



Seattle District Office SBA Reporter

Your Small Business Resource

April 2008 #30

U.S. Small Business Administration
Seattle District Office

2401 Fourth Avenue, Suite 450
206-553-7310 (general information)
206-553-7099 (facsimile) www.sba.gov/wa

For information about this newsletter, call Roger Hopkins, 206-553-7082 or e-mail roger.hopkins@sba.gov

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Administrator Preston Leaving SBA; National Small Business Week Celebrated

Three days after announcing his nomination by President Bush to take over the U.S. Department of Housing and Urban Development, SBA Administrator Steven Preston is presiding over National Small Business Week celebrations in Washington, D.C., and New York City April 21-24. In making the announcement of his appointment April 18, Preston praised the work of employees to make the agency "a much more efficient, effective, customer focused organization that is a great place to work. If I am confirmed to my new position at HUD, I will not be able to oversee the completion of many of those initiatives personally, but can assure you that the work we have done together will not go unfinished." No more information regarding this announcement is expected until, and if, Administrator Preston is confirmed by Congress to take over HUD.

Meanwhile, National Small Business Week 2008 began April 21 with three days of events in Washington, D.C. In addition to the State Small Business Persons of the Year, men and women involved in disaster recovery, government procurement, small business champions as well as SBA partners in financial and entrepreneurial development are honored at the event.

Small business and advocacy groups, bloggers and think tanks can take part in National Small Business Week 2008. Go to www.NationalSmallBusinessWeek.com; all forums and award events will be Web cast Live across the Nation.

Washington State Small Business Owners and Champions to be Honored in Seattle

Two Tacoma graphic designers have been named Washington State's Small Business Persons of the Year. **Rusty George** is the owner/principal and **De Meyers** principal of Rusty George Creative, a graphic design and advertising agency located in downtown Tacoma.

The firm has a client list that reads like a "who's who" of Tacoma and Pierce County. George began his business in 1997 as a freelance designer. Meyers came on board in 2000 as the firm's first employee. They now have 15 employees.

George and Meyers will be honored by the SBA Seattle District Office Tuesday, April 29, at the annual small business awards event at the Marion Oliver McCaw Hall at Seattle Center. In addition to honoring George and Meyers, the award ceremony will recognize the outstanding accomplishments of other small business owners:

- *Washington State and SBA Region X Small Business Exporter:* **Tom Whittmann and Brian Coughren**, Seattle Safety, LLC in Kent;
- *Washington State and SBA Region X SBA Young Entrepreneur:* **Brad Benner**, X-BAR in Seattle;
- *Washington State and SBA Region X, Jeffrey Butland Family-Owned Business:* **Anton C. Kusak III**, Kusak Cut Glass Works, Inc. in Seattle.



Rusty George & De Meyers, Rusty George Creative, Washington State 2008 SBA Small Business Persons of the Year. (Photo courtesy Rusty George Creative)

Also featured will be five Washington State SBA Champion award winners who support and advocate on behalf of small businesses and entrepreneurship.

State and Region X Home-Based Business Champion: **Theresa Chambers**, Recognition Works LLC in Kenmore; *State and Region X Women-owned Business Champion:* **Rachael Costner**, Sands Costner & Associates/Women's Resource in Tacoma; *State and Region X Small Business Journalist:* **Billie Moreland**, Billie Moreland & Associates in Spokane; *State Financial Services Champion:* **Lori Jo Knoles**, State Bank Northwest in Spokane Valley; *State Minority Small Business Champion:* **Carlos R. Veliz**, PCSI Design in Bothell; *State Veteran Business Champion:* **Mary Jo Juarez**, Naval Facilities Engineering Command NW in Silverdale.

An independent panel of judges selected the winners based on several criteria, including staying power, business growth, response to adversity, innovation, contributions to the small business community, and evidence of community-oriented projects. For more information on the state winners, go to this link:

<http://www.sba.gov/localresources/district/wa/news/index.html>.

