



# *NEWS RELEASE*

## **PRESS OFFICE**

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### **NEW ENGLAND REGION OF U.S. SMALL BUSINESS ADMINISTRATION TOPS IN NATION**

**BOSTON** – The Boston Regional Office of the U.S. Small Business Administration is the top regional SBA office in the U.S. for its management and loan-goal performance for 2003.

The New England Regional Office in Boston is responsible for oversight of six offices in each of the New England states.

SBA Administrator Hector Barreto made the announcement citing the New England Region at an SBA Management Board Meeting in Washington, D.C. last week.

“We realize that aggressive goals were set and that these challenges required cooperation, creativity and vision,” said Barreto. “Region I’s outstanding performance is a true testament to commitment and fortitude.”

“We are very proud of our accomplishments in New England over the past year,” said Regional Administrator Jeffrey Butland. “We approved 7,481 loans in the region in 2003 for a total of \$754 million. This totaled 1,447 loans more than in 2002, or a 20 percent increase.

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“What makes these figures so meaningful and significant is the fact that the SBA was responsible for the creation or retention of 23,671 jobs throughout New England in 2003. Our success represents a complete team effort on the part of every SBA New England office. It also illustrates the tremendous relationships we have with our lending and resource partners, all of which are a powerful tool on the side of small business in the region,” said Butland.

The SBA, as part of its ongoing efforts to streamline and improve its management structure and practices, has developed and instituted a management scorecard.

This tool, which tracks and manages key operating elements, allows each SBA regional and district office to chart and manage its performance across a wide spectrum of management initiatives, including loan making and loan statistics.

“We are able to manage and control our activities in a much more efficient manner and are able to pinpoint areas which need more attention or re-directed resources,” said Butland. “As a result, we are able to work much more closely with our lenders and other resource partners to provide a full range of loan programs and services to the small business community.

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*For more information about all of the SBA's programs for small businesses, visit the SBA's extensive Web site at [www.sba.gov](http://www.sba.gov).*