



Seattle District Office SBA Reporter

Your Small Business Resource

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U.S. Small Business Administration
Seattle District Office

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

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National Ombudsman Michael Barrera to Hold Regulatory Fairness Hearing in Seattle July 27

The National Ombudsman for the U.S. Small Business Administration is coming to Seattle to hear testimony from Washington State small business owners about unfair enforcement of federal regulations.

The meeting will be held at the SBA Seattle District Office from 8:30 a.m. to noon. It will be video-conferenced to the Spokane Branch Office and translated into Mandarin Chinese in Seattle. **More information page 4.**

New Washington SBA Leadership

Lyn Hamilton, Norm Proctor Take Charge; Regional Advocate Appointed

Bob Meredith, the District Director of the SBA Seattle District Office since 1991, retired April 19. He started with the SBA in 1982 as the Assistant Regional Administrator for Public Affairs and was later hired as Deputy District Director.

His retirement ends 41 years of civil service. In the 1960s-1970s he held a variety of positions in the U. S. Senate, including committee, staff, and Senate Chamber responsibilities. Bob relocated to Seattle from Washington, D. C., as Deputy Regional Administrator of the U.S. Bicentennial Administration. He was later appointed as Deputy Regional Representative of the Secretary of Commerce.



Bob Meredith "hands-off" his directorship to Lyn Hamilton at an SBA staff meeting.

Tacoma native **Lynda "Lyn" Hamilton** served as Deputy District Director under Bob and has been appointed acting district director. The opening was posted and has closed.

Meanwhile, **Norm Proctor**, the former Regional Advocate for Region X, was appointed May 3 by SBA

Administrator Hector V. Barreto to replace Conrad Lee, who resigned to run for Congress.

A Seattle native, Proctor received his B.A. and law degree from the University of Washington and served in the Air Force in intelligence operations before beginning his professional career as a King County Superior Court law clerk. He later held several management positions during a 23-year career with PACCAR, Inc., in Bellevue.

Replacing Proctor as Regional Advocate is **Connie Marshall**. She is Mayor of Bellevue and the founder and partner of Orca Medical Software Company in Bellevue. She received her B.S. from Ohio State University in secondary education and an MBA from Loyola University in Marketing/Advertising. Her appointment started July 12.

SBA AND PARTNER NEWS AND TRANSITIONS

In addition to Bob Meredith's retirement, two staff members of the Spokane Branch Office have moved on. In June, Loan Specialist **Ted Anderson** transferred to the USDA Facilities Program in Coeur d' Alene to serve as a Rural Development Specialist dealing with water works, sewer systems, police and fire departments in North Idaho. In July Acting Branch Manager and Spokane Branch Counsel **Steve Lobdell** joins SBA's Wyoming District Office in Casper as their District Counsel.



The Seattle Women's Business Center cut back operations July 2 pending Congressional resolution of funding for the program, specifically for those centers receiving SBA sustainability grants.

Jim Thomas is the Executive Director of Community Capital Development in Seattle, the host agency for the Seattle and Everett WBCs. He said he's hopeful the Seattle office will be back in full operation by August at the latest, adding that the Everett center is on a different funding cycle and is not immediately affected by the pending legislation.

The Seattle CCD also manages the SBA Microloan program and provides 7(a) loans to small businesses. He said the FY 2005 budget passed by the U.S. House July 7 and shipped to the Senate provided good news for both those programs with approval of the SBA subsidy program for 7(a) loans and restoration of funding for the Microloan program. Utilikilts (featured on the next page) received both kinds of loans from Seattle CCD.



The Kent Chamber of Commerce is hosting free SCORE counseling. Counseling is available by appointment only but is free and confidential for any start-up or existing small business. Assistance includes information on licensing, business structure and tax implications, marketing, product development, cash flow and management.



John Eihl and Dave Lilly are the SCORE counselors at the Kent Chamber. John's experience includes manufacturing, printing, packaging distribution and wholesale and retail sales of equipment. He has started and bought existing businesses and has managed numerous companies doing business in every major U.S. and Canadian city. Dave has 12 years counseling experience with SCORE and the SBA, 25 years experience as a client systems analyst with a large computer firm, and seven years at Boeing as an electronic designer and test equipment engineer.

