



THE LENDER'S ADVANTAGE

SMALL BUSINESS:

STIMULANT OF JOB CREATION FOR AMERICA

The Washington Metropolitan Area District Office will hold our [2009 Annual Small Business Awards Breakfast](#) on Thursday, **June 4, 2009** at the Hilton Alexandria Mark Center. We invite you to join us in celebrating this year's outstanding champions, including our District's representatives for Regional Home-Based Champion, Mary Naylor of VIPDesk and Regional Veterans Champion, Anthony Jimenez of Micro Tech. We also appreciate the attendance of dignitaries such as our Keynote Speaker Congressman James P. Moran, Ranking Member of the House Appropriation Committee.

☆☆☆☆ 2009 Small Business Awards Winners ☆☆☆☆

Small Business Person of the Year

Prachee J. Devadas, Synergy Enterprises, Inc.

SBDC Service Excellence & Innovation Award

Anthony Ruiz, Capital Region – Maryland SBDC

Small Business Journalist of the Year

Isaiah Martin, The Tech Talk Show

Minority Small Business Champion

Marisela Villamic, Capital Region – Maryland SBDC

Home-Based Champion (Regional Award Winner)

Mary Naylor, VIP Desk

Financial Small Business Champion

Wayne Williams, Business Finance Group

Women-in-Business Champion

Elizabeth M. Cullen, Women President's Educational Organization, DC

Entrepreneurial Success Award

Sunil Sharad Kolhekar, Creative Information Technology, Inc.

Veteran Champion (Regional Award Winner)

Anthony R. Jimenez, Micro Tech

Family-Owned Small Business of the Year

Michael Topper, FMT, Inc. T/A Drums Unlimited

Women's Business Center of Excellence Award

Barbara Wrigley, Women's Business Center of Northern Virginia

District Director's Award

Toa Do, Business Development Assistance Group, Inc.

2009 Prime Contractor of the Year

John Higginbotham, Integral Systems, Inc.

2009 Sub Contractor of the Year

Earl M. Furfine, Cardinal Technologies

May 2009

Washington Metropolitan Area District Office

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SAVE THE DATE!

**Washington Metropolitan Area District Office's Small Business Awards Breakfast
June 4, 2009**

All SBA programs and services are provided on a nondiscriminatory basis.

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NEW ARC LOAN PROGRAM IS NEAR

The Small Business Administration announced that the new America's Recovery Capital (ARC) Loan Program will be available nationwide beginning June 15, 2009. If your small business is stressed meeting expenses during these economic times, the U.S. Small Business Administration has a new loan program designed just for you.

SBA's ARC Loan Program was created as a no-interest, deferred payment loan to help small businesses that have a history of good performance, but as a result of the tough economy, are struggling to make debt payments. It will provide up to \$35,000 in short-term relief for viable small businesses facing immediate financial hardship to help ride out the current uncertain economic times and return to profitability. Each small business is limited to one ARC loan.

Some important features of the ARC program include an interest-free feature to the borrower for qualifying loans and a 100 percent SBA guaranty to the lender and have no SBA fees associated with the loan. Also, the ARC Loan will allow up to \$35,000 of deferred-payment funding

For more information on the ARC program, please visit the [ARC Loan Program Website](#).



LOCAL SMALL BUSINESSES BENEFIT FROM STIMULUS

In an effort to stimulate lending to small business owners and entrepreneurs, the American Recovery and Reinvestment Act, signed into law on February 17, 2009, includes provisions to enable the U.S. Small Business Administration to reduce fees, increase its guaranty percentage and enhance other current SBA programs.

The SBA's Washington Metropolitan Area District Office reports that the fee reduction/elimination provisions on SBA loans for the period from February 17, 2009 through April 30, 2009, have resulted in total savings of nearly **\$500,000** for small business borrowers in our area.

[FREE Online Courses](#)

[Investing in Small Business: 2009 Recovery Act](#)

[Franchising Basics](#)

[How to Win Customers in a Slowing Economy](#)

[Marketing 101: Guide to Winning Customers](#)

Other Online Training Courses may be found on

<http://www.sba.gov/services/training/onlinecourses/index.html>

For more information on SBA's loan programs please contact Robert Carpenter on the number provided in this newsletter.



THE LENDER'S ADVANTAGE

SBA: OUT AND ABOUT!

On April 24, 2009, the **George Mason Student Coalition for Business Development (SCBD)** held their first **Business Creation Workshop** at the Fairfax campus of George Mason University. The event featured Bob Carpenter who spoke about SBA programs and the American Recovery and Reinvestment Act; David Fuller who covered the services provided by the Virginia Department of Business Assistance; and Brian Jelinek of Pillsbury Law Office who provided information on patents and intellectual property.

On May 8, 2009, Bridget Bean, District Director of the Washington Metropolitan Area District Office, provided information on SBA's programs and services, and the American Recovery and Reinvestment Act to the 200 plus attendees of the **Your Partners for Success – A Business Mixer and Legislative Briefing Luncheon** at Tantallon Country Club in Fort Washington, MD. In attendance were Maryland State Senator Anthony Muse and Maryland State Delegate Herman Taylor, Jr. The event, a collaborative effort between the Baltimore Washington Laborers District Counsel and Economic Development and Training Institute, was designed to identify and empower local and minority firms.

On May 13, 2009, Lender Relations Specialist Bob Carpenter provided information on SBA's financial assistance programs and the American Recover & Reinvestment Act to the attendees of the **Computing Technology Information Association (CompTIA) National Legislative Conference for Value Added Resellers**. The attendees, Presidents and CEOs from IT firms from around the country, received valuable information on how SBA's programs assist our nation's small businesses with recovery opportunities.

Also on May 13, 2009, District Director Bridget Bean presented information on SBA's programs and services and the American Recovery & Reinvestment Act to attendees of Congresswoman Eleanor Holmes-Norton's **Sixth Annual Access to Capital Small Business Fair, "The D.C. Small Business Advantage,"** at the Walter E. Washington Convention Center. Over 40 resource partners and agencies were available to aid District businesses gain access to federal government contracts. The event also celebrated Nastos Construction, Inc., based in Ward 7, as the Fair's "D.C. Small Business of the Year" for their pre-construction work for the new Department of Homeland Security headquarters.

Lenders: If you are looking to voice your opinions, offer support, or air your concerns about SBA programs and services, the Lender's Quality Circle is seeking new members for the steering committee. If you are interested in joining the Lender's Quality Circle Steering Committee please contact Wayne Williams by email on wwilliams@businessfinancegroup.org.



SUCCESS STORIES



The Washington Metropolitan Area District Office is looking to promote our local small business success stories. If you have a customer that you think should have their story told, please let us know. SBA Success stories allow SBA to spotlight those firms that have utilized SBA programs and services to start and grow their small business. We also provide recognition to the lenders and resource partners who have provided the support that fostered the success of the small business.

If you know of a borrower that should have the shining success story spotlight aimed in their direction, please contact Seth Jones on (202) 272-0361 or by email on Seth.Jones@sba.gov.

IF YOU WOULD LIKE TO CONTINUE RECEIVING THIS NEWSLETTER, PLEASE VISIT <http://web.sba.gov/list/> THEN:

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TOP FIVE LENDER RANKING BY CATEGORY

As of April 30, 2009

May 2009

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LENDERS BY TOTAL DOLLARS

	\$ AMOUNT
1. BUSINESS FINANCE GROUP	\$15,777,000
2. BRANCH BANKING & TRUST (BB&T)	\$7,353,900
3. ACCESS NATIONAL BANK	\$4,119,000
4. SUNTRUST BANK	\$3,321,100
5. CHESAPEAKE BUSINESS FINANCE	\$3,250,000

COMMUNITY BANKS

	YTD LOANS	\$ AMOUNT
1. ACCESS NATIONAL BANK	9	\$4,119,000
2. SONABANK, N.A.	9	\$1,933,000
3. CARDINAL BANK	3	\$625,000
4. HOWARD BANK	2	\$400,000
5. THE BUSINESS BANK	2	\$325,000

REGIONAL BANKS

	YTD LOANS	\$ AMOUNT
1. SANDY SPRING BANK	6	\$1,425,000
2. PROVIDENT BANK OF MD	2	\$315,000
3. SOVEREIGN BANK	2	\$150,000
4. CHEVY CHASE BANK, FSB	1	\$275,000
5. HOME LOAN INVESTMENT BANK	1	\$232,000

NATIONAL BANKS & NON-BANK LENDERS

	YTD LOANS	\$ AMOUNT
1. BRANCH BANKING & TRUST (BB&T)	42	\$7,353,900
2. SUPERIOR FINANCIAL GROUP	22	\$217,500
3. SUNTRUST BANK	18	\$3,321,100
4. M&T BANK	18	\$1,060,000
5. INNOVATIVE BANK	13	\$325,000

CERTIFIED DEVELOPMENT COMPANIES

	YTD LOANS	\$ AMOUNT
1. BUSINESS FINANCE GROUP	22	\$15,777,000
2. CHESAPEAKE BUSINESS FINANCE	2	\$3,250,000
3. MID-ATLANTIC BUSINESS FINANCE	2	\$2,158,000

504 FIRST-TRUST LENDERS

	YTD LOANS	\$ AMOUNT
1. BANK OF AMERICA	4	\$1,709,750
2. UNITED BANK	2	\$3,562,900
3. ACCESS NATIONAL BANK	2	\$1,377,500
4. COMMERCEFIRST BANK	2	\$679,398
5. SUNTRUST BANK	1	\$608,500

MICROLENDERS (MIC)

	YTD LOANS	\$ AMOUNT
1. ENTERPRISE DEVELOPMENT GROUP	11	\$155,900
2. LATINO ECONOMIC DEVELOPMENT CORP.	6	\$65,000

NATIONAL BANK – Operates in multi-geographic regions.

REGIONAL BANK – Operates throughout an entire geographic region i.e., Wash Metro area and adjacent geographic areas.

COMMUNITY BANK – Includes all other banks which normally operate in smaller geographic territories than do National and Regional Banks.

CERTIFIED DEVELOPMENT COMPANIES (CDC) – Loan processing for the 504 Fixed-Asset Loan program.

MICRO LENDER (MIC) – Non-Profit Community Development Groups that provide loans up to \$35,000.