

## Nominations sought for 2004 Rhode Island Minority Small Business Person of the Year

The Rhode Island Minority Enterprise Development (MED) Week Planning Committee is now accepting nominations for the 2004 Rhode Island Minority Small Business Person of the Year Award. The winner will be honored during the 2004 Rhode Island MED Week celebration in the fall. Nomination packages must be submitted no later than Monday, June 28, 2004.

Nominees must own and operate a minority small business in accordance with SBA's rules and regulations, the business must be in satisfactory financial condition, and must have been in business for at least three years. If the nominee has an SBA-backed loan, the payment record must be satisfactory and the loan must be current. If the nominee's firm is a government contractor, it must have performed satisfactorily on all contracts, and have had no terminations for default.

Nomination package material may be downloaded from the SBA Rhode Island District Office Web site, [www.sba.gov/ri/ridomedweek.html](http://www.sba.gov/ri/ridomedweek.html), or may be obtained by calling Frances deSousa at (401) 528-4583. The completed nomination packages must be mailed to MED Week Committee, c/o Hispanic American Chamber of Commerce, 45 Royal Little Drive, Providence, RI 02904.

## 2004 Rhode Island Salute to Small Business

The annual Rhode Island Salute to Small Business celebration was held on May 26 at the Biltmore Hotel in downtown Providence. Twelve small business owners and advocates were honored during the awards reception.

This year's celebration was co-sponsored by the SBA and SCORE: *Counselors to America's Small Business*.

The principals of The Davin Wheel Company in Providence, **David Fowlkes, Ian Hardman and Henry Seemore**, are the 2004 Rhode Island Small Business Persons of the Year.

Rhode Island is honored to have two regional award winners this year, Gem Plumbing and Heating Company of Lincoln as the SBA Family-owned Small Business of the Year, and **Stephen E. Adamo**, Senior Vice President of Citizens Bank as the Financial Services Champion of the Year.

**Anthony, Larry, Leonard, and Edward Gemma**, the owners of Gem Plumbing and Heating, are the first recipients of the newly-created SBA Family-owned Small Business Award.



**Networking:** Attendees of the 2004 Rhode Island Salute to Small Business Award reception in the Biltmore Hotel's Grand Ballroom.

The other 2004 Rhode Island award recipients are:  
SBA Rhode Island District Director Award: **Antonio A.F. Moura**, Vice President, Ocean State Business Development Authority, Providence; **Wendy Hanson**, President/Business Coach, Corley Hanson Associates, Inc., Providence; **David J. Rego**, Small Business Advocate, Naval Undersea Warfare Center Division, Newport; and **John Ricottilli, Jr.**, Chair, Rhode Island Committee, Employer Support of the Guard and Reserve.

The Rhode Island Salute to Small Business celebration included a series of free professional development workshops that were held at locations around the state.

# Rhode Island Salute to Small Business May 26, 2004 -- Providence Biltmore Hotel



Photos from top left to right: **Rhode Island National Guard Color Guard; 2004 Rhode Island Small Business Award winners; U.S. Senator Lincoln Chafee; Rhode Island Lieutenant Governor Charles Fogarty; 2004 Rhode Island Small Business Persons of the Year; 2004 Rhode Island SBA Family-owned Small Business of the Year.**



*Mark S. Hayward*

*From  
the  
District  
Director's  
Desk*

Congratulations to the Rhode Island Salute to Small Business award winners. We are very proud of your accomplishments.

I was very pleased at the change of venue and the overall tenure of this year's small business celebration. The top of the Biltmore, rich in its nostalgia and elegance, provided the appropriate setting for honoring our award winners.

The district office wants to express its sincere appreciation to SCORE: *Counselors to America's Small Business*, and the Central Rhode Island Chamber of Commerce for all of the work they did to make the event a success.

Our hats are off to John McLaughlin, chair of the Rhode Island SCORE chapter and Lauren Slocum, President and CEO of the Central RI Chamber, for going above and beyond the call of duty. Events of this nature take much coordination and without great assistance it just would not be possible.

I also want to take a moment to personally thank those corporate partners who supported the event. This support was critical to the event's success.

Planning has begun for Rhode Island Minority Enterprise Development Week, which will be in late September. The district office is seeking nominations for these prestigious awards. The MED Week Planning Committee will be meeting soon to finalize the details for this celebration. As always, we are very happy to receive any suggestions.

Finally, small business is truly the staple of the Rhode Island economy. Time and time again, the small business community is responsible for the creation of jobs and taxes. It behooves our economic development officials to move away from the failed theory of "catching the big fish". Over the past year many jobs have been lost by the downsizing of large businesses, while on the other hand the real job creation has been in the small business community.

We are far better served by sustaining and developing our small businesses here in Rhode Island because they will provide jobs for citizens and millions of dollars to our economy.

Again, thank you for your continued support.

