

SBA News and Views is a monthly publication of the SBA Wisconsin District Office. Its purpose is to provide Wisconsin lenders and small business leaders with up-to-date information on SBA programs and small business issues. It is distributed at no cost, and the reprinting of articles is encouraged

Serving America's Small Businesses

**U.S. Small Business Administration
Wisconsin District Office**

**Eric Ness, District Director
July 2003**

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SBA Home Page
<http://www.sba.gov>
Wisconsin SBA Home Page
<http://www.sba.gov/wi>

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SBA Urges Wisconsin Businesses to Join the Export Bandwagon

Do you prefer a more Northern exposure?

Take a look at the Canadian market. Of total goods imported into Canada, 73% come from the United States making Canada our largest trading partner. Since the implementation of NAFTA in 1994, US/Canadian trade has grown 120%. The Province of Ontario takes in 61% of the US Canadian trade.

Do you prefer going beyond the Americas?

The Export-Import Bank of the United States (Ex-Im Bank) has announced that it is no longer legally prohibited from supporting U.S. exports to Iraq. It is still difficult to finance routine trade transactions but arrangements are possible. Ex-Im Bank is ready now to consider applications under its export working capital program for subcontractors providing goods and services to Iraq under USAID contracts. If you qualify as a small business, the SBA is also able to consider providing assistance. We suggest that you look into www.export.gov/iraq

and examine the prospects for subcontracting. The SBA has programs aimed at assisting small business to develop or expand export activity in these markets or wherever your product or service is in demand. For more information, please contact Tom Rooney, the Wisconsin SBA International Trade officer, at 608-441-5511 or John Nevell, Regional Manager, International Trade Programs, at 312-353-8065.

SCORE Chapter 28 Retirees Honored



**Sitting L to R
Jack Zimmerman & George Bolln
Standing L to R
Howard Brunner,
Ted Sernovitz, Len Spitzer
& Fred Gabriel**

On July 2, 2003, retired SCORE, Chapter 28 members were honored at a luncheon.

This is the first time that retirees of SCORE have been honored throughout the Nation.

The retirees served as SCORE members in the 70's, 80's and early 90's. Between them, they served a total of 150 years. Each retiree related some interesting stories about their time with SCORE.

The oldest retiree, at 96 years young, is Mr. Bolln.

SBA was proud to have been part of the celebration of these retirees.

SBA Launches Redesigned Web Site

The U.S. Small Business Administration has launched an extensively enhanced Web site designed to make it easier for small business owners and other users to access a wealth of agency resources.

The SBA Web site, with more than 50,000 documents, is one of the most effective resources the agency has to reach potential and current small business owners with tools and information to assist them in developing successful businesses. The site receives an average of more than 1.2 million visits weekly, the most frequently visited pages being Starting Your Own Business, Financing Your Business and How to Write a Business Plan.

The re-engineered site, at www.sba.gov, underwent wide-spread cosmetic and structural changes, as well as revisions of

content. The changes not only will make navigation easier and more logical, but will give small business users access to a compelling interactive resource for the development and growth of their businesses.

Chief among the changes are:

- the use of plain English to explain the “what,” “where,” “why,” and “how-to” of starting and running a business.
- five customer-centric access views: starting a business; financing a business; managing and growing a business; business opportunities; and disaster assistance.
- a sophisticated geo-mapping feature that makes it easy for customers all over the country to find and travel to nearby SBA district offices and resource partners.
- a comprehensive and fully searchable menu of business FAQs.
- more tutorials, counseling and a virtual training campus with more than 50 free online courses, a virtual library with more than 200 free E-books, and direct access to some 30 universities and colleges offering online business courses around the country.
- new home pages for the 10 regional offices.



Online Registration Opens for SBA's National Entrepreneurial Conference and Expo

Online registration is now available for the U.S. Small Business Administration's annual celebration honoring America's top entrepreneurs and the *National Small Business Person of the Year*.

“The SBA is proud to honor the men and women whose hard work, entrepreneurial spirit and perseverance have helped to create jobs and to fuel the economy,” said SBA Administrator Hector V. Barreto. “Small business plays a vital role in creating opportunities for millions of Americans, and these successful small business owners deserve recognition for their achievements.”

Business owners and other individuals interested in taking part in NECE may now register for events online at <http://www.sba.gov/50/>.

Complete information about the Expo and the SBA's 50th anniversary events is available on the SBA's conference Web site. The site will be updated regularly with new event information.