Sessions are available at the Kent Chamber the first Thursday of each month from 12 – 5 p.m. and the third Tuesday each month from 9 a.m. to noon, 524 W. Meeker, Suite 1. Call the Kent Chamber at 253-854-1770 if you are interested in receiving free small business counseling.

Information on other SCORE counseling sites and training is available at <http://www.sba.gov/wa/seattle/counselingt.html>.



Washington's Small Business Development Center network recently joined with U.S. Bank to serve as a Technical Assistance Provider for the SBA's **Community Express Loan** program. Under the terms of the program, U.S. Bank will refer borrowers who qualify for the program to SBDCs in Washington.

The SBDC counselors will do a needs assessment and determine an action plan that can help the business be successful. The client will receive ongoing technical assistance – either counseling or training – according to the provisions of the plan.

“Technical assistance for the borrower provided by the SBDC increases the probability of business success and results in strengthened economies in our communities,” said Carolyn Clark, Washington State SBDC Director.

The program is geared for businesses in low-to-moderate income communities and areas with high concentrations of minority residents. In addition to the low-income area availability, the program is also available to businesses owned by women, ethnic minorities or veterans, regardless of where the business is located.

Other details about SBA's Community Express Loan program can be found online at <http://www.sba.gov/financing/lend/invest/comexpress.html>.

SBA Small Business Success Stories: Getting Better Everyday



Utilikilts Wins Mayor's Award

Seattle Mayor Greg Nickels named Steven Villegas and Utilikilts, Inc., a winner of the Mayor's 2004 Small Business Award. In this photo following the June 30 award presentation, Utilikilts founder and Chief Executive Officer Villegas thanked Roland Chaiton, the loan officer with Seattle Community Capital Development that financed the start-up operation in 2000 with an SBA microloan. Chaiton and CCD have since provided 7(a) financing for the growing business. Also pictured are Chief Operations Officer Danielle Villegas and Chief Financial Officer Bill Guerts.

Rocky Wens Wins National SBA Honors in Orlando



SBA Administrator Hector V. Barreto presented Wens his award as 2nd runner-up for Small Business Person of the Year. (Full Story: <http://www.sba.gov/wa/seattle/>)

Garry Struthers Associates, Inc., Wins Excellence Award

Garry Struthers, the 2004 Washington District Office Small Business Exporter of the Year, will receive the Award for Excellence from the Department of Commerce. Struthers, an SBA 8(a) contractor, will receive his award at a Washington, D.C., ceremony Oct. 19.

A Small Business Even De Vinci Couldn't Imagine

In just three years from when Nelson Ludlow and his wife Bonnie sold their southern California home and moved to Port Townsend to open the doors of Mobilisa, Inc., their business has grown from no products and three employees – Nelson, Bonnie, and Nelson's father, Dave Ludlow – to 22 employees and about \$10 million in contracts.

That the software development and wireless communications company has had such success as the economy was still in shock from the burst of the technology bubble is surprising. But not to the former



Dave, Nelson, and Bonnie Ludlow; Mobilisa's first three employees.

F-16 fighter pilot with a doctorate degree in artificial intelligence from Edinburgh, Scotland: it was part of a strategy.

"We found a niche," said Nelson Ludlow. He noted the high-tech industries that survived the dot-com/technology crash four years ago form the core of Mobilisa's business: software development and wireless communications.

Mobilisa's growth and business strategy included an unlikely locale, far from traditional high-tech settings in Silicone Valley, Calif., or Renton, Wash. Yet in

Port Townsend, the couple found low rents and access to high-speed communications networks. In addition, Port Townsend offered a quality of life far from commutes while offering the Oak Harbor High School graduate an opportunity to come home.

Mobilisa – a word play on the famous Mona Lisa painting and Nelson's tribute to the vision and genius of De Vinci – received small business assistance that De Vinci couldn't have imagined in his wildest dreams: from the SBA. Ludlow's first help came with a small 7(a) loan.