## Subscribe to electronic version of *SBA Communicator*

The Rhode Island District Office is in the process of converting the *SBA Communicator* to an entirely electronic publication. The move to the full-color electronic version is necessitated by increased paper and printing costs and the recent decrease in district office staff.

Approximately half of the subscribers have already made the switch to the electronic version. Subscribing to the electronic version is easy and takes just a few minutes. Simply go to the SBA national Web site, [www.sba.gov](http://www.sba.gov) and look for the "other SBA subscriptions" link in the left hand column of the home page.

On the subscription page, scroll down and check the box next to Rhode Island Newsletter then go to the bottom of the page and type in your name and e-mail address. You will then receive a confirmation request.

Each month subscribers receive an e-mail message with a hotlink to the newsletter. Subscribers just click on the link and see the color version of the newsletter. Attachments and large files are never sent to subscribers. The newsletter can be saved printed or electronically distributed to co-workers or friends.

## Women's network event at CWE

The Center for Women & Enterprise in partnership with the SBA, is accepting registrations for the first Women's Network for Entrepreneurial Training (WNET). The event will be held on Wednesday, June 23 from 5:30 to 7:00 p.m. at CWE, 55 Claverick Street, Suite 102, Providence, R.I.

Registration fee is \$15. in advance or \$20 at the door.

In addition to the networking opportunity, participants will hear a panel discussion about how successful businesswomen thrive in Rhode Island.

Register by calling Heidi Alexander at (401) 277-0800.

## SBA and Department of Agriculture launch initiative to help create rural jobs

SBA Administrator Hector V. Barreto and Agriculture secretary Ann M. Veneman have announced an Administration effort to stimulate rural business development and jobs by providing greater access to venture capital investment funds. The SBA, on behalf of U.S. Department of Agriculture, will enable venture capital companies to offer access to capital to rural enterprises under a newly created business and jobs initiative called the Rural Business Investment Program (RBIP).

SBA and USDA will publish in the Federal Register guidelines for making application to the new program. In general, with funding provided by USDA, the RBIP will allow newly formed venture capital investment companies to leverage private capital funds with government

financial assistance and to obtain government grant resources for technical assistance. The RBIP will increase the amount of capital available for investment in rural American businesses, and will provide a new resource for technical assistance to such businesses.

Created by the 2002 Farm Bill, RBIP will license Rural Business Investment Companies to support up to \$60 million in guaranteed RBIC debentures based on the Administration's Fiscal year 2005 budget. The Rural Business Investment Program augments investments already being made in rural areas. By licensing qualified management teams and structuring the RBIP appropriately, this new program can contribute significantly to the federal government's efforts to encourage private risk-taking and investment in rural America.

## SBA launches business.gov web site to connect businesses with federal agencies

The SBA has launched a Web site that will serve as the business gateway for U.S. businesses to connect with federal agencies, providing specific business tools and resources. Business.gov is a powerful web site that will provide one-stop, online federal government information and services that businesses need and can access in one easy-to-find location.

Business.gov is slated to add more resources this fall, including more information sources and links designed to help businesses get the right information at the right time from home or office and on their desktops, laptops or PDAs. Business.gov also will add special "wizards" to help businesses answer questions and fill out forms.

## Veteran-owned businesses receive more federal contract dollars than reported

Veteran-owned firms receive substantially more federal contract dollars than official figures show, according to a study released by the U.S. Small Business Administration Office of Advocacy. The discrepancy results from inconsistent status coding of contracts across federal agencies and from difficulties in identifying veteran-owned businesses.

Official statistics from the Federal Procurement Data System indicate that veteran-owned businesses were awarded 0.6 percent of total prime contract dollars in Fiscal Year (FY) 2002 and 0.4 percent in FY 2001. However, according to the new analysis veteran-owned businesses received at least 1.7 percent of prime contract dollars in FY 2002 and 1.6 percent in FY 2001.

Among the study's findings is the fact that thousands of companies flagged as veteran-owned in the Department of Defense's Central Contractor Registry, in the Small Business Administration's ProNet file, and by Dun and Bradstreet are not coded as veteran-owned in the General Service Administration's master prime contract file. Consequently, the FPDS substantially understated the number of veteran-owned businesses.

For more information, visit the Office of Advocacy website at [www.sba.gov/advo](http://www.sba.gov/advo).

## 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](http://www.sba.gov/ri) and select the *Online Seminar Registrations* link, or call the SBA at (401) 528-4561.

## Massachusetts CDC expanding to Rhode Island

The SBA Office of Financial assistance has approved the request by the Bay Colony Development Corporation to expand its area of operation into Rhode Island. Bay colony, based in Waltham, Mass., is authorized to make 504 loans in Bristol, Kent, Newport, and Providence counties.

Ocean State Business Development Authority is the only other CDC operating in Rhode Island.

