

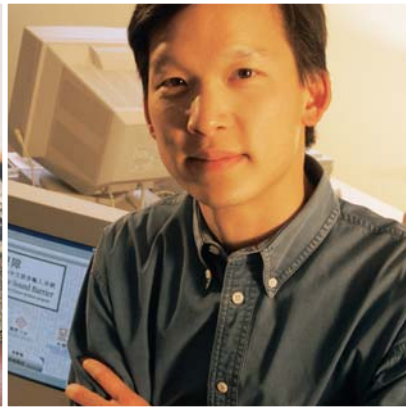


Programs and services to help you **start**, **grow** and **succeed**

Recognition & Awards



Government Contracting



Counseling & Training



Financial Assistance



Michigan District Office

Fiscal 2007 Annual Report

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How to Contact Us & Our Partners

SBA - Michigan District

Web www.sba.gov/mi
 Detroit (313) 226-6075
(see page 15 for staff directory)

Biz Resource Centers

..... (616) 331-7480

Michigan Small Business and Technology Development Centers

Web www.gvsu.edu/misbt/dc
 Alpena (989) 358-7375
 Detroit..... (313) 967-9295
 Escanaba (906) 789-0558
 Flint..... (810) 762-9660
 Grand Rapids (616) 331-7370
 Harrison..... (989) 386-6630
 Kalamazoo (269) 492-1624
 Lansing..... (517) 483-1921
 Mt. Clemens (586) 469-5118
 Saginaw (989) 686-9597
 Traverse City (231) 922-3780
 Ypsilanti..... (734) 547-9170

Microlenders

Ann Arbor (734) 677-1400
 Benton Harbor (269) 925-6100
 Detroit (313) 267-1020
 Kalamazoo (269) 342-5655
 Marquette (906) 228-5571
 Traverse City (231) 941-5858

Procurement Technical Assistance Centers of Michigan

Web www.michigantac.org
 Big Rapids..... (231) 796-4484
 Detroit..... (313) 577-2241
 Flint..... (810) 600-1432
 Jackson..... (517) 788-4680
 Kalamazoo (269) 381-2977 x3243
 Livonia (734) 462-4438
 Marlette (989) 635-3561 x227
 Muskegon (231) 722-7700
 Onaway (989) 733-8548
 Saginaw (989) 754-8222 x232
 Southgate..... (734) 362-3477
 Traverse City (231) 929-5036

SCORE “Counselors to America’s Small Business”

Web www.scoremichigan.com
 Ann Arbor (734) 665-4433
 Cadillac (231) 775-9776
 Detroit..... (313) 226-7947
 Grand Rapids (616) 771-0305
 Holland (616) 392-2389
 Kalamazoo (269) 381-5382
 Muskegon (231) 722-3751
 Petoskey..... (231) 347-4150
 Traverse City (231) 947-5075

U.S. Export Assistance Centers

Web www.exportmichigan.com
 Detroit..... (313) 226-3650
 Grand Rapids (616) 458-3564
 Pontiac (248) 975-9600
 Ypsilanti..... (734) 487-0259

Women Business Centers

Web www.sba.gov/services
 Ann Arbor (734) 677-1400
 Benton Harbor (269) 925-6100
 Detroit..... (313) 877-9060
 Grand Rapids (616) 458-3404

Message from the Director



Dear Colleague,

Michigan's economy faced many challenges this year, but not all of the news was gloomy. The chart on page 16 reinforces what many of our political and business leaders have said – small businesses are creating the jobs that will lead our economic turnaround.

The SBA loan guaranty program continues to play a critical role in supporting the creation and growth of small and emerging businesses. In fiscal 2007, the Michigan District Office guaranteed 3,314 loans totaling over \$496 million. This is the second highest number of loans ever approved in Michigan, and we thank our outstanding lending partners for using the SBA Loan Guaranty Programs to open so many doors for small business. These lenders are listed on page 11.

The troubled economy certainly affected businesses owned by members of the military community. Recognizing the need to support veterans and their spouses, the SBA launched the Patriot Express Pilot Loan Initiative. Modeled after the SBA Express Loan program, Patriot Express provides enhanced guarantee and interest rate characteristics. We announced the initiative in June during a press conference held at VetBizCentral in Flint. The banking community responded favorably, including Citizens First Bank, which approved the first Patriot Express Loan for Literarium, a discount book store near Port Huron.

Citizens First Bank, SBA's Community Lender of the Year, also sponsored Operation SAVE: Serving America's Veteran Entrepreneurs, along with VetBizCentral, the Macomb Small Business and Technology Development Center, and the SBA. This conference was videotaped and more than 1,000 DVDs are being distributed to veteran and business organizations and cable access television stations.

Our biggest event of the year was the third annual Michigan Celebrates Small Business awards celebration which was held in Lansing on April 12 with Governor Jennifer Granholm as the kick-off speaker. In partnership with the Michigan Small Business & Technology Development Center, Michigan Economic Development Corporation, Small Business Association of Michigan, and the Edward Lowe Foundation, we recognized

Michigan's entrepreneurs and the supporters of small business. This highly acclaimed event was well received by a packed house of over 460 people.

In addition to these special events, we also worked with a number of other partners in an effort to bring SBA's programs to as many people as possible. This included the Black Business Conference with Chase; Detroit Regional Chamber's Small Business Conference; 9th Annual Michigan SBA Lenders' Conference; Hispanic Business Expo; and the Women's Economic Development Outreach Conference. Our statewide outreach efforts allowed over 26,000 people to benefit from counseling, training, and specialized services provided by our resource partners; and we provided over 2,500 small businesses with assistance in federal government contract and export opportunities.

In July, we hosted a Regulatory Fairness Board Roundtable in Grand Rapids with the support of our Small Business & Technology Development Center. National Ombudsman Nicholas Owens heard concerns about unfair or excessive enforcement of federal regulations from small business owners and representatives from business and trade associations. This forum offered a chance to discuss their concerns about federal compliance practices in Michigan.

In closing, I want to thank all of our outstanding resource partners for another excellent year. We would not have achieved this success without the Michigan Small Business and Technology Development Center, SCORE "Counselors to America's Small Business," the Women Business Centers, and all of our lending partners. I greatly appreciate their continued support and assistance.

I want to especially thank the excellent SBA staff in the Michigan District Office for their hard work, dedication, and commitment to the thousands of small businesses that drive our Michigan economy. With their help and that of our many partners, I have every confidence that we will deliver even higher levels of assistance in 2008 as we continue to help Michigan's small business community lead our economic rebirth.

Sincerely,

A handwritten signature in blue ink that reads "Richard Temkin". The signature is fluid and cursive, written over a white background.

