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Helping small businesses **start, grow and succeed.**



Your Small Business Resource

## LOAN REPORT AS OF JULY 31, 2011

### 7(a) and 504 Loans Combined

<b>Bank</b>	<b>Number Approvals</b>	<b>Dollars (In Thousands)</b>
Huntington National Bank	554	\$81,488
KeyBank	91	\$29,392
JPMorgan Chase Bank	82	\$17,321
Charter One Bank/RBS Citizens	52	\$4,856
FirstMerit Bank	46	\$15,615

### 504 Loans

<b>Bank</b>	<b>Number 504 Approvals</b>
FirstMerit Bank	19
Huntington National Bank	16
JPMorgan Chase Bank	12
KeyBank	9
Dollar Bank	4
Westfield Bank	4

<b>CDC</b>	<b>Number 504 Approvals</b>	<b>Dollars (In Thousands)</b>
Growth Capital Corp.	33	\$18,147
Cascade Capital Corp.	16	\$7,187
Lake County SBAC	15	\$5,114
Mahoning Valley Economic Dev. Corp.	11	\$3,729
Stark Development Board	5	\$3,261
West Central Partnership	3	\$3,080
Mentor Economic Assistance Corp.	2	\$877
Northwest Ohio Dev Assistance	2	\$592
SEM Resource, Inc.	2	\$978
Ohio Statewide	1	\$369

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## Dear Supporters of America's Small Business Community:

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 21<sup>st</sup> 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.

Warm regards,

Karen G. Mills  
SBA Administrator



Karen G. Mills  
SBA Administrator



Small Business Week 2012 will be celebrated the week of May 20. To nominate candidates, contact the SBA Cleveland District Office at 216-522-4180 **by November 10, 2011**. Awards given in celebration of National Small Business Week include the following awards:

- Small Business Person of the Year (one from each of the 50 states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands, and Guam);
- Gold Star Awards (for federal government contracting);
- Small Business Exporter of the Year;
- Small Business Development Center (SBDIC) Excellence and Innovation Center Award;
- SBA Young Entrepreneur of the Year;
- 7(a) Small Business Lender of the Year (does not require nominations);
- Jeffrey Butland Family-Owned Business of the Year;
- 504 Lender of the Year (does not require nominations);
- Entrepreneurial Success Award;
- Export Lender of the Year (does not require nominations);
- Phoenix Awards (for disaster recovery);
- Small Business Investors of the Year (does not require nominations);
- Small Business Champions (individuals or organizations dedicated to supporting small businesses);
- Small Business Investment Company of the Year (does not require nominations);
- Small Business Prime Contractor of the Year;
- Community/Rural Lender of the Year;
- Small Business Subcontractor of the Year;
- Women's Business Center of Excellence Award;
- Frances Perkins Vanguard Awards (for use of women-owned businesses in government contracting);
- SCORE Chapter of the Year (does not require nominations);
- Dwight D. Eisenhower Awards for Excellence (for large prime contractors who use small businesses as suppliers and contractors);

## Small Businesses Have New Non-Profit Sources for SBA-financed Loans

*Mahoning Valley Economic Development Corp. selected as one of 20 entities able to start making loans up to \$200,000 under new Intermediary Lending Pilot Program*

**WASHINGTON, D.C.** – Startups, newly established and growing small businesses now have a new source of financing backed by the U.S. Small Business Administration as 20 community organizations have been funded by SBA to start making loans up to \$200,000 to qualifying small businesses. Mahoning Valley Economic Development Corp. of Youngstown is one of the 20 organizations so honored. Authorized under the Small Business Jobs Act of 2010, the new Intermediary Lending Pilot Program will provide direct loans up to \$1 million to 20 community organizations or intermediaries in fiscal year 2011, which in turn will use those funds to help finance small businesses, mostly in underserved markets. Designed to expand access to capital to small businesses and drive economic growth and job creation, the program will fund 20 additional community lenders in FY 2012. The program has an additional year of authority in FY 2013 subject to appropriation by Congress.

“The Intermediary Lending Program is an important new tool to support businesses in underserved markets,” said SBA Deputy Administrator Marie Johns. “Partnering with community lenders will increase points of access to capital for startups and businesses that have been disproportionately affected by the recession.” One goal of the pilot program over the next two-to-three years is to assess the intermediary model as an effective tool for increasing lower-dollar lending to small businesses and startups, particularly those in traditionally underserved communities.♦

*“The Intermediary Lending Program is an important new tool to support businesses in underserved markets,” said SBA Deputy Administrator Marie Johns. “Partnering with community lenders will increase points of access to capital for startups and businesses that have been disproportionately affected by the recession.”*

## SBA Cleveland Holds Lender Roundtable

On July 27, SBA Cleveland District Office hosted a Lender Roundtable attended by local Cleveland area bank executives, Certified Development Company officials and representatives of Senators Sherrod Brown and Rob Portman.