The three-day SBA event, to be held at the Washington Hilton & Towers hotel, will feature award ceremonies and presentations by notable speakers from industry and government on issues of vital interest

to the small business community, including a *Celebrating Women in Business* event recognizing the contributions of women business owners. A small business "Hall of Fame," honoring the highest achievements in entrepreneurialism, will be inaugurated during the conference.

The *National Small Business Person of the Year* will be selected from among 50 state Small Business Persons of the Year, plus one each from the District of Columbia, Puerto Rico and Guam. Two runners-up will also be named.

The Expo also will offer a series of business sessions designed to provide small businesses with useful, practical and tangible advice, assistance and insight, including Managing Your Business, Emerging Markets, Procurement Opportunities, Small Business Financing, eBusiness, International Trade, Tax Relief, Health Care, Contingency Planning, Veteran Business Development and Leadership.

This year's conference features a Procurement Matchmaking event that will bring together prime and sub-contractors with small businesses to make business deals, as well as an Expo featuring over 175 exhibitors, including small businesses, corporate entities, international interests, and federal and state governments.

Sharp Increase in SBA-Backed Loans

The number of small businesses receiving loans backed by the U.S. Small Business Administration in the first three quarters of FY 2003 is up by almost 36 percent over the same date a year ago, with sharp increases in loans to minorities, women and veterans. In Wisconsin, SBA loans for the first three quarters of FY 2003 is up by 20 percent over the same date last year.

Based on statements made by the borrowers, the loans made so far in FY 2003 have financed the creation or retention of more than 411,000 jobs.

The overall increase in loan approvals under the agency's two major loan programs, the 7(a) General Business Loan Guaranty program and the Certified Development Company (or 504) loan program, came to 35.7 percent, reflecting an increase from 38,648 loans during the first three quarters of FY& 2002 to 49,171 in the same period last year. Within that total, loans to African Americans increased by 88 percent, loans to Hispanic Americans increased by 44 percent, loans to Asian Americans increased by 34 percent and loans to Native Americans increased by 27 percent. Loan approvals for women small business owners increased by 40 percent, to 10,668 loans, and loans to veteran-owned small businesses rose by 22 percent, to 4,958 loans.

The total dollar amount approved under the two programs during the period rose by just 2 percent, to \$10 billion. The dollar value of loans under the 7(a) program alone declined by 3 percent, to \$7.85 billion. The average loan size in the 7(a) program fell to \$164,600 in the first nine months of the year, from \$232,075 in the same period a year ago. The average 504 loan rose from \$443,945 to \$458,960.

A substantial part of the increase in smaller loans is due to significant efforts by the agency to make it easier and faster for lenders to approve loans under \$250,000, thus making smaller commercial loans more widely available.

Wisconsin Disaster Update

Severe Drought That Occurred from June 1, 2002 and Continuing

Small businesses located in the Counties of Kenosha, Racine, Rock and Walworth and contiguous counties of Dane, Green, Jefferson, Milwaukee and Waukesha may apply for economic injury disaster loan assistance through the SBA. These are working capital loans to help the business continue to meet its obligations until the business returns to normal conditions. Physical damages cannot be covered by these loans.

The economic injury disaster loan application deadline is February 3, 2004.

Exceptionally Cold Wet Conditions in the Spring and Warmer and Drier Conditions Throughout the Growing Season that Occurred from April 1, 2002 and Continuing

Small businesses located in the Counties of Door and Kewaunee and contiguous counties of Brown and Manitowoc may apply for economic injury disaster loan assistance through the SBA. These are working capital loans to help the business continue to meet its obligations until the business returns to normal conditions. Physical damages cannot be covered by these loans. These counties are eligible because they are contiguous to one or more primary counties in the State of Wisconsin. The economic injury disaster loan application deadline is January 22, 2004.

Drought that Occurred June 1, 2002 and Continuing

Small businesses located in the contiguous Counties of Green, Lafayette, and Rock may apply for economic injury disaster loan assistance through the SBA. These are working capital loans to help the business continue to meet its obligations until the business returns to normal conditions. Physical damages cannot be covered by these loans. These counties are eligible because they are contiguous to one or more primary counties in the State of Illinois. The economic injury disaster loan

application deadline is December 9, 2003.

For these declarations, only small, non-farm agriculture dependent businesses and small agricultural cooperatives are eligible to apply for assistance. Nurseries are also eligible for economic injury caused by drought conditions.

