

Newsline

A Monthly Newsletter from the San Diego District Office

Volume 4 Issue 8
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Training Calendar

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

[May 7 - Understanding Start-up Costs](#) presented by Imperial Valley SBDC in El Centro, CA.

[May 7 - Marketing to Government Agencies](#) presented by SCORE in San Diego, CA.

[May 9 - HR/Employee Issues](#) presented by the NCSBDC in Oceanside, CA.

[May 29 - Successful Importing Strategies, Focus on: Market Research](#) presented by the SBDITC in National City, CA.

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Local SBA Small Business Award Winners to be Recognized May 28, 2008



L to R—SBA Administrator Steve Preston and SBA San Diego District Director Ruben Garcia at the 2008 National Small Business Week Awards program, in Washington, D.C.

Small Business Awards Luncheon

“As America celebrates 55 years of SBA’s existence, this is an excellent opportunity to honor the small businesses that have helped make our nation great,” says SBA San Diego District Director 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 continues to be the enduring symbol of the American Dream.”

Business organizations, chambers of commerce and trade associations typically nominate candidates in the fall. A panel is convened at the San Diego district office in December to review local nominations and select a winner in each of the several categories.

District office nominees are sent to SBA’s regional office in Los Angeles for judging in February, and the regional office then submits nominations for national consideration. The regional office covers California, Nevada, Arizona, Hawaii and Guam.

2008 SBA LOCAL AWARDS

SBA will present awards to the following San Diego area business owners and champions:

Small Business Person

- Gregory Kent, Bio Clean Environmental Services

Entrepreneurial Success Award (also Region IX Winner)

- Hany M. Girgis, SGIS

Minority-Owned Small Business -

- Claudia P. Klaus
Pacific Advisors

Women-Owned Small Business

- Christine Tempesta
Kiddie Corp, Inc.

Financial Services Champion of the Year

- Paul Polowski
Neighborhood National Bank

Minority Small Business Champion of the Year

- Gustavo Bidart, Citi Bank

Home-Based Business Champion of the Year

- Cynthia K. Nagura
Southwestern College Family Resource Center

Small Business Journalist of the Year

- George E. Chamberlin
San Diego Daily Transcript

Delores Braswell Award: Advancing Woman in Business

- Barbara L. Sedgwick-Billimoria
Southwestern College – SBDITC

2008 George P. Chandler, Jr. Award

- California SBDC San Diego & Imperial Regional Network

See Awards on Page 3

Events Around San Diego



Richard Blum, SBA San Diego District Office - Business Development Specialist was a finalist in the San Diego Business Journal's Technology Executive of the Year Awards program. Rick is shown above with his wife Pam.



L-R: Mr. Armon Mills, Publisher, San Diego Business Journal, Maria Hughes, SBA Lender Relations Specialist—San Diego Office, and Mr. Rio Carr, Associate Publisher of SDBJ at Technology Executive of the Year Awards.



L to R — Karen Atkinson, Executive Director, NACA, Jamie L. Fulmer, Chairman/CEO, Blue Stone Strategy Group, Bill Largent, SBA, Maria Hughes, SBA Lender Relations Specialist, and Ruben R. Garcia, SBA District Director—SD.



L to R - Karen Atkinson, Exec. Dir., Native American Contractors Association, Cheri Myron, President, American Indian Chamber of Commerce, Bill Largent, Assistant Administrator, SBA, and Maria Hughes, SBA, LRS—SD.



L to R - Dr. Raj K. Chopra, President, Southwestern College, Christina Chavez, Esq., Civil Rights Attorney, Granddaughter of Cesar Chavez, and Ruben Garcia, SBA District Director—San Diego Office at Cesar Chavez Day Celebration held at Southwestern College.



L-R Bruce Thompson, SBA Region 9 Administrator and Gary Youmans, Executive Vice President, SBA Lending Group, Pacific Western Bank, at the SOP Conference held at the Los Angeles District Office.

Ask SCORE for Business Advice

"Green" Business: The Shade of Things to Come

Being environmentally conscious is not just good for the earth; it's good for your business as well. Studies show that consumers are increasingly attracted to businesses that promote their proactive efforts to protect the environment. Many high-profile companies are limiting the product and service contracts to vendors with good "green" track records. Plus, many practices and products that help reduce pollution and conserve natural resources can also help reduce business costs over the long term.

Don't let your small business be left behind. There is a wide range of business-minded information available on the practical, profit-producing aspects of making a business more environmentally friendly. Access to environmentally preferable products and services is also widening—especially for small business. Options include

buying office supplies made of recycled or low-impact materials, properly disposing of old electronic gear, and installing energy-saving compact fluorescent bulbs in your facilities.

A great resource for small business is, GreenBiz.com, a ser-

The GreenBiz site provides descriptions and links to nearly 100 helpful organizations and Web sites — many of them by state. There are also hundreds of books and reports geared to specific industries. Take time to explore the site for a wealth of news, tools and tips on going

Agencies and small business programs.

