



NEWSLETTER

NORTH CAROLINA DISTRICT OFFICE

October 2006

SBA's Sixth Consecutive Record Year

Small businesses turned to the SBA for commercial financing in record numbers in fiscal year 2006, setting records for both the number of loans and the dollars loaned.

The SBA backed a net 100,197 loans totaling \$19.1 billion under its two primary loan programs. Previous records were set last year, when SBA provided a net 94,554 loans worth \$18.1 billion under the same two programs.

A third of the loans in FY 2006 went to minority borrowers, 32 percent were to new start-up businesses, 22 percent were to businesses owned by women and 21 percent were to businesses located in rural areas. Increases were recorded in loans to African Americans, Hispanics, Asian Americans and Native Americans.

In NC, SBA backed 1996 loans totaling \$470.3 million under its two primary loan programs.

Contracting Opportunities

Learn about federal and state government contracting programs and apply for some programs on-site at the workshop. To be held at Forsyth Technical Community College (West Campus), 1300 Bolton St. Room 122, Winston-Salem. Register: Tenesia Meadows, 336-725-5614 or tmeadows@wsurban.org. Attendees should obtain information listed below prior to the workshop:

Match Force Database <http://www.Matchforce.org>
Central Contractor Registration <http://www.ccr.gov>
DUNS Number <http://www.dnb.com> (You will need this for the CCR)
Legal Business Name
Tax Identification Number - 866-255-0654 or <http://www.irs.gov/businesses/small/article/>
Date Business Started
Fiscal Year End Close Date
Average # of Employees
Annual Revenue
NAICS Code(s)

Business.gov Web Site

Business.gov provides business owners with a one-stop Web site that searches the federal government for compliance information and resources. In addition the web site helps businesses gain easy access to federal forms and compliance contacts from multiple government agencies. The web site makes it easier to find information on taxes, immigration laws, workplace safety, environmental requirements and other regulations and helps businesses save time and money.

Originally launched in 2004, Business.gov initially provided information on starting, growing and managing a small business. The new compliance focus is designed to better meet the needs of the business community.

Nominations For 2007 Small Business Person of the Year and Champion Awards

SBA is seeking nominations for the 2007 North Carolina Small Business Person of the Year and the Small Business Champion Awards. Please consider honoring one of your small business clients. Awards include: Small Business Exporter of the Year, SBA Young Entrepreneur of the Year, Minority Small Business Champion, Veteran Small Business Champion, Financial Services Champion, Home-Based Business Champion, Women in Business Champion, Small Business Journalist of the Year, and Jeffrey Butland Award for Family-Owned Business of the Year. Nomination submission criteria and deadlines will be announced shortly. Do you have a client that might be the next Small Business Person of the Year? Do you have a colleague that might be a suitable small business champion?

For more information contact Mike Ernandes at 704-344-6588 or mike.ernandes@sba.gov.

Active Lender Rankings FY 2006 YTD: October 1, 2005 – September 30, 2006

Lender	7(a) Approvals	Gross 7(a) \$'s	504 Participation Loans	504 Participation \$'s
Bank of America	382	\$ 9,709,700	2	\$ 1,286,300
Innovative Bank	267	\$ 3,150,000		
Business Loan Center	169	\$ 9,691,500	2	\$ 2,690,000
Capital One	129	\$ 5,290,000		
BB&T	73	\$ 14,530,970	13	\$ 8,399,250
Self Help Credit Union	69	\$ 3,336,450		
Wachovia	57	\$ 24,163,500	2	\$ 1,740,000
CIT	54	\$ 27,910,500	2	\$ 1,731,570
Surrey Bank & Trust	52	\$ 6,297,700	1	\$ 2,225,000
Superior Financial Group	51	\$ 372,500		
Bank of Granite	38	\$ 5,999,920	2	\$ 589,636

Certified Development Corps.		
Self-Help Ventures Fund	65	\$ 31,253,000
BEFCO	38	\$ 18,778,000
Centralina Dev.	29	\$ 17,472,000

Reminder: "Small Business Days" Schedule

The North Carolina District Office is offering "Small Business Days" at the following chambers. "Small Business Days" will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

Tips for Business Owners Who Hate Handling Finances

Clients come in expressing the inability to handle their business finances? The following suggestions could apply to any person who loves their business but hates finances.

1. Consult a financial adviser, an accountant or a CPA experienced with small companies. Organize your company's and your own financial records before the meeting—and jot down notes for all your financial goals, both business and personal (including retirement).
2. During the meeting, work out ways you can hand over some of the financial details to a bookkeeper, who likely will be less expensive than a CPA for day-to-day activities.
3. Taking in a business partner more skilled and willing to handle the financial aspects of the business can take pressure off a people-person owner. Many highly successful businesses are based on a partnership in which there is a division of labor, and interests.
4. Delegating some of the financial activities to employees can relieve pressure. One team member could be assigned the task of coordinating time sheets for others in the team. However, the actual billing should be done by the owner or his or her bookkeeper or accountant.
5. Taking classes in bookkeeping can boost a business owner to a new level of financial ability. Often, not enjoying the financial aspects of a business is the result of not being familiar with financial techniques. When a person feels lost or out of one's depth in a particular activity, it's natural to avoid it. Spending time learning how to handle finances adds depth to a person's overall business acumen and enjoyment level—even if some of the financial responsibilities are eventually turned over to others.

Courtesy of Jeffrey Moses - NFIB

Small Business Loans

Does your client need a small business loan? Does he or she have a start up business and need a loan under \$15,000? Do you know about the CommunityExpress Loan Program? These loans serve women, minorities, veterans and low to moderate income areas. Our training calendar is your source for the workshops in your area.

These workshops offer on the spot loan applications and assistance with the application. Local technical assistance providers are available to answer questions and accept applications.

Have you attended one of these workshops? Check out our web calendar for the workshop in your area. For more information on the CommunityExpress Loan Program and the technical assistance providers go to: www.sba.gov/nc/nc_communityexpressnc.html.

Give Us Your Success Stories

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. Do you know an SBA client that meets the criteria below? Would you like to showcase your organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail mike.ernandes@sba.gov with the name and contact information of any firms that you think might be interested in increased media opportunities.

Have You Viewed The SBA Training and Events Calendar?

Do your clients need to write a business plan? Learn how to advertise effectively? Need financing to start or expand their businesses? Our training calendar has workshops, classes, events and programs to meet your client's needs. New spring schedules will be starting. Have you surfed over lately?

Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to april.gonzalez@sba.gov or call (704) 344-6811.

Online Training

The North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Your clients can call in and sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you and your fellow counselors.

Go to: www.sba.gov/nc/trainonline.html to register and for more information.

North Carolina Resource Guide

The new 2006 resource guide, co-sponsored by Reni Publishing and the SBA, is available online for you and your client. Go to: www.reni.net/guides and click on North Carolina.

Quote of the Month

Perfection is not attainable. But if we chase perfection, we can catch excellence.

-- Vince Lombardi

Autumnal Equinox



At the autumnal equinox, the sun appears to cross the celestial equator, from north to south; this marks the beginning of autumn in the Northern Hemisphere.