



NEWS RELEASE

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SBA ADMINISTRATOR SELECTS KERRY L. KIRKLAND TO HEAD SBA'S REGION III

***Region III: Delaware, Maryland, Pennsylvania, Virginia,
Washington, D.C. & West Virginia***

WASHINGTON –Aida Alvarez, Administrator of the U.S. Small Business Administration (SBA), today announced the selection of Kerry L. Kirkland, a management development and training specialist, as the new regional administrator for the SBA's Region III. The region encompasses Delaware, Maryland, Pennsylvania, Virginia, Washington, D.C. & West Virginia.

As regional administrator, Mr. Kirkland, a native of York, Pa., will oversee the delivery of SBA's financial assistance, business development and counseling programs in the mid-Atlantic region.

"I am very excited about having someone as qualified and talented as Kerry Kirkland representing the SBA in Region III," said Administrator Alvarez. **"Mr. Kirkland's familiarity with both the region and the needs of the small business community will make him a highly effective regional administrator."**

Prior to joining the SBA, Mr. Kirkland provided expert strategic management and training advice to business, government and educational institutions. A skilled facilitator, Mr. Kirkland has extensive experience in research, strategic planning, management, and constitutional employment and contracting equity programs.

He is the former director of the Office of Affirmative Action for the Pennsylvania Department of Labor and Industry. He previously served as chief of the Contract Compliance Division in the Governor's Office of Administration, Bureau of Affirmative Action/Contract Compliance. Mr. Kirkland has served on the boards of numerous business, education and training organizations including the Pennsylvania Minority Business Development Authority, the Minority Business Association of York, Pennsylvania and the American Contract Compliance Association, Inc. He is a former member of the National Association for Black Public Administrators Minority Business Task Force and was appointed co-chairman of the President's Commission on Minority Business Enterprise Certification Task Force.

In 1994, Mr. Kirkland served with a four-member delegation from the United States to South Africa that facilitated equity management workshops and provided technical assistance to the new government of Nelson Mandela.

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Mr. Kirkland received his Masters of Human Services Degree at Lincoln University of Pennsylvania. He also attended Johnson C. Smith University in North Carolina and Pennsylvania State University. He received his compliance administration certifications from Boston University and the University of Alabama at Birmingham.

SBA's Region III, headquartered in Philadelphia, Pa., has 198 permanent employees in 11 offices, and a loan portfolio of nearly 13,000 loans totaling more than \$1.5 billion. Management counseling and training for the region's small businesses are provided by 46 chapters of the Service Corps of Retired Executives (SCORE) -- a volunteer organization that provides free business counseling, six Small Business Development Center (SBDC) lead centers, and 74 SBDC service delivery locations.

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The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of business loans, loan guarantees and disaster loans worth more than \$45 billion, the SBA is the nation's largest single financial backer of small businesses. Last year, the SBA offered management and technical assistance to more than one million small business owners. The SBA also plays a major role in the government's disaster relief efforts by making low-interest recovery loans to both homeowners and businesses.

America's 23 million small businesses employ more than 50 percent of the private workforce, generate more than half of the nation's gross domestic product, and are the principal source of new jobs in the U.S. economy.

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