

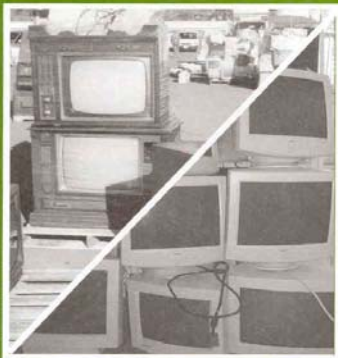
Newsline

A Quarterly Newsletter from the San Diego District Office

U.S. Small Business Administration



Your Small Business Resource



**Retailers:
Register Now
for the
Electronic Waste
Recycling Fee
Program**

Inside this issue:

SBDC Program Marks 25 Years	2
California's E-Waste Program	2
SBW 2006 Nomination Form	3
SCORE Technology Workshop	4
SBA's HubZone Program	4
New Teen Website	5
Computer Security Seminar	5
Epsilon Systems—Success Story	6
District Director Chandler Retires	6
San Diego District Office Activity	7

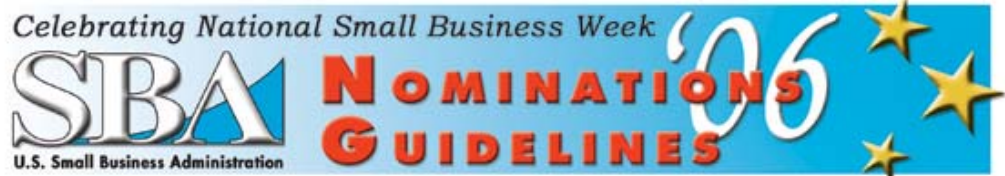
SBA Seeks Nominations for 2006 Small Business Awards

The U.S. Small Business Administration (SBA) is currently soliciting nominations of small business owners and small business advocates (Champions) as part of SBA's annual Small Business Week Awards. Nominations are due to the SBA San

its partners recognize small business owners and advocates from across the country.

Outstanding small business owners are honored in the following categories: Small Business Person of the Year, Small Business Exporter of

presented to persons who have used their professional skills or personal talents to further public understanding and awareness of small business in the following categories. The categories include: Minority Small Business Champion of the Year,



Diego District Office by November 4, 2005. The awards will be presented during the Small Business Week Awards program in May 2006.

Small Business Week honors America's entrepreneurs – the men and women who start and grow the small businesses that drive our nation's economy. As part of the celebration, the SBA and

the Year, SBA Young Entrepreneur (Must be under 30 by June 1, 2006), Jeffrey Butland Family-Owned Small Business of the Year (Must demonstrate a minimum 15 year track record), Minority-Owned Small Business of the Year (San Diego Only – Call for criteria), and Women-Owned Small Business of the Year (San Diego Only – Call for criteria).

Champion awards are

Women in Business Champion of the Year, Veteran Small Business Champion of the Year, Home-Based Business Champion of the Year, Financial Services Champion of the Year, and Small Business Journalist of the Year

Nominations in all Small Business Week Award categories can be made by any individual, or organization,

See SBA Awards on Page 2

SBA Success Story—Epsilon Systems Solutions, Inc.

Bryan B. Min, founder of Epsilon Systems Solutions, Inc. (Epsilon) is living the American Dream. His story begins with a vision to start a company from a set of core beliefs – and not waver from those values. These values have helped him to grow his company at an exponential rate since its inception.

Min, a U.S. Navy Veteran



Bryan B. Min, President

and Korean immigrant, is a qualified Navy Nuclear Engineering Officer certified by the Department of Energy. He served with the U.S. Nuclear Submarine Force from 1986 to 1992 and is currently in the US Naval Reserves. Over the years Min and Epsilon have been recognized by several business organizations for entrepre-

See Epsilon on Page 6

Small Business Development Center Program Marks 25th Year

Administrator Hector V. Barreto of the U.S. Small Business Administration heralded the 25th anniversary of the Small Business Development Center Program, the SBA's largest counseling and training network, and praised the program's continued outstanding success in strengthening the nation's economy through job creation and retention.

"The 25th anniversary of the Small Business Development Center Program marks an important milestone," said Administrator Barreto. "The SBA is proud to have the SBDC as a resource partner, aiding the nation's entrepreneurs to realize their dreams of business ownership."