Richard Temkin
District Director

Recognition & Awards

Michigan Celebrates Small Business

Governor Jennifer Granholm was the keynote presenter at the third annual Michigan Celebrates Small Business awards event on April 12th in Lansing. Over 460 business and government leaders attended this unique collaboration of the Michigan Economic Development Corporation, Michigan Small Business and Technology Development Center, Small Business Association of Michigan, Edward Lowe Foundation, and the SBA. Michigan Celebrates is the premier event in Michigan to recognize the critical importance of small business to the state's economy, which is clearly demonstrated by the chart on page 16.

The highlight of this event was the presentation of over 60 awards, including the Michigan 50 Companies to Watch and SBA's annual awards. We are very proud that one Michigan SBA award winner, Nancy Marshall of Aluminum Supply Company, received the National Family-Owned Business of the Year award. In addition, Bruce McCully and Ed Ronders received Regional awards. All of Michigan's SBA award winners are listed below:

Small Business Persons of the Year

Noel Cuellar and Ethan Barde
Primera Plastics, Inc., Zeeland

National Family-Owned Business of the Year

Nancy D. Marshall
Aluminum Supply Company, Inc., Detroit

Midwest Regional Young Entrepreneur of the Year

Bruce McCully
Dynamic Edge, Inc., Ann Arbor

Midwest Regional Veteran Small Business Champion

Edward L. Ronders
VetBizCentral, Inc., Flint

Minority Small Business Champion

Kenneth Lee Harris
International Detroit Black Expo, Inc., Detroit

Financial Services Champion

Patrick M. O'Keefe
O'Keefe & Associates Consulting, Bloomfield Hills

Women in Business Champion

Doris L. Drain
United Bank, Grand Rapids

Small Business Journalist

Ren J. Carlton
DAS Professional Services, Troy

Business Counselor of the Year

Jack Caminker
SCORE, Detroit

SBA's Small Business Week 2007

Small Business Week is a time to celebrate the contribution small business owners make to America's economy and overall quality of life. Firms with fewer than 500 employees employ 51% of the private non-farm work force, produce 51% of private sector output, and represent more than 99% of all employers.

SBA's Small Business Week 2007 ceremonies were held in Washington, DC, April 23-24. The conference focused on small business accomplishments, including disaster recovery, procurement, and entrepreneurial success. More than 100 outstanding small business owners from around the country were honored at four major award events, including the National Small Business Person of the Year award.

Minority Small Business Award

During the 25th Anniversary of the National Minority Enterprise Development Week, September 13-14, SBA recognized the contributions that minority entrepreneurs make to the nation's economy. This year's recipient of the Michigan Minority Small Business of the Year award was Derek Talifer of Dun-Well Security Services, Inc., of Troy.

Lender Awards

One of the highlights of our annual Michigan Lenders' Conference are the awards we present to lenders to recognize outstanding performance in the SBA loan guaranty program in Michigan during the prior fiscal year. The following awards were presented last March to the top SBA lenders of fiscal 2006, another record-setting year for SBA lending in Michigan:

Michigan Lender of the Year

Michigan Certified Development Corporation

PLP Lender of the Year

Fifth Third Bank

504 Lender of the Year

Fifth Third Bank

Business Development Lender of the Year

Chase and Huntington National Bank

Community Lender of the Year

Citizens First Savings Bank

SBAExpress Lender of the Year

Charter One

New Markets Lender of the Year

Charter One and Republic Bank

Government Contracting

The U.S. Government is the world's largest purchaser of goods and services. To help small businesses receive a fair share of contracts, SBA negotiates goals annually with each federal agency. Currently, the overall small business goal is 23%. This includes goals of 5% to women-owned businesses, 5% to small disadvantaged businesses, 3% to service-disabled veteran-owned businesses, and 3% to HUBZone small businesses.

Under the Small Business Act, federal agencies announce a variety of procurements that are reserved exclusively for small business participation. These "small business set-asides" include the 8(a), HUBZone, and Service-Disabled Veterans programs.

We informed over 1,000 people about contracting opportunities by participating in many government contracting forums with a number of organizations and resource partners. These forums provide information about potential purchasing opportunities and changes in state and local purchasing policies for small and disadvantaged businesses.

Central Contractor Registration

The Central Contractor Registration (CCR) is the primary vendor database for the Federal Government. Vendors are required to register in CCR in order to be awarded contracts by the government. By completing a one-time registration and renewing it annually, vendors increase their opportunities to be considered for government contracts. CCR also facilitates paperless payments through electronic funds transfer, and shares data with government procurement and electronic business systems. Visit CCR at www.ccr.gov.

Companies that are seeking federal contracts should search, monitor, and retrieve opportunities at the FedBizOpps Web site at www.fbo.gov.

8(a) Program

The 8(a) program is a business development program for small businesses that are owned, managed, and controlled by individuals who are socially and economically disadvantaged, and have the capacity and capability to sell products or services to the federal government.

As of September 30, there were 117 Michigan firms in the 8(a) program. The breakdown of the portfolio by race/ethnicity is as follows: Black American - 60 firms; Subcontinent Asian - 16 firms; Pacific Asian - 7; Hispanic American - 17 firms; Native American - 10 firms; and other - 7 firms. There are 12 firms in the professional services industry, 38 in construction, 12 manufacturers, 37 service, and 18 wholesale/retail.

Small Disadvantaged Business Certification

Since 1998, Small Disadvantaged Businesses (SDB) need to be certified to receive certain procurement preferences in doing business with the federal government and prime contractors. The SDB preferences apply to many federal procurements in select industries in which SDBs are underutilized. There are 150 SDB certified firms in Michigan.

HUBZones

Historically Underutilized Business Zones provide contracting preferences to small businesses that are located in a HUBZone and hire employees who live in a HUBZone. These businesses have the opportunity to negotiate sole source contracts, participate in restricted competition with other HUBZone firms, and are allowed a 10% price evaluation preference in full and open competition. There are 362 HUBZone certified businesses in Michigan.

Procurement Program for Small Business Concerns Owned and Controlled by Service-Disabled Veterans

The Service-Disabled Veteran-Owned Small Business (SDVOSB) program is designed to increase federal contracting opportunities to disabled veterans. There are 187 SDVOSBs in Michigan.

Orientation

Information on the 8(a), HUBZones, and SDB programs is provided by SBA at a 9:00 a.m. orientation session on the first Wednesday of each month at the McNamara Federal Building in Detroit. Please call (313) 226-6075 x253 for more information.

Other Programs

Other contracting programs also provide valuable services to small businesses, including verification of a small business's competency to complete a job when it has lost its bid to a larger company; subcontracting assistance; and breakout procurement assistance. For more information, please call Pamela Thompson, Government Contracting Specialist, at (586) 574-5513.

Procurement Technical Assistance Centers (PTACs)

PTACs are a state-run program to help small business owners locate procurement opportunities. With 13 locations statewide, PTACs use skilled professionals to assist businesses in acquiring state and federal government contracts. Although not an SBA sponsored resource, many PTACs are co-located with such SBA resource partners as SBTDCs. To locate a PTAC near you, please call (517) 241-2471 or visit their Web page at www.michigantac.com.

