

NEWSLINE EIGHT

Volume 15 August 2009

SBA's Monthly
News Update
-SERVING-
COLORADO
MONTANA
NORTH DAKOTA
SOUTH DAKOTA
UTAH
WYOMING

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office

Stanley Nakano
Acting, Regional
Administrator

Christopher Chavez
Regional Communica-
tions Director

Carol Helm
Regional Resource
Coordinator

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Buy Local - Buy Small Business

Small Business is the Bridge to a More Sustainable Economy

By Stan Nakano, acting Regional Administrator

The current economic crisis and recession have dramatically disrupted the lives of most Americans. Unemployment numbers continue to rise and consumer confidence continues to nose dive. Each of us wants a secure and stable livelihood that we can depend upon in the coming months and years. Solving these national issues may be beyond our individual control, but one thing each of us can do is support our locally-owned small businesses. It's an amazing fact that 98 percent of all Region VIII businesses are considered small. This region's nearly one million small businesses employ well over 1.5 million people and account for most of the new jobs created in the area. By supporting local small businesses, you help maintain the thousands of jobs they create and the families they sustain.

Small, locally owned businesses are the backbone of our democratic economy. They are the most pressing economic problem of our time.

Small firms make an enormous and positive contribution to the quality of life in our communities. Locally-owned businesses create good jobs, and they boost the local tax base, which in turn improves our schools, our parks, and the quality of life in our towns and cities. Most importantly, local businesses are invested in their communities. If you look behind the scenes at any civic activity that contributes to our common well being of your community, you are likely to find a local business person, giving their



time, and often their money, to the common good. The service provided by the voluntary efforts of people who care about our community could not be replaced by any amount of government assistance or tax money. Local business people are the unsung heroes of our neighborhoods. They are the leaders, the ambitious, hard working people who have ideas and act on them. They are the true American heroes. Big box chain stores have done an excellent job of convincing people that they are the least expensive, but often they are not. Take the challenge and do some price checking of your own to determine whether the large chain stores beat the prices and quality of service that your local small businesses provide. Where else are you going to find the in depth product knowledge and one-on-one customer service that small retailers provide. When you give your dollars to a large chain store, that money leaves your community and we all benefit from it very little. If you spend your money at a locally owned business, then that money is more likely to be spent again and again in the local economy, generating many dollars worth of employment. That's how "localism" can change the way our entire economy works. Every time you buy local and buy small business you are saving a job and helping to support your neighbors, friends, and families.

Buy Locally, Buy Small Business is not just a catchy phrase, but is a way we can all solve this current economic crisis. Each dollar is a vote. We need to choose a future that will enrich and sustain future generations. Local businesses that employ and empower ordinary people are the cornerstone of a future economy that will sustain us, our environment, and our democracy. Local business people are local leaders; they are people with initiative and ambition, and they invest their resources in local organizations. We all need to celebrate the great diversity that our locally-owned small businesses provide. Small business is the shining light at the end of the economic recovery tunnel. Try it today...go visit a local small business owner and thank them for being such a critical part of your community!

AMERICAN RECOVERY ACT UPDATE

In June, the SBA's Colorado District Office made two presentations at the 2009 Harley-Davidson Motor Company Summer National Dealer Show in Denver. Steve Muhlhauser, Supervisory Lender Relations Specialist, and Bob Martin, Lenders Relations Specialist, discussed changes to SBA's financing programs resulting from the American Recovery and Reinvestment Act of 2009, and their impact on the 650 Harley-Davidson dealerships across the nation. Both Steve and Bob followed the theme of the show by dressing in customized Harley-Davidson logo shirts, hats and blue jeans. The breakout sessions for the 2,000 attendees covered everything from the SBA's new Dealer Floor Plan Pilot Program to basic SBA Programs and Services and the America's Recovery Capital (ARC) loan program. During the breakout sessions, participants were informed about the newly changed alternate 7(a) size standard. Everyone had a great time and the Colorado District Office looks forward to working with the Harley-Davidson Motor Company in the future.

NORTH DAKOTA DISTRICT OFFICE

The North Dakota District Office will offer training on the BDMIS system for all 8(a) participants. The training will be held on August 12th from 8:30 am to 9:30 am via online webinar. To participate, at the time of the webinar, dial 1-866-740-1260 and enter access code 3087501; then go online to <http://sba.readytalk.com> and enter the same access code. This training is critical for current 8(a) firms on the new database system that will allow them to enter their 8(a) Application and/or Annual Review information electronically. For more information, contact the SBA's Tom Linnertz at 701-239-5131 x.215

UTAH DISTRICT OFFICE

Eight Communities—Eight Conferences—the 8th Annual Rural Business Conference. Steve Price, Deputy District Director, will participate in Senator Bennett's 8th Annual Rural Business Conference on August 20th, 21st, and 27th. Hosted by U.S. Senator Bob Bennett and the Utah Rural Development Council, this annual conference addresses the unique challenges of building a successful small business in Utah's rural communities. This year, after seeing the event grow beyond the capacity of most rural Utah venues, organizers arranged for eight smaller conferences to be held throughout the state, rather than just one conference. The final three conferences of the Rural Business Conference will be held in Cedar City on August 20th, Delta on August 21st and Ephraim on August 27th. For more information regarding the Rural Business Conference, please contact Larry Shepherd at 801-524-5933.

