



Seattle District Office SBA Reporter

Your Small Business Resource

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U.S. Small Business Administration Seattle District Office

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

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r3 Initiative Rules Selected

Following consideration of 82 nominations for federal rules needing reform, the Chief Counsel for the SBA Office of Advocacy has selected the Top 10 Rules for Review and Reform. The recommendations have been transmitted to the appropriate federal agencies for their action as part of the Regulatory Review and Reform (r3) initiative.

Thomas M. Sullivan, Chief Counsel for Advocacy, said the purpose of the reform is to ease the disproportionate federal regulatory burden placed on small business, a burden that costs the nation's economy \$1.1 trillion per year. The 2008 Top 10 Rules for Review and Reform are listed in the *Report on the Regulatory Flexibility Act, FY 2007*, released the end of February.

In order to track agency action on the Top 10, Advocacy has posted the list to its website (www.sba.gov/advo/r3). Advocacy encourages small businesses and their representatives to follow the progress of the reviews and comment to the agencies on that progress.

The Office of Advocacy is the "small business watchdog" of the federal government, researching the role and status of small business in the economy and independently representing the views of small business to federal agencies, Congress, and the President.

FY 2009 SBA Budget Goes to the Hill

President Bush has proposed a FY 2009 budget for the U.S. Small Business Administration that increases small business lending capacity by 37 percent, increases funding for SBA's ongoing operational reforms and supports a steady staff of more than 2,100 full-time employees. The President proposes \$657 million in new budget authority for SBA in FY 2009, a 15.5 percent increase over the FY 2008 enacted level.

The budget would authorize more than \$28 billion in its primary small business financing programs, including a level of \$17.5 billion for the 7(a) Guaranteed Loan program, \$7.5 billion for the Certified Development Company, or 504, loan program, and \$3 billion for venture capital support under the Small Business Investment company program.

On the technical assistance side, the budget requests more than \$87 million for Small Business Development Centers, almost \$12 million for grants to Women's Business Centers and nearly \$5 million for SCORE.

Congress is currently reviewing the proposal. For more information on the budget proposal, click on [this link](#).

Annual Small Business Awards Event April 29



Han Kim, US Bank, congratulates the Seattle DO 2007 Small Business Person of the Year, Karen Say, upon the recent completion of the new home for Saybr Contractors, Inc., in Tacoma.

Mark your calendar for the 7th Annual Seattle District Office Small Business Awards Gala to be held on April 29. This celebration of small business owners and champions will again be held at Marion Oliver McCaw Hall at Seattle Center. More information on the event will be forthcoming.

The highest honor goes to the Small Business Person of the Year. **Karen Say**, owner of Saybr Contractors, Inc., hands off the title to another small business owner this year.

Some of the winners from the Seattle District Office will also be recognized as regional winners from SBA's Region 10, which includes the states of Washington, Oregon, Idaho and Alaska. The winners from the 10 regions compete

for top honors in their categories, including National Small Business Person of the Year. These national winners will be recognized at National Small Business Week ceremonies April 21-25, 2008 in Washington, D.C., and New York City. For more information about that event, go to <http://www.sba.gov/sbw/>.

SBA AND PARTNER NEWS AND TRANSITIONS

Mark Costello, the SBA's lead lender relations specialist, has been appointed **Veteran's Business Development Officer** for the Seattle District Office. He replaces **Roger Hopkins**, who will continue to handle some responsibilities for veteran business development. The change reflects the growing emphasis and resource commitment that the SBA is putting toward assisting veterans in starting and expanding small businesses.



The SBA's **Surety Bond Guarantee Program** recently consolidated from four national offices to two. The surviving bond offices are located in Seattle and Denver while the Philadelphia and Atlanta bond offices have closed.

