

Newsline

A Monthly Newsletter from the San Diego District Office



Volume 3 Issue 13

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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.

[Sept. 19 - Small Business Survival Promotion Plan](#) presented by the IVSBDC in El Centro, CA.

[Sept. 21 - Moving the Money Barriers/Women's Breakfast](#) presented by SCORE in San Diego, CA.

[Sept. 25 - Successful Strategies for Exporting](#) presented by the NCSBDC in Oceanside, CA.

[Sept. 27 - Small Business Loan Day](#) presented by the SBDITC in National City, CA.

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SBA Forms Strategic Alliance with SDHLC&EC



Row 1— Ruben Garcia, SBA District Director, San Diego and Mary Otero, Executive Director, SDHLC&EC;
Row 2— Juliane Talley, ADD/ED, SBA San Diego; Ernest Reyes, Board Member, SDHLC&EC; Dr. Erlinda Avena, Associate Director, SDHLC&EC and Cynthia Harris, PIO, SBA San Diego.

The District Director of San Diego's U.S. Small Business Administration (SBA) office, Ruben Garcia, today signed a strategic alliance with the San Diego Home Loan Counseling & Education Center (SDHLC&EC) and its President/CEO, Mary Otero. The SDHLC&EC works to educate and counsel San Diego's minority communities through management education and professional development by promoting diversity in business education, training and research.

The signed agreement is expected to allow SBA and the SDHLC&EC to work together to improve professional educational opportunities, knowledge and use of SBA resources, and provide maximum financial opportunities, access to capital, and training to existing and potential minority entrepreneurs in

the region.

"I'm very pleased with the SDHLC&EC and its excellent leadership through Mary Otero" said Director Garcia. "She has a strong background of helping the underserved take their place as business owners and I know that she will do a great job of assisting potential minority entrepreneurs to fulfill their dreams of small business ownership."

The collaboration between the SBA and the SDHLC&EC is building a strong foundation for the future. The U.S. is in the midst of the largest entrepreneurial surge ever. According to SBA projections, nearly 672,000 new companies with employees were created in 2005. That's 30,000 more startups than in 2004, and 12 percent more than at the height of the dot-com growth in 1996.

"Having the SBA of San Diego as a Strategic Alliance partner only enhances an already strong foundation of services SDHLC&EC provides to its customers" said Otero. "Our organization is focused on providing information on education, 'know-how' and the guidance that small business owners are interested in to help increase their profitability and generate greater opportunities for the entire San Diego minority community."

To learn more about the SBA call (619) 727-4883 or visit the web at www.sba.gov/ca/sandiego. To find out more about the San Diego Home Loan Counseling & Education Center you can visit their web site at www.sdhomeloan.org or email: motero_sdh@sbcglobal.net or contact SDHLC&EC by phone (619)-624-2330.

Events Around San Diego



Cecil Steppe, Former President, San Diego Urban League, Alma Garcia and Ruben Garcia, SBA District Director, San Diego at the Equal Opportunities Awards Dinner



Cecil Steppe, Former President, San Diego Urban League; San Diego Mayor Jerry Sanders and Ruben Garcia, SBA District Director, San Diego at the Equal Opportunities Awards Dinner



San Diego Mayor Jerry Sanders and Reginald White, Vice President, US Bank at the Equal Opportunities Awards Dinner



Ray King, President, San Diego Urban League; Ruben Garcia, SBA District Director, San Diego and Maurice Wilson, VP Business and Workforce Development, San Diego Urban League at the Equal Opportunities Awards Dinner



Ruben Garcia, SBA District Director, San Diego and Leslie Luke, Group Program Manager Office of Emergency Services, County of San Diego at the County of San Diego Business Preparedness Summit.



San Diego SCORE Chapter 140 Support Staff - Kathy Vaughan, Administrative Director; Debbe Sandoval, Executive Director and Suzanne Ghorpade, Administrative Assistant. Thank you for great job you do!

Ask SCORE for Business Advice

QUESTION: What should I know if I want to establish a Line of Credit?

SCORE SAYS:

For financing flexibility, nothing beats a revolving credit line (RCL). Structured much like your personal credit card, RCLs allow approved borrows to tap only as much as money as needed to stay atop seasonal and business cycle fluctuations. Application and repayment requirements are generally far simpler than loans and other common financing options.

