

IT'S YOUR BUSINESS

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SUCCESS STORY: GLENS FALLS FIRM GOES GLOBAL



A Precision Extrusion employee displays one example of their specialty tubing.

In 1991, Mike Badera realized the market potential for a new extrusion tubing company while working at CR BARD in Glens Falls, NY.

Two years later, he used his 15 years of industry experience and an SBA-backed 7(a) loan to start Precision Extrusion, Inc.

The loan enabled Mike to purchase the specialized equipment essential to engineer and manufacture specialty thermoplastic tubing. In the beginning, Mike built

Precision Extrusion's reputation one sale at a time by providing outstanding customer service, short turn-around times, and a willingness to try almost anything to custom-make ultra-thin tubing for medical product manufacturers.

Mike still recalls his first sale to a U.S. company.

"We were testing the new specialized production line for only the second day, and our test run was

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SBA 504 LOAN FINANCES LAND SURVEYING FIRM'S EXPANSION

Sign up to receive our Syracuse District monthly e-newsletter, *It's Your Business*, at

www.sba.gov/ny/syracuse

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



Your Small Business Resource

On November 1, Ianuzi & Romans Land Surveying, P.C. held a groundbreaking ceremony for the construction of their new facility in North Syracuse.

The \$250,000 504 loan from the Greater Syracuse Business Development Corporation was made possible as a result of funding pro-

vided to the SBA under the Small Business Jobs Act of 2010, which was signed into law by President Obama on Sept. 27. The loan carries reduced fees because of the bill, which extended loan incentives originally enacted under the American Recovery and Reinvestment Act of 2009.

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From left: SBA, Solvay Bank, Ianuzi & Romans owner Hal Romans and GSBDC helped break ground for the new building on November 1 in North Syracuse.

SBA PRIME GRANTS ANNOUNCED FOR 2010

Syracuse University and the Capital District Community Loan Fund are among 92 nonprofit organizations from around the country awarded \$8 million in grants from the U.S. Small Business Administration to help low-income and very low-income entrepreneurs with training and technical assistance to start, operate and grow their businesses. The grants, delivered under the Program for Investment in Microentrepreneurs (PRIME), also will provide capacity-building services to microenterprise development entities to strengthen the quality of their programs.

PRIME grants are intended to help small businesses with five or fewer employees that are economically disadvantaged, and to businesses owned by low-income individuals, including those residing on Indian reservations and tribal lands. Such help is offered through a network of qualified nonprofit organizations that provide business training and technical assistance.

For more information, visit our website's financial assistance [page](#).

SUCCESS STORY: GLENS FALLS FIRM GOES GLOBAL

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actual product for a customer," Mike said. "It turned out so well we documented the run and sold it! Our first international sale was to Canada the same year, and I discovered international shipping was harder than making the product."

After five years of steady sales in the U.S. and Canada, Precision Extrusion began marketing to medical product manufacturers in Europe and Asia through trade shows, local European sales representatives and advertisements in the major European medical industry magazines. Today, international sales have increased to represent 40 percent of Precision Extrusion's gross revenues, divided equally between European and Asian customers. Precision Extrusion outperforms its competitors by offering tubing with interior diameters as small as 0.0025 inches (half the size of a human hair).

With over 900 materials and blends in the warehouse, and a large variety of tooling, the lead time to produce a prototype can be as little as seven days.

Advances in medical procedures since Precision Extrusion was

founded have led to an increased demand for tubing products with more precision and more features. Doctors performing angioplasties and other delicate procedures require tubing with the perfect combination of torque, flexibility and durability to deliver medications and therapeutic tools, such as balloons or stents, to the exact surgical site.

To better capitalize on the growing market for specialty tubing, Precision Extrusion partnered with TD Bank and SBA's Patriot Express loan program to purchase additional production equipment this year. With guarantee fees eliminated under the Recovery Act, Precision Extrusion was able to not only purchase new equipment, but also hire four new employees in the last six months and save over \$14,000 in fees.

"It was fast and easy to get what I needed," said Mike.

The additional staff has enabled the company to expand its offering of semi-finished products, a high-value-added product line for Precision Extrusion.

Mike's military experience and training as a linguist in the U.S. Army

continue to help him as he quickly adapts to new languages and business protocol in foreign markets across the globe. These skills have proven useful to Mike as he leads Precision Extrusion to take a successful leap into the global marketplace.



"Most manufacturers don't have the same wide range of sizes or material experience that after 17 years Precision can offer," said Mike Badera, president and owner of Precision Extrusion, Inc., pictured above just a few samples of their product lines.



The Next SBA.gov

More tools, services,
and answers.



No one should have to spend more than a few minutes searching for information on SBA.gov—especially when that information might be critical to the start-up, success, and growth of a business. That's why we're redesigning the SBA.gov Web site from top to bottom.

**Follow our progress at SBA.gov/next
and look for the new site when it launches at SBA.gov**

Recently, we launched a new and improved, Google-powered search function on the SBA website. Starting this month, a search on SBA.gov will query thousands of federal, state, and local government websites to find all the

information you need for your small business in one search.