For further information, please call 1-800-359-2227.

So, You Want to be a Small Business Owner?

SBA has a website called [Small Business Training Network](#), it houses free training courses, workshops and resources designed to assist entrepreneurs and other students of enterprise.

There is an abundance of self-paced classes and workshops online such as Starting a Business, Franchising, International Trade, Business Management, Employee Management, Financing, Marketing and so much more.

It also has a self-assessment, analyzes your profitability, and you can learn the best way to market your business.

SBA and National Association of Hispanic Publications Create Partnership

The Small Business Administration and the National Association of Hispanic

Publications have signed a strategic alliance memorandum stating their commitment to work together to provide information and resources to Hispanic publishers and small business owners across the nation. The agreement was signed by SBA Administrator Hector Barreto and NAHP President Herman Guaracao.

Under this new partnership, the SBA and the NAHP will collaborate to increase awareness about SBA programs and services such as access to capital, technical assistance and federal procurement opportunities. In an effort to better disseminate this information, the SBA and NAHP intend to conduct workshops and seminars at the local level.

This agreement with a Spanish language media organization continues efforts started earlier this year by the SBA. In March, the agency made available ready-to-print articles in Spanish on small business topics to Spanish language publications via the SBA website. More information can be found at www.sba.gov/espanol/. The strategic alliance memorandum will remain in effect through December 31, 2004.

Credit Union Participation in SBA Lending Surpasses 100 Landmark

The number of credit unions nationwide offering SBA backed loans has increased to

more than 100, with 22 joining so far this year.

The 100th to join the program was the University of Main Credit Union, in Orono, Maine. The approval marks a noteworthy milestone as the Agency pursues its objective of obtaining maximum private-sector lender participation in SBA-backed financing for small businesses.

While some community credit unions had been making SBA-backed loans for more than 20 years, the SBA reinterpreted its lender participation regulations in February to allow all credit unions with sufficient lending capabilities to join its loan delivery system for small businesses.

According to industry numbers, of 10,000 credit unions, about 1,500 already make business loans to their members, which makes them potential applicants for SBA participation. That represents a possible increase in nearly 30 percent in the overall number of institutions where entrepreneurs can seek capital for their businesses.

Small Business Winners Tips

‘You need a good support system—both in family and networking’

Georgia Thomas-1987
Women in Business Advocate

WI SBA Calendar

SBA Lenders for June 2003

Amcore Bank NA Rockford
Rockford, IL
1 Loan for \$102,000

American National Bank-Fox Cities
Appleton – 1 Loan for \$100,000

Associated Bank NA
Green Bay
10 Loans for \$1,340,600

Bank of Little Chute
Little Chute-1 Loan for \$226,228

Bank One NA
Chicago, IL
9 Loans for \$924,300

Baylake Bank
Sturgeon Bay
2 Loans for \$218,500

Capital One Federal Savings Bank
Falls Church, VA
3 Loans for \$110,000

CIT Small Business Lending Corp.
Morristown, NJ
2 Loans for \$718,600

Community Bank & Trust.
Sheboygan-7 Loans for \$976,000

Community Bank of Oconto County
Oconto Falls
1 Loan for \$700,000

Community First CU
Appleton-2 Loans for \$678,000

Delafield State Bank
Delafield – 1 Loan for \$51,000

F&M Bank-Wisconsin
Kaukauna-3 Loans for \$535,000

First Bank Financial Centre
Hartford – 1 Loan for \$150,000

Oconomowoc-1 Loan for \$135,800

TOTAL: 2 Loans for \$285,800

First Business Bank of Madison
Madison – 1 Loan for \$150,000

First Citizens State Bank
Whitewater – 1 Loan for \$27,000

First National Bank & Trust Co.
Beloit – 1 Loan for \$150,000

First National Bank In Manitowoc
Manitowoc – 2 Loans for \$91,000

First National Bank-Fox Valley
Neenah – 1 Loan for \$150,000
Menasha – 1 Loan for \$50,000

