

# IT'S YOUR BUSINESS

July 2008

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### It's Your Business Volume IX Number 2

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Administration  
Massachusetts District  
Office

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Helping small businesses  
start, grow and succeed.



Your Small Business Resource

## CELEBRATE SUCCESS!



*Small Business and Champion Award Winners at the Celebrate Success Awards Luncheon on Cape Cod, on May 22, 2008*

The SBA recognized the Massachusetts Small Business Week 2008 award winners at a small business luncheon hosted by Cape Business Publishing Group LLC at the Cape Codder Resort in Hyannis. More than 350 small businesses, economic development officials, SBA resource partners and others honored the winners at the event. Mike Nikitas of New England Cable News served as the emcee. (See more pictures of the winners on pages 2 and 3).

As an added feature of the program, a panel of four top economists provided insight and guidance for the year ahead. The panel included:

Lynn Browne, Executive Vice President and Economic Advisor at the Federal Reserve Bank of Boston.

Chad Moutray, U.S. Small Business Administration, Washington, D.C. Chief Economist and Director of the Office of Economic Research.

Steve Andrews, Vice President of Capital Markets, Sovereign Bank, Boston

John Bitner, Chief Economist, Eastern Bank, Boston

Gerri Denterlein of Denterlein Worldwide served as the moderator of the panel.



Lynn Browne

Chad Moutray

Steve Andrews

John Bitner

Gerri Denterlein

## LENDER OF THE QUARTER

The Community Bank was named "Lender of the Quarter" for the first quarter of fiscal year 2008. Community Bank made a total of six loans during a two month period, more loans than they made in all of fiscal year 2007.



Margaret Eldredge, Peter Rizzo, Mel McKee, Robert Nelson and Anne Hunt

Robert Nelson, district director, SBA Massachusetts and Anne Hunt, lead lender relations specialist, SBA presented Medway Co-operative bank with the "Lender of the Quarter Award" for second quarter of fiscal year 2008. Medway Co-operative bank approved 10 loans between November 2, 2007 and March 28, 2008, more than twice as many loans as they approved all of Fiscal Year 2007.



Sandy Blitz, Blain Marchand and Robert Nelson

Sandy Blitz and Robert Nelson presented Blain Marchand of Benjamin Franklin Bank with the "Lender of the Quarter Award" for third quarter of fiscal year 2008. The award was presented during the Massachusetts SBA quarterly partners' meeting that was held at the Cape Codder Resort in Hyannis as part of the Celebrate Success awards luncheon. Benjamin Franklin Bank approved 12 loans between January 1, 2008 and April 30, 2008.

## CELEBRATE SUCCESS PHOTOS



Read more about Charter Environmental, Inc. on page 4.

Robert Nelson, SBA, Robert Delhorne, Charter Environmental and Sandy Blitz, SBA New England Regional Administrator

**Massachusetts Small Business Person**  
Robert Delhorne, President & Founder  
Charter Environmental, Inc.  
Wilmington, Massachusetts



Robert Nelson, Paula Murphy, Mass. Export Center and Sandy Blitz

**National, New England and Massachusetts Small Business Development Center Service Excellence and Innovation**  
Massachusetts Export Center  
Boston, Massachusetts



Robert Nelson, Lisa Holmes and Sandy Blitz

**National Excellence in Lending Award**  
South Eastern Economic Development Corp.  
Taunton, Massachusetts



Robert Nelson, Kathleen Walsh and Sandy Blitz

**Massachusetts Jeffrey H. Butland Family-Owned Small Business**  
Kathleen Walsh, Founder  
Nicolle Walsh, President  
PK Walsh  
Needham, Massachusetts



Stephen Fantone

**Massachusetts Small Business Exporter**  
Dr. Stephen D. Fantone  
Optikos Corporation  
Wakefield, Massachusetts



Robert Nelson, Ben Lester, Sandy Blitz

**Massachusetts Young Entrepreneurs**  
Ben and Adrie Lester  
Wheatberry, LLC  
Amherst, Massachusetts

# CELEBRATE SUCCESS PHOTOS



Robert Nelson, Jim Hanlon and Sandy Blitz

### Massachusetts Financial Services Champion

James Hanlon  
Sovereign Bank  
Boston, Massachusetts



Robert Nelson, Nader Acevedo and Sandy Blitz

### Massachusetts Minority Small Business Champion

Nader J. Acevedo  
Hispanic American Chamber of Commerce of  
Greater Boston  
Boston, Massachusetts



Robert Nelson, Marybeth O'Sullivan and Sandy Blitz

### Massachusetts Veteran Small Business Champion

Marybeth Andrea O'Sullivan  
Veterans Upward Bound  
Boston, Massachusetts



Robert Nelson, Lynn Turner and Lyne Kendall, SBDC

### Massachusetts Small Business Journalist

Lynn M. Turner  
Clear Vision Alliance  
Belchertown, Massachusetts



Robert Nelson, Donna Mullen Good and Sandy Blitz

### Massachusetts Women in Business Champion

Donna Mullen Good  
Center for Women & Enterprise  
Boston, Massachusetts



Cape Cod Young Professionals with Robert Nelson and Sandy Blitz

### Cape Cod Make a Difference Award

South Dennis Massachusetts

SBA's Ready-SET-GO  
Community Workshops

Learn about SBA's programs  
& services.