Counseling & Training

The SBA Michigan District Office is proud of the accomplishments of our resource partners who help entrepreneurs to start and expand businesses and contribute greatly to Michigan's economy. In an especially difficult economic year, the technical assistance provided to small business owners was critical to sustaining business operations and driving job creation. In fiscal 2007, 11,451 clients were counseled and 15,282 received training from our resource partners.

Contact information for the following resource partners is listed on page 2.

RESOURCE PARTNERS

Michigan Small Business and Technology Development Centers

Under the leadership of state host Grand Valley State University, the SBTDC had an outstanding year in providing counseling and training to Michigan's small business owners during one of the most challenging economic periods in our state's history. The SBTDC provided 1,199 small businesses with long term counseling, resulting in over \$200 million in total capital formation, 342 new business starts, 3,027 jobs created and 2,910 jobs retained. The SBTDC also managed the third annual Michigan Celebrates Small Business event as discussed on page 4.

The SBTDC assisted traditional "Main Street" companies in retail, service and manufacturing and, with funding from the State of Michigan's 21st Century Jobs Fund, it also played a pivotal role in serving technology-based companies. According to a recent report, the SBTDC was engaged with fully one-third of the Michigan companies which received commercialization funds through SBA's Small Business and Innovation Research program in 2004 and 2005.

The SBTDC now supports 32 Biz Resource Centers across the state. These mini business libraries provide computers, software, and print material to assist current and prospective business owners in researching and writing business plans.

Finally, in fiscal 2007 the SBTDC developed and launched a Balanced Scorecard to provide a system of quality control for the management of its program. This system was recognized as being exemplary at the National Association of Small Business Development Centers conference. In addition, the network was recognized with full accreditation for its technology designation. The Michigan District Office is proud of the outstanding work the SBTDC does on behalf of the state's small business owners.

SCORE

In fiscal 2007, the Michigan SCORE District, with nine chapters and more than 40 branch locations, continued to help new business entrepreneurs and existing small business owners with free face-to-face and on-line business counseling along with low-cost workshops. SCORE counselors helped more than 8,000 clients, a 16% increase over FY 2006. SCORE services increased by 6% nationally as well. The Michigan SCORE District exceeded the national average by 10%, a significant achievement. All of the SCORE Michigan chapters continue to diligently work in support of small business in the State of Michigan. Some of the highlights from around the state follow.

The Traverse City chapter was the 2006 Michigan Chapter of the Year and was 3rd runner-up for the National Chapter of the Year Award. A new Web site will allow clients to schedule their own counseling sessions on line. In fiscal 2007, the chapter conducted 881 total counseling sessions, an increase of 7% over 2006.

The Kalamazoo chapter increased its services by 26% by conducting more workshops and increasing follow-on sessions. Workshops were presented in Kalamazoo, Portage and in smaller underserved communities. The chapter increased its membership by 19%, now totaling 43 counselors. The chapter has partnered with organizations including the Chamber of Commerce, the North Side Economic Potential Group and the Small Business Resource Group of Kalamazoo.

The Grand Rapids chapter exceeded the annual goal of client services in fiscal 2007 by 9.3%. The chapter added the Barry County and Greenville Chambers of Commerce to the Chamber Outreach Program, now totaling 10 chambers that coordinate counseling services for the chapter. Chapter membership increased to 27 from 19 during the fiscal year. The chapter also initiated a Fund Raising Program which resulted in donations of \$3,900.

The Ann Arbor Area chapter handled over 1,750 counseling cases during fiscal 2007, nearly a 6.5% increase over the previous year. The chapter supported a series of career-change boot camps in conjunction with Ann Arbor SPARK, a local business incubator. It also provided counseling services to students at Washtenaw Community College who are participating in the college's Student Enterprise Competition, where students compete for the best business plan.

The Cadillac chapter spent the past year reviewing and updating its by-laws, business plan, goals, membership, and recruitment. It successfully launched a SCORE Cadillac Web site.

Counseling & Training

U.S. Export Assistance Centers

This “one-stop” source for small business export information and assistance is a partnership of SBA, U.S. Department of Commerce, and the Export-Import Bank. These centers provide counseling, training, market research, and trade finance assistance. During fiscal 2007, Michigan’s four USEACs counseled and trained 1,500 clients. Ninety-six loans were made to exporting companies supporting \$108.5 million in export sales.

Women Business Centers

The Center for Empowerment and Economic Development drew over 700 women at the 6th Annual Women Business Owner Conference and Expo at Rock Financial Showplace in Novi in October. The conference, sponsored by the Michigan Women’s Business Council, a program of CEED, featured exhibitors and workshops geared toward increasing market opportunities. Women business owners from across the state were able to meet face-to-face with purchasing officers at major corporations to discuss buying opportunities. CEED also held its annual awards dinner where over 200 gathered at the Ritz Carlton in Dearborn to recognize outstanding clients and volunteers.

Recognition was also the theme at the Grand Rapids Opportunities for Women graduation ceremony last November, where Catherine Gase, Women’s Business Owner Representative spoke on behalf of the SBA. GROW continues to add new services to meet the growing demands of women (and a few men) in West Michigan. Rita VanderVen, GROW Executive Director, has elevated the SBA Women’s Business Centers in Michigan by serving on the board of directors of the Association of Women’s Business Centers, an advocacy organization that represents the 100+ Women’s Business Centers funded by the SBA.

The Detroit Entrepreneurship Institute, Inc. entered into a collaborative relationship with another Detroit-based economic development organization, the Jefferson East Business Association. JEBA, which serves as a satellite location for the Michigan Small Business and Technology Development Center, will partner with DEI, to develop and implement programs that assist entrepreneurs in starting and growing viable Detroit-based businesses.

Benton Harbor-based Cornerstone Alliance was instrumental in helping the owners of Enterar, a bilingual magazine targeted to Latinos in Southwest Michigan, launch its first issue. Cornerstone Alliance and its Women’s Business Center are committed to providing educational contributions to the community and will do so by highlighting success stories of local Latino women in business.

SPECIAL PROGRAMS

SBA’s 9th Annual Lenders’ Conference was held in March in Lansing with 150 attendees who received training on SBA’s Loan Guaranty programs. SBA also honored several financial institutions for their commitment to these programs (see page 4).

Over 30 **Financing Roundtables** were conducted throughout the state to help potential borrowers understand the unique aspects of the lending process. These free orientation sessions were instrumental in connecting many small business owners to bankers and business consultants and resulted in numerous small business loans.

Operation SAVE:

Serving America’s Veteran Entrepreneurs

In September, the Michigan District Office sponsored Operation SAVE: Serving America’s Veteran Entrepreneurs, a small business conference for the military community. This event, co-sponsored by the Macomb Small Business and Technology Development Center, VetBizCentral, and Citizens First Bank, focused on starting and growing a business, government contracting, and financing. The conference was underwritten by SBA’s Office of Veteran’s Business Development and Citizens First Bank, which has made the first Patriot Express loan in Michigan.

