

Newsline

A Monthly Newsletter from the San Diego District Office



Volume 2 Issue 2

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.

March 30—Meet the new SBA Director, Dr. Ruben R. Garcia, at the Martin Luther King Center, National City, CA.

April 7—Small Business Night with the San Diego Padres

April 10—SBA Programs and Services to help start or grow your business at the Metro Career Center, San Diego, CA.

April 11—SBA Programs and Services to help start or grow your business at the South-Metro Career Center, San Diego, CA.

April 27—Meet the new SBA Director, Dr. Ruben R. Garcia, at the California Center for the Arts, Escondido, CA.

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SBA and National City to Create Small Business Advisory Board

Meet the new SBA District Director, Dr. Ruben Garcia, on March 30

The Small Business Administration (SBA) and the National City Mayor's Office will form a Small Business Advisory Board (SBAB) charged with advising the Mayor and City Council on any matter that will assist in the success of small businesses, such as the formulation of laws, policies or procedures which may affect the management, operation or financial stability of small business.

The new San Diego district director for SBA, Dr. Ruben Garcia, will form the SBAB with active members of the National City commu-

nity who are interested in helping new and existing business entrepreneurs.

Notes Dr. Garcia, "I look forward to working closely with National City Mayor Nick Inzunza to help foster a climate of growth for the entrepreneurial spirit in this wonderful city by offering educational and financial resources through our education and lending partners."

Mayor Inzunza will host a "meet and greet" for the new SBA district director on March 30 from 7:30 a.m. to 9:00 a.m. at the Martin Luther King Center, 140 E. 12th Street, National City. All who wish to meet or participate are invited to attend.

"National City has a long history of helping small businesses develop and grow," says Inzunza. "We look forward to continuing our efforts through the formation of the Small Business Advisory Board."

Guests will have the opportunity to interact with local SBA representatives, lenders, and resource partners, including members of SCORE: *Counselors to America's Small Business* and the Small Business Development and International Trade Center (SBDITC).

RSVP by March 28, 2006, to Cathy Ormonde at (619) 336-4526 or [email: cormonde@ci.national-city.ca.us](mailto:cormonde@ci.national-city.ca.us)

SBA Administrator to Keynote Hispanic Chamber of Commerce Event

Hector V. Barreto, Administrator for the U. S. Small Business Administration, will keynote the San Diego County Hispanic Chamber of Commerce's (SDCHCC) annual *Illuminada Gala*. This premiere annual gala event honors San Diego County's Hispanic Business Award Recipients.

The *Illuminada Gala* will be held at the Omni San Diego Hotel, 675 L Street, in San Diego on Saturday, April 1, 2006. The event kicks off with a reception, silent auction, and swearing-in ceremony for the SDCHCC's Board of Directors starting at

5:30 pm and follows with dinner at 7:00 pm. Approximately 400 to 500 people are expected to attend.



Hector V. Barreto is the U. S. Small Business Administration's 21st administra-

tor. In this capacity, he oversees the delivery of financial and business development tools to America's entrepreneurs. With a portfolio of direct and guaranteed business loans and disaster loans worth more than \$45 billion, SBA is the largest single financial backer and facilitator of technical assistance and contracting opportunities for the nation's small businesses.

Prior to this post at the Small Business Administration Barreto was himself a small business owner.

See *Illuminada Gala* on Page 3

SBA Joins Forces with City of Escondido to Create Small Business Advisory Board

Meet the new SBA District Director, Dr. Garcia, on April 27

The Small Business Administration (SBA) and the City of Escondido Mayor's Office will form a Small Business Advisory Board (SBAB) charged with advising the mayor and city council on matters that will assist in the success of small businesses. The SBAB will make recommendations in the formulation of laws, policies or procedures which may affect the management, operation or financial stability of small firms.

SBA's new district director for San Diego and Imperial Counties, Dr. Ruben Garcia, will form the SBAB with active members of the community who are interested in helping existing and new business entrepreneurs.

Notes Dr. Garcia, "I look forward to working closely with the Mayor, Chamber of Commerce, and the Small Business Power Team to help foster a climate of growth for the entrepreneurial spirit by offering educational and financial resources through our education and lending partners."

The City of Escondido, Chamber of Commerce, and the Small Business Power Team will host a public "meet and greet" for the new SBA district director on Thursday, April 27, 2006, from 7:45 a.m. – 9:30 a.m., at the California Center for the Arts' conference center, 340 North Escondido Blvd, Salon 1, in Escondido.

"The City of Escondido has aggressively provided resources and supported small business growth for 16 years," says Mayor Lori Holt Pfeiler. "These businesses provide most of the core

jobs and income and make the community economically sustainable. Educating our businesses about SBA resources is important to their future and ours."

Guests will have the opportunity to interact with local SBA representatives, lenders and resource partners such as SCORE, the Small Business Development Center and the Women's Business Center of California. RSVP online at www.smbizpowerteam.com or email info@smbizpowerteam.com by Monday, April 24.

SBA Marks National Small Business Week April 12-13, 2006

The nation's best small business owners will join the U.S. Small Business Administration during ceremonies in Washington, D.C. to mark National Small Business Week, and to honor the achievements of America's top entrepreneurs, including the announcement of the National Small Business

Person of the Year. small businesses recovering from disasters. Four major awards will be presented, culminating with the announcement of the National Small Business Person of the Year.

