

# SBA REGIONAL REVIEW

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## SBA NEW ENGLAND REGIONAL ADMINISTRATOR TOURS NEW ENGLAND MANUFACTURING FACILITIES

SBA Regional Administrator Jeanne A. Hulit visited manufacturing facilities throughout New England during the month of June to underscore the importance of manufacturing to the economy and to highlight how SBA is helping this segment create jobs. For a decade, manufacturing in America has weakened and 6 million small business manufacturing jobs have been lost, decreasing by 33% from 1997 to 2009, according to an April report in *The Wall Street Journal*.

This last year, however, marks a change. American manufacturers are ramping up - adding needed jobs to our economy. U.S. manufacturers now employ more than 11.6 million Americans and have added 238,000 jobs since the beginning of 2010. While these jobs are only about 13 percent of those lost during the recent recession, we are witnessing the best period of manufacturing job growth in over a decade. Manufacturing and product exports have once again become major fuel for our nation's higher gross domestic product.

Hulit visited Pilgrim Screw Corp. in Providence, Rhode Island, Turbocam International in Barrington, New Hampshire, NEHP, Inc. in Williston, Vermont, New England Shirt Co., Inc. in Fall River, Mass and ID Mail Systems, Inc. in Middletown, Connecticut. Each of these businesses have created jobs and used innovative techniques to adapt to the present manufacturing environment. SBA has provided financial support in participation with lenders for each business.

## FOLLOW US!

Follow SBA New England on Twitter and "like us" on Facebook

The SBA has expanded its social media efforts to the ten regional offices throughout the country to reach more businesses with locale-specific information. With this expansion, entrepreneurs will have access to the tools and information they need to start and grow their small businesses and create jobs and our partners will get up-to-date information instantaneously. Follow us now.

Our Twitter handle is:

Region I\_New England

Find us on Facebook at: [www.facebook.com/SBANewEngland](http://www.facebook.com/SBANewEngland)

Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont



### SBA Regional Review

Volume I

Number 1

A publication by  
the U.S. Small Business  
Administration  
Boston Regional Office

Regional Administrator  
Jeanne A. Hulit

Editor:  
Joan M. Trudell

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



Your Small Business Resource

## AMERICA EAST IN AUGUST



Join us in Niagara Falls and Buffalo, New York for the 2011 America East SBA Lender Conference from 8/15/11—8/17/11. This three day conference will include high profile keynote addresses, expert panel discussions as well as a number of training sessions covering topics like: eligibility, exporting, servicing, franchise eligibility, expediting SBA approvals, lender portal and lender oversight, debt refinancing, using E-Tran and 1502 reporting. This year's conference also includes a day on Goat Island in Niagara Falls to emphasize international trade opportunities. To register, click on the following link.

<http://www.sba.gov/about-offices-content/2/3134/news/15881>

## LYNN BROMLEY ADVOCATES FOR SMALL BUSINESSES

Lynn Bromley was named the regional advocate for the Office of Advocacy's New England Region in December 2010 and covers Maine, Vermont, New Hampshire, Massachusetts, Rhode Island and Connecticut. She is the Office of Advocacy's direct link to small business owners, state and local government agencies, state legislators, trade and small business associations.

Prior to her appointment, Bromley was the principal in Audax Group LLC, a Maine consulting practice specializing in business development and private/public partnerships. From January 2000 to December 2008, she served as a senator in the Maine Legislature where she was chair of the Joint Standing Committee on Business, Research and Economic Development. In addition Bromley was co-chair of the Maine Economic Growth Council.



Advocacy is an independent voice for small business within the federal government and is the watchdog for the Regulatory Flexibility Act (RFA). Advocacy advances the views and concerns of small business before Congress, the White House, the federal agencies, the federal courts and state policy makers. The regional advocates are the nerve system connecting the chief counsel with the concerns of small businesses around the country.

For more information on the Office of Advocacy, visit [www.sba.gov/adv](http://www.sba.gov/adv). To reach Lynn Bromley, call 617-565-8418

## THE SBA COMMUNITY

Join the  
Community!

*"The SBA Community contains discussion boards, blogs, an idea exchange and an events board."*

SBA launched a new online community earlier this year to replace Business.gov which the agency managed for the past two years. Online communities, sometimes called virtual communities, are one of the oldest types of websites found on the Internet and are used to facilitate interaction between users around a topic or shared interest. Online communities are usually divided into themed discussion boards determined by the site creator.

The SBA Community contains discussion boards (7 business topics, 3 special topics), blogs (5 SBA-generated, one guest-blogger generated, an idea exchange (one topic monthly) and an events board. Discussion boards focus on business topics like: starting and registering a business, loans and grants, government contracting and others.

Make sure to refer small business owners to The Community at <http://community.sba.gov>. SBA employees may also register and participate. This is a great resource for everyone.

## SBA 2011 National Small Business Person of the Year Hails from Vermont

Mobile Medical International Corporation, established in 1994, manufactures state-of-the-art mobile healthcare units and military shelter systems for commercial, military, and emergency response applications world-wide. To date, MMIC has manufactured 22 mobile healthcare units in its commercial product line, as well as mobile breast care centers, mobile intensive care, mobile laboratory/pharmacy, mobile CT Scan/dental/ophthalmology, mobile ophthalmology and mobile endoscopy units.

MMIC has grown from 5 employees to 54 and from a home basement to 11,847 sq. ft. of office space plus 54,510 sq. ft. of factory space. MMIC's units have been deployed to Iraq and to Joplin, Missouri after a tornado tore through the community.

Two successive SBA-backed loans, one for \$1,100,000 in 2005 and one for \$1,463,000 in 2008 allowed MMIC to initiate expansion plans and deliver units to customers on time.

# SMALL BUSINESS WEEK 2011 NEW ENGLAND AWARD WINNERS

## SBA's **NATIONAL** and Vermont Small Business Person of the Year



Left to right: John Boutin, publisher, *Vermont Business Magazine*, SBA Regional Administrator Jeanne Hulit, Lawrence Miller, secretary of Vermont Agency of Commerce & Community Development, Rick Cochran, president & CEO Mobile Medical International and SBA Vermont Director Darcy Carter

*Rhode Island Small Business Person of the Year  
Kathleen Devlin, All About Home Care*



Left to right, SBA Regional Administrator Jeanne Hulit, Kathleen Devlin, SBA Rhode Island Director Mark S. Hayward

*Massachusetts Small Business Person of the Year  
Marc Epstein, Milk Street Café*



Left to right: SBA Regional Administrator Jeanne Hulit, Marc Epstein, SBA Massachusetts Director Bob Nelson

*New Hampshire Small Business Person of the Year  
Tim Farmer, S & W Sports*



Left to right: SBA Regional Administrator Jeanne Hulit, Tim Farmer, SBA New Hampshire Director Greta Johansson

*Maine Small Business Persons of the Year  
James McCurdy and James Lynch, Maine Commercial Tire, Inc.*



Left to right: James McCurdy, James Lynch, SBA Regional Administrator Jeanne Hulit, SBA Maine Director Moe Dube

*Connecticut Small Business Person of the Year  
A. Gregory Bachmann  
DYNAMAX International*