Officially begun in 1980 after being a pilot program for three years, the SBDC program has grown enormously, from eight to 63 Lead Centers and more than 1,000 service center locations in every state, the Dis-

trict of Columbia, Puerto Rico, the Virgin Islands, Guam and American Samoa. The SBDC program offers free one-on-one counseling and low-cost training by experienced business professionals to aspiring and existing entrepreneurs, working in coordination with federal, state, local and private sector resources.

Since 1980, SBDCs have met the needs of more than 11 million start-up and existing business clients. Between 2002 and 2003, clients who received in-depth assistance from SBDCs started over 15,000 businesses. In fiscal year 2003, SBDC clients generated approximately \$4 in new federal tax revenues for every federal dollar spent on program funding, generating an estimated \$351.8 million in tax revenue in return for the program's \$88 million appropriation.

In fiscal year 2004, the SBA's SBDC program reported the largest number of

individuals counseled in its history — 279,905 existing business owners and would-be entrepreneurs assisted with every aspect of business ownership.

SBDCs provide services such as development of business plans, manufacturing assistance, financial packaging assistance, contracting assistance and international trade assistance. Special emphasis areas include e-commerce, technology transfer, IRS, EPA and OSHA regulatory compliance, research and development, Defense Economic Transition Assistance (DETA), disaster recovery assistance and market research.

To learn more about the SBDC program visit www.sba.gov/sbdc or to find your local SBDC, visit <http://www.sba.gov/ca/sandiego/sandiegosbdc.html>.

SBA Awards

Continued from Page 1

such as professional and trade associations, business organizations, chambers of commerce, banks, and/or small business employees.

Nomination guidelines and forms are available online at:

www.sba.gov/nominationsguideline.html. A nomination form is also available on Page 3.

For more information on the nomination process, please contact Cynthia Harris at the SBA at (619) 557-7250, extension 1113, or cynthia.harris@sba.gov.



California's E-Waste Program

Retailers who sell or lease certain new or refurbished televisions, computer monitors, laptops, and other video displays must register with the state and collect a new recycling fee from their California customers. The fee supports a new electronic waste recycling program designed to keep discarded products and related hazardous materials out of landfills and groundwater. The program began on January 1,

2005.

To pay the fee, retailers must register with the State Board of Equalization and file quarterly fee returns. The first return was due on April 30, 2005, for sales made during the first quarter of 2005.

Retailers may keep three percent of the fees they collect to cover their related costs. The fee, based on the product's viewable screen size, is

not subject to California sales or use tax.

For an application form, information on the new

fee, or general information, contact the Board of Equalization.

Electronic Waste Recycling Fee Section — MIC:88

State Board of Equalization
P.O. Box 942879
Sacramento, CA 94279-0088
T (916) 341-6906
Toll-free: (800) 400-7115
TTY: (800) 735-2929

www.boe.ca.gov/sptaxprog/ewaste.htm

Additional information on California's electronic waste recycling program is available at www.ecycle.org.

NOMINEE INFORMATION

Award Category _____

I Nominate * _____

Title _____

Company/Organization _____

Mailing Address _____

City _____ State _____ Zip _____

Phone () _____ Fax () _____ Email _____
(Only if checked frequently)

NOMINATOR'S INFORMATION

Nominator Name _____

Title _____

Company/Organization _____

Mailing Address _____

City _____ State _____ Zip _____

Phone () _____ Fax () _____ Email _____
(Only if checked frequently)

Please fax both sides to (619) 557-5894 or mail this form **A.S.A.P.** to:

**U.S. Small Business Administration, Attn: Cyndi Harris
550 West C Street, Suite 550
San Diego, CA 92101-3500**

*For more information, please contact: Cyndi Harris at (619) 557-7250 ext: 1113 or email: Cynthia.harris@sba.gov . Feel free to copy this form for additional nominations. **A FORMAL NOMINATION BINDER with detailed materials will need to be prepared and submitted for each category by November 4, 2005 to compete.** SBA will send the nominator details.*

Thanks for your support!

*YES! You may nominate yourself.

SCORE and MCI Collaborate on New Technology Workshop

Recognizing that technology is critical to small business growth, SCORE: *Counselors to America's Small Business*, and leading global communications provider MCI announced that they are joining together to present a no-cost, first-of-its-kind technology workshop designed especially for California's minority, disabled and women-owned businesses.

The workshop, entitled "Technology To Grow Your Small Business," will be held on October 19 from 9 a.m. to 1:30 p.m. at the Handlery Hotel & Resort in Mission Valley. The goal of the workshop, according to program moderator and SCORE District Director Paul Hollenbach, is to increase small business owners' understanding and use of technology in their businesses and to explore trends and products that can help them build a competitive edge.

