

Newsline

A Monthly Newsletter from the San Diego District Office

U.S. Small Business Administration
SBA
Your Small Business Resource

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SBA San Diego
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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.

[March 8 - Restaurants 101](#) presented by SCORE in San Diego, CA.

[March 14 - High Impact Low Cost Marketing](#) presented by the NCSBDC in Oceanside, CA.

[March 20- IMAGINE - Old Eucalyptus Schoolhouses](#) El Centro, CA.

[March 26 - Human Resources Seminar](#) presented by the SBDITC in National City, CA.

Inside this issue:

Events Around San Diego in Pictures	2
Business.gov Article	3
Announcements	3
San Diego District Office Activity Report	4

SDDO Forms Strategic Alliance with the Women's Business Center of California (WBCC)



L to R — Michelle Butler, WBCC President; Ruben R. Garcia, SBA District Director—San Diego Office; Amanda Mineer, WBCC Board Chair

Agreement improves access to technological information, education and local resources needed by entrepreneurs to start and grow small businesses

Ruben Garcia, San Diego District Director of the U. S. Small Business Administration (SBA), met Wednesday, February 13, 2008, at the SBA office to sign a strategic alliance with Amanda Mineer, Chairwoman of the Women's Business Center of California (WBCC) Board of Directors, and Michelle Butler, Founder of the WBCC.

The signed agreement is expected to allow SBA and the WBCC to work together to improve business access to technological information through educational opportunities and SBA resources;

providing maximum financial opportunities and training to entrepreneurs.

"I am extremely pleased with the work that is being accomplished by the WBCC and their excellent leadership through Ms. Michelle Butler" said District Director Garcia. "Michelle has a rich history of helping entrepreneurs take their place as business owners and I know that she will continue doing a great job of assisting potential owners to fulfill their dreams of small business ownership."

This collaboration between the SBA and the WBCC is building a strong foundation for the future. Small business is the golden thread that ties the American dream into reality for many. Con-

sumers are spending millions each year and business leaders are rushing to meet that demand. Butler said, "Having the SBA of San Diego as a Strategic Alliance partner extends the existing partnership between the WBCC and the SBA. The agreement allows the WBCC to enhance the services we provide such as one-on-one counseling, education, roundtables, networking events and information resources to entrepreneurs throughout the region."

To learn more about the SBA call 619-727-4883 or visit www.sba.gov/ca/sandiego. To find out more about the Women's Business Center of California (WBCC) call 800-477-5210 or visit www.WBCC-sd.org.

Events Around San Diego



L to R - Amanda Mineer, WBCC Board Chair ; Ruben R. Garcia, SBA District Director—San Diego Office; Michelle Butler, WBCC President



Picture Courtesy of: Michael Carpenter—mike@michaelcarpenterphotography.com

L to R - LTG, John A. Dubia, USA (Ret.), Executive Dir., AFCEA Int'l; Charlie Hopkins, President, AFCEA-SD; Shirley Adams, VP, AFCEA-SD; Ruben Garcia, SBA District Director, and Kent Schneider, President & CEO, AFCEA Int'l.



R to L—Supervisor Greg Cox and San Diego Mayor Jerry Sanders with guests and members of the Asian Business Association at Chinese New Year Gala



L to R - Ruben R. Garcia, SBA District Director, Carlos F. Careaga, NSHMBA, President, San Diego Chapter, and William Greenwald, NSHMBA, Exec. VP.



Picture courtesy of: Mr. Nam N. Nguyen—Namarazzi Photography—www.namarazzi.com

L to R - Joni T. Low, Executive Director, Asian Business Association (ABA) - San Diego; Dr. Patricia Hsieh, President., Miramar College; Dr. Joe Chou, President, ABA - San Diego; Ruben Garcia, District Director SBA; Mitz Lee, Board Member, San Diego Unified School District; and Bennet Peji, VP of Marketing, ABA - San Diego.