Black Business Conference

SBA sponsored the 6th Annual Black Business Conference along with Chase Bank and Alpha Phi Alpha Fraternity, Inc. The conference featured classroom instruction on SBA financing and a motor coach tour of the Eastside Detroit business development and highlighted an SBA financed business. The conference was held at the Golightly Career and Technical Center, a partner with the Michigan District Office in the National Academy of Finance program.

MARKETING AND OUTREACH

Presentations: SBA staff made many presentations throughout Michigan on SBA programs and small business related subjects to educate our customers.

Publications: Michigan District Office SBA publications include the Annual Report, *Bank Notes* Newsletter, and *Michigan Small Business Resource Guide*. Over 25,000 copies of the Guide were distributed in fiscal 2007.

Media: In addition to writing by-line articles and distributing press releases to Michigan’s print, radio, Internet, and television media, we participated in numerous interviews discussing SBA’s programs and services and general small business issues.

Financial Assistance

In fiscal 2007, SBA guaranteed 3,314 loans to Michigan small businesses for a value of over \$496 million. While down 10% from the previous year, it was still the second highest number of loans ever achieved in Michigan. The average loan size was \$149,668 versus \$148,258 in 2006. Over the past five years SBA has provided guaranties on 13,918 loans worth more than \$2.4 billion. From fiscal 2001 through fiscal 2006 the growth of SBA's loan activity in Michigan was the highest in the nation.

SBA's loan programs benefit the entire state. Loans were provided to businesses in 454 Michigan cities and in 81 of Michigan's 83 counties. Lists of loan activity by city and county are on pages 12 and 13 respectively. Virtually all commercial banks are eligible to make SBA guaranteed loans; lenders which participated in at least one 7(a) loan during fiscal 2007 are listed on page 11.

7(a) Program

Under section 7(a) of the Small Business Act, the SBA may guarantee loans to small businesses when financing is unavailable on reasonable terms through normal lending channels. The 7(a) program may be used by either start-ups or growing businesses for most purposes. In fiscal 2007, a total of 3,103 7(a) guaranty loans were approved in Michigan for a total value of over \$380 million with 94 participating lenders.

These loans are guaranteed up to 85% on loans up to \$150,000; 75% on loans greater than that. SBA may guaranty no more than \$1.5 million under this program and the maximum loan size is \$2 million. Guarantee fees for 7(a) loans generally range from 2% to 3.5% of the guaranteed portion of the total loan.

SBA has several programs under the 7(a) umbrella to meet the needs of small businesses. These include the *SBAExpress*, Patriot Express, CAPLines, and Preferred Lender programs.

SBAExpress expedites the lending process by enabling lenders to use their own documentation and procedures to approve and service loans. The SBA may guaranty up to 50% of *SBAExpress* loans. In fiscal 2007, we guaranteed 2,548 of these loans.

Patriot Express is SBA's newest initiative. These loans are for businesses owned by veterans, members of the guard or reserve, their spouses, and widowed spouses of a service member or veteran that died during their service or from a service-connected disability. Like *SBAExpress*, lenders use the expedited process; however, the maximum loan is \$500,000 and the loans qualify for SBA's maximum guaranty of 75% to 85%.

The CAPLines program may be used to finance seasonal working capital needs; direct costs for manufacturing, construction, service, and supply contracts; and operating capital by obtaining advances against existing inventory and accounts receivable. In fiscal 2007, we approved 9 of these loans for over \$6.5 million.

The Preferred (PLP) Lender program expedites the lending process for commercial lenders which have extensive experience with SBA lending. PLP lenders enjoy full delegation of authority and can decide unilaterally on SBA participation for eligible business loans. PLP lenders approved 419 loans worth more than \$170 million in fiscal 2007.

Lenders participating in the PLP, *SBAExpress*, and Patriot Express programs are listed on page 10.

504 Program

The 504 program is delivered through Certified Development Companies (CDCs) to provide long-term, fixed-rate financing to growing small businesses to acquire fixed assets. CDCs are public-private organizations, usually community based, created to foster economic development within a particular region. Michigan CDCs are listed on page 10.

SBA loans approved under the 504 program must create or retain jobs. Typically, 50% of the financing comes from the bank (secured with a senior lien), 40% from an SBA guaranteed debenture (up to a maximum \$1,500,000 or up to \$4,000,000 for certain qualified projects), and 10% from the small business. As shown on page 11, the Michigan District Office approved 211 loans under the 504 program for more than \$116 million. These loans are expected to create 2,272 new jobs.

Portfolio Management

Through September 30, the SBA business loan portfolio in Michigan consisted of 10,269 loans for a total dollar value of more than \$1.2 billion and a currency rate of 94.5%. This compares to 8,795 loans worth more than \$1.1 billion and a currency rate of 94.8% one year ago.

Since the SBA has centralized its loan servicing and liquidation activities, most of these loans are handled in either the Fresno Commercial Loan Service Center or the National Liquidation & Guaranty Purchase Center in Herndon, Virginia. However, the Michigan District Office is still handling the liquidation of loans in the 504 program and disaster home loans that are in litigation.

Financial Assistance

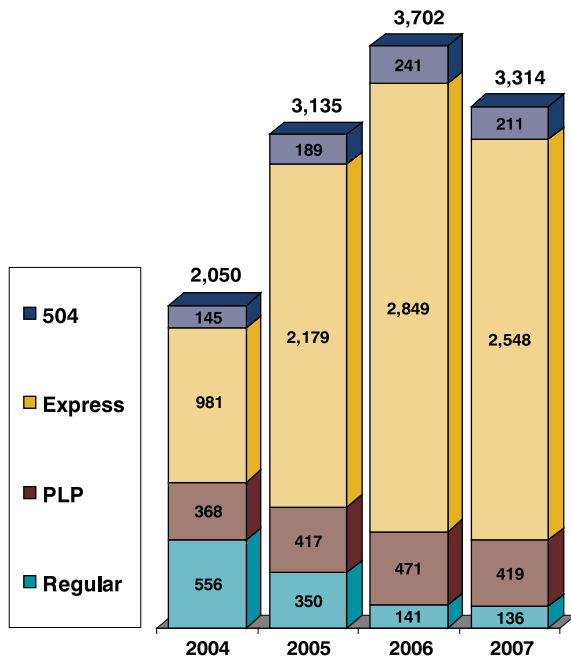
Other Financial Assistance Programs

The SBA funds several intermediaries in Michigan to deliver both microloans and venture capital to small businesses. Available on a limited basis, the Microloan program provides loans up to \$35,000 for the purchase of machinery and equipment, furniture and fixtures, inventory, supplies, and working capital. In fiscal 2007, Michigan's five SBA microlenders approved 52 loans worth \$1,058,000. This was a 62% increase in the number of loans and a 43% increase in the dollar amount over the previous year.

