

# Newsline

A Monthly Newsletter from the San Diego District Office

U.S. Small Business Administration



Your Small Business Resource

## Volume 4 Issue 4

### SBA San Diego Management Staff

[Ruben R. Garcia](#)

District Director

[Anthony J. Vigil](#)

Deputy District Director

[Terrill K. Ashker](#)

District Counsel

[Rosa M. Rodarte](#)

Lead Business Dev. Specialist

[Juliane Talley](#)

Lead Business Dev. Specialist

## Training Calendar

A list of events from SBA and our resource partners may be found at [www.sba.gov/ca/sandiego](http://www.sba.gov/ca/sandiego) under Training Calendar.

[January Schedule Coming Soon](#) IVSBDC in El Centro, CA.

[Jan. 9 - Financing Your Business](#) presented by SCORE in San Diego, CA.

[Jan. 16 – Complying w/International Traffic in Arms Regulations](#) presented by the SBDITC in National City, CA.

[Jan. 19–Biz Orientation](#) presented by the NCSBDC in Oceanside, CA.

## Inside this Issue:

Events Around San Diego in Pics 2

San Diego District Office Activity Report 5

## San Diego District Lender Awards



Lender Awards presented at the SBA holiday party hosted by NAGGL—National Association of Government Guaranteed Lenders. Left to right: Ruben Garcia, District Director -SBA San Diego; Ken Rosenthal, Senior Commercial Loan Officer and Kurt Chilcott, President & CEO, CDC Small Business Finance; Anthony Vigil, Deputy District Director-SBA San Diego.

We want to take this opportunity to express our appreciation to NAGGL for hosting this years' SBA holiday party at Clay's La Jolla on the evening of December 5, 2007.

The party was very enjoyable and provided us with a venue to acknowledge our appreciation for the accomplishments of our top lenders for FY2007, and present them with awards in the following categories:

### CDCs: (Dollars & # Loans)

1st Place - [CDC Small Business Finance Corp.](#)

2nd Place - [Resource Capital, Inc.](#)

3rd Place - [Southland Economic Development Corp.](#)

### Third Party 504 First Mortgage Lenders: (Dollars & # Loans)

1st Place - [Wells Fargo Bank](#)

2nd Place - [California Bank & Trust](#)

3rd Place - [Torrey Pines Bank](#)

### Banks:

**Small Banks:** [Neighborhood National Bank](#) (1<sup>st</sup> place for largest number of Loans)

[First Business Bank and Seacoast Commerce Bank](#) (Co-winners for the largest dollar volume)

**Med. Banks:** [Vineyard Bank](#) (1<sup>st</sup> place for largest number of Loans & 1<sup>st</sup> place for largest dollar volume)

**Large Banks:** [U.S. Bank](#) (1<sup>st</sup> place for largest number of Loans)

[Wells Fargo Bank](#) (1<sup>st</sup> place for largest dollar volume)

*Happy Holidays & Best Wishes  
for the New Year.*

## Events Around San Diego



Ruben Garcia, District Director-SBA San Diego; Kent Twomey, Commercial Lending Officer, Torrey Pines Bank; Anthony Vigil, Deputy District Director-SBA San Diego



Ruben Garcia, District Director-SBA San Diego; Ray Weamer, Vice President, Lending Officer, Torrey Pines Bank; Anthony Vigil, Deputy District Director-SBA San Diego



Ruben Garcia, District Director-SBA San Diego; Didi Hakes, Vineyard Bank; Anthony Vigil, Deputy District Director-SBA San Diego



Ruben Garcia, District Director-SBA San Diego; Patti Staples, Chief Credit Officer/Executive VP; Neighborhood National Bank; Anthony Vigil, Deputy District Director-SBA San Diego



Ruben Garcia, District Director-SBA San Diego; Steve Doss, VP/Regional Sales Manager, Wells Fargo Bank; Anthony Vigil, Deputy District Director-SBA San Diego



Ruben Garcia, District Director-SBA San Diego; Tim Nager, VP/Business Development Officer, US Bank; Anthony Vigil, Deputy District Director-SBA San Diego

## Events Around San Diego



Ruben Garcia, District Director-SBA San Diego; Maria Mata, Loan Officer, Southland EDC; Anthony Vigil, Deputy District Director-SBA San Diego



Candid photo of attendees at the SBA holiday party at Clay's La Jolla, hosted by NAGGL.



Another photo of attendees at the SBA holiday party at Clay's La Jolla, hosted by NAGGL.



More attendees at the SBA holiday party at Clay's La Jolla, hosted by NAGGL.

## Events Around San Diego



Small Business Development Center (SBDC) Awards Program—Left to Right-Debbie Trujillo, Regional Director, SBDC; Ron Dyste, Vice President for Academic Affairs, Southwestern College; Ben Solomon, Director, Imperial Valley SBDC; Ruben Garcia, District Director-SBA San Diego; Dr. Raj Chopra, Superintendent/President, Southwestern College.



Debbie Trujillo, Regional Director, SBDC; Ron Dyste, Vice President for Academic Affairs, Southwestern College; Victor Castillo, Director, Southwestern College SBDITC; Ruben Garcia, District Director-SBA San Diego; Dr. Raj Chopra, Superintendent/President, Southwestern College.



Debbie Trujillo, Regional Director, SBDC; Ron Dyste, Vice President for Academic Affairs, Southwestern College; Sudershan Shaunak, Director, North County SBDC; John Hendrickson, Interim Superintendent/President, Mira-Costa College; Ruben Garcia, District Director-SBA San Diego; Dr. Raj Chopra, Superintendent/President, Southwestern College.



Ron Dyste, Vice President for Academic Affairs, Southwestern College; Debbie Trujillo, Regional Director, SBDC; Ruben Garcia, District Director-SBA San Diego; Dr. Raj Chopra, Superintendent/President, Southwestern College



Ms. Erica Heinzman and her students from the Kearny Mesa School of International Business. Winners of the US News and Reports Bronze Award, California Business for Academic Excellence-Star School and Title 1-Academic Achievement.

**U.S. Small Business Administration**



**Your Small Business Resource**

550 West C Street, Suite 550  
San Diego, CA 92103-3500

Phone: 619-557-7250  
Fax: 619-557- 5894  
Email: [sandiego@sba.gov](mailto:sandiego@sba.gov)

[www.sba.gov/ca/sandiego](http://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 and Small Business Development Centers.

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](http://web.sba.gov/list). Look for San Diego News.

Send questions or comments to the Newsline Editor, Cynthia Harris, Business Development Specialist, at [Cynthia.Harris@sba.gov](mailto:Cynthia.Harris@sba.gov).

## San Diego District Office Fiscal Year 2008 Activity

October 1, 2007 through November 30, 2007

	Number of Loans	Dollar Amount
7(a) Loans	171	\$30,199,000
504 Loans	31	\$20,083,000
<b>Total</b>	<b>202</b>	<b>\$50,282,000</b>

CDC Small Business Finance Corporation	18	\$11,250,000
Business Loan Center, LLC	15	\$1,367,000
U.S. Bank, NA	13	\$674,000
Capital One NA	12	\$655,000
Washington Mutual Bank	12	\$471,000
Bank of America NA	12	\$403,200
Innovative Bank	11	\$215,000
EDF Resource Capital, Inc	10	\$6,702,000
Wells Fargo Bank NA	9	\$460,300
Discovery Bank	7	\$1,821,800