SOUTH DAKOTA DISTRICT OFFICE

The Sioux Falls SCORE Chapter will present a workshop entitled, "How to Really Start Your Own Business" on Saturday, August 15, from 8:00 am to 3:30 pm at the Ramkota Hotel Best Western, 2400 N. Louise Avenue (I-29 at Russell Street - Exit 81) in Sioux Falls. This workshop will cover topics such as Marketing/Business Plan, Cash Flow/Financial Projections/Business Organizational Structure, what a banker looks for in a business plan, available assistance from agencies in the area, IRS tax advice for local small business owners, and a roundtable discussion by local business owners. Cost for each individual is \$ 40.00, which includes materials and lunch, \$20.00 for each additional associate and \$20.00 for students. Call the Sioux Falls SCORE office at 605.330.4243 for more information and to register

Small Business Resource Fair in Denver!

Don't miss this incredible opportunity to network with hundreds of other small business owners. Over 40 exhibitors will provide critical information on how to start a business, access government contacts, export your products or services abroad, and much, much more.

Thursday, August 20th —Downtown Denver Library—10:15 am—4 pm
Call Jeanette Deherrera at 303-844-2607 X226 for details



WYOMING DISTRICT OFFICE

Senator Enzi and SBA Hosting Small Business Seminars Across Wyoming! Coming to a community near you, Senator Enzi's office, the U.S. Small Business Administration, and Wyoming Small Business Development Center are putting on over 20 seminars all across Wyoming. SBA is making a major effort to bring information and resources to your community. These seminars are especially critical given today's down economy and its affect on the business community. Additionally, in the "Free Money - Fact or Fiction" seminars, the realities and myths of no cost money for small business will be presented. Federal grants will be discussed, as well as, no or low cost, assistance available for small business owners. Communities include: Rock Springs, Evanston, Jackson, Afton, Riverton, Gillette, Casper, Laramie, Cheyenne, Cody, Powell. The different seminars are intended to provide hands-on help for anyone wanting to start their own business. Whether you are in business—or just starting a business—you will benefit from these seminars. All workshops will be held at that community's public library. You can register on line at <http://www.WyEn.Biz> and click on Local Classes or email debra.farris@sba.gov. Don't delay! Register today!

MONTANA DISTRICT OFFICE

SBA/SCORE Host Statewide Conference for Women Business Owners

The Montana District Office, in conjunction with SCORE, is holding a Statewide Women In Business Conference on August 27th-28

in West Yellowstone at the Holiday Inn Sunspree Resort. Participants will gain knowledge on marketing, increasing leadership impact, protecting your greatest assets (employees), assessing the financial well being of a business, and much more. There will be a special keynote address given by Sam Allred, Founder and Director of Upstream Academy on Friday. Participants will be treated to an evening mix n' mingle on the 27th which will provide a great opportunity to network with the conference presenters and other women business owners from across Montana. Please share this information with clients or customers you feel would benefit from this type of workshop. For registration and more information contact the Montana District Office at 406-441-1081.



SBA SMALL BUSINESS ECONOMIC HOTLINES REMAIN OPEN TO ASSIST REGION VIII SMALL BUSINESS COMMUNITY.



Five district offices in Region VIII have launched their first-ever **Small Business Economic Hotlines** in response to the concerns raised by the nation's small business community during these uncertain economic times. The purpose of this hotline is to give small business owners a single phone number they can call with business related questions. Calls to these phone numbers will be promptly returned by SBA staff in the different district offices. "Small businesses across our region have raised concerns about how they can survive given today's economic situation," states Stan Nakano, acting, Region VIII Administrator. "I believe it is critical that the SBA in each state provide a single phone number for our small business community to get the answers they need on questions relating to surviving in this environment. Our business experts from the Small Business Development Centers, SCORE, and other education organizations can advise them on ways to enhance their marketing plans, re-evaluate their business plans, and look for new sources of financing. Many of these services are "free of charge." The hotline numbers are as follow: Colorado (303) 844-2607 X 401; Montana (406) 441-1095; South Dakota (605) 330-4243 Ext 10; Utah (801) 524-3204; Wyoming (307) 261-6505.