## SBA advocacy office seeks researchers

The SBA Office of Advocacy is seeking small business researchers to perform economic research via a request for quotations (RFQs). The topics are chosen because they show the status or role of small businesses, can be a springboard for further research, and can affect public policy. The RFQs are for competitive contracts and are not research grants.

Proposal solicitations and synopses are listed in FedBizOpps ([www2.eps.gov/spg/SBA/postdatePrevDays\\_1.html](http://www2.eps.gov/spg/SBA/postdatePrevDays_1.html)). If this link is not active go to [www.fedbizopps.gov](http://www.fedbizopps.gov) and search for Small Business Administration listings.

The deadline for submitting proposals is July 20, 2004. Questions should be directed to Billy Jenkins, SBA contracting officer, U.S. Small Business Administration, 409 3rd Street, S.W., Washington, DC 20416.

To view past research projects, visit [www.sba.gov/advo/research](http://www.sba.gov/advo/research).

## FCC agrees to more fully consider impact on small business

The Federal Communications Commission has agreed to work with the SBA's Office of Advocacy and more fully consider impacts on small business. This understanding was reached as part of settlement discussions between Advocacy and the FCC regarding the case of *United States Telecom Association, et al., v. the Federal Communications Commission, et al.*

In the settlement, the Office of Advocacy agreed to withdraw its intent to file an *amicus curiae* brief in the case. In addition to working with Advocacy, the FCC agreed to urge state regulators to consider the concerns of small rural telecom providers that seek waivers to the new portability rules. The FCC will also examine the impact of its policies on small business in upcoming proceedings.

The continuing case involves a Regulatory Flexibility Act challenge to an FCC memorandum opinion and order on telephone number portability. The small business plaintiffs contend that the FCC did not fulfill its obligations under the RFA by not considering the impact of its rule on small business and by not considering alternatives to reduce its burden.

**For a listing of workshops and events visit the SBA Rhode Island Web site:**  
**[www.sba.gov/ri](http://www.sba.gov/ri)**



and



present...

# A Night of Family Fun

Saluting National Guard and Reserve Families and their Employers

at McCoy Stadium  
Thursday, August 19



VS



**\$25** per person

Join us in the Right Field  
Barbecue Tent

Includes ticket to the ball game and all you can eat grilled chicken breast, 1/4 lb. hamburgers, grilled hot dogs, cole slaw, potato chips, lemonade, and ice cream bar.

**Barbecue**  
**5 p.m.**

**Game Time**  
**7:05 p.m.**

Call Kristyn Jodat at SBA  
(401) 528-4561 or e-mail:  
kristyn.jodat@sba.gov  
for more information.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

# of tickets \_\_\_\_\_ @ \$25 per ticket = \$ \_\_\_\_\_

I wish to donate \_\_\_\_\_ tickets @ \$25 each to family members of  
deployed RI National Guard and Reserve troops = \$ \_\_\_\_\_

**MAKE CHECK PAYABLE TO: SCORE**

*Tickets will be distributed at the tent entrance on game night*

Send a check and this form to: SCORE, Attn: John McLaughlin,  
380 Westminster Street, Room 511, Providence, RI 02903

# RHODE ISLAND SBA BANK RANK

*FY04 7(a) Approved Loan Volume by SBA Lenders and Number of Loans 10/1/03 to 5/31/04*

1. Citizens Bank of Rhode Island	518	\$19,469,794
2. BankRI	47	\$8,420,800
3. The Washington Trust Co.	45	\$8,403,350
4. Coastway Credit Union	31	\$5,797,000
5. Sovereign Bank New England	31	\$2,790,000
6. Fleet Bank	28	\$2,948,600
7. First Federal Savings Bank	21	\$2,805,000
8. Freedom National Bank	10	\$1,592,500
9. Independence Bank	8	\$3,905,000
10. Home Loan and Investment Bank	5	\$510,000
11. Capital One F.S.B.	5	\$175,000
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	
<b>Sub-Total:</b>	<b>760</b>	<b>\$59,469,772</b>

## 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 5/31/04.*

Lender	Number Loans	SBA Debenture	Total Project
UPS Capital Business Credit	3	\$861,000	\$2,071,000
Washington Trust Company	2	\$1,945,000	\$6,030,000
Bristol County Savings Bank	2	\$666,000	\$1,605,000
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
<b>Total 504 Loans</b>	<b>12</b>	<b>\$5,977,000</b>	<b>\$18,069,700</b>

**Total Loans 772 \$65,446,772**



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

**Rhode Island District Office**

380 Westminster Street, Room 511  
Providence, Rhode Island 02903

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OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE \$300

***SBA Communicator***

*News from the Rhode Island District Office*

**June 2004**

**District Director**

Mark S. Hayward

**Editor**

Normand T. Deragon

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



**Save  
the  
Date!**

**Thursday, August 19**

**Small Business Night**

**at**

**McCoy Stadium**

*Look for details on Page 6*