

# SBA REPORTER

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For information about this newsletter, call Roger Hopkins, 206-553-7082 or e-mail [roger.hopkins@sba.gov](mailto:roger.hopkins@sba.gov)

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

## "The Competition Begins:" Nominations Open for 2009 Small Business Awards

Washington state's prestigious small business awards, recognizing leaders in the small business community, are open for nominations. The deadline is Nov. 19. Individuals, businesses or organizations may nominate a company, owner, or business advocate; self-nominations are welcomed.

Business categories include: **Small Business Person of the Year, Small Business Exporter, Young Entrepreneur, Family-Owned Business.**

Small Business Champion Awards go to individuals who advocate the cause of small business. Awards include:

**Minority Small Business, Women in Business, Veteran Small Business, Financial Services, Small Business Journalist, Home-Based Business.**

The Washington state winners will be honored in Seattle April 23, 2009. They will compete for national honors and recognition at ceremonies in Washington, D.C., May 18-21.

Contact Carol at 206-553-7315 or [carol.andersen@sba.gov](mailto:carol.andersen@sba.gov) for more information. Or go to [www.sba.gov/wa/seattle](http://www.sba.gov/wa/seattle) and click on link under "Spotlight" to find nomination guidelines and forms.

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



Your Small Business Resource

## Santanu "Sandy" K. Baruah Appointed Acting Administrator of the SBA

President George W. Bush appointed Sandy Baruah to be the acting administrator of the U.S. Small Business Administrator. The appointment, coming as it does during a Congressional recess and without confirmation by Congress, means that Mr. Baruah has the designation of acting administrator.

Prior to his appointment Baruah was Assistant Secretary for Economic Development at the Department of Commerce. He has worked for small businesses, helped small businesses grow, and was raised by a mother who ran her own small business.

Baruah helped lead significant accomplishments for the Economic Development Administration, including the agency's induction into the Balanced Scorecard Hall of Fame, passage of EDA's Congressional reauthorization, the agency's inclusion in President Bush's Executive Order which established the Preserve America Initiative, and achieved the second-highest effectiveness ranking from the White House's Office Management and Budget.

"I'm honored to be named SBA's Acting Administrator by the President," Baruah said. "I look forward to working with Deputy Administrator Jovita Carranza, who has ably carried on the agency's work with SBA's great team of professional staff. I intend to help SBA carry on its mission as it navigates the height of hurricane season and deals with the current economic challenges and tightening credit opportunities for small business."



## Former Seattle Attorney Appointed General Counsel

Acting Administrator Sandy K. Baruah has chosen former Seattle attorney Peter Schalestock to be SBA's general counsel. Schalestock serves as the chief legal adviser to Baruah and the agency's senior staff on the development and implementation of SBA policies and programs.

Schalestock joined SBA as deputy general counsel in March 2008 and has been acting general counsel for the last three months. Prior to SBA, Schalestock coordinated multi-state election programs and major election litigation, and was deputy counsel to a presidential campaign. Previously, he practiced law in Seattle, serving public and private companies in corporate transactions and intellectual property and trade matters. Schalestock was also counsel to a member of Congress and played a key role in negotiating provisions of the Digital Millennium Copyright Act. He is the author of three law review articles on intellectual property and election law issues and has taught legislation and the legal process as an adjunct professor of law.

Schalestock is a graduate of the University of Washington and Seattle University School of Law. Before attending law school he worked for several years in banking and securities.

## Kilgus Appointed to Lead SBA Region 10

**Jennifer A. Kilgus** has been appointed SBA's Region X Administrator. Region X includes the states of Alaska, Idaho, Oregon and Washington.



Prior to her appointment by Acting Administrator Sandy Baruah, Kilgus served as vice president of GMMB, Inc., an advertising, public relations and political consulting firm where she provided strategic communications support to the Bill & Melinda Gates Foundation's Pacific Northwest initiative focusing on efforts to end family homelessness.

Before joining GMMB, Kilgus served as policy advisor to U.S. Rep. Luis Fortuño (R-Puerto Rico). Kilgus also served in the legislative affairs divisions of the U.S.

Department of State and the U.S. Department of Housing and Urban Development.