Also launching this month is SBA Direct—a new dynamic Web tool that will allow users to personalize their experience on SBA.gov. Just by answering a few simple

questions about your business, SBA Direct will bring the targeted resources you need to start, operate, and grow your small business—directly to your desktop.

In November, we'll introduce a new SBA blog. Then in January,

we'll roll out the next generation of our online small business community with expanded blogs and discussion forums.

SBA welcomes your ideas and suggestions for the new site—please email your comments to us at opengov@sba.gov.



"We greatly appreciate the assistance the SBA has provided through the GSBDC in helping us acquire a permanent home for our company," said Hal Romans, president and owner of Ianuzi & Romans Land Surveying, P.C.

SBA 504 LOAN FINANCES LAND SURVEYING FIRM'S EXPANSION

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Funding provided to cover the costs of the incentives was exhausted in May 2010, and when Ianuzi & Romans' owner applied for an SBA-backed loan in August 2010, the application was placed into SBA's Recovery Loan Queue for funding whenever an extension could be passed.

"Passage of the Jobs Bill was a key step forward in making sure small businesses have the resources they need to do what they do best—create jobs and drive economic growth," said SBA Syracuse District

Director Bernard J. Pa-procki. "By extending these valuable loan enhancements, this bill ensures that businesses like Ianuzi & Romans will have access to the financing they need to grow their business, create jobs and add to the economic recovery of Central New York."

"Ianuzi & Romans Land Surveying, P.C. has been a part of the Central New York community for over 35 years and this move will allow us to continue to serve our clients in a modern and efficient building. The difficult decision to build our new office was really made easier and possi-

ble by their support throughout the process and the recent passage of funding for this important program," stated Hal Romans, president and owner of Ianuzi & Romans.

Ianuzi & Romans is using the SBA 504 loan program to help finance the construction of a 5,000 sq. ft. building, to include 3,800 sq. ft. of office space and an attached 1,200 sq. ft. three-bay garage for use by the field crew. The 504 project financing under the Small Business Jobs Act of 2010 saved Ianuzi & Romans \$3,683 in processing fees.

SMALL BUSINESSES BENEFIT FROM LAUNCH OF NEW YORK FIRST WEBSITE

Governor David A. Paterson and Empire State Development (ESD) recently announced the launch of New York First, an innovative business-focused website geared toward companies expanding in or choosing to locate in New York State.

Prior to the website's launch, an interested business stakeholder had to view multiple State agency websites to learn the full scope of economic development programs available in New York.

Now, New York First (www.NYfirst.NY.gov)

houses all of that information in one place—searchable by type of assistance, size of business, MWBE status, industry, administering agency and more.

Although Empire State Development often serves as a first state government point of contact for businesses seeking assistance, additional agencies throughout the state also offer targeted financial incentives and technical expertise. The content on New York First is inclusive of 35 agencies and provides information for every type of business.

DID YOU KNOW? TOP 10 BUSINESS TYPES OF SBA LOANS IN 2010

For the recently ended fiscal year 2010, the top 10 business types for loan approvals in the SBA Syracuse District Office included a diverse range of small business industries. With Recovery Act enhancements, SBA loans helped improve access to vital capital for entrepreneurs to start and expand their businesses and create jobs across our 34-county district.

Full-Service Restaurants	47	\$6,904,900
Limited-Service Restaurants	28	\$5,188,200
All Other Specialty Trade Contractors	27	\$4,531,000
Offices of Dentists	17	\$6,616,000
General Automotive Repair	14	\$1,863,000
Offices of Physicians	13	\$3,744,100
Electrical Contractors	12	\$1,227,000
Sporting Goods Stores	12	\$798,000
Drinking Establishments	12	\$761,000
Landscaping Services	12	\$735,700

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STARTUP SEMINAR FOR VETERANS

Are you getting out of the military and not sure what to do next? Learn about starting your own business by attending the upcoming seminar, Transition Assistance and Self-Employment Opportunities for Veterans.

The Watertown SBDC will offer valuable information on the resources available to veteran entrepreneurs at Ft. Drum on November 18 from

9:00 a.m. to 11:00 a.m.

This seminar is part of a regular entrepreneurial series offered by ACAP's TAP program and the Watertown SBDC. To register contact ACAP on Ft. Drum at 315-772-3434.

For more information about the Watertown SBDC's programs and services, please email sbdc@sunyjefferson.edu or call 315-782-9262.

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RESTAURANT 101 WORKSHOP

Have you always wanted to open your own restaurant? Or are you already in the food service industry? Be sure to save the date for the Corning SBDC's workshop, Restaurant 101-The Good, The Bad & The Ugly.

Presenter Jeffrey Bates will offer an overview of the realities of the restaurant industry and address topics from con-

ception to operation.

The workshop will run on November 18 from 9:00 a.m. to 10:30 a.m., at the Corning Community College's Airport Corporate Park in Horseheads.

Register to attend for \$20 per person no later than November 16 by contacting the Corning SBDC at 607-937-6861 or sbdc@corning-cc.edu.