During National Small Business Week 2006, more than 100 outstanding small

feature special awards ceremonies that include:

- National Small Business Person of the Year award to be presented from among the State Small Business winners.
- Champion Awards honoring individuals and organizations dedicated to supporting small businesses.
- Phoenix Awards for small business disaster recovery and outstanding contributions to disaster recovery.
- American Spirit Awards to recognize the accomplishments of small businesses
- Federal Procurement Awards for achievements in government contracting.
- Lender Awards recognizing and small business volunteerism for disaster areas that were impacted by hurricane Katrina, Rita or Wilma.



Person of the Year.

The annual observance of National Small Business Week is April 9-15, with events scheduled on April 12-13 at the Ronald Reagan International Trade Center. The two-day conference will focus on small business accomplishments, showcasing

business owners from around the country will be honored. Small business honorees reflect the full range of business products, services and innovations offered by America's entrepreneurs.

This year's National Small Business Week honors will

feature special awards ceremonies that include:

- National Small Business Person of the Year award to be presented from among the State Small Business winners.
- Champion Awards honoring individuals and organizations dedicated to supporting small businesses.
- Phoenix Awards for small business disaster recovery and outstanding contributions to disaster recovery.
- American Spirit Awards to recognize the accomplishments of small businesses

lenders that have used SBA loan programs to support the growth of small businesses.

To register for National Small Business Week 2006, for additional information, and for a list of winners, visit the SBA Web site at <http://www.sba.gov/sbw/>.

Illuminada Gala

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In 1986 he founded an employee benefits firm, responding to the need for financial services for Southern California's rapidly growing population. He later launched an additional business as a securities broker/dealer spe-

cializing in retirement plans. Additionally, while in California, Barreto served as Chairman of the Board for the Latin Business Association in Los Angeles and also founded a small business institute that provided technical assistance, education

and development opportunities to small businesses.

The San Diego County Hispanic Chamber of Commerce (SDCHCC), founded in 1989, is San Diego's largest business association representing the San Diego-

Tijuana Hispanic Business community. Over the last 15 years the SDCHCC has elevated itself to become the leading Hispanic organization in the County, advocating for the Hispanic businessperson and the Latino community. As the largest and fastest growing Hispanic business organization in the western United States, the second largest Hispanic Chamber in California, and the largest border Hispanic Chamber, the mission of SDCHCC is: **To create and promote opportunities for Hispanic businesses and the greater community.**

Details on the event, including tickets and registration can be found on the SDCHCC web site at www.sdchcc.com.



Record SBA Disaster Loan Approvals Surpass \$6 Billion for 2005 Gulf Coast Hurricanes

The U.S. Small Business Administration has approved a record \$6 billion in low-interest, taxpayer-backed disaster loans to homeowners, renters and businesses affected by last year's devastating Gulf Coast hurricanes.

To date, more than 86,200 hurricane victims have been approved for SBA disaster loans. Of those, more than 70,100 disaster loans have been approved to homeowners totaling \$4.6 billion and more than 16,100 have been approved to businesses for more than \$1.4 billion.

"This has been the largest disaster response in the SBA's 52-year history and we continue to work with

urgency and compassion to help those who have turned to the SBA for assistance," said SBA Administrator Hector V. Barreto. "We have thousands of disaster assistance staff working with the people and the communities of Louisiana, Mississippi, Texas, Alabama and Florida on this response, and SBA employees in district offices all across the country are helping process loans as well."

Overall, the SBA has conducted damage inspections on 95 percent of the damaged properties and has processed 87 percent of the total disaster loans for businesses. More than 276,400 applications have been processed since Hurricane Katrina struck. Louisiana

disaster loan approvals total \$3.8 billion, followed by Mississippi for \$1.8 billion. Approvals in Florida total \$166 million, followed by Texas with \$145 million and Alabama with \$96 million.

"While we've already disbursed more than half-a-billion dollars in disaster loans, we are eager to move these rebuilding loans into the hands of the people of the damaged areas," said Barreto. "We strongly urge applicants whose loans have been approved and are ready to start the rebuilding process to contact our Customer Service Center at 1-800-659-2955 so that we can schedule their loan closings and put these funds to use where they will do the most good."

The original March 11 deadline for applying for a disaster loan to repair or rebuild physical damage has been extended until April 10 for victims of Hurricanes Katrina and Rita in Louisiana, Mississippi and Texas. The deadlines vary for small businesses that suffered economic injury, depending on which hurricane caused the injury. For Katrina, it's May 29; for Rita, it's June 26, and for Wilma it's July 24. Victims may begin the application process by registering at 1-800-621-FEMA.

For complete details about the SBA's disaster assistance program following the hurricanes, please visit: http://www.sba.gov/disaster_recov/hurricanes.

U.S. Small Business Administration



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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 February 28, 2006

	Number of Loans	Dollar Amount
7(a) Loans	458	\$83,753,000
504 Loans	40	\$22,208,000
Total	498	\$105,961,000

Bank of America, NA	66	\$2,495,900
Wells Fargo Bank, NA	53	\$4,982,200
Business Loan Center, LLC	41	\$3,077,000
Union Bank of California, NA	38	\$1,024,600
U. S. Bank, NA	34	\$2,345,300
CDC Small Business Finance Corporation	29	\$16,695,000
California Bank & Trust	25	\$1,868,700
Capital One, FSB	25	\$800,000
Washington Mutual Bank	22	\$577,000
Innovative Bank	17	\$165,000

The San Diego District Office year-to-date has provided approximately 5,353 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 135 8(a) contracts, including modifications, worth \$31,737,175.