

# BUFFALO DISTRICT OFFICE NEWS

SEPTEMBER 2008

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## August 2008 Lending Reports Available

Reports can be viewed at:  
[www.sba.gov/ny/buffalo](http://www.sba.gov/ny/buffalo)

## Look under "Resources"

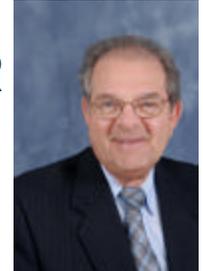
Helping small businesses  
[start](#), [grow](#) and [succeed](#).



Your Small Business Resource

## DISTRICT DIRECTOR'S CORNER

### Small Business Administration Salutes Buffalo Business Firm During National Minority Enterprise Development Week September 3-5, 2008



(Buffalo) – The Buffalo district office of the U.S. Small Business Administration recently announced that Buffalo business Rand & Jones Enterprises Company Inc. received the SBA's 2008 8(a) Graduate Firm of the Year. The National award was presented to Joan Yang, President of Rand & Jones Enterprises Company Inc. on September 5 during the 26<sup>th</sup> Anniversary celebration of the National Minority Enterprise Development (MED) Week conference in Washington, D.C.

Rand & Jones Enterprises Company Inc., located at 18 Tracy Street in Buffalo, New York specializes in general construction and is a supplier of building materials. Yang established her company in 1985 and employs 7 full-time employees. Rand & Jones sponsors numerous community events including the annual Unity Day at the Martin Luther King Park, Senior Day at Buffalo East Side, the Walk as One Annual Event sponsored by the National Conference for Community and Justice (NCCJ) and they continue fundraising for Hispanics United.

"Being an Asian American woman in a male dominated construction field was challenging. We gain respect from customers by hard work, dependability and quality work. We proudly completed nearly \$100 million sole projects over the last ten years and continue to prosper after our graduation from SBA's 8(a) Business Development program in January

2005." said Joan Yang, President for Rand & Jones.

Buffalo District Director Franklin J. Sciortino added that "I am pleased that the SBA has played a role in Ms. Yang's growth and prosperity. Rand & Jones is a successful minority-owned business that has over-



receiving this special award." said Michael Pappas, Regional Administrator for SBA's Region II.

Joan Yang attended the National MED Week conference and accepted her award during the SBA's Administrator's Breakfast on the morning of Friday, September 5.

Deputy Administrator, Jovita Carranza presented the Graduate Firm of the Year award to

**Deputy Administrator, Jovita Carranza presented Joan Yang, Rand & Jones Enterprises Company Inc. with the 2008 Graduate Firm of the Year award**

Joan Yang during the SBA's Administrator's Breakfast on the morning of Friday, September 5.

"This is my second MED Week celebration since joining the SBA, and I'm honored to be part of this important event and to be surrounded by these extraordinary individuals and business leaders who have made significant contributions to our nation's economy and small business community," said SBA Deputy Administrator Carranza. "It is my hope that Joan and all small business owners apply the information on small business benefits of international trade and free-trade agreements to reach new heights and expand into global markets. I offer my sincere congratulations to all of the winners."

making many adversities and is making contributions to the state's economy."

This year's MED Week event—"The Power of Strategic Alliances in the Global Economy"—focused on international trade, highlighted a joint SBA/MBDA forum on the benefits to small businesses of free trade agreements. Joint initiatives by SBA and the Department of Commerce on international trade were also on the agenda, and included the first-ever International Trade Symposium.

"MED week is a symbol of achievement and success and is a testimonial to the hard work and dedication of small business owners, in New York and nationwide. Rand & Jones should be proud of their hard work and I congratulate them on

## SMALL BUSINESS WEEK LOOKING FOR 2009 NOMINATIONS

The SBA is looking for nominees for Small Business Week 2009. If you are interested in nominating someone, please visit :  
<http://www.sba.gov/nominationsguidelines/> to review the SBW Nomination Guidelines.

Nominations for 2009 are due in the SBA District Office by November 14.



Awards:

**Small Business Person of the Year**

**Small Business Champion Awards**

- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year
- Jeffrey Butland Family-Owned Business of the Year
- Financial Services Champion of the Year
- Home-Based Business Champion of the Year
- Minority Small Business Champion of the Year
- Small Business Journalist of the Year
- Veteran Small Business Champion of the Year
- Women in Business Champion of the Year

**Entrepreneurial Success Award**

**New in 2009**

**1st Mortgage  
Lender of the Year  
Award**

*National Small  
Business Week will  
honor an estimated 26.8  
million small businesses  
in America.*

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## SBA LENDER ANNOUNCEMENTS

**SOP 50 10 (5) - Revised Environmental Definition & Reliance Letter now available on-line at:**

[www.sba.gov/aboutsba/sbaprograms/elending/reg/](http://www.sba.gov/aboutsba/sbaprograms/elending/reg/)

**TRAINING OPPORTUNITY:** The SBA Buffalo District Office will host a Lender's Roundtable on Wednesday, October 22. Please take advantage of this training opportunity for lenders, CDC's, resource partners, and all others looking to increase their knowledge of SBA Programs & Services. For more information, please contact Paul Hoffman at (716) 551-4301 ext. 306 or e-mail at [paul.hoffman@sba.gov](mailto:paul.hoffman@sba.gov).