TOTAL: 2 Loans for \$200,000

Fox Communities CU
Appleton – 1 Loan for \$150,000

Home Federal Savings Bank
Rochester, MN – 1 Loan for \$72,000

Hometown Bank
Saint Cloud – 1 Loan for \$67,000

Innovative Bank
Oakland, CA – 3 Loans for \$25,000

Investors Community Bank
Manitowoc – 2 Loans for \$358,600

Legacy Bank
Milwaukee – 1 Loan for \$119,300

Lincoln State Bank
Milwaukee – 1 Loan for \$198,000

M&I Marshall & Ilsley Bank
Milwaukee – 31 Loans for \$4,415,900

Merchants National Bank of Winona
Winona, MN – 1 Loan for \$380,000

Milwaukee Western Bank
Milwaukee – 1 Loan for \$331,094

Mitchell Bank
Wauwatosa – 1 Loan for \$95,858

National Exchange Bank & Trust
Fond du Lac – 2 Loans for \$360,000

Old Kent Bank
Chicago, IL – 1 Loan for \$125,000

Park Bank
Milwaukee – 1 Loan for \$150,000

River Bank
La Crosse – 2 Loans for \$1,283,500

Royal Bank
Oxford – 1 Loan for \$999,740

State Bank of La Crosse
La Crosse – 1 Loan for \$350,000

State Financial Bank NA
Milwaukee – 2 Loans for \$170,000

Sunset Bank & Savings
Waukesha – 1 Loan for \$224,125

TCF National Bank
Milwaukee – 1 Loan for \$500,000

The Reedsburg Bank
Reedsburg – 2 Loans for \$632,000

US Bank NA
Cincinnati, OH
10 Loans for \$205,000

Wells Fargo Bank Minnesota NA
Minneapolis, MN
3 Loans for \$887,500

Winona National Bank
Winona, MN – 1 Loan for \$88,500

Wisconsin Business Development Finance Corp.
Monona – 9 Loans for \$3,312,000

Wood County National Bank
Plover – 1 Loan for \$98,500

2004 SBA SMALL BUSINESS AWARD NOMINATION

Help us recognize outstanding leaders in the small business community

AWARD CATEGORIES

Please check one or more potential categories:

- Small Business Person of the Year:** For developing an outstanding, growing business; innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions.
- Small Business Exporter of the Year:** Significantly increased export sales and profits, encouraging other firms to export, increased jobs through exports, and innovative methods of creating markets.
- SBA Young Entrepreneur of the Year:** Owner will not reach 30th birthday by June 1, 2002, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.
- Entrepreneurial Success Award:** Must own and operate a business that was launched “small” by SBA size standards, received SBA assistance and has since grown into a large business.
- Minority Small Business Person of the Year;** For developing an outstanding, growing business, innovative products, overcoming adversity and community contributions.
- Emerging Small Business Person** (Wisconsin Award only) For developing an outstanding business with under 25 employees, under \$2.5 million in sales and less than 10 years in business

Small Business Advocates of the Year: Those who promote small business, including volunteering time and services to small business interests and groups, advocating the cause of small business in the legislative process. Advocates may or may not be small business owners.

- | | |
|---|--|
| <input type="checkbox"/> Minority Small Business Advocate of the Year | <input type="checkbox"/> Women in Business Advocate of the Year |
| <input type="checkbox"/> Veteran Small Business Advocate of the Year | <input type="checkbox"/> Small Business Journalist of the Year |
| <input type="checkbox"/> Small Business Legal Assistance | <input type="checkbox"/> Small Business Research Advocate |
| <input type="checkbox"/> Financial Services Advocate (Accountant advocate merged with this category) | |
| <input type="checkbox"/> Home Based Business Advocate of the Year – Those who have sought to improve the climate for home based businesses | |

NOMINEE INFORMATION

I nominate _____ Title _____
 Company/Organization _____ Address _____
 City _____ Zip _____ Phone _____ Fax _____

Nominee’s Qualifications for this Award—give short description (please attach brief statement on why this business/advocate should be considered):

When nominating a business owner please complete the following: Is the company operating profitably _____
 # of years in business _____ # of employees _____ annual sales \$ _____ SIC/NAICS code _____

NOMINATOR’S INFORMATION:

Nominator Name _____ Title _____
 Organization _____
 Address _____
 City _____ Zip _____ Phone _____ Fax _____

Reply by **OCTOBER 3, 2003** mail (or fax 414-297-1377) this form to:
 Small Business Awards Committee, U.S. Small Business Administration
 310 West Wisconsin Avenue, Suite 400
 Milwaukee, WI 53203

For more information, please contact: (414) 297-1093 Self-nominations accepted. This form may be duplicated. For further consideration, a nomination binder with detailed materials will be requested. SBA will contact the nominator with details. Thanks for your support!