SBA District Director Gil Goldberg conducted the session. The focus of the event was a

discussion about the effect of the economy on current and potential borrowers. The productive exchange included many useful comments and suggestions regarding the lending environment, SBA programs and the political climate.♦

*Lenders discussed the economy, SBA programs and the political climate.*

## Announcing SBA's National Export Initiative Export Video Contest

SBA is teaming up with Visa to ask small business owners: "Where will your next customer come from?" In order to recognize successful small exporters and increase awareness toward federal assistance for exporters, we're sponsoring the [SBA Export Video Contest](#). The contest, presented in partnership with the National Export Initiative and [Export.gov](#), will award monetary prizes to five successful small business exporters representing a variety of industries. American small businesses looking to expand are going global. There are a number of advantages to exporting: reaching new customers, increasing sales and profits, and becoming less dependent on domestic demand, to name several.

In fact, over two-thirds of the world's purchasing power is based outside the U.S., where the vast majority of consumers reside. The U.S. government stands ready to help your small business get started in exporting, with an array of programs, tools and resources.

We want to hear your exporting story in a short, original video submitted to YouTube. U.S. small businesses that have completed at least one successful exporting transaction are eligible.\* Winners will receive cash prizes, an expenses-paid trip to be honored at the

National District Export Council Conference in Las Vegas, Nevada from November 2-5, 2011, and \$1,000 towards a Commerce Department Gold Key service, or various other trade-related events.

### To Enter:

- 1) Create one original video 3 minutes or less in high-definition format. Contest participants must end their video with the following words: "That's my exporting story."
- 2) Where will your next customer come from?", along with a referral to [www.export.gov](#) for assistance. This referral can be spoken, written, embedded or delivered in any appropriate way deemed effective by the submitter.
- 3) All videos must have a unique title or they will not be judged. i.e., not "My Export Story."
- 4) Upload your video to your own YouTube account. In the description, indicate one of the following 5 categories for your video: manufacturing; consumer products; professional services; technology; agribusiness.
- 5) While viewing the SBA Exporting Contest Video, click the comment box and then click on "Create a Video Response" and enter the URL of your video entry. Videos may be uploaded starting [Aug. 1, 2011](#). Entries must be received by [Sept. 3](#). ♦

\*See full contest rules and regulations at <http://www.sba.gov/exportvideocontest>

## SBA Launches One-Stop Website for Small Business Innovation Research (SBIR) Funding Opportunities

Through the Small Business Innovation Research (SBIR) program, the federal government provides \$2.5 billion in annual seed-stage funding for small businesses meeting national research needs.

The U.S. Small Business Administration has reinvented the [SBIR.gov](#) website with new features allowing these innovative companies to navigate opportunities across eleven federal agencies.

Entrepreneurs can now benefit from search across all open solicitation topics, search of past awards, transparent reporting of agencies' annual performance, a unified calendar of events across all agencies, and guided walk-through features for various constituents. ♦

### SBA Cleveland District Office Program Staff:

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**Tom Sangrik, ext 214**

*"The contest, presented in partnership with the National Export Initiative and Export.gov, will award monetary prizes to five successful small business exporters representing a variety of industries."*

## SBA Announces Two Local Companies Are Part of "SBA 100"

**Sierra Lobo, Inc.**, located in Fremont, and **Creative Playrooms' Montessori Schools & Child Care Centers**, headquartered in Solon, are SBA 100 companies. Sierra Lobo, Inc. is a graduate of SBA's 8(a) program, which helped the company increase its revenue and hire more employees. Creative Playrooms utilized several SBA loans to start and significantly expand its business.

The companies now employ 430 and 260, respectively. The SBA 100 features one hundred businesses that have

created at least 100 jobs since receiving SBA assistance.

Full descriptions and a photograph gallery of each of the SBA 100 companies can be found at [www.sba.gov/100](http://www.sba.gov/100).

We are pleased to announce these two local companies are part of the SBA 100," stated Cleveland District Director Gil Goldberg. "These two companies are excellent examples of SBA's programs providing small businesses with the tools and resources they need to grow and create jobs."

The SBA 100 companies include businesses in a variety of industries, from manufacturing, to food and beverage, to shipping.

Each business received SBA support in the form of capital, contracting, counseling or investment before going on to create at least 100 jobs. The SBA 100 is a cross-section of the diverse array of businesses that stand to benefit from SBA assistance. With the help of SBA, the SBA 100 companies have succeeded and created thousands of jobs across America. ♦

*"We are pleased to announce these two local companies are part of the SBA 100," stated Cleveland District Director Gil Goldberg. "These two companies are excellent examples of SBA's programs providing small businesses with the tools and resources they need to grow and create jobs."*

## SBA and SCORE Speakers Participate in Franchise Fair at Summit Mall

Over 300 people attended Summit Mall's "Franchise Fair" on July 23 for those interested in starting their own business as a franchise holder. Mark Hansel, of SBA's Cleveland District office, was a featured speaker and discussed business planning, finance and SBA lending programs.

Bob Earp, Akron SCORE counselor also spoke, and detailed how to begin and develop a business. Representatives of eleven franchisors, including the United Franchise Group of Delaware, Ohio, were on hand to talk about their franchise opportunities. In addition, a total number of seven malls were represented at the event.

After the fair, Summit Mall manager David Huesser noted, "We were glad to provide the platform to bring prospective business owners, franchisors, the SBA and SCORE together. There was a lot of positive interaction throughout the day and we hope that this created an opportunity for those interested in starting their own business to learn about the many resources in our various markets." ♦



*Bob Earp, Akron SCORE counselor and Mark Hansel, SBA Cleveland Lender Relations Specialist presented at the session.*