FINANCIAL WATCH: LENDER NEWS AND REVIEWS

New Lending SOP Released; Effective May 1

The SBA has released an updated Standard Operating Procedure for lender and development company loan programs. The revised document, **SOP 50 10**, has been cut in length from 1,000 pages to 400 and is more logically organized. The new SOP is available in PDF format at the SBA website. Click [here](#) to access the document.

A version of the SOP with enhanced search capabilities will be released as soon as possible. Additional technical improvements are in process such as an improved search engine.

“Re-writing an SOP doesn’t sound glamorous, but it is one of the most important tasks we have undertaken to improve our relationship with lenders and enhance delivery of our loan products,” SBA Administrator Steve Preston said. “The previous SOP was long, complicated, and out dated, and lenders cited it as a major impediment to working with SBA. We hope the new document will make it easier for lenders to understand our programs and use our product.”

2008 America West Lenders Conference

Registration is underway for the 2008 **America West SBA Lenders Conference**, which will take place in Spokane from June 9-11. Click [here](#) to access the on-line registration form.

The conference is designed for SBA lenders and resource partners throughout the Western United States. It will offer opportunities to hear from SBA representatives regarding program and policy issues, to gain insight into best practices for working with SBA’s loan processing centers, to learn what other lenders are doing to ensure success in their SBA lending efforts, and to network with a wide array of industry colleagues throughout the West.

For a complete rundown on the activities during the three-day conference click on the [agenda](#).

Please follow the link on the flyer and register now for this exciting event. Anyone with questions should call Mark Costello, 206-553-7312, or send an e-mail to Mark at mark.costello@sba.gov.

Leading Seattle District Office Lenders first six months FY 2008 (25 or more loans)

Bank of America, National Association	Charlotte, N.C	299	\$6,425,400
U.S. Bank National Association	Minneapolis	218	\$26,013,100
Wells Fargo Bank, National Association	Minneapolis	63	\$8,665,800
KeyBank National Association	Cleveland	53	\$5,918,700
Mountain West Bank	Coeur d’Alene	49	\$8,582,500
Capital One, National Association	Mclean, Va.	44	\$2,645,000
Numerica Credit Union	Spokane	27	\$1,020,900
Washington Mutual Bank	Seattle	27	\$1,094,300
Pacific International Bank	Seattle	25	\$13,295,900
Additional 82 lenders with 23 or fewer loans		405	\$126,386,092
TOTAL 7(A) LENDING ACTIVITY		1,210	\$200,047,692

504 Loans by CDCs

Northwest Business Development Assoc.	Spokane	40	\$27,735,000
Evergreen Community Development Assoc.	Seattle	35	\$20,981,000
Ameritrust CDC	Seattle	23	\$18,689,000
Capital Matrix, Inc.	Boise	7	\$2,802,000
Two other CDCs with 1 loan each		2	\$933,000
TOTAL 504 LENDING ACTIVITY		107	\$71,140,000

PTAC Training Opportunity Targets “Green” Initiatives

The [Washington State Procurement Technical Assistance Center](#) program, in partnership with Snohomish County Economic Development Council, is inviting contracting firms and businesses in construction, products and services industries to the first 2008 Green Conference, May 13, 8 a.m. - 4p.m. at the Holiday Inn, 3105 Pine Street, Everett.

Agencies and corporations are increasingly evaluating environmental impact and incorporating green policies and procedures for doing business, often requiring different environmental certifications, new standards, and changes in bidding. Learn how to prepare for these changes and in many cases leverage the flexibility that comes with being a small business owner. This event is geared toward assisting your firm with gaining a competitive edge in a green environment.

Boeing is major sponsor, and other participants are: Snohomish County PUD, GSA, McChord AFB, NAVFAC, City of Seattle, Snohomish County Sustainable Development Task Force, and many other agencies and small businesses.

To register for the event please follow this link <http://www.washingtonptac.org/eventstraining.html>