



2004 Rhode Island Salute to Small Business *Awards Reception and Professional Development Workshops Scheduled*

The annual Rhode Island Salute to Small Business celebration will be held during the week of May 24-28.

This year's event is co-sponsored by SCORE: *Counselors to America's Small Business*, with the support of Rhode Island's chambers of commerce.

Twelve small business owners and advocates will be honored during an awards reception to be held on Wednesday, May 26 from 4 to 7 p.m. at the Biltmore Hotel in downtown Providence.

The weeklong small business week recognition also includes a series of free professional development workshops that will be held on Tuesday, May 25 (*See the listing below*) in Warwick and Smithfield.

Two Rhode Island winners also won at the regional level and competed for the national awards at *SBA Expo '04* in Orlando, Fla.

The 2004 Rhode Island and New England award winners are:

Small Business Persons

David Fowkles, Ian Hardman and Henry Seemore of the Davin Wheel Company, Providence

SBA Family-owned Small Business (Rhode Island and New England)

Gem Plumbing and Heating Company, Inc., Lincoln. The owners are Anthony Gemma, Esq., Leonard Gemma, Edward Gemma and Larry Gemma

Financial Services Champion

Stephen E. Adamo, Senior Vice President, Citizens Financial Group, Providence

SBA Rhode Island District Director's Award

Antonio A. F. Moura, Vice President, Ocean State Business Development Authority, Providence

Minority Small Business Champion

David J. Rego, Small Business Advocate, Naval Undersea Warfare Center Division, Newport

Women in Business Champion

Wendy Hanson, Business Coach and President, Corley Hanson Associates, Inc., Providence

Veteran Small Business Champion

John Ricottilli, Jr., Chair, Rhode Island Committee, Employer Support of the Guard and Reserve

See Winners Gallery Photos on Page 2

Free Professional Development Workshops -- May 25, 2004

8:30 - 10:30 a.m.:

Powering Up Your Internet Presence
Verizon Telecommunications Center,
Bryant College,
1150 Douglas Pike, Smithfield

Learn the best practices for planning, upgrading, and maintaining a Web site. Discover the benefits of using content management software and options for enhancing a Web site with online applications and interactive tools.

9:00 - 3:00 p.m.:

Small Business Planning and Tax Reporting
U.S. Small Business Administration
Internal Revenue Service
*Warwick Public Library
600 Sandy Lane, Warwick*

Get an overview of SBA programs and services, hear tips on how to obtain financing for your business, how to write a business plan, and important federal tax reporting requirements for small businesses.

4:00-6:00 p.m.:

Public Relations 101
Public Relations Society of America
Southeastern New England Chapter
*Slade's Ferry Business Center
3288 Post Road, Warwick*

Learn the basics of how to get publicity for your business from PR professionals. Get tips on how to write effective news releases and ideas for creative events that will generate publicity.

Register online at www.sba.gov/ri, then click on the R.I. Salute to Small Business Seminar Information link, or call (401) 528-4561

2004 Rhode Island Salute to Small Business Winners Gallery



Small Business Persons of the Year
HENRY SEEMORE,
IAN HARDMAN,
DAVID FOWLKES

Davin Wheel Company, Providence



SBA Family-owned Small Business
(Rhode Island and New England)
ANTHONY GEMMA, ESQ.
LEONARD P. GEMMA
EDWARD J. GEMMA
LARRY T. GEMMA

Gem Plumbing & Heating
Lincoln



Financial Service Champion
(Rhode Island and New England)
STEPHEN E. ADAMO

Citizens Financial Group
Providence



SBA Rhode Island District Director's Award
ANTONIO A.F. MOURA

Ocean State Business Development Authority
Providence



Minority Small Business Champion
DAVID J. REGO

Naval Undersea Warfare Center Division
Newport



Women in Business Champion
WENDY HANSON

Corley Hanson Associates
Providence



Veteran Small Business Champion
JOHN RICOTTILLI, JR.

Rhode Island Committee
Employer Support of the Guard and Reserve

Thank You Corporate Partners!

