

Newsline

A Monthly Newsletter from the San Diego District Office



Volume 2 Issue 4

Training Calendar

A list of events from SBA and our resource partners: SCORE, the SBDC, and the WBCC may be found at www.sba.gov/ca/sandiego under Training Calendar.

[May 19 – Small Business Awards Luncheon](#) at the San Diego Marriott Hotel and Marina.

[May 19 – SCORE’s Serving Women in Business](#) program in Rancho Santa Fe, CA.

[May 19 – San Diego County Small Business Tax Day](#) at USD in San Diego.

[June 7 – Quickbooks Training](#) at the North County Small Business Development Center in Oceanside, CA.

[June 14 – Credit Repair Clinic](#) at the Small Business Development and International Trade Center (SBDITC) in Chula Vista, CA.

Inside this issue:

SDG&E® Summer A/C Saver	2
SBA Disaster Loan Approvals	2
CA Employment Training Panel	3
Latina Style Business Series Pics	3
San Diego District Office Activity Report	4

San Diego Small Business Week Award Luncheon on May 19

The U.S. Small Business Administration (SBA) will honor local small business owners and advocates on May 19, 2006, at the annual Small Business Awards Luncheon to be held at the San Diego Marriott Hotel and Marina on Harbor Drive in San Diego. SBA is co-sponsoring the event with San Diego’s Regional Chamber of Commerce. Over 1,000 are expected to participate in the celebration.

“As America celebrates 53 years of SBA’s existence, it’s an excellent opportunity to celebrate the small businesses that have helped

make our nation great,” says SBA San Diego District Director Dr. Ruben Garcia. “SBA has helped well over 20 million Americans start, grow and expand their businesses, placing tens of billions of dollars in loans into the hands of entrepreneurs in all sectors of the economy. Small business ownership remains the enduring symbol of the American Dream.”

Business organizations, chambers, and trade associations nominate candidates. District office nominees are sent to SBA’s regional office in Los Angeles

for judging and the regional office then submits nominations for national consideration. The regional office covers California, Nevada, Arizona, Hawaii, and Guam.

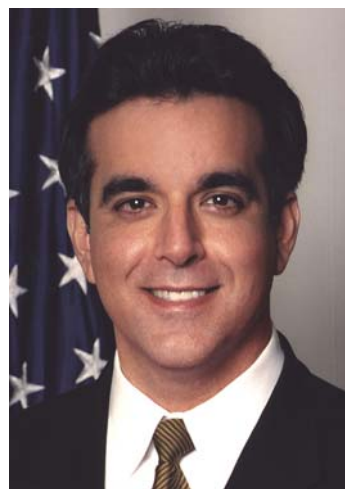
Seats are still available for the Awards Luncheon. Tickets and registration information for the event may be obtained by contacting the San Diego Regional Chamber of Commerce at (619) 544-1339. Individuals may also register online at www.sdchamber.org. For additional information, call (619) 544-1335.

SBA Administrator Hector V. Barreto Resigning

SBA Administrator Hector V. Barreto announced that he is stepping down as head of the agency to become national chairman of The Latino Coalition, a prominent Hispanic advocacy organization based in Washington DC. Barreto has led the SBA since July 2001 and is the second longest serving administrator in the agency’s 53-year history.

Barreto, in his letter of resignation to President George W. Bush said, “It has been a unique honor to serve as Administrator of the U.S. Small Business Administration and to help execute your vision to bring unprece-

dent opportunities to all entrepreneurs in every com-



munity as they seek to realize their dreams. I am proud

that the agency has delivered strong results and achieved historic milestones on behalf of a vital component of our great economy, America’s small businesses.”

During Barreto’s tenure, the SBA has seen significant growth in its lending, technical assistance and procurement programs, especially as they apply to minorities and women. Between 2001 and 2005, the agency doubled the number of loans made through the main SBA business loan programs. There has also been a steady increase in the

See Barreto on Page 2

Save Energy with Summer A/C Saver

SDG&E® is encouraging small businesses to help the community – and receive financial incentives – by saving energy during critical times this summer. Summer A/C Saver is a Demand Response program from SDG&E® that helps reduce the region's electric load during extremely hot summer days when air-conditioning use soars.

Summer A/C Saver can help your business save energy with no loss of comfort for your employees or customers, and without disrupting your business operations. In fact, your business can earn over \$8 in annual

bill credits for each ton of central air-conditioning capacity at your business with Summer A/C Saver.

How does it work? When you enroll in Summer A/C Saver, a small wireless device is installed to each outdoor central air-conditioning unit at your business. On hot summer days, a signal is sent to activate each device and cycle the cooling unit (compressor) on and off for a few hours.

Air conditioning units can be cycled for up to 4 hours per day for 15 events from May 1st through October 31st and never on holidays or

weekends. Most building occupants don't notice cycling periods—typically room temperatures may increase by only 1 to 3 degrees. The device only works when your air-conditioning unit is running and is not an on-off switch.

Summer A/C Saver is one of the ways SDG&E® is developing energy solutions to help the region. For details or to enroll in the Summer A/C Saver program, call **(800) 850-1705** to reach Converge Inc., the contractor responsible for installing, servicing and removing the wireless device.

Barreto

Continued from Page 1

number of clients obtaining technical assistance, education and counseling through the SBA and its resource partners. Additionally, as a result of active engagement between the SBA and federal agencies, procurement dollars going to small businesses have reached all-time highs.

The SBA has also responded in an unprecedented manner following last year's devastating hurricanes. Through the agency's disaster assistance program, more than \$8.4 billion in low-interest disaster loans have been made to businesses and homeowners in the disaster area, more than double the next largest disaster response in the SBA's history.