Seattle processes bonds for contractors located in the western and southern U.S. while Denver handles the other half of the country. **Director Tom C. Ewbank** has increased his staff from two to five including Bill Schelly, Tina Bradley, Dori Omon and Sheila Taeza. New hires include Tina from the Seattle District Office, Dori from the Department of Labor, and Sheila from the SBA's El Paso Disaster Home Loan Servicing Center.



Office of Surety Guarantees Seattle staff: front row, Shelia Taeza, Bill Schelly; back row l-r Dori Omon, Tom Ewbank, Tina Bradley.

SBA Administrator Steven C. Preston recently recognized the Surety Bond Guarantee Team for outstanding performance during FY 07. He personally thanked the SBA headquarters, Denver and Seattle staff for their contributions and achievement of all their goals and objectives for the year.

The program provides bid, performance and payment bonds for individual contracts of \$2 million or less for small and emerging contractors who cannot otherwise obtain surety bonds. For more information on the SBA's SBG program go to <http://www.sba.gov/aboutsba/sbaprograms/osg/index.html>.



[Evergreen Community Development Corporation](#) has been approved to provide SBA 504 community development loans in Northern Idaho.

Senior Loan Officer **Stephanie Arnold** has been serving the counties in eastern Washington for the last year. She is now able to include Benewah, Bonner, Boundary, Clearwater, Idaho, Kootenai, Latah, Lewis, Nez Perce, and Shoshone counties in Idaho. Stephanie can be contacted at (509) 468-2932 or sarnold@ecda.com.



Larry Spelhaug has been elected chairman of the [Seattle chapter of SCORE Counselors to America's Small Business](#) for 2008. His background is in the software and technology industry, having served successfully as a software startup CEO and engaged in technology turnarounds, mergers and acquisitions as well as holding senior management positions with Fortune 500 companies.

Spelhaug is assisted in his executive capacity by **Ed Milan**, vice-chairman, **Jack Stiegler**, Treasurer, and **Jerry Freeland**, Secretary. The Seattle chapter is one of the largest in the country with more than 100 active counselors.



WASHINGTON SMALL BUSINESS DEVELOPMENT CENTERS

Helping small business thrive and grow for over 25 years.

The Washington State Small Business Development Center network has restructured its training program. Rather than subcontracting SBDC training programs to the nearest community college, as of 2008 all SBDC business workshop programs are being implemented by the SBDC subcenters at the local level, thus providing innovative programs tailored to the local business community and focused upon the needs of existing businesses.

To facilitate this new training model, **Terry Chambers** has been promoted to the new position of SBDC Network Training Director.



Chambers brought with him over 20 years in the Economic Development field when he rejoined the Washington SBDC network as a Certified Business Advisor in Spokane in 2005. He has several years of experience as a trainer, including instruction at Washington State University as an Adjunct Professor. To learn more about these new programs, access the WSBDC Web site at www.wsbdc.org.

Traci Harstad Stark was recently hired as the Director of Business Development for the Economic Development Association of Skagit County. In this capacity she also serves as a business advisor for the Mount Vernon SBDC. She fills the position left by **Ryan Patrick**, who joined Whidbey Island Bank.



Traci earned an MBA from Western Washington University and holds an undergraduate degree in Legal Studies and Sociology from Pacific Lutheran

University. Prior to taking this position she worked at the Bellingham SBDC as a research analyst. Traci also has 12 years experience with several Seattle law firms. EDASC is located in Skagit Valley College's Downtown Business Center at 204 West Montgomery Street in downtown Mount Vernon. For information on these programs, please call 336-6114 or visit the Web site at www.skagit.org.

FINANCIAL WATCH: LENDER NEWS AND REVIEWS

America West Lender Conference June 9-11

The second annual America West SBA Lenders Conference will be held in Spokane at the historic Davenport Hotel on June 9-11. Modeled after last year's successful America West Conference in San Diego, this event offers lenders from throughout the Western United States an opportunity to enhance their SBA technical skills, learn about program issues and agency direction from SBA leadership, hear from other small business lending stakeholders regarding topics and products relevant to SBA lending, and perhaps most importantly, to network with other SBA lenders, SBA staff and resource partners. Please mark your calendar and look for detailed conference information in the next few weeks.