The co-sponsors of the 2004 Rhode Island Salute to Small Business extend their deepest appreciation to the corporate partners. Without their support and contributions, this annual event would not be possible. It is their continuing commitment that allows for recognition of the accomplishments of the Rhode Island small business community.



These are certainly busy times for the SBA, both here in Rhode Island and across the country. As this issue of the Communicator goes to press I am attending SBA Expo '04 in Orlando, Florida. In addition to our own senior management meeting, this event is a combination of several innovative and exciting celebrations of small business. From a Collegiate Entrepreneurial Leadership Institute, to the conferring of awards to our many national Small Business Week winners, this program will highlight

the best America's small business community has to offer.

Our local celebration of Small Business Week will take place on Wednesday, May 26, at the Biltmore Hotel in Providence. We look forward to seeing many new and old friends there as we come together to salute this year's outstanding winners.

Also, on Tuesday the 25th we will be conducting, in cooperation with various resource partners, a series of workshops. These will be held in different locations across the state. I urge you to register for these valuable professional development workshops by calling the Rhode Island District Office at 528-4561, or online at www.sba.gov/ri.

Although my temporary tenure as Acting Director for Massachusetts continues, please be assured of my keen interest in the ongoing efforts of the Rhode Island District Office. We have a number of outreach events scheduled for the next few months, and I encourage you all to participate as we strive to support small business here in the Ocean State.

Thanks for all your hard work and help in our program efforts, and I look forward to seeing you at the Rhode Island Salute to Small Business Awards Reception on May 26th.

SBA lender honored during SBA Expo '04

Bank of America was recognized with the *National Outstanding Lender Award* at SBA Expo '04 in Orlando, Fla.

Providence-based Citizens Financial Group was among ten other financial institutions from across the United States to be honored by the agency with its *Regional Outstanding Lender Award*.

CIT Small Business Lending Corporation won the *Export Lender Award*.

While the criteria for selecting the winners included the number and dollar amount of SBA-backed loans made, the SBA primarily wanted to recognize lenders large and small, from across the country, that have shown steadfast commitment to helping SBA advance its mission of being America's Small Business Resource.

The awards were presented by SBA Administrator Hector V. Barreto.

Last fiscal year, Citizens Bank approved 3,382 SBA-backed loans for almost \$110 million in New England. Of that total, 744 loans for over \$21 million were made to Rhode Island small businesses.

Rhode Island District Office retirees honored



Rhode Island District Director **Mark S. Hayward** delivers remarks honoring SBA retirees at the Providence Marriott. From left, **Marie Record**, Connecticut District Director, **Richard F. Tomeo**, Rhode Island Deputy Director, **Patricia O'Rourke**, Team Leader, Marketing and Outreach, and **Paul Bouchard**, Team Leader, Portfolio Management.

Coventry Credit Union is now a SBA Lender



Ronald E. Bew, SBA Associate Deputy Administrator for Capital Access (right), and **Roger J. Laliberte**, chairman of the board of Coventry Credit Union sign documents making the credit union an SBA lender.

Coventry Credit Union has been authorized to make business loans under the SBA 7(a) loan program.

SBA Associate Deputy Administrator for Capital Access, Ronald E. Bew, and Roger J. Laliberte, Chairman of the Board of Coventry Credit Union, signed the authorization agreement at the credit union executive office in Coventry last month.

Coventry Credit Union, with assets over \$200 million, has branch offices across Rhode Island.

"We are pleased to welcome Coventry Credit Union as an SBA participating lender," said Bew. "Last year the SBA made more than 60 thousand loans to small businesses across America, the greatest number of loans in SBA's 50 year history. Lenders like Coventry Credit Union, who have made a commitment to the small business community, will help us to continue to provide the access to capital that those entrepreneurs need to start and grow their businesses," Bew added.

SBA's 7(a) Loan Program has a maximum loan amount of \$2 million with a maximum guaranty to the lender of 75 percent.

Last fiscal year, the SBA guaranteed 1,091 loans for nearly \$85 million in Rhode Island.

Director of loan programs meets with Rhode Island SBA lenders

The U.S. Small Business Administration guaranteed more loans last fiscal year than in any other time in its history, according to Ronald E. Bew, SBA Associate Deputy Administrator for Capital Access. He said the 63,000 loans made nationwide accounted for the creation or retention of about 500,000 jobs.