Kilgus graduated with a BA in International Relations from Mount Holyoke College in Massachusetts, and an MA in International Communication from American University, School of International Service. She also attended La Sorbonne in Paris, France.

Kilgus is taking over the position left by **Norm Proctor**, who was hired as the District Director of the Idaho District Office.

## SBA Lending Trends Down in FY 2008

The dollar value of SBA 7(a) loans disbursed throughout the Seattle District Office territory for FY 2008 is projected to be down approximately 11 percent from fiscal year 2007; total number of loans down around 21 percent from last year (partial year-end totals below.)

*Look for the full story on SBA lending for FY 2008 in November.*

## Leading Seattle District Office 7(a) Lenders thru September 29 FY'08 (40-plus loans)

|   |                 |              |                      |
|---|-----------------|--------------|----------------------|
| U.S. Bank National Association                      | Minneapolis     | 357          | \$46,520,100         |
| Bank of America, National Association               | Charlotte, N.C  | 338          | \$7,475,700          |
| Wells Fargo Bank, National Association              | Minneapolis     | 117          | \$21,621,800         |
| Mountain West Bank                                  | Coeur d'Alene   | 96           | \$15,632,100         |
| KeyBank National Association                        | Cleveland       | 91           | \$11,799,500         |
| Numerica Credit Union                               | Spokane         | 79           | \$2,418,200          |
| Capital One, National Association                   | Mclean, Va.     | 49           | \$2,855,000          |
| Heritage Bank                                       | Olympia         | 43           | \$11,175,300         |
| Innovative Bank                                     | Oakland, Calif. | 42           | \$12,319,000         |
| Pacific International Bank                          | Seattle         | 41           | \$17,674,900         |
| <b>Additional 99 lenders with 38 or fewer loans</b> |                 | <b>729</b>   | <b>\$242,847,275</b> |
| <b>TOTAL 7(A) LENDING ACTIVITY</b>                  |                 | <b>1,982</b> | <b>\$392,338,875</b> |

## 504 Loans by CDCs (October through September 29, FY 2008)

|   |         |            |                      |
|---|---------|------------|----------------------|
| Evergreen Community Development Assoc.        | Seattle | 68         | \$38,881,000         |
| Northwest Business Development Assoc.         | Spokane | 61         | \$37,978,000         |
| Ameritrust CDC                                | Seattle | 50         | \$34,554,000         |
| <b>Three other CDCs with 9 or fewer loans</b> |         | <b>15</b>  | <b>\$6,604,000</b>   |
| <b>TOTAL 504 LENDING ACTIVITY</b>             |         | <b>194</b> | <b>\$118,017,000</b> |

## Seattle District Office Patriot Express Loans by Lender (June '07 thru Sept. 29, '08)

|   |                      |           |                       |
|---|----------------------|-----------|-----------------------|
| Bank of America, National Association   | Charlotte, N.C       | 24        | \$640,000.00          |
| Mountain West Bank  | Coeur d'Alene, Idaho | 6         | \$1,094,000.00        |
| Washington Business Bank  | Olympia              | 6         | \$969,400.00          |
| Panhandle State Bank  | Sandpoint, Idaho     | 6         | \$747,800.00          |
| Columbia Bank   | Tacoma               | 5         | \$799,000.00          |
| Heritage Bank   | Olympia              | 4         | \$676,000.00          |
| Seattle Economic Development Fund, dba Community Cap. Dev.  | Seattle              | 3         | \$332,500.00          |
| Viking Bank   | Seattle              | 3         | \$261,800.00          |
| Peoples Bank  |                      | 3         | \$77,000              |
| Superior Financial Group, LLC   |                      | 2         | \$15,000              |
| <b>Six banks with one loan each:</b> Community West Bank, NA, <i>Goleta, Calif.</i> , Sterling Savings Bank, <i>Spokane</i> , South Sound Bank, <i>Olympia</i> , Numerica Credit Union, <i>Spokane</i> , Northwest Commercial Bank, <i>Lakewood</i> , Global Credit Union, <i>Spokane</i> . |                      | 6         | \$782,000.00          |
| <b>TOTAL Patriot Express Lending Activity</b>   |                      | <b>68</b> | <b>\$6,394,500.00</b> |

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