Purchasing environmentally friendly office products has also become easier thanks to the growing awareness of major office products suppliers. Whether you shop in their stores or online, you'll find a wide range of recycled paper products, energy-saving devices and equipment, and even attractive furniture crafted from sustainable resources.

To learn more about operating issues facing your small business, contact SCORE

"Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners.

Source: www.score.org

Ask SCORE your question. Email sd.score@sba.gov or visit www.score-sandiego.org for additional information.

SCORE®

Counselors to America's Small Business

vice of the Washington, DC-based Green Business Network. GreenBiz offers a full range of hands-on help for small businesses that want to get greener, from how to finance greater manufacturing efficiency to alternative cleaning solvents and processes. The organization's Web site is packed with helpful information and is geared toward helping businesses take an environmental stance that also helps the bottom line.

green. Select "Small Business" in the "Resource Wizard" pull down menu for topics geared specifically to small business.

Another useful resource is the Small Business Environmental Home Page, www.smallbiz-enviroweb.org, which helps business owners tap into pollution-prevention assistance programs of all types nationwide. It also offers a list of links to State Environmental

Awards continued from Page 1

2008 Small Business Supplier of the Year - San Diego District

- Terry Hastings
Hillcrest Stationers, Inc.

SBA Lender Awards

504 Lender of the Year Award

(for # of loans in fiscal year 2007)
- Kurt Chilcott
CDC Small Business Finance

7(a) Lender of the Year Award

(for # of loans in fiscal year 2007)
- SBA Division

U.S. Bank

Additional Awards at the Small Business Awards Luncheon

The following additional awards will be presented at the May 28 small business week event, and added information on these winners will be provided when available:

- The San Diego Regional Chamber of Commerce will recognize **10 outstanding San Diego area businesses.**

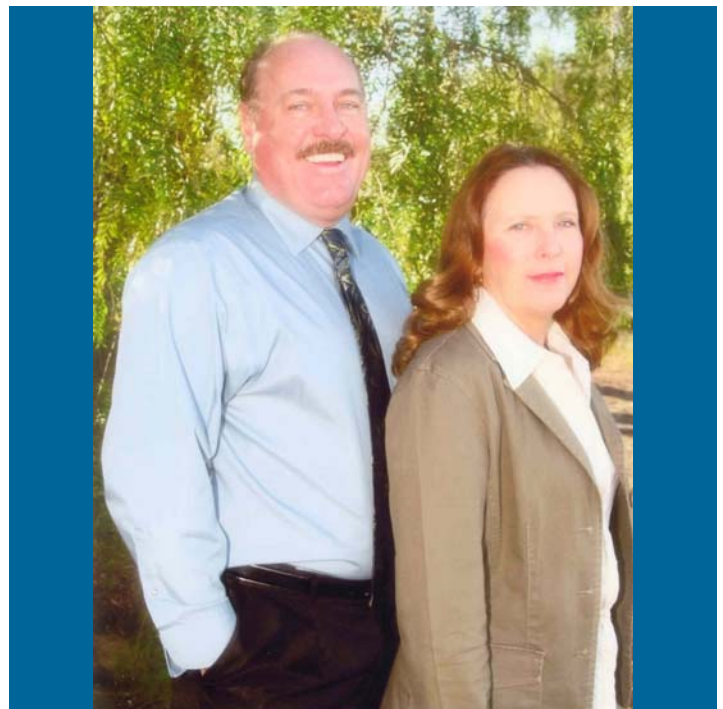
- San Diego area government procuring agencies will recognize their **Contractors of the Year.**

- San Diego area large prime contractors will recognize their small business **Subcontractors of the Year.**

For more information go to:

www.sdchamber.org

For 2009 award nomination information contact Cynthia Harris at Cynthia.harris@sba.gov or (619) 727-4884.



Small Business Person of the Year - Gregory Kent, President and Janet Kent, Vice President of Bio Clean Environmental Services Inc.

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 and Small Business Development Centers.

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Send questions or comments to the Newsline Editor, Cynthia Harris, Business Development Specialist, at Cynthia.Harris@sba.gov.

San Diego District Office Fiscal Year 2008 Activity

October 1, 2007 through March 31, 2008

	Number of Loans	Dollar Amount
7(a) Loans	452	\$98,791,000
504 Loans	103	\$65,329,000
Total	555	\$164,120,000

CDC Small Business Finance Corporation	77	\$46,193,000
U.S. Bank, NA	51	\$3,381,700
Wells Fargo Bank, NA	36	\$8,034,400
Washington Mutual Bank	32	\$1,110,000
Bank of America, NA	27	\$799,200
Borrego Springs Bank, NA	21	\$1,327,000
Business Loan Center, LLC	20	\$1,528,000
California Bank & Trust	19	\$2,432,000
Innovative Bank	18	\$325,000
EDF Resource Capital, Inc.	16	\$10,342,000