Business.gov Expands Services to Help Local Businesses

In "Round Two" Refresh, New Search Engine Helps Small Businesses Comply with State and Local Regulations

Small business access to government information took another substantial leap forward today with the addition of new state and local search capabilities on Business.gov – the official business link to the U.S. government.

Round One focused on significantly expanded content along with new federal government search capabilities from Google™ that allowed business owners to search for federal information on programs, services and regulations affecting small businesses.

With today's announcement – Round Two – small

business owners can search for information from state and local government Web sites, as well as federal Web sites, from a single search box. The new search engine intelligently reads the words a user types in the search box, and returns only the most relevant Web sites. If a business owner types in "starting a business in Seattle, Wash.," the relevant results will be returned from the city of Seattle and King County, Wash., Web sites.* The unique new service improves general search services by delivering results specific to doing business in a particular geographic area, saving business owners' time by getting to the right information more quickly.

"These new search offerings make it easier for businesses to learn about doing

business in specific localities," said Nancy Sternberg, program manager of the Business Gateway Initiative. "Business.gov improves upon general purpose search engines by understanding the intent of the user and providing results from the most pertinent, official state and local government Web sites."

Sternberg adds, "Try it yourself: Go to www.business.gov and find the box in the upper right that says 'Try Our New Search Engine' and click 'Read More About Search.' On the next page, type in 'business license,' type the name of your city, and see the results.

Business.gov is the official business link to the U.S. Government. Business.gov is

managed by the U.S. Small Business Administration (SBA) in a partnership with 21 other federal agencies. This partnership, known as Business Gateway, serves as an incubator of technologies designed to improve the delivery of services and information to the nation's small business community. Business.gov provides a single access point to government services and information to help the nation's businesses with their operations.

*In a few instances, small localities block access to Google crawlers on their websites, preventing full search capabilities. For more information, contact www.business.gov.

Announcements

Wednesday, March 19,
2008

1:00-3:00PM

(please arrive 10-15min. early to network)

MING YEE

SBA Contract Specialist
Will conduct a workshop on

SBA Certifications

**What are they & How to Apply
(8(a), SDB & Hubzone)**

The 8 (a) Program provides federal government contracts and other assistance to small companies owned by socially and economically disadvantaged persons. The purposes of the 8 (a) Program are to foster business ownership and the competitive viability of firms owned by individuals who are socially and economically disadvantaged, and to expand their participation in federal procurement of equipment, products and services.

To participate in the 8 (a) Program, a business must be at least 51 percent unconditionally owned by either:

- An individual (s) who is a socially and economically disadvantaged citizen of the United States or;
- An economically disadvantaged Indian tribe, including an Alaska native corporation or an economically disadvantaged native Hawaiian.

Workshop will be held at Point
Loma Nazarene

University - Mission Valley
4007 Camino Del Rio South,
Room #210

San Diego, CA 92108

Reservations required!

Register online at:

www.ptac-sandiego.org,

Email:

sdcoc@ptac-sandiego.org

or call (619) 285-7020

SAVE THE DATE!

Wednesday, May 28, 2008

SMALL BUSINESS AWARDS LUNCHEON

KEYNOTE:

[SBA Administrator STEVE PRESTON](#)



For event information go to:

<http://www.sdchamber-members.org/smallbusinessawards.htm>

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.

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.

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 January 31, 2008

	Number of Loans	Dollar Amount
7(a) Loans	313	\$60,641,000
504 Loans	76	\$46,193,000
Total	389	\$106,834,000

CDC Small Business Finance Corporation	55	\$33,845,000
U.S. Bank, NA	38	\$2,215,200
Washington Mutual Bank	30	\$1,058,000
Wells Fargo Bank, NA	26	\$4,893,900
Bank of America, NA	20	\$599,700
Business Loan Center, LLC	19	\$1,503,000
Borrego Springs Bank, NA	16	\$1,152,000
California Bank & Trust	15	\$1,785,000
EDF Resource Capital, Inc.	14	\$8,533,000
Capital One, NA	14	\$755,000