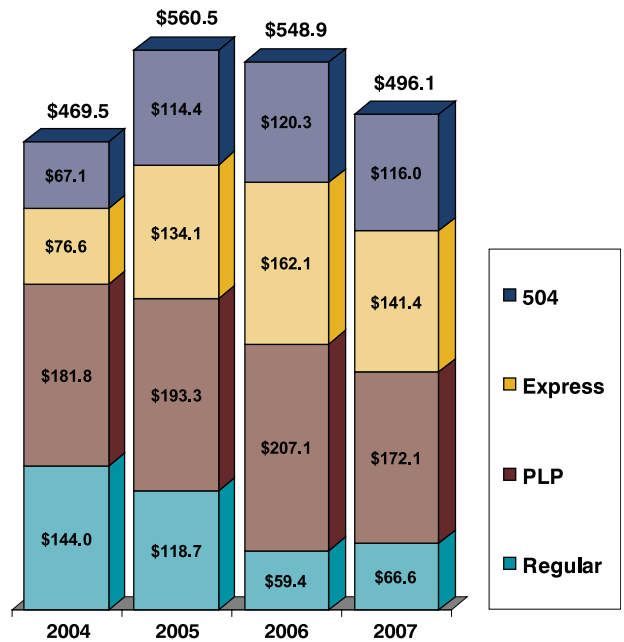
The SBA also offers financing through its Small Business Investment Companies and Specialized Small Business Investment Companies. SBICs supply equity capital, long-term loans, and management assistance to qualified businesses owners. SSBICs offer the same assistance to small businesses owned by socially and economically disadvantaged entrepreneurs.

Through its Surety Bond Program, the SBA may guaranty bid, performance, and payment bonds for contracts up to \$2.0 million for small contractors which cannot obtain surety bonds through regular commercial channels.

SBA is the primary source of federal funds for long-term disaster recovery assistance. Low interest loans are available to homeowners, renters, and business owners in federally declared disaster areas to replace or repair business facilities, inventory, machinery, equipment, etc. not covered by insurance. Economic injury disaster loans are also available to provide working capital to small businesses that suffered economically due to the impact of a disaster on their business activities. Fortunately, there was virtually no activity in this program in Michigan last year.



**Total Number of Loans
Fiscal 2004-2007**



**Total Dollar Value of Loans
Fiscal 2004-2007 (in millions)**

PLP, Express & 504 Lenders

Preferred Lenders

1st Source Bank
Ann Arbor Commerce Bank
Associated Bank
Banco Popular
Bank of America
Bank of Auburn Hills
Bank of Michigan
Best Bank
Branch Banking and Trust Company
Brighton Commerce Bank
Business Lenders
Business Loan Express
Capitol National Bank
Charter One
Chase
CIT Small Business Lending
Citizens Bank
Citizens First Savings Bank
Comerica Bank
Community Shores Bank
Detroit Commerce Bank
Fifth Third Bank
Grand Haven Bank
Huntington National Bank
Irwin Union Bank
Kent Commerce Bank
KeyBank
Macomb Community Bank
MainStreet Lender
Mercantile Bank of Michigan
Muskegon Commerce Bank
National City
Newtek Small Business Finance
Northwestern Bank
Oakland Commerce Bank
Paragon Bank & Trust
PNC Bank
Portage Commerce Bank
Small Business Loan Source
Stearns Bank
Temecula Valley Bank
United Bank of Michigan
UPS Capital Business Credit
Wells Fargo Bank
Zions First National Bank

SBA Express Lenders

1st Source Bank
1st State Bank
Ann Arbor Commerce Bank
Associated Bank
Banco Popular
Bank of Alpena
Bank of America
Bank of Auburn Hills
Bank of Michigan
Best Bank
Branch Banking and Trust Company
Brighton Commerce Bank
Business Loan Express
Capital One
Capitol National Bank
Central State Bank
Century Bank and Trust
Charter One
Chase

Chemical Bank and Trust
Citizens Bank
Citizens First Savings Bank
Citizens National Bank of Cheboygan
Clarkston State Bank
Comerica Bank
Community Central Bank
Community Financial Members FCU
Community Shores Bank
Davison State Bank
Detroit Commerce Bank
Fifth Third Bank
First Bank
First National Bank of Michigan
Franklin Bank
Grand Haven Bank
Greenville Community Bank
Hillsdale County National Bank
Honor State Bank
Huntington National Bank
Huron Community Bank
Independent Bank
Irwin Union Bank
Kent Commerce Bank
KeyBank
Macatawa Bank
Macomb Community Bank
Mason State Bank
Michigan Schools & Government CU
Mercantile Bank of Michigan
Muskegon Commerce Bank
National City
New Liberty Bank
Newtek Small Business Finance
Northland Area FCU
Northstar Bank
Northwestern Bank
Oakland Commerce Bank
Old Mission Bank
Oxford Bank
Paragon Bank & Trust
Paramount Bank
Peoples State Bank
PNC Bank
Portage Commerce Bank
Seaway Community Bank
Stearns Bank
TCF National Bank
T&C FCU
The State Bank
The State Savings Bank
Thumb National Bank & Trust
United Bank of Michigan
UPS Capital Business Credit
USA CU
Wells Fargo Bank
Zions First National Bank

Patriot Express Lenders

1st Source Bank
1st State Bank
Ann Arbor Commerce Bank
Banco Popular
Bank of America
Bank of Auburn Hills
Bank of Michigan
Best Bank

Branch Banking and Trust Company
Business Loan Express
California Bank & Trust
Celtic Bank
Central State Bank
Charter One
Chase
CIT Small Business Lending
Citizens Bank
Citizens First Savings Bank
Citizens National Bank of Cheboygan
Comerica Bank
Commercial Bank
Detroit Commerce Bank
Fifth Third Bank
First Bank - West Michigan
First National Bank of Michigan
Huntington National Bank
Huron Community Bank
Irwin Union Bank
KeyBank
Mason State Bank
Mercantile Bank of Michigan
National City
New Liberty Bank
Newtek Small Business Finance
Northwestern Bank
Peoples State Bank
PNC Bank
Portage Commerce Bank
Seaway Community Bank
Small Business Loan Source
Stearns Bank
TCF National Bank
Thumb National Bank & Trust
U.S. Bank
Wells Fargo Bank
Zions First National Bank

Certified Development Companies

Economic Dev. Foundation-Certified

Grand Rapids (888) 330-1776

Lakeshore 504 - South Office

Holland (616) 392-9633

Lakeshore 504 - North Office

Grand Haven (616) 846-3153

Metropolitan Growth and Development Corp.

Detroit (313) 224-0820

Michigan Certified Development Corp.

Lansing (517) 886-6612

Oakland County Business Finance Corp.