## FREE EVENT GROWTH OPPORTUNITIES FOR SMALL BUSINESS

**WEDNESDAY**

**OCTOBER 8, 2008**

**6:30-9:00 p.m.**

**UB Center for Tomorrow**

(Flint Entrance & Maple Road, Buffalo, NY 14226)

**[www.buffalo.edu](http://www.buffalo.edu)**

**TO REGISTER PLEASE VISIT**

**<http://events.bizjournals.com/4865>**

**OR CALL:**

**Kelly LoTempio, SBA at 551-4301x309**

**[Event Flyer Available at:](#)**

**[www.sba.gov/ny/buffalo](http://www.sba.gov/ny/buffalo)**

### **Seminar 1:**

**Financing & Tax Credits**

**6:30 - 7:30 p.m.**

**Question & Answer**

**7:30 - 7:45 p.m.**

### **Seminar 2:**

**Acquiring Workforce Services**

**7:45 - 8:45 p.m.**

**Question & Answer**

**8:45 - 9:00 p.m.**

## RURAL LENDER ADVANTAGE INITIATIVE

The U.S. Small Business Administration today extended to its Region II an initiative aimed at fostering greater economic development in America by making it easier for smaller community banks and credit unions to use SBA loan products to finance small businesses.

Small/Rural Lender Advantage is part of the agency's 7(a) loan program and encourages smaller and/or rural lenders (lenders making 20 or fewer SBA loans a year) to offer SBA loans by streamlining the SBA's loan application and approval processes. This initiative was launched and tested in SBA's Region VIII (North Dakota, South Dakota, Colorado, Wyoming, Utah and Montana) in January. Following enhancements to further streamline it, SBA is now taking the initiative nationwide and is extending it to SBA's Region II, which covers New York, New Jersey and Puerto Rico.

"Small community based banks play a major role in financing

small businesses throughout America, particularly rural America," said SBA Administrator Sandy K. Baruah. "These businesses often depend on support from their local banks. Through the Small/Rural Lender Advantage initiative, the SBA is showing its commitment to helping banks expand access to private capital for entrepreneurs in small communities."

The key features of Small/Rural Lender Advantage include:

- A shorter, simplified application for loans of \$350,000 or less;
- An expedited SBA loan processing time of 3-5 days for routine loans;
- Reduced financial documentation requirements;
- An SBA guaranty of 85 percent for loans of \$150,000 or less; 75 percent if the loan is larger;
- Loan applications that can

be faxed or e-mailed to SBA;

- A simplified loan eligibility questionnaire to help small or occasional SBA lenders understand SBA's eligibility criteria; and
- Specialized assistance to small/rural lenders on complex eligibility issues.

This new service is intended to increase SBA's market penetration with smaller community-based lenders. Small businesses account for two-thirds of all America's jobs, but the number of banks nationwide taking advantage of SBA loan programs has declined by almost 400 over the past two years. By streamlining its loan procedures and processes and reducing the paperwork, SBA is intent on winning them back.

"Small businesses are the growth engines of the American economy," said Baruah. "SBA is very proud to introduce Small/Rural Lender Advantage as another financial tool to spur economic growth and job creation."

*"Small community based banks play a major role in financing small businesses throughout America, particularly rural America," said SBA Administrator Sandy K. Baruah.*

## U. S. SMALL BUSINESS ADMINISTRATION DISASTER LOANS

Whether you rent or own your own home, own your own business, or own a small agricultural cooperative located in a declared disaster area, and are the victim of a disaster, you may be eligible for financial assistance from the U. S. Small Business Administration (SBA).

EIDL assistance is available only to entities and their owners who cannot provide for their own recovery from non-government sources, as determined by the SBA.

### What Types of Disaster Loans are Available?

Home Disaster Loans – Loans to homeowners or renters to repair or replace disaster damaged real estate or personal property owned by the victim. Renters are eligible for their personal property losses, including automobiles.

Business Physical Disaster Loans – Loans to businesses to repair or replace disaster-damaged property owned by the business, including real estate, inventories, supplies, machinery and equipment. Businesses of any size are eligible. Private, non-profit organizations such as charities, churches, private universities, etc., are also eligible.

Economic Injury Disaster Loans (EIDLs) – Working capital loans to help small businesses, small agricultural cooperatives and most private, non-profit organizations of all sizes meet their ordinary and necessary financial obligations that cannot be met as a direct result of the disaster. These loans are intended to assist through the disaster recovery period.

For more information on Disaster Loans and Recent Declarations, please contact SBA's Disaster Assistance Customer Service Center:

(Toll Free) 1-800-659-2955

(Phone) 716-843-4100

(E-mail)

[disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov)

OR

Visit the ODA Website at:

<http://www.sba.gov/localresources/disasteroffices/dacsc/index.html>

SBA's Disaster Loan Program offers financial assistance to those trying to rebuild their homes and businesses in the wake of a disaster.

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## 4TH BIENNIAL CANISIUS COLLEGE WOMEN'S

Calling all women leaders! The 4th biennial Canisius College Women's Leadership Conference will be held on Tuesday, October 7, 2008.

This one day event will provide educational workshops, panel discussions, and activities that will help to build and enhance your career and organization. Local and national business experts will share their personal experiences, discuss specific challenges that women face, and how to become a more effective leader.

REGISTER ONLINE BY SEPTEMBER 15 AND SAVE!

For more information, please visit: [http://www.canisius.edu/cpd/email/wlc/email\\_2.html](http://www.canisius.edu/cpd/email/wlc/email_2.html)