Bew was in Rhode Island recently to meet with SBA lenders. He answered questions about the agency's restructuring of loan processes and how those steps would make the SBA more efficient.

Recently the SBA consolidated its liquidation and servicing functions for SBA loans to a center in Herndon, VA. Bew discussed the Administration's plan to make the SBA operate more like a business by centralizing loan processing services.



SBA Associate Deputy Administrator for Capital Access, **Ronald E. Bew**, (second from left), discusses restructuring of SBA loan processes with Rhode Island lenders.

"This is not a new idea. We are just enhancing it," said Bew.

Bew said the average SBA-backed loan in the United States in 2003 was \$152,000 with 83 percent originated by banks. In Rhode Island last fiscal year the average loan size was \$47,000.

This fiscal year the Agency has \$12.5 billion to fund SBA-backed loans, compared to \$3 billion last year. The SBA recently raised the cap on 7(a) loans from \$750,000 to \$2 million.

Meals, entertainment deduction helps small firms more than larger counterparts

Small incorporated firms benefit more than larger firms from the meals and entertainment deduction according to a study released by the SBA Office of Advocacy. Small firms that take advantage of this deduction reduce their effective tax rate by 0.75 percent on average, while larger firms only receive a 0.11 percent reduction in their effective tax rate.

The finding is reported in "The Impact of Tax Expenditure Policies on Incorporated Small Business," written by Innovation & Information Consultants with funding by the Office of Advocacy.

The complete study can be viewed online at www.sba.gov/advo.

SBA unveils new electronic loan gateway for lenders

The SBA has a new Web-based loan application solution for participating lenders, creating an electronic gateway that will save lenders substantial time and resources when submitting a loan to the SBA.

In response to lender requests to the agency, SBA opened the E-Tran technology to the software providers for the lending industry, allowing participating lenders to submit loans to the agency with little or no effort.

With the introduction of E-Tran, lenders are able to have direct loan submission and immediate response from the agency, thus reducing the 24-hour response time by SBA.

SBA created E-Tran to allow lenders of any size to take advantage of the efficiencies of electronic application submission.

Monthly workshops at Central Rhode Island Chamber

With the onset of summer, the SBA has revised its Friday morning workshop schedule at the Central Rhode Island Chamber of Commerce.

Effective June 11, 2004, workshops will be held on the second Friday of every month from 9 to 11 a.m. at the Slade's Ferry Business Center, 3288 Post Road, across from Warwick City Hall, in the Apponaug section of Warwick.

The free sessions will be held on June 11, July 9, August 13, and September 10.

Each workshop provides an overview of SBA programs and services, a segment on how to write a business plan, and a tour of the Business Information Center at the Central R.I. Chamber.

To register for the workshops, visit the SBA Web site at www.sba.gov/ri, and click on the *Online Seminars Registration* link, or call (401) 528-4561.

Government contracting workshop for women scheduled June 29

The federal government is the largest purchaser of goods and services in the world. Women entrepreneurs will have the opportunity to learn more about this lucrative market during a workshop, *Women Doing Business with the Government*, scheduled on Tuesday, June 29 from 10 a.m. to 12 p.m. The session will be held at the SBA Rhode Island District Office, 380 Westminster Street, Room 511, in Providence.

The workshop will explain the basics of government contracting, rules for getting government contracts, business opportunities, and how to market to government contracting officers.

Register for this free workshop online at www.sba.gov/ri and select the *Online Seminar Registrations* link, or call the SBA at (401) 528-4561.

New SBA regulations to create contracting opportunities for service-disabled veterans

The U.S. Small Business Administration has announced a new procurement program that will boost federal contract opportunities for service-disabled veteran-owned small businesses. The interim rule was published May 5, 2004 and is effective immediately. The Federal Acquisition Regulatory Council concurrently released regulations implementing the program.

Federal contract dollars to service-disabled veterans increased from \$298 million in fiscal year 2002 to \$510 million in FY 2003.