Waterford (248) 858-0765

SEM REsource Capital

Livonia (734) 464-4418

SEM REsource Capital

Grand Rapids (616) 242-5153

7(a) Loan Activity By Lender

LENDER	LOANS	AMOUNT	LENDER	LOANS	AMOUNT
1. Chase	616	\$36,186,000	60. Commercial Bank	2	\$1,018,343
2. National City	466	\$29,707,614	61. United Bank & Trust - Washtenaw	2	\$840,000
3. Huntington National Bank	343	\$24,719,900	62. Guaranty Bank	2	\$701,000
4. Charter One	294	\$11,765,500	63. The Miners State Bank	2	\$695,000
5. Capital One	239	\$11,092,600	64. Sturgis Bank & Trust	2	\$539,300
6. Citizens Bank	106	\$31,566,550	65. Lehman Brothers Bank	2	\$388,500
7. Capitol Bancorp	96	\$26,311,600	66. Greenville Community Bank	2	\$310,200
8. Fifth Third Bank	79	\$17,457,600	67. Citibank	2	\$157,000
9. Peoples State Bank	78	\$7,628,700	68. First Independence Bank	2	\$149,000
10. LaSalle Bank	68	\$12,690,100	69. State Savings Bank	2	\$140,000
11. Citizens First Savings Bank	59	\$6,937,000	70. Tri-County Bank	1	\$2,000,000
12. Comerica Bank	57	\$32,836,300	71. First American Bank	1	\$1,666,666
13. Wells Fargo Bank	48	\$5,130,000	72. Superior National Bank & Trust	1	\$900,000
14. 1st Source Bank	41	\$4,471,700	73. Independent Bank	1	\$750,000
15. KeyBank	38	\$1,877,000	74. Saehan Bank	1	\$700,000
16. CIT Small Business Lending	31	\$15,188,500	75. The Peninsula Bank	1	\$535,000
17. Chemical Bank	30	\$2,742,900	76. NCB, FSB	1	\$480,000
18. Community Shores Bank	29	\$3,784,813	77. Citizens Nat'l Bank of Cheboygan	1	\$350,000
19. Irwin Union Bank	28	\$6,842,500	78. Northland Area FCU	1	\$339,976
20. Macatawa Bank	28	\$5,567,630	79. Commerce Bank	1	\$283,000
21. Mercantile Bank of Michigan	27	\$3,085,000	80. Celtic Bank	1	\$250,000
22. Franklin Savings Bank	24	\$5,330,100	81. First Western SBLC	1	\$225,000
23. Firstbank	15	\$3,774,400	82. Northpointe Bank	1	\$225,000
24. Northwestern Bank	12	\$988,400	83. The Citizens Banking Company	1	\$202,500
25. mBank	11	\$7,101,300	84. First National Bank of Arizona	1	\$186,000
26. Banco Popular	11	\$1,894,700	85. First Bank, Upper Michigan	1	\$168,500
27. Huron Community Bank	11	\$919,000	86. Bank of Lenawee	1	\$150,000
28. New Liberty Bank	10	\$1,058,000	87. Monroe Bank & Trust	1	\$100,000
29. Old Mission Bank	10	\$890,600	88. Nuunion CU	1	\$100,000
30. Newtek Small Business Finance	9	\$1,530,000	89. Southern Michigan Bank & Trust	1	\$100,000
31. The State Bank	9	\$1,033,000	90. Wisconsin Community Bank	1	\$100,000
32. T & C FCU	9	\$355,000	91. Bank of Alpena	1	\$60,000
33. Small Business Loan Source	8	\$2,528,000	92. Telesis Community CU	1	\$50,000
34. The Honor State Bank	8	\$1,418,000	93. Mason State Bank	1	\$40,000
35. Superior Financial	8	\$57,500	94. TCF Bank	1	\$15,000
36. Paramount Bank	7	\$1,453,000			
37. Business Loan Express	6	\$2,992,000	TOTAL	3,103	\$380,059,192
38. United Bank of Michigan	6	\$2,630,000			
39. Monarch Community Bank	6	\$1,025,000			
40. 1 st State Bank	6	\$737,500			
41. Innovative Bank	6	\$125,000			
42. Lake-Osceola State Bank	5	\$2,821,000			
43. Byron Bank	5	\$2,124,000			
44. Stearns Bank	5	\$1,286,500			
45. Community Central Bank	5	\$786,000			
46. Ridgestone Bank	4	\$3,435,000			
47. Business Lenders	4	\$2,673,500			
48. Branch Banking & Trust Co.	4	\$2,272,000			
49. Main Street Bank	4	\$1,659,000			
50. Century Bank and Trust	4	\$422,000			
51. Seaway Community Bank	4	\$367,900			
52. UPS Capital Business Credit	3	\$3,486,000			
53. Community South Bank	3	\$1,638,500			
54. Associated Bank	3	\$831,700			
55. Zions Bank	3	\$440,000			
56. Clarkston State Bank	3	\$353,100			
57. Wachovia SBA Lending	2	\$2,686,000			
58. Christian Financial CU	2	\$1,350,000			
59. PNC Bank	2	\$1,082,000			

**504 Loan Activity
by CDC**

CDC	LOANS	AMOUNT
1. Michigan Certified Dev. Corp.	89	\$47,296,000
2. SEM Resource Capital	38	\$22,502,000
3. Economic Dev. Foundation-Certified	37	\$21,508,000
4. Oakland County Business Fin. Corp.	27	\$15,082,000
5. Lakeshore 504	15	\$8,138,000
6. Metropolitan Growth and Dev. Corp.	3	\$1,092,000
7. Business Development Corp.	2	\$402,000
TOTAL	211	\$116,020,000

Loan Activity By City

The Michigan District Office guaranteed 7(a) and 504 loans to businesses in 454 Michigan cities. Cities with five or more loans are listed here.

