

Newsline

A Monthly Newsletter from the San Diego District Office

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

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Special Edition: Small Business Week Awards 2007



Ruben Garcia, District Director, SBA; Jovita Carranza, Deputy Administrator, SBA; George Chandler, former District Director, SBA; Tom Nickols, President, SCORE San Diego, winner George Chandler Community Leadership Award, at Small Business Awards Luncheon, June 28, 2007.

Training Calendar

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

[July 24—Choosing the Appropriate Entity for Your Business](#) presented by the SBDITC in Chula Vista, CA.

[August 2 - Small Business Marketing](#) presented by SCORE in San Diego, CA.

[August 3 - Biz Orientation](#) presented by NCSBDC in Ocean-side, CA.

[August 14 - 2007 Gold Coast Conference](#) presented by the San Diego Chapter National Defense Industrial Assoc. (NDIA)

[August 16 - Starting a Business](#) presented by the IVSBDC in El Centro, CA.

Small businesses prove their big worth at SBA Awards Girgis recognized as Person of the Year

By Diana Samuels—San Diego Daily Transcript

Hany Girgis' company was founded in his guest bedroom, but **SkillStorm Inc.** now reaches the Pentagon, the Department of Defense and the U.S. military. In recognition of the company's growth, Girgis was named Small-Business Person of the Year at the annual San Diego Small Business awards luncheon Thursday.

The award ceremony recognized local small-business leaders for their success and contributions to the community. It was held at

the San Diego Marriott Hotel and Marina downtown and hosted by the San Diego Regional Chamber of Commerce and Small Business Administration.

Keynote speaker and SBA Deputy Administrator Jovita Carranza described the award winners as "change agents."

"The common thread amongst all the award winners is that they have a passion for the service they're providing," Carranza said before the ceremony. "They have the tenacity to carry out their dreams. They make

great sacrifices that other people wouldn't think of taking."

SCORE San Diego Chapter 140 received the first George Chandler Leadership Award, named in honor of former SBA San Diego district director George P. Chandler Jr., for its work in helping local businesses and contributing to national SCORE programs.

CPA firm **JGD & Associates** won the Chamber's North Island Credit Union "Excellence in the Work Environment Award."

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Small Business Awards Luncheon



Small Business Person of the Year - Hany Girgis, SkillStorm, Inc. with Jovita Carranza, Deputy Administrator, SBA (left) and Ruben Garcia, District Director, SBA (right)



Minority-Owned Small Business of the Year - Sombrero Mexican Food, Inc., owners Javier Correa, Jr. and Javier Correa, Sr. accept award from Jovita Carranza, Deputy Administrator, SBA.



Young Entrepreneur of the Year - Jeffrey Jordan, Rescue Social Change Group, LLC (RSCG) - award accepted by Raul Fortunet, Street Marketing Director, RSCG; Jovita Carranza, Deputy Administrator, SBA.



Woman-Owned Small Business of the Year - Aldrica Lattimore, Accurate Engineering Integrated Construction Services (AEICS) - award accepted by LaLania Booth, Office Manager, AEICS; from Jovita Carranza, Deputy Administrator, SBA.

SBA Awards

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Thomas Fitzpatrick, Deborah Helm and Fay Nakanishi of **The Mission North Park**, a restaurant specializing in California cuisine with Asian and Latino influences, was named Business Improvement District Business of the Year.

Other award recipients were recognized for customer service, community involvement, or for their roles as women, minority or veteran

business owners.

The SBA has always placed a priority on underserved markets, including women, minorities and the economically disadvantaged, Carranza added.

It recently launched a new "Patriot Express" loan program, which provides loans to veterans, active-duty service members, Reservists and National Guard mem-

bers, and spouses and widows of service members or veterans. The loans, which can be used for business purposes like start-up, expansion or equipment purchases, are available up to \$500,000, with SBA's maximum guaranty of 75 or 85 percent.

Before joining the SBA in December, Carranza worked as vice president of air operations at **UPS** (NYSE: UPS)

for 30 years. The key ingredients to a successful business are the same for a multinational company such as UPS or a small, local business, she said.

"You need a solid business plan," she said. "A lot of knowledge about the market that you're trying to launch your product in is very critical."

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Small Business Awards Luncheon



Veteran-Owned Sm. Bus. of the Year - Marine Services Commercial Diving Company, Inc., owner Timothy Kiley (partner James Stanton not shown) accepts award from Jovita Carranza, Deputy Administrator, SBA.



Delores Braswell Award: Advocating Women in Bus. - Linda Harasin, Small Business Advocacy & Prestige Communications Services, Inc. accepts award from Jovita Carranza, Deputy Administrator, SBA.



Small Business Lender of the Year National Lender of Excellence - Kurt Chilcott, CDC Small Business Finance accepts award from Jovita Carranza, Deputy Administrator, SBA.



Small Business Lender of the Year - Rick Benito, Bank of America accepts award from Jovita Carranza, Deputy Administrator, SBA.

SBA Awards

Continued from Page 2

She worked with small businesses in her roles at UPS and was surprised by how similar the two jobs were.

"The mission of UPS is to help small businesses grow, and that's the same philosophy as the SBA," Carranza said.

Girgis, who won the Business Person of the Year award,

said his company used SCORE and the SBA's help to get the certifications he needed to get off the ground.

Those organizations have "leveled the playing field" for small business competing against large corporations, he said.

Reprinted from: The Daily Transcript - Thursday, June 28, 2007



Jovita Carranza, Deputy Administrator, SBA and Diana Samuels, Staff Writer, San Diego Daily Transcript, following interview about SBA's new Patriot Express Loan Program.

Small Business Awards Luncheon



Financial Services Small Business Champion of the Year - Susan Lamping, CDC Small Business Finance accepts award from Jovita Carranza, Deputy Administrator, SBA.



Veteran Small Business Champion of the Year - Alonza Wilson, Like New Pool Cleaning & Repair Service, Inc. accepts award from Jovita Carranza, Deputy Administrator, SBA.

All awardees' photos by: Joanna Herr Hanks, Herr Photography - To view all event photos go to: www.herrphotography.com
Click on client access - Event Code: SBA

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.

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