The new rule amends the relevant section of the Code of Federal Regulations, adding provisions that will allow contracting officers to restrict contract awards to service-disabled veteran-owned small businesses when there is a reasonable expectation that two or more service-disabled veteran-owned small businesses will submit

bids at a fair market price. It also allows awards of sole-source contracts to service-disabled veteran-owned small businesses when there is not a reasonable expectation that two or more service-disabled veteran-owned firms will submit bids and the anticipated contract price does not exceed \$3 million, with the exception of manufacturing contracts where the contracting threshold is \$5 million.

The interim rule allows small businesses to self-certify as service-disabled veteran-owned businesses. Any challenge to a firm's status as a small business or standing as service-disabled veteran-owned small business must be referred to the SBA for resolution. The SBA will rely upon existing Department of Veteran's Affairs or Department of Defense determinations regarding status and will enforce penalties for false representation.

Center for Women & Enterprise Schedules Summer Programs

The Center for Women & Enterprise (CWE) has scheduled the following programs during the summer. Unless otherwise noted all sessions will be held at CWE, 55 Claverick Street, Suite 102, Providence.

Monthly information sessions to explain CWE programs will be held on the first Friday of every month from 9-10 a.m.

Networking forums will be held every third Wednesday from 11 a.m. to 1 p.m.

Introduction to Getting a Loan will be held from 9-10 a.m. on June 25 (West-erly Chamber of Commerce), July 15, and August 18.



Choosing a Legal Entity for Your Business is held from 10-11 a.m. on Friday, June 4, July 2, and August 6.

To register, or for more information about CWE programs and services, call Sixcia Henderson at (401) 277-0800 or visit their Web site at www.cweonline.org.

Growing Your Business and Gateway to Success workshops scheduled June 9 and 15

The U.S. Small Business Administration, together with its resource partners, SCORE: *Counselors to America's Small Business*, the Rhode Island Small Business Development Center (RISBDC), the Center for Women & Enterprise (CWE), and the Northern Rhode Island Chamber of Commerce will present two workshops in June.

Growing Your Business will be held from 9 a.m. to 1 p.m. on Wednesday, June 9 at the Pawtucket Visitors Center, 175 Main Street, Pawtucket, RI. The event is also co-sponsored by the City of Pawtucket, and will feature an expo and workshops in two tracks, one for startup businesses and another for existing businesses.

The exhibitors include: SBA, SCORE, RISBDC, the City of Pawtucket, Northern R.I. Chamber, NetworkRI, Workforce Partnership of Greater R.I., CWE, Internal Revenue Service, R.I. Economic Development Corporation, R.I. MicroEnterprise Association, U.S. Department of Labor, Wage & Hour Division, and several SBA lenders.

The startup/new business workshops include **Creating a Business Plan**, at 11 a.m., presented by SCORE, **How to Obtain Financing** at 12 p.m., presented by SBA.

The existing business track will feature **Growing Your Business** at 11 a.m., presented by RISBDC, **Employment Investment Grants** at 11:30 a.m., presented by

Workforce Partnership of Greater R.I., and **Independent Contractor Rules** at 12 p.m., presented by the Internal Revenue Service.

Gateway to Success: Valuable Resources For Your Small Business, will be held on Tuesday, June 15 from 9 to 11 a.m. at the Northern Rhode Island Chamber of Commerce, 6 Blackstone Valley Place, Suite 301, Lincoln, RI.

SBA, RISBDC, SCORE and CWE will each present information about the many programs and services they provide to startup and existing small business owners.

Registration for both events may be made by calling the SBA at (401) 528-4561, or online at www.sba.gov/ri and click on the *Online Seminar Registrations* link.



SBA unveils Web site for young entrepreneurs

The U.S. Small Business Administration has unveiled a new teen entrepreneur Web site to target young entrepreneurs who want to start, run, or grow their own businesses.

The launch of the Young Entrepreneur Online Guide to Business, at www.sba.gov/teens, was made during the kick off of the Young Entrepreneur Program, a two-day forum for young entrepreneurs to provide practical entrepreneurial training and to promote leadership and management skill building.

The Web site will provide young entrepreneurs with a learning tool to help them succeed in the 21st century world of small business. It is designed to introduce teenagers to the concept of small business ownership as a viable career choice by helping them to shape their dreams of entrepreneurship.