CITY	LOANS	AMOUNT	CITY	LOANS	AMOUNT	CITY	LOANS	AMOUNT
1. Detroit	232	\$25,313,900	52. Redford	14	\$1,259,000	103. Walled Lake	7	\$749,300
2. Dearborn	128	\$5,825,900	53. Belleville	14	\$798,400	104. Hazel Park	7	\$644,600
3. Grand Rapids	123	\$15,183,443	54. Lake Orion	14	\$634,500	105. Washington	7	\$642,200
4. Sterling Heights	81	\$6,978,400	55. Utica	14	\$634,000	106. Mount Clemens	7	\$599,800
5. Livonia	58	\$6,310,200	56. Hamtramck	14	\$608,900	107. Saint Clair Shores	7	\$591,600
6. Southfield	57	\$3,923,300	57. Fenton	14	\$552,200	108. Flat Rock	7	\$366,200
7. Flint	52	\$6,987,300	58. Lowell	13	\$1,421,200	109. Caledonia	6	\$3,651,700
8. Muskegon	52	\$6,835,313	59. Northville	13	\$955,000	110. Williamsburg	6	\$2,887,000
9. Clinton Twp.	49	\$4,602,300	60. Wyandotte	13	\$811,300	111. Elk Rapids	6	\$1,796,300
10. Lansing	46	\$8,025,866	61. Bay City	13	\$805,000	112. Marquette	6	\$1,756,200
11. Troy	44	\$7,059,000	62. Grosse Pointe	13	\$800,000	113. Saint Joseph	6	\$1,073,000
12. Warren	43	\$6,940,700	63. Chesterfield Twp.	12	\$2,792,500	114. Holt	6	\$932,600
13. Farmington	37	\$3,574,200	64. Oak Park	12	\$2,118,000	115. Flushing	6	\$568,500
14. Dearborn Heights	35	\$2,972,100	65. Birmingham	12	\$1,390,300	116. Trenton	6	\$459,500
15. Traverse City	34	\$5,897,000	66. Grandville	12	\$1,257,500	117. Middleville	6	\$395,000
16. Ann Arbor	33	\$5,077,000	67. Clarkston	12	\$1,119,300	118. Marysville	6	\$381,500
17. Kalamazoo	32	\$6,803,900	68. Wixom	12	\$1,068,800	119. Alpena	6	\$331,900
18. Canton	31	\$2,563,600	69. Fremont	12	\$290,000	120. Milan	6	\$310,500
19. Macomb	29	\$2,223,800	70. Commerce Twp.	11	\$2,325,500	121. Temperance	6	\$100,000
20. Waterford	28	\$3,278,400	71. Fraser	11	\$2,037,200	122. Davisburg	5	\$4,730,000
21. Holland	27	\$1,158,000	72. East Lansing	11	\$1,948,800	123. Algonac	5	\$2,230,000
22. Brighton	25	\$5,853,300	73. South Lyon	11	\$897,000	124. Ionia	5	\$2,145,500
23. Royal Oak	25	\$3,582,100	74. Allen Park	11	\$665,900	125. Saint Johns	5	\$2,035,200
24. Novi	22	\$5,909,300	75. Metamora	11	\$515,000	126. Lathrup Village	5	\$1,708,000
25. Kentwood	22	\$4,056,900	76. Portage	10	\$2,350,600	127. Imlay City	5	\$1,673,700
26. Wyoming	22	\$3,725,000	77. Monroe	10	\$1,996,000	128. Allendale	5	\$1,209,000
27. Shelby Township	22	\$2,497,500	78. Auburn Hills	10	\$1,540,000	129. New Buffalo	5	\$1,124,600
28. Jackson	22	\$2,309,000	79. Sault Ste. Marie	10	\$795,600	130. Midland	5	\$890,500
29. Westland	22	\$1,458,000	80. Rockford	10	\$761,600	131. Mattawan	5	\$799,200
30. Saginaw	21	\$2,989,700	81. Petoskey	10	\$699,000	132. New Hudson	5	\$595,000
31. Madison Heights	21	\$1,578,800	82. Clawson	9	\$1,619,800	133. Adrian	5	\$581,000
32. West Bloomfield	21	\$1,099,200	83. Romulus	9	\$758,700	134. Fort Gratiot	5	\$563,600
33. Ypsilanti	20	\$1,719,800	84. Oxford	9	\$654,500	135. Almont	5	\$540,000
34. Bloomfield Hills	20	\$1,517,200	85. Saline	9	\$636,500	136. Eastpointe	5	\$500,000
35. Howell	19	\$1,165,400	86. Dowagiac	9	\$541,700	137. Whitehall	5	\$390,500
36. Battle Creek	18	\$3,361,500	87. Harrison Twp.	9	\$290,000	138. Okemos	5	\$284,500
37. Milford	18	\$1,385,100	88. Jenison	9	\$248,500	139. Richmond	5	\$282,000
38. Grand Haven	17	\$3,962,330	89. Burton	8	\$1,902,214	140. Lincoln Park	5	\$276,700
39. Niles	17	\$1,105,000	90. Whitmore Lake	8	\$1,385,500	141. Saint Clair	5	\$225,100
40. Rochester	16	\$1,515,500	91. Owosso	8	\$1,363,500	142. Buchanan	5	\$169,600
41. Farmington Hills	16	\$1,439,500	92. Coldwater	8	\$899,100	143. Berkley	5	\$141,000
42. Pontiac	16	\$1,068,500	93. Linden	8	\$838,700	144. Dexter	5	\$136,600
43. Southgate	16	\$774,000	94. White Lake	8	\$829,500	145. Allegan	5	\$105,500
44. Plymouth	15	\$3,063,500	95. Port Huron	8	\$715,300			
45. Rochester Hills	15	\$2,474,600	96. Garden City	8	\$508,200	TOTAL	3,314	\$496,079,192
46. Ferndale	15	\$2,410,400	97. Inkster	8	\$395,000			
47. Lapeer	15	\$2,193,000	98. New Baltimore	8	\$296,000			
48. Wayne	15	\$1,751,200	99. Greenville	7	\$1,765,000			
49. Grand Blanc	15	\$995,900	100. Spring Lake	7	\$1,616,300			
50. Taylor	14	\$2,447,000	101. Plainwell	7	\$1,395,500			
51. Roseville	14	\$1,470,500	102. Mount Pleasant	7	\$798,000			