SBA and USDA Merge Lender Outreach

SBA's Seattle District Office has joined with representatives from USDA Rural Development to conduct a second series of workshops for lenders interested in learning more about the agencies' loan programs. The first round of sessions last summer introduced lenders to the SBA's 7(a) and 504 products, as well as USDA's Guaranteed Business and Industry and Renewable Energy and Energy Efficiency loan programs.

Sessions have been held in Moses Lake and Yakima. Upcoming sessions are listed below. They start at 9 a.m. and end before noon. **March 25th - Bellingham**, Whatcom County Courthouse, 311 Grand Ave, 5th Floor; **March 26th - Everett**, WSU Cooperative Extension, Evergreen Room, 600- 128th SE; **March 27th - Poulso**- Olympic College, 1000 Olympic College Place NW; **April 27th, South Bend** (location to be determined).

For more information call Mark Costello at (206)553-7312.

Patriot Express Program Having an Impact; Lenders Encouraged to Participate

In the eight months since its launch, the SBA's Patriot Express Loan Initiative has produced 1,007 SBA guaranteed loans amounting to more than \$100 million, with an average loan amount of nearly \$101,000. The special loan program for veterans and spouses of active-duty veterans builds on the more than \$1 billion in loans SBA guarantees annually for veteran-owned businesses, and the counseling assistance and procurement support it provides each year to more than 100,000 veterans, service-disabled veterans and Reserve members. Go to www.sba.gov/patriotexpress to learn more.

Meanwhile, the program is gaining traction in the Seattle District Office territory. Since the program's introduction last summer, eleven different lenders (see below) have made 47 Patriot Express Loans for approximately \$3.5 million. Given the advantages of the program to participating lenders (75-85% SBA guaranty and \$500,000 loan limit) and the opportunity to positively impact members of the military community, this is truly a "win-win" product that SBA encourages all participating lenders to add to their product mix. Should you have questions about the process for becoming a Patriot Express lender, please call Mark Costello at (206)553-7312.

Seattle District Office's Patriot Express "Pioneers":

Bank of America; Columbia Bank; Global Credit Union; Mountain West Bank; NW Commercial Bank; Numerica Credit Union; Panhandle State Bank; Community Capital Development; Sterling Savings Bank; Viking Bank; Washington Business Bank.

Leading Seattle District Office Lenders first four months FY 2008 (21 or more loans)

Bank of America, National Association	Charlotte, N.C	267	\$5,711,200
U.S. Bank National Association	Minneapolis	184	\$21,623,300
Wells Fargo Bank, National Association	Minneapolis	55	\$6,732,700
KeyBank National Association	Cleveland	39	\$3,100,600
Mountain West Bank	Coeur d'Alene	33	\$5,480,500
Washington Mutual Bank	Seattle	25	\$1,049,300
Pacific International Bank	Seattle	23	\$13,159,200
Capital One, National Association	McLean, Va.	22	\$1,755,000
Numerica Credit Union	Spokane	21	\$807,900
Washington Business Bank	Olympia	21	\$3,373,700
Additional 78 lenders with 20 or fewer loans		338	\$101,653,292
TOTAL 7(A) LENDING ACTIVITY		1,028	\$164,446,692

504 Loans by CDCs

Northwest Business Development Assoc.	Spokane	35	\$23,521,000
Evergreen Community Development Assoc.	Seattle	27	\$14,374,000
Ameritrust CDC	Seattle	21	\$17,381,000
Capital Matrix, Inc.	Boise	6	\$2,679,000
Two other CDCs with 1 loan each		2	\$933,000
TOTAL 504 LENDING ACTIVITY		91	\$58,888,000

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