However, an RCL is by no means a panacea for a small business, nor is it entirely free of requirements and risks. **In just 60 seconds**, we'll show you how to determine if an RCL is right for you.

What Do You Need and Why?

An RCL is suitable for temporary, short-term needs such as covering cash flow, purchasing supplies and inventory, and financing receivables. For larger, long-term investments such as new facilities, equipment and other fixed assets, a conventional business loan or other financing

mechanism may be more appropriate.

Shop Around

Procedures to qualify for, use and repay an RCL vary among banks. Nearly all charge fees for start-up, transactions and annual use. Some also require collateral and annual reviews of how you're using your RCL.

Consider the Costs

An RCL offers the convenience of credit cards, and many of the risks. You must manage these funds wisely to make sure you don't abuse them. Unlike loans, interest rates on an RCL may vary with the market, your balance and other factors.

Build-in Sound Budgeting

Just because you qualify for an RCL doesn't mean you have to use it. Good business planning, financial management and operational skills can help you minimize the need for an RCL (and, accordingly, your debt), leaving those funds available for true emergencies.

Cash In on Experience

Assistance with RCLs and other forms of business financing are always available from SCORE. Experienced counselors can help you through every step from needs assessment to applications and money management. And with no charge, these services are an ideal investment in the future of your small business.

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



Line Up Your Qualifications

Your application for an RCL will require financial and operational information about your business, as well as your personal credit history. Your business plan should already contain much of this data, but the bank may ask for other submissions.

SBA and U.S. Chamber of Commerce Reach Agreement To Enhance Disaster Response and Recovery

The U.S. Small Business Administration and the U.S. Chamber of Commerce will pool their resources to more effectively respond to major disasters, paving the way for faster recovery in affected communities.

The SBA's alliance with the Chamber's Business Civic Leadership Center (BCLC) is part of a continuing effort to broaden the agency's response capacity in catastrophic disasters.

"This collaboration will establish a larger corps of potential responders, made up of business leaders, the SBA and its resource partners, ready on short notice to help disaster victims rebuild their lives," SBA Administrator Steve Preston said.

Stephen Jordan, senior vice president and executive director of BCLC, also praised the agreement saying, "This relationship between BCLC and SBA sets a precedent for America's business community to work with the federal government to prepare for and recover from catastrophic disasters. Both of our organizations are committed to accelerating the recovery process."

Per the agreement, SBA will provide information on its disaster recovery program and the agency's resource partners (including Women's Business Centers, SCORE, and Small Business Development Centers) to BCLC and local chambers of commerce. In addition, SBA will share situation analyses with BCLC and local chambers during pre-disaster and recovery periods, and share needs and capability

assessments in the event of a catastrophic disaster.

To bolster SBA's initial response and post-disaster recovery capacity, the agency will work with BCLC to obtain volunteers who can support the agency's disaster assistance process. SBA will also work with BCLC on research studies on post-disaster economic recovery.

BCLC will contribute to the alliance by providing timely information and on-site updates to the SBA, and helping bolster SBA's disaster assistance capabilities through its members and networks. In addition, BCLC will also work with SBA's resource partners, providing recovery assistance information to the local business community and details on how to prepare for disaster before it strikes.



For the latest news and information on SBA's Disaster Assistance program, visit the Web site at <http://www.sba.gov/services/disasterassistance/index.html>. For information on BCLC and its disaster assistance and recovery program, visit www.uschamber.com/bclc

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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 2007 Activity

October 1, 2006 through August 31, 2007

	Number of Loans	Dollar Amount
7(a) Loans	1,242	\$170,442,000
504 Loans	238	\$151,646,000
Total	1,480	\$322,088,000

CDC Small Business Finance Corporation	150	\$101,427,000
U.S. Bank, NA	133	\$9,607,100
Bank of America, NA	133	\$3,548,700
Wells Fargo Bank, NA	131	\$15,133,400
Union Bank of California, NA	97	\$4,178,300
Washington Mutual Bank	96	\$2,893,300
Business Loan Center, LLC	83	\$5,165,100
Capital One, FSB	77	\$3,990,000
EDF Resource Capital, Inc.	69	\$40,789,000
Citibank, N.A.	61	\$3,058,000