Loan Activity By County

COUNTY	LOANS	AMOUNT	COUNTY	LOANS	AMOUNT
1. Wayne	748	\$78,481,600	43. Barry	9	\$445,500
2. Oakland	585	\$86,183,250	44. Clare	8	\$2,357,600
3. Macomb	346	\$42,187,700	45. Delta	8	\$2,339,000
4. Kent	255	\$46,845,643	46. Iosco	8	\$1,532,500
5. Genesee	125	\$17,239,314	47. Benzie	8	\$1,311,000
6. Ottawa	97	\$14,207,330	48. Sanilac	8	\$670,000
7. Washtenaw	91	\$14,434,700	49. Tuscola	7	\$1,271,000
8. Ingham	80	\$17,379,766	50. Manistee	7	\$865,000
9. Muskegon	68	\$10,039,913	51. Roscommon	7	\$500,700
10. Livingston	57	\$13,453,800	52. Cheboygan	6	\$2,711,500
11. Grand Traverse	56	\$13,744,000	53. Dickinson	6	\$1,820,400
12. Kalamazoo	56	\$13,347,000	54. Mason	6	\$726,900
13. Saint Clair	51	\$9,985,600	55. Gratiot	5	\$3,003,000
14. Berrien	43	\$6,710,200	56. Midland	5	\$890,500
15. Lapeer	38	\$3,952,200	57. Montmorency	5	\$508,500
16. Saginaw	30	\$4,186,200	58. Crawford	5	\$134,600
17. Allegan	29	\$3,629,000	59. Mecosta	4	\$898,500
18. Monroe	29	\$3,385,700	60. Hillsdale	4	\$422,500
19. Jackson	28	\$4,493,900	61. Mackinac	4	\$315,000
20. Calhoun	27	\$5,200,500	62. Alcona	4	\$191,000
21. Van Buren	24	\$6,382,200	63. Houghton	3	\$2,386,000
22. Eaton	23	\$3,594,800	64. Oscoda	3	\$799,500
23. Bay	19	\$1,578,600	65. Ogemaw	3	\$785,500
24. Shiawassee	18	\$2,044,800	66. Arenac	3	\$628,976
25. Ionia	17	\$4,425,400	67. Alger	3	\$250,900
26. Montcalm	17	\$2,433,000	68. Gogebic	3	\$246,700
27. Chippewa	15	\$3,081,600	69. Kalkaska	3	\$219,400
28. Oceana	14	\$3,348,000	70. Gladwin	3	\$60,500
29. Leelanau	14	\$2,749,300	71. Otsego	2	\$1,367,000
30. Emmet	14	\$1,399,600	72. Baraga	2	\$700,000
31. Newaygo	14	\$805,000	73. Lake	2	\$575,000
32. Antrim	13	\$2,269,300	74. Menominee	2	\$260,000
33. Isabella	12	\$2,356,000	75. Osceola	2	\$235,000
34. Lenawee	12	\$859,300	76. Wexford	2	\$178,000
35. Cass	12	\$789,700	77. Iron	2	\$80,000
36. Charlevoix	11	\$2,207,000	78. Missaukee	1	\$200,000
37. Branch	11	\$1,354,100	79. Schoolcraft	1	\$50,000
38. Marquette	10	\$4,251,200	80. Ontonagon	1	\$25,000
39. Saint Joseph	10	\$3,611,800	81. Presque Isle	1	\$15,000
40. Clinton	10	\$3,226,200			
41. Alpena	10	\$1,324,400			
42. Huron	9	\$923,400			
			TOTAL	3,314	\$496,079,192

Michigan District Office Services

General Information

SBA's Michigan Small Business Resource Guide:

This guide provides specific information on all of SBA's programs and services, including every location for all of our resource partners. It is available by calling (313) 226-6075, by e-mailing: michigan@sba.gov, or by visiting www.sba.gov/mi.

Training

Lender Training: SBA offers training for lenders on SBA programs and services. The Michigan District Office's Lender's Web page at www.sba.gov/localresources/district/mi/mi_lenderspage.html contains past and current issues of Bank Notes, informational notices, and more. Call (313) 226-6075 x221 for more information on lender training. Specialized training is also available on the Export Working Capital Program and International Trade Loan Program. Please call (313) 226-3670 for information.

Small Business Loan Workshop: This loan information seminar is held quarterly in Detroit metro area and periodically in other cities across the state. Topics include elements of a winning loan proposal, lending from a banker's perspective, and SBA's loan programs. Call (313) 226-6075 x221 for more information.

Financing Roundtables: We encourage prospective borrowers to attend a free financing roundtable before applying for a business loan. These roundtables are best suited to those who have good credit, a solid business idea, and some money to invest in their business. Participants are encouraged to ask questions, as each roundtable is structured to address the individual needs of the group. Over 25 roundtables are held across the state. For dates and locations, visit www.sba.gov/mi.

8(a), SDB, and HUBZone Orientation: These orientations are held the 1st Wednesday of each month at the McNamara Federal Building in Detroit. Individuals are provided with an overview of these programs and an application packet. Please call (313) 226-6075 x253 for more information.

Online Classroom: Through public-private partnerships, SBA offers a variety of online courses at www.sba.gov/services/training/index.html. Topics include business plans, financing issues, government contracting, and e-commerce.

Speakers

SBA staff are available to speak to your organization on a variety of topics relating to small business. Call (313) 226-6075 x223 for information.

Exhibits

SBA is available to exhibit at trade shows, business expos, or any other function. Please call (313) 226-6075 x223 for more information.

Newsletters

Small Business Beat: This newsletter provides up-to-date information on SBA, including events, seminars, resources, and program updates. Visit <http://web.sba.gov/list/> and click on Michigan Newsletter to subscribe.

Bank Notes: This newsletter keeps lenders apprised of upcoming events and new policies and regulations regarding SBA's loan programs. Visit <http://web.sba.gov/list/> and click on Michigan Bank Notes Newsletter to subscribe.

Internet

SBA Web Page: The SBA has an excellent Web site which includes detailed information on our programs and services, links to other small business resources, and a small business classroom. SBA's home page is www.sba.gov. The Michigan District Office home page is www.sba.gov/mi.

Michigan Small Business and Technology Development Centers: Small business owners will want to bookmark this resource which offers a readiness assessment, business tools, calendar of events, on-line counseling and much more at www.gvsu.edu/misbtcd.

SCORE: The National SCORE organization provides information and e-mail counseling at www.score.org. The Michigan chapters host a Web page at www.scoremichigan.com.

Business.gov: This home page is the One-Stop Electronic link to government for business owners. It provides links for all information and services the federal government offers to help businesses grow and prosper. It also offers state specific links to information on how to incorporate, pay taxes, hire and fire employees, and other legal questions. Visit it at www.business.gov.

Office of Women's Business Ownership: This is an excellent site for all entrepreneurs with practical advice, tips and general information on a variety of topics including, marketing, management, finance, and technology. Visit it at www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html.

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Information Technology Specialist,
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Administrative Officer,
April Holloway ext 275

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Assistant District Counsel,
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Assistant District Director,
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Lender Relations Specialist,
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Loan Processing Assistant,
Linda Kristoff ext 278

Loan Servicing Assistant,
Bill Rounisto ext 235

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Maggie Halley ext 289

Minority Enterprise Development Division

Assistant District Director,
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Business Development Specialist,
Billie Anderson ext 256

Business Development Specialist,
Tom Vargo ext 253

Special Interest

U.S. Export Assistance Center, Senior International
Credit Officer, John O’Gara (313) 226-3670

Procurement Center, Gov’t Contracting Specialist,
Pam Thompson (586) 574-5513

Veterans Affairs,
Allen Cook ext 221

Women’s Business Ownership
Catherine Gase ext 223

Public Affairs Specialist,
Annette Hall ext 225

How Many Jobs Did Small Businesses Create in Michigan?



As the chart below shows, Michigan businesses with less than 20 employees in 2003 had a net *increase* of 49,972 in their employment in one year. On the other hand, businesses with 20 or more employees had a net *decrease* of 40,704, and most of this number came from companies that had 500 or more employees in 2003. From 1991 to 2004, businesses with less than 5 employees have been the only group that has added new jobs each and every year.

Job Creation By Firm Size 2003-2004

Number of Employees in 2003	Jobs these Firms Created by 2004
1-4 employees	