The firm is also a certified as a HUBZone (Historically Underutilized Business Zone) contractor, a designation that allowed Mobilisa to compete and win a contract with SPAWAR (Space and Navel Warfare Systems Command) in San Diego on a project called SEMD (Security Enhancement through Mobile Devices).

Another navy contract for a ship-to-ship wireless communication system was awarded Mobilisa as a result of successful competition for a Small Business Innovation and Research grant. The SBA manages the SBIR program for 11 federal agencies that seek innovative products not on the market or new ways of delivering services not currently available.

Mobilisa's best-known project is with the Washington Department of Transportation to develop a wireless communications system for the Washington State Ferries system. The system had a successful launch

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UPCOMING: WHAT TO WATCH FOR ...

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in June on the Keystone-Port Townsend ferry. The Edmonds-Kingston, Seattle-Bainbridge Island and Seattle Bremerton runs are scheduled for the summer and fall. "We would not be where we are today without help from the SBA," Nelson said.

This includes the firm's relocation in July to a new building in Port Townsend with the help of an SBA 504 Economic Development loan from the SBA-licensed Certified Development Company, Evergreen Community Development in Seattle. "This new building gives us room to grow and expand well into the future," Bonnie said.

The move occurred three years to the day that Mobilisa opened its doors in an historic Victorian-era building on Sims Way in downtown Port Townsend.

(for more information on Mobilisa, go to www.mobilisa.com; for full success story, go to www.sba.gov/wa/seattle/news.html)

Excessive fines, repetitive audits or inspections, threats of retaliation ...?

Any small business owner experiencing such problems must plan to attend the **FEDERAL REGULATORY FAIRNESS HEARING** July 27 in Seattle. U.S. National Ombudsman Michael Barrera will make sure these problems are brought to the attention of the appropriate federal agency director in Washington, D.C. Anyone wishing to testify, or for more information, contact Roger Hopkins at the Seattle SBA, 206-553-7082.

8th Annual Renton Business Fair Sept. 11

Anyone with questions about starting a business or expanding an existing one will find valuable answers and resources at the annual Biz Fair. The free, day-long event includes seminars on topics ranging from taxes to business planning, marketing to Web sites. Government agencies, trade and business associations, and non-profit organizations will be in attendance Renton Technical College campus to provide one-on-one assistance and information. For more information, go to www.bizfair.org.

Seattle District 7(a) Lending as of June 30, 2004	# Loans	\$ Loans
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BANK OF AMERICA, NATIONAL ASSOCIATION	311	\$8,394,400
U.S. BANK NATIONAL ASSOCIATION	124	\$15,237,900
WELLS FARGO BANK, NATIONAL ASSOCIATION	79	\$7,262,600
CAPITAL ONE, FEDERAL SAVINGS BANK	70	\$3,065,000
CITY BANK	47	\$9,572,000
WHIDBEY ISLAND BANK	39	\$4,263,600
CIT SMALL BUSINESS LENDING CORPORATION	37	\$14,561,300
FIRST HERITAGE BANK	37	\$9,769,800
WILSHIRE STATE BANK	34	\$14,658,000
KEYBANK NATIONAL ASSOCIATION	28	\$8,545,700
KITSAP BANK	28	\$6,458,500
PACIFIC INTERNATIONAL BANK	26	\$3,214,500
HANMI BANK	17	\$5,872,500
CENTER BANK	16	\$5,638,100
WASHINGTON FIRST INTERNATIONAL BANK	13	\$3,283,425
BANNER BANK	12	\$2,245,800
CALIFORNIA BANK & TRUST	11	\$2,535,000
COLUMBIA STATE BANK	11	\$2,044,000
SEATTLE ECONOMIC DEVELOPMENT FUND (DBA Seattle Community Capital Development)	10	\$791,125
VIKING COMMUNITY BANK	10	\$1,899,500
(51 other banks with 1-9 loans): GRAND TOTAL 7(a)	1,121	\$182,890,861

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