The program will feature workshops on small busi-

ness technology use, including trends, strategies and implications for growth; technology product demonstrations related to computer-based phone systems, network security, data recovery and business continuity protection; and vendor and supplier diversity programs for small businesses.

In addition, there will be a question and answer session on small business and supplier diversity programs featuring representatives from the San Diego County Water Authority, the Navy's SPAWAR Systems Center, San Diego Supplier Diversity Council, Booz Allen Hamilton, and the San Diego Contracting Opportunities Center (PTAC).

The program concludes with a business roundtable discussion involving representatives from some of San Diego's preeminent technology leaders and consultants, including Qualcomm, Booz Allen Hamilton and the U.S. Navy. Besides offering

stimulating discussion, these representatives may be able to potentially match the business services offered by workshop attendees with their own needs, a rare networking opportunity that could lead to the development of productive strategic partnerships.

Funded through a grant, it is the first of many future technology workshops that will be presented by MCI that are designed specifically for small businesses.

"The funding objective of this grant is to provide women, disabled, minority and veteran-owned businesses with a half-day workshop that assists them with an overall understanding of key technology trends and tools that can support small business growth," Hollenbach explained. "It will also illustrate the role technology can play in conducting business with larger corporations through supplier diversity programs."

According to Hollenbach, MCI chose the San Diego SCORE chapter to host this initial program because it is recognized as the premier chapter in the nation, is located in a technology hotbed, and has earned a strong reputation for offering educational workshops featuring innovative topics.

Due to a generous donation by MCI, there is no cost to attend, however participants must register in advance by visiting online at www.score-sandiego.org or by calling (619) 557-7272. There will be no on-site registration.

While specifically designed for women, minority, veteran and disabled-owned businesses, all small business owners are welcome. The first 125 participants who register will receive a free flash data storage memory stick courtesy of MCI. A continental breakfast, networking luncheon and workshop materials will be provided.

SBA's HUBZone Program Provides Economic Boost

Small businesses affected by the military's Base Realignment and Closure (BRAC) Commission, can receive an economic boost from the U.S. Small Business Administration's HUBZone program. The HUBZone, or Historically Underutilized Business Zone, program helps small businesses located in economically distressed areas compete for federal contracts.

"All military establishments affected by BRAC will now be designated as HUBZones to spur economic growth in economically de-

pressed areas for small businesses and stimulate growth in the nation's economy," said SBA Administrator Hector V. Barreto. "The President signed into law a measure last December that designates all the bases already closed – and any closed resulting through a future BRAC action – as HUBZone locations. This means that small businesses willing to locate in these new HUBZone areas, and willing to employ local residents, can obtain special consideration for federal contracts."

Under the new law, SBA

has designated all military establishments affected by BRAC as HUBZones, allowing small businesses located in these areas to possibly be certified as HUBZone companies and compete for federal contracts through set-asides, sole source contracting and price evaluation preferences reserved for HUBZone small businesses.

Firms interested in pursuing HUBZone status must apply for the certification, a process that can be accomplished online at www.sba.gov/hubzone. A mapping tool on this same

site can be used to determine whether a specific address is located within one of these new HUBZone BRAC locations.

The HUBZone program was created in 1997 as a result of legislation sponsored by Sen. Christopher Bond, and has more than 13,000 participants. In FY04, the federal government issued \$4.7 billion in federal contracts to HUBZone firms.



SBA and JA Worldwide Launch Joint Teen Web Site

A new cosponsored Web site targeting young entrepreneurs who want to start, run or grow their own businesses was announced today by the U.S. Small Business Administration and JA (Junior Achievement) Worldwide.

The new Web site, *Mind Your Own Business* at

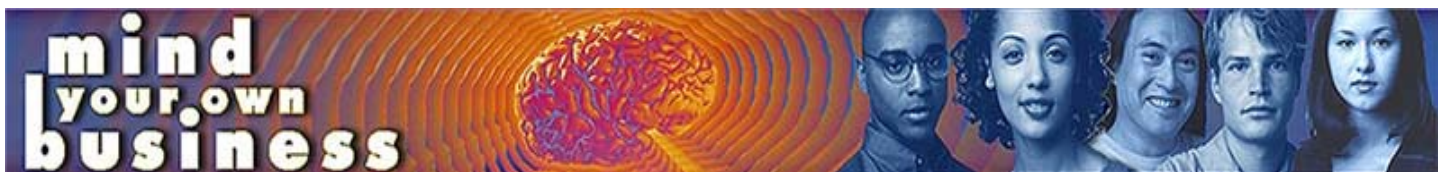
U.S. Small Business Administration at a Washington, D.C., press conference with JA Worldwide, where the National Student Entrepreneur of the Year was also announced.