7/9/2008

¿Donde Está el Dinero?  
(Where is the Money?)  
Workshop (In Spanish) El  
Pilon Restaurant, 622 Carew  
St., Springfield 6:00 p.m.-  
8:00 p.m. Call 413-785-  
0284 to register.

7/16/2008

Career Works, 34 School St.,  
Brockton 2:00 p.m.-4:00  
p.m. Call 508-513-3400 to  
register. Also on: 8/20/2008

7/17/2008

Plymouth Career Center, 36  
Cordage Park Circle, Ste. 200,  
Plymouth 10:00 a.m.-12:00  
p.m. Call 508-732-5399 to  
register. Also on: 8/21/2008

7/23/2008

SBA Financing Workshop (In  
Spanish) El Pilon Restaurant,  
622 Carew St., Springfield  
6:00 p.m.- 8:00 p.m. Call  
413-785-0284 to register.

7/29/2008

SBA, 10 Causeway Street,  
Room 265, Boston  
10:00 a.m.-12:00 p.m.  
Call 617-565-5590 to  
register. Also on: 8/26/2008

For a complete listing of our  
upcoming events as well as  
events being conducted by  
our resource partners go to:  
[www.sba.gov/ma](http://www.sba.gov/ma) and click on  
"Events Calendar" link on the  
right-hand sidebar.

It's almost that time of year again! We will begin our search for the 2009 Small Business and Champion Award Winners shortly. If you would like us to consider you or someone you know for one of these awards please contact Elizabeth Moisuk at 617-565-5569 or email her at: [elizabeth.moisuk@sba.gov](mailto:elizabeth.moisuk@sba.gov).

CHARTER ENVIRONMENTAL, INC. WINS SBA AWARD



Robert Delhome

Robert Delhome, president of Wilmington, Massachusetts-based Charter Environmental, Inc. started his business in 1997 with 2 employees and \$300 in seed capital. Eleven years later, Delhome is the 2008 U.S. Small Business Administration's Massachusetts Small Business Person of the year.

Delhome worked for environmental contractors for several years before deciding to branch out on his own. Charter Environmental is a civil and environmental contractor that specializes in servicing the needs of consultants/engineers, contractors, private sector clients and government agencies.

Born in Panama, Delhome was able to utilize the SBA's 8(a) Business Development Program, intended to help socially and economically disadvantaged businesses compete in the federal procurement marketplace. The 8 (a) program helped give Delhome's company the boost it needed to be successful in this competitive field.

From Charter's modest beginning as a two employee shop in the spare bedroom of his home, Robert Delhome has grown his business into a \$30 million a year operation with over 100 employees.

## ECONOMIC STIMULUS BENEFITS FOR YOUR BUSINESS

The Economic Stimulus Act of 2008 contains two provisions that provide tax benefits for businesses. The first provision increases the limit up to which a business can expense property purchased and placed in service during its 2008 tax year. The second provision provides an additional 50 percent special depreciation allowance for property acquired and placed in service during calendar year 2008.



Unlike the economic stimulus payments that millions of individuals have already received, the tax benefits for businesses are not automatic; businesses must act to take advantage of the new provisions by purchasing qualifying property.

SBA has created an online tax savings resource center to help small businesses understand these benefits. The center located at [www.sba.gov/stimulus](http://www.sba.gov/stimulus) contains three resources:

1. **Fact Sheet** The fact sheet provides a clear explanation of the small business tax benefits.
2. **Depreciation Calculator** This useful tool provides an estimate of the first-year depreciation available under the provisions.
3. **Online Seminar** This brief tutorial summarizes the tax benefits and concludes with the depreciation calculator.

These resources should help small businesses take advantage of the stimulus package. However, because there are exceptions and additional requirements, small businesses are encouraged to contact their tax advisor to determine exactly how the provisions and implementing tax code of the 2008 economic stimulus package apply to their business. They may also refer to the IRS Web site: <http://www.irs.gov/newsroom/article/0,id=179227,00.html> for additional information regarding tax changes.

## SPRINGFIELD BRANCH HAPPENINGS

*SBA SPRINGFIELD BRANCH OFFICE HOSTS SMALL BUSINESS ROUNDTABLE*



José González, owner of El Pílon Restaurant, addressing the group. Diane Randall, MSBDC, to his right, José L. Claudio, New North Citizen's Council and Richard Lopatka, SCORE, on his left.

On June 25<sup>th</sup>, the SBA Springfield Branch Office, together with its resource partners SCORE: Counselors to America's Small Business and the Massachusetts Small Business Development Center, hosted a round table with key small business owners of the Springfield North End. The meeting was made possible with the assistance of Jose L. Claudio, Community Development & Relations Director, of the New North Citizens Council, a non-profit organization that provides advocacy, public and human services to Hampden County residents, with an emphasis on Hispanic/Latino community.

Representatives from SCORE, MSBDC and the SBA all made presentations on the counseling, training and financing programs they have available to assist the business community.

The group will be meeting on a monthly basis to discuss issues of interest to small business.

*The Springfield Branch Office is located at STCC Technology Park, One Federal Street, Bldg. 101-R, Springfield, MA 01105. Office hours are 8:30 a.m. until 5:00 p.m., Monday through Friday. P. Edgardo Tarrats, the branch manager can be reached at 413-785-0484.*