacific Enterprise Bank; and Ben Lundeen, Credit Administration Officer, Borrego Springs Bank accept awards for their commitment to small business lending.

The event culminated in the playing of the Small Business Week Award winner videos, which allowed each small business owner and champion to share their respective stories. The award winners represented a cross section of our very diverse district - one winner recalled being among the first Vietnamese immigrants to California, and another related the story of how he began his business in the corner of his parents' garage.

With the close of this year's awards ceremony, we've begun to accept nominations for the 2012 Small Business Week Awards. Award criteria and nomination guidelines will be posted on our website shortly, or you can contact Sylvia Gutierrez at 714.560.7454 if you have any questions.

Inland Empire  
SBDC

Please click on the linked picture below to view the rest of the photos from the event.

Tritech SBDC

Orange  
County SCORE

Inland Empire  
SCORE

Coachella  
Valley SCORE

Institute of  
Women  
Entrepreneurs

Inland Empire  
Women's  
Business  
Center

Coachella  
Valley  
Women's  
Business  
Center



## SBA Lending Update

Loan volume since January 1 continues to reflect a general upward trend after the record-setting first quarter, even though the last two quarters since then are the first in two years in which no loan enhancements were made available on 7(a) and 504 loans. Weekly loan volume remains solid nationally, averaging more than 1,100 loans and more than \$364 million per week in the 3rd quarter. That is in line with weekly averages before the recession.

As of 6/24/2011, 1,106 small business loans were approved to borrowers in the Santa Ana District, for a total of \$689,348,200 in government guaranteed financing. Currently the Santa Ana District is ranked third out of 68 district offices in terms of dollar volume and 14th in number of loans.

CDC Small Business Finance, headquartered in San Diego, was recently approved to start offering Community Advantage loans, making it the first CDC in the State of California to acquire the status. As a Community Advantage Lender, CDC Small Business Finance will now be able to offer 7(a) loans of up to \$250,000 in addition to its microlending and 504 programs. The three-year pilot program allows mission focused financial institutions such as CDCs and CDFIs to offer 7(a) loans as long as they keep at least 60 percent of their SBA portfolio in underserved markets.

In other lending news, the Institute for Women Entrepreneurs (IWE), in partnership with the Santa Ana District Office will host the next Lender's Roundtable on August 23rd at the Fullerton Marriott. The Lender's Roundtable provides a professional development and networking opportunity for members of the small business lending community. John Miller, Assistant Administrator for Financial Operations will be the featured speaker. John is in charge of all SBA loan centers, including the Sacramento Processing Centers, the Fresno Commercial Loan Service Center, and the Herndon National Guaranty Purchase Center. You can [register here](#) or call the IWE at (714) 480-7455. Come prepared to ask John questions!

Below are our top 20 lenders ranked by dollar volume of SBA loans for the period beginning October 1, 2010 and ending June 30, 2011. A complete lender rankings list, updated monthly, can be obtained from our [district website](#).

Rank	Lender Name	Number of Loans	Dollar Volume
1	CDC SMALL BUS. FINAN CORP	136	\$82,368,000.00
2	WELLS FARGO BANK NATL ASSOC	116	\$60,772,600.00
3	U.S. BANK NATIONAL ASSOCIATION	63	\$37,954,100.00
4	CENTER BANK	44	\$36,160,900.00
5	PACIFIC ENTERPRISE BANK	32	\$26,484,300.00
6	SOUTHLAND ECONOMIC DEVEL CORP	30	\$26,442,000.00
7	WILSHIRE STATE BANK	28	\$25,997,200.00
8	JPMORGAN CHASE BANK NATL ASSOC	129	\$25,540,800.00
9	PREMIER COMM. BANK NATL ASSOC	24	\$23,746,900.00
10	SEACOAST COMMERCE BANK	22	\$18,339,000.00
11	CAPITAL BANK	21	\$16,203,000.00
12	PACIFIC CITY BANK	19	\$15,799,300.00
13	EDF RESOURCE CAPITAL, INC.	24	\$13,870,000.00
14	MORTGAGE CAP. DEVEL CORP	14	\$13,474,000.00
15	PACIFIC ALLIANCE BANK	6	\$12,140,800.00
16	COMMUNITY BANK	20	\$11,509,300.00
17	CELTIC BANK CORPORATION	10	\$11,249,300.00
18	NARA BANK	11	\$10,831,000.00
19	ENTERPRISE FUNDING CORPORATION	10	\$9,527,000.00
20	PLAZA BANK	11	\$9,339,500.00

## Upland Resident Appointed to Serve on SBA Advisory Council on Underserved Communities

Hilda Kennedy, Executive Director of AmPac TriState CDC, was recently appointed to serve on the SBA Advisory Council on Underserved Communities (CUC). As the only member of the Advisory Council that resides in Southern California, Hilda's role in the Advisory Council will be to provide input, advice and recommendations to strengthen competitiveness for small businesses in underserved communities.

As the Executive Director of AmPac TriState CDC, based in Grand Terrace, Hilda has provided more than \$60 million dollars in commercial real estate financing to small businesses, particularly those owned by women and minorities. In addition to this experience, Hilda previously worked for 12 years in local government, holding positions as Chief of Staff to the Mayor and City Administrator, Public Information Officer, and Economic Development Director.

The group will have its inaugural meeting in August, and the Advisory Council will meet regularly to advise SBA on ways to increase capital access, job growth, and sustainability. Kennedy led a "listening session" hosted by the Santa Ana District Office on June 29th to hear from small business owners and members of the community about what they need from the SBA.

According to the [press release announcing her appointment](#), the CUC is part of the SBA's ongoing efforts to reach into underserved communities. While the nation's economic recovery is moving forward, that recovery has been uneven, particularly for socially, economically, and geographically disadvantaged business owners.



Hilda Kennedy participates in a listening session with business and community leaders hosted by the Santa Ana District Office

## Federal Procurement Scorecard Released

SBA's annual [Small Business Procurement Scorecard](#) reported recently that federal agencies awarded nearly \$100 billion in federal contracts to small businesses in FY 2010, about 22.7 percent of government contracting dollars. The increase marks the largest two-year increase in over a decade, and the second consecutive yearly increase after four years of decline.

Overall, 13 agencies received an "A" grade, five agencies received a "B," four agencies received a "C" and two agencies received a "D."

"When the federal government gets contracts into the hands of small businesses, it is a 'win-win' situation: small businesses have the opportunity to grow and create jobs and the federal government gets access to some of the most innovative and nimble entrepreneurs," said SBA Administrator Karen G. Mills. "We are proud of the achievement the government has made in, but are determined that the government will meet and exceed the goal. SBA is focused on a number of key initiatives to help increase small business contracting opportunities, as well as combat fraud, waste, or abuse. These efforts will ensure the benefits of our programs continue to go to the intended recipients."

Some of these efforts include:

- *Implementation of the Small Business Jobs Act of 2010* - The Act included 19 provisions related to increasing opportunities for small business contracting and minimizing fraud, waste or abuse in the programs. One of the key provisions is related to work force training to ensure that the procurement work force receives adequate training on small business programs.
- *Interagency Task Force on Federal Contracting Opportunities for Small Businesses* - The President established a Task Force to identify recommendations to increase opportunities for small businesses to compete for and win federal contracts. The Task Force developed 13 recommendations, which the SBA is in the process of implementing.
- *Revised 8(a) Business Development Regulations* - SBA recently published new regulations for this program for the first time in over a decade. These revisions will help ensure the benefits of the 8(a) program go to the intended recipients. SBA is in the process of implementing these revisions.

## Export Training Program Visits Port of Long Beach

BDS Paul Smith recently took a group of his Export Training Assistance Program participants to visit the Port of Long Beach. The Port tour included an overview of the operations at the Port with a focus

on some of the infrastructure improvement projects that are currently underway. After the hour-long tour, the ETAP students listened to presentations by freight forwarders and shippers about how they move goods from one destination to another and how to price products for shipping.



ETAP Attendees gather for a photo at the conclusion of the Port Tour

On Thursday, July 14th, these participants will meet for the last training session before graduating from the program. If you or somebody else you know is interested in exporting and would like to attend the next workshop series aimed at getting small businesses export-ready, contact Paul Smith at (714) 560-7448.

## Spotlight on America's Best

### **Ruiz Foods, Dinuba, California**

Founded in 1964, Ruiz Foods is the top seller of frozen Mexican dishes in the United States. Under the brand names of El Monterey and Tornados, it produces nearly 200 frozen Mexican foods. Ruiz Foods co-founder Fred Ruiz benefitted from technical assistance through SBA-affiliated SCORE counselors and also received SBA-guaranteed 7(a) loans in 1977 and 1979 totaling \$275,000.