The *Mind Your Own Business* Web site provides five easy-to-navigate steps on business ownership for en-

omy.”

“JA Worldwide is proud to join with the U.S. Small Business Administration to promote the benefits of free enterprise and entrepreneurship to our nation’s youth,” said David S. Chernow, president and chief executive officer of JA Worldwide. “This new Web site will give

eration of entrepreneurs and provides tools and resources on small business basics for the young entrepreneurs. Both the *Mind Your Own Business* and *Teen Business Link* Web sites will help to introduce teens to the idea of small business ownership as an entrepreneurial career.



www.mindyourownbiz.org, is designed to support the growing interest in entrepreneurship among teens, and serves as a small business portal for youth entrepreneurs, providing necessary resources and information essential in realizing their dreams of business ownership.

The Web site launch was announced by Hector V. Barreto, Administrator of the

entrepreneurial-minded teens, each with valuable information to help take teens from brainstorm to business.

“Legions of young entrepreneurs across the country are changing the face of America’s marketplace,” said Administrator Barreto. “We are pleased to partner with JA Worldwide to support and promote our nation’s youth as contributing members of the American econ-

teens valuable resources to help them start their own business and live the ‘American Dream.’”

This week the SBA also unveiled its teen Web site *Teen Business Link*, at www.sba.gov/teens.

The Web site has been revamped to include streaming video, animation and interactive sound clips. *Teen Business Link* lays the foundation for the next gen-

SBA’s participation in this cosponsorship does not constitute an express or implied endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs, services and cosponsored activities are extended to the public on a nondiscriminatory basis. Cosponsorship Authorization # 04-7630-65.

FBI, NIST, and SBA Offer Computer Security Seminar for Small Organizations

The U. S. Small Business Administration (SBA), the National Institute of Standards and Technology (NIST), and the Federal Bureau of Investigation (FBI), along with the National Cyber Security Alliance and the Multi-State Sharing Council, will present a workshop on computer security for small businesses on Tuesday, March 7, 2006, in San Diego. This informative, free seminar will provide and overview of those information security risks facing all small organizations and how those risks can be identified

and managed.

Topics for the seminar will cover such issues as data vulnerability, information security breaches, precautions to protect your operations, and utilizing information security vendors and consultants, as well as information on evaluation tools and techniques for information security.

This free educational program is intended for managers and staff of small organizations - specifically those with limited in-house resources to understand and

implement IT Security. City, county, and state government entities, as well as small business owners and managers are encouraged to attend. Seminars have been scheduled at two different times during the day for your convenience. The first time is scheduled for 8:00 AM to 12:00 PM and the second seminar will run the same day at 1:00 PM to 5:00 PM. A location will be announced in the near future.

There is no fee for this event. Space is limited however and pre-registration is required. Those interested

in attending should register with SBA by contacting Rosa Rodarte by telephone at (619) 557-7250 Ext. 1126 or by email at rosa.rodarte@sba.gov. Please specify which seminar you plan on attending and the number of individuals that will attend.

Additional details on this event can be found on our web site, www.sba.gov/ca/sandiego under the Training Calendar section.

Epsilon Systems Solutions, Inc.

Continued from Page 1

neurial success and community service. Most recently, Epsilon Systems Solutions, Inc., was ranked 18th out of the San Diego Business Journal's Top 100 Fastest-Growing Privately Held Companies of 2004.

Epsilon provides professional services, primarily to federal government agencies. Epsilon's contracts cover three distinct areas: environmental, defense and ship repairs, and installations. Approximately two-thirds of Epsilon's contracts are defense-related. Epsilon's history started with nothing more than a *Mailbox Etc.* post office box in 1998. After taking out a second mortgage on his home, he opened a humble headquarters office in Barrio Logan (San Diego, CA). It was a rough start, during which Min admits he used his

credit card to make payroll more than once. Shortly following, he established anchor offices in Albuquerque, NM, and Portsmouth, VA, launching Epsilon's national presence.