The Web site features small business basics from brainstorming to evaluating a business idea, developing a business plan, learning from successful young entrepreneurs, making wise financial decisions, and access to SBA's entrepreneurial development partners and services.

Other highlights of the Web site include information on legal issues that need to be addressed when starting a business, links to youth organizations that concentrate on youth entrepreneurship, and links to mentoring and peer groups.

For a listing of workshops

and events visit the

SBA Rhode Island

District Office Web site:

www.sba.gov/ri

USEFUL WEB SITES

SBA, Rhode Island	www.sba.gov/ri
SCORE	www.score.org
RI Small Business Development Center	www.risbdc.org
Center for Women & Enterprise	www.cweonline.org
Kauffman Foundation Resources	www.entreworld.org
Workforce Partnership of Greater RI	www.griworkforce.org
Home-based Business Assn. of RI	www.homebasedbusinessri.com

RHODE ISLAND SBA BANK RANK

FY04 7(a) Approved Loan Volume by SBA Lenders and Number of Loans 10/1/03 to 4/30/04

1. Citizens Bank of Rhode Island	472	\$17,566,794
2. BankRI	40	\$6,799,500
3. The Washington Trust Co.	36	\$6,093,350
4. Sovereign Bank New England	29	\$2,665,000
5. Coastway Credit Union	26	\$4,936,000
6. Fleet Bank	25	\$2,828,100
7. First Federal Savings Bank	19	\$2,290,000
8. Independence Bank	8	\$3,905,000
9. Freedom National Bank	8	\$1,252,500
10. Home Loan and Investment Bank	4	\$290,000
11. Capital One F.S.B.	3	\$75,000
12. UPS Capital Business Credit	2	\$490,000
13. Minority Investment Development Corp.	2	\$231,000
14. Greenwood Credit Union	2	\$185,000
15. CIT Small Business Lending	1	\$573,000
16. Pitney-Bowes Small Business Lending	1	\$528,728
17. First Trade Union Bank	1	\$300,000
18. Bank of Fall River	1	\$225,000
19. Stearns Bank, N.A.	1	\$120,000
20. BankNewport	0	
21. Bristol County Savings Bank	0	
22. Business Dev. Co. of Rhode Island	0	
23. Business Lenders LLC	0	
24. Business Loan Express	0	
25. Centreville Savings Bank	0	
26. Coventry Credit Union	0	
27. Danvers Savings Bank	0	
28. Domestic Bank	0	
29. G.E. Capital Small Business Finance Corp.	0	
30. NewportFed	0	
31. Slade's Ferry Bancorp	0	
Sub-Total:	681	\$51,353,972

Ocean State Business Development Authority

Ocean State Business Development Authority is a Certified Development Company licensed by SBA. The following lenders approved first mortgage financing on economic development projects, thereby facilitating the 504 loans listed below through 4/30/04.

Lender	Number Loans	SBA Debenture	Total Project
Bristol County Savings Bank	2	\$666,000	\$1,605,000
UPS Capital Business Credit	2	\$541,000	\$1,300,000
Washington Trust Company	1	\$1,300,000	\$4,280,000
Fleet Bank	1	\$1,216,000	\$5,200,000
Sovereign Bank	1	\$527,000	\$1,275,000
Citizens Bank	1	\$373,000	\$918,700
BCP Bank	1	\$290,000	\$700,000
Bank RI	1	\$99,000	\$270,000
Total 504 Loans	10	\$5,012,000	\$15,548,700

Total Loans 691 \$56,365,972



PRESORTED STANDARD
POSTAGE AND FEES PAID
SBA
PERMIT No. G-82

Rhode Island District Office

380 Westminster Street, Room 511
Providence, Rhode Island 02903

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE \$300

SBA Communicator

News from the Rhode Island District Office

May 2004

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www.sba.gov/ri



*The 2004
Rhode Island
Salute to
Small Business*

Wednesday, May 26
4:00 - 7:00 p.m.
Providence Biltmore Hotel



Presented by The U.S. Small Business Administration
SCORE: Counselors to America's Small Business
and supported by the Rhode Island Chambers of Commerce