"Accountability, greater efficiencies and results-oriented management are now part of the SBA culture," Barreto also stated in the letter. "I am confident that the foundation has been established for even better results in the future to the benefit of our small business clients as well as the U.S. taxpayer."

Barreto has agreed to remain in his post as SBA Administrator during a transition period.

As national chairman of the Latino Coalition, Barreto will lead an organization whose mission is to develop and promote policies that will foster economic equivalency and enhance overall business, economic, and social development of the American Hispanic community

Record SBA Disaster Loan Approvals Surpass \$9 Billion

With processing completed on more than 96 percent of applications for rebuilding loans after Hurricanes Katrina, Rita and Wilma devastated the Gulf Coast and Florida, the U.S. Small Business Administration has approved over \$9 billion in financing to the small businesses, homeowners and renters who were victims of the largest disaster in U.S. history.

The record loan volume over the last eight months is more than double what was provided in the agency's previous record disaster response, the Northridge earthquake in 1994, in which \$4 billion in loans were made over a 12-month period.

"The challenges and obstacles for small businesses continue to be significant in the affected areas," Barreto noted. "Not only do they have to rebuild their facilities

and communications networks, but they also have to recover records, find and hire employees, re-establish a client base, and acquire inventory. Still, in New Orleans, as many as half of the residents haven't returned, and there are literally tens of thousands of people who have been approved for loans but haven't decided whether to accept them or not.

"We continue to urge everyone whose loan application has been approved and is ready to start the rebuilding process to call our Customer Service Center at 1-800-659-2955 or e-mail us at disastercustomerservice@sba.gov and arrange for a loan closing. We want to get this money into the hands of the people in the disaster areas as fast as we possibly can."

The application deadline for loans to repair physical

damage has passed, but small businesses that suffered financial losses after the hurricanes may still apply for SBA economic injury disaster loans. For small business owners in Louisiana, Alabama and Mississippi affected by Hurricane Katrina, the deadline is May 29; Florida business owners have until June 14 to apply. Small business owners in Louisiana and Texas affected by Hurricane Rita have until June 26 to apply. July 24 is the deadline for Florida businesses that suffered losses after Hurricane Wilma.

Through May 7, the SBA has approved 140,131 disaster loans to homeowners, renters and businesses in the disaster areas, with an approval rate of 42.8 percent. Details on SBA's disaster program may be found on the SBA web site at www.sba.gov/disaster_recov.

CA Employment Training Panel's Small Business Program

The State of California Employment Training Panel (ETP) has established a Small Business Program that provides up to \$50,000 in training cost reimbursements for small businesses. Eligibility determination and formal proposals can usually be completed in one week or less and the contract is short and compact.

To be eligible an employer:

- Must be a California small business employing 100 or fewer employees.
- Can be a manufacturing company, a company facing out-of-state or international competition, or a company fitting ETP's Special Employ-

ment Training (SET) categories (see www.etp.ca.gov for details).

- Training cost reimbursement is limited to 8 to 60 hours of training per employee at \$20.00 per training hour, per employee, with a maximum of \$50,000 reimbursement per company.
- 'Variable Reimbursement Schedule' provides greater flexibility in scheduling, billing and receiving reimbursements.
- Training may be in one of the following areas: business management skills, computer skills, continuous improvement, hazardous materials, commercial skills, and manufac-

turing production skills, as defined by ETP.

- Employees must meet ETP wage requirements (see www.etp.ca.gov for details).
- Other eligibility and program requirements will apply.

ETP is a California State agency that began in 1983 and is designed to fund training that meets the needs of employers for skilled workers and the need of workers for good, long-term jobs. Our program supports the California economy, primarily by funding the retraining of incumbent, frontline workers in companies challenged by out-of-state competition. ETP also funds training for unem-

ployed workers, and prioritizes small businesses, and employers and workers in high unemployment areas of the State.

Additional information about the Small Business Program or ETP may be found at www.etp.ca.gov, call us at (916) 327-5640, or email us at edu@etp.ca.gov.



Latina Style Business Series and Other Local Small Business Events in Pictures



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The U. S. Small Business Administration was created in 1953 to maintain and strengthen the nation's economy by aiding, counseling, assisting, and protecting the interests of small businesses and by helping families and businesses recover from national disasters.

SBA's San Diego District Office is your small business resource for access to capital, counseling services, training, and government contracting opportunities, to help start or grow a small business in San Diego and Imperial counties. Our programs and services are delivered through participating lenders and our resource partners, SCORE: Counselors to America's Small Businesses, the Small Business Development Center, and the Women's Business Center.

Newsline is produced by the U. S. Small Business Administration's San Diego District Office. Subscribe to Newsline by registering online at web.sba.gov/list. Look for San Diego News.

San Diego District Office Fiscal Year 2006—Year to Date Activity

October 1, 2005 through April 30, 2006

	Number of Loans	Dollar Amount
7(a) Loans	713	\$124,426,000
504 Loans	91	\$53,042,000
Total	804	\$177,468,000

Bank of America, NA	127	\$4,495,500
Wells Fargo Bank, NA	80	\$9,811,800
CDC Small Business Finance Corporation	68	\$40,865,000
Union Bank of California, NA	59	\$1,689,600
U.S. Bank, NA	58	\$3,073,300
Business Loan Center, LLC	49	\$4,084,000
Capital One, FSB	39	\$1,345,000
California Bank & Trust	35	\$2,429,300
Washington Mutual Bank	33	\$839,000
Innovative Bank	23	\$220,000

The San Diego District Office year-to-date has provided approximately 10,534 clients with counseling assistance and training through the assistance of our Resource Partners, SCORE: *Counselors to America's Small Business*, the Small Business Development Center Network of San Diego and Imperial Counties, and the Women's Business Center of California. Additionally, we made 305 8(a) contracts, including modifications, worth \$48,881,219.