During its seven-year history, Epsilon has made great leaps in the defense contracting industry. They have provided services to a diverse group of customers including the U.S Navy, Department of Energy (DOE), SPAWAR, FTCSPAC, and Raytheon. Epsilon's accomplishments include a number of contracts, however, the most prominent reflection of Epsilon's success is its impressive growth from the beginning. *Inc. Magazine* ranked Epsilon 22nd in their 2003 list of Fastest Growing Companies, as well as #1 among all defense sector companies. The growth continues, and 2004 proved to be Epsilon's most successful

year to date. Epsilon, since its inception, has grown over 8,670% as it now employs more than 300 employees.

Today, Epsilon Systems Solutions, Inc., is a privately held, veteran owned small business (VOSB), certified as 8(a) by the Small Business Administration, with headquarters in the Mission Valley area of San Diego, and locations across the United States.

Bryan Min believes strongly in giving back to the communities in which he does business. Essential Foundation was founded by Min – a non-profit foundation that provides a vehicle for "giving back" corporate profits to the community. According to Min, "At Epsilon, we believe that we can only be successful as a company when the communities in which we live and work thrive. By giving back a percentage of our profits (and

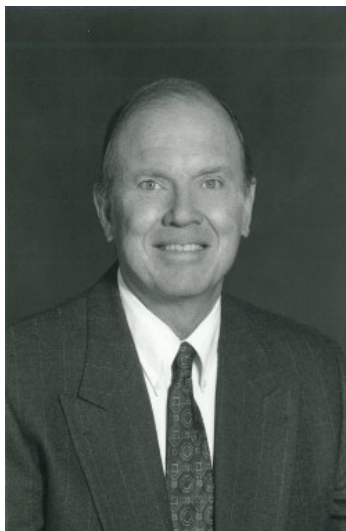
more importantly, our time) we have made a positive impact on the community." In addition, Epsilon provides up to one week of paid time off for its employees so they are able to volunteer their time for important community services.

Epsilon's mission has always been to provide innovative technical and operational solutions to government, commercial, and non-profit businesses. By bringing together top-notch engineers, technicians, developers and thinkers, Epsilon continually thrives within the highly competitive defense contracting industry.

To find out more about the SBA's 8(a) Business Development Program or for information about how SBA can assist your business, visit our website at www.sba.gov/ca/sandiego or call (619) 557-7250.

District Director George P. Chandler, Jr., Retires

George P. Chandler, Jr., District Director of the Small Business Administration's San Diego District Office for the last 25 years, retired effective September 30, 2005. Chandler, along with approximately 100 other SBA employees around the country, took advantage of a voluntary early retirement and voluntary separation incentive program that was announced in August. Anthony J. Vigil, Deputy District Director, will assume



George P. Chandler, Jr.

responsibilities as Acting District Director until a permanent replacement is announced.

The San Diego District Office was ranked Number 1 among medium size SBA District Offices across the country in fiscal year 2005, covering the period of October 1, 2004 through September 30, 2005, and tied with the Los Angeles District Office and the Nevada District Office for first place overall. SBA's San Diego

District Office guaranteed 1,395 loans worth \$401,315,000, provided approximately 27,313 clients with counseling and training through the assistance of our resource partners, SCORE: *Counselors to America's Small Business*, the Small Business Development Center, and the Women's Business Center of California. Additionally, we made 477 8(a) contracts, including modifications worth \$92,544,056.

U.S. Small Business Administration



Your Small Business Resource

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Email: sandiego@sba.gov

www.sba.gov/ca/sandiego

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 2005 Activity

October 1, 2004 through September 30, 2005

	Number of Loans	Dollar Amount
7(a) Loans	1,198	\$257,119,000
504 Loans	197	\$144,196,000
Total	1,395	\$401,315,000

Bank of America, NA	182	\$6,406,900
CDC Small Business Finance Corporation	151	\$117,877,000
Wells Fargo Bank, NA	101	\$10,210,800
Union Bank of California, NA	101	\$2,283,200
California Bank & Trust	95	\$8,912,000
Capital One, FSB	85	\$3,585,000
Innovative Bank	59	\$390,000
U. S. Bank, NA	55	\$8,427,700
Southwest Community Bank	48	\$34,352,000
La Jolla Bank, FSB	41	\$17,520,300

The San Diego District Office provided approximately 27,313 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, and the Women's Business Center of California. Additionally, we made 477 8(a) contracts, including modifications, worth \$92,544,056.