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SBA's Monthly News Update

-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office
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Regional Administrator's Update by Elton "Mick" Ringsak

We celebrate 13 years of Newsline Eight. 2007 is the 13th anniversary of Newsline Eight. Since 1994, Newsline Eight has been the source of up-to-date information on SBA activities in Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming. It is an amazing fact that over 1,200 stories have been published in this newsletter over the years. Newsline was established to publicize local events in each state we serve. Since those early years, the newsletter has developed into a regional "Kiplinger" style information piece that addresses all issues pertinent to the small business community.

I want to thank the person that is instrumental in writing and editing Newsline Eight – Chris Chavez, my Regional Communications Director. Since 1994, Chris has written and edited all 144 issues of Newsline Eight. We started with a distribution list of a mere 120 people – now we reach over 10,000 people across the nation. I hope our newsletter is of use to you. We will have a few surprises in 2007 – thank you for your support!



"In Your Corner" by Jim Henderson, Small Business Advocate

EPA Takes Step to Reduce Burden on Small Business. The Environmental Protection Agency (EPA) has responded to small businesses and taken a step toward reducing their paperwork burden by reforming the Toxics Release Inventory (TRI) rule. EPA's reform will help America's small businesses - especially manufacturers - remain competitive while still informing communities of the use of toxic materials by local firms.

TRI requires all businesses that manage certain chemical substances to file an annual report detailing how those substances were used, released or disposed of, or recycled. The prior one-size-fits-all reporting requirements resulted in a lengthy and time-consuming paperwork burden – demanding the same set of forms from a small auto-repair shop as from a huge oil refinery. Chief Counsel for Advocacy Thomas M. Sullivan issued the

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following statement in support of EPA's TRI reform: "EPA's reformed TRI rule rewards firms that take aggressive steps to prevent any leaks or emissions of toxics by allowing them to use a short form to notify the community that the firms' use toxics in their manufacturing process. While small firms are this country's prime innovators and job creators, the smallest annually spend 45 percent more per employee to comply with federal regulations than their larger counterparts. Per employee, compliance with environmental regulations costs small firms 364 percent more than large firms. EPA's burden reduction recognizes that the United States must take steps to level the playing field for small firms and search for reforms that eliminate unnecessary paperwork while maintaining or improving environmental protection." For more information on Advocacy's efforts to reduce the unnecessary burden on small business while protecting the environment, visit the Office of Advocacy website at www.sba.gov/advo.

District Office Reports: Your SBA Event Planner

Colorado – SBA and NAWBO to sponsor 2007 "In Good Company; A Conference for Women Business Owners" on Thursday, February 22nd in Denver. In Good Company is a conference that provides women business owners with the most current information and training necessary to succeed in today's business world. This year's conference will feature a number of incredible workshops including "Power Networking for Introverts"; "Franchising a Business – Is it right for you?"; "More Money, Less Work, More Fun!"; "Generating Referrals"; and "How to Market your Business Online". The conference will also feature a resource fair and networking session. This year's keynote luncheon speaker is Maria de Lourdes Sobrino, President and CEO of LuLu's Dessert Factory. No matter where you are in the business cycle, In Good Company offers information and resources to foster your entrepreneurial spirit and help you grow and develop your business. To register for this conference, go to www.nawbodenver.com/ingoodcompany or call 1-866-483-0171. We are also looking for corporate sponsors. Call Chris Chavez at 303-844-0501 if you would like to become a sponsor.

Montana – Montana 7a Centralized Loan Processing Begins in February 2007

The Montana SBA District Office 7a loan processing is scheduled to be centralized as of February 12, 2007. As such, all 7a loans will be processed either in the Sacramento 7a Loan Processing Center or the Hazard 7a Loan Processing Center in Kentucky. The Montana District Office will be holding Ready Talk training sessions on Tuesday, January 30, 2007, and Tuesday, February 6, 2007, from 8:30 a.m. – 9:30 a.m. to discuss the 7a Centralization Process. Lender Relations Specialist John Donovan and Business Development Specialist Rena Carlson will present information on the new centralized process of 7a application submissions, review the new 7a loan checklist, and eligibility questionnaire, introduce you to the new centralized processing website, and try to answer any questions you may have regarding the process. You won't want to miss this call. To participate, call toll free (866) 740.1260 and enter access code 3088501. Log onto the internet portion by going to <http://readytalk.com> and clicking on "join a conference", and then enter access code 3088501. For questions, please call the SBA's John Donovan at 406-441-1087 or Rena Carlson 405-441-1086.



North Dakota – District Director Profile. James Stai, District Director, North Dakota District Office. A native of Minot, North Dakota – Jim Stai has been the North Dakota District Director since 1986. Currently, the North Dakota District Office has 12 employees. Jim started his SBA career in 1979 as a Business Management Specialist. Jim and his wife Sandy have three sons – Jeff, Steve and Greg. An avid fisherman, Jim loves North Dakota for its large number of great fishing lakes. “My best memories of working at the SBA are meeting the many fascinating people that work at the agency who have a wide spectrum of gifts and talents which they are willing to share with others.” Jim was the SBA’s 2004 Region VIII Employee of the Year for North Dakota. He was chosen as the regional winner because his district office showed the most improvement in goal attainment of all six district offices in Region Eight during Fiscal Year 2004.

South Dakota – The Sioux Falls Area Chamber of Commerce, in cooperation with the Small Business Administration, the Small Business Development Center, SCORE and Equip, will begin their 2007 Business Sense Workshops for 2007 in January. Each workshop will be one hour beginning at noon and “Brown Bag” – bring your own lunch. The workshops are designed for participants to learn and use practical information to benefit their business or organization. Subjects to be covered include connecting with your customers, making your business more welcoming to all employees and customers, building positive reinforcement within your workplace and elsewhere and developing through delegation. Cost is \$8 per person, per workshop, or \$30 for all four workshops in January. For more information and to register, contact the Chamber at 605-336-1620.

Utah – On Thursday, January 25th, the Utah District Office will participate in the 2nd Annual Women in Banking Conference sponsored by the Utah Banker’s Association. The conference will be held at the Downtown Marriott Hotel, 75 South West Temple, Salt Lake City from 8:15 am – 4:00 pm. Conference Highlights include a keynote address by Nancy D. Solomon – It’s all about the Shoes – An Invitation for Women to Step into Leadership. For more information regarding this conference, please visit <http://www.uba.org>.

Wyoming – SBA will have a booth at the Tenth Annual Women to Women Festival scheduled for January 20, 2007 in Gillette at the Campbell County High School South Campus - Commons Area. There are expected to be over 50 booths with some 20 seminars available and an expected attendance of over 300 participants. For more information on this event please contact SBA’s Deb Farris at (307) 261-6510.

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or christopher.chavez@sba.gov

SBA’s Website can be found at www.sba.gov

Newsline Eight can now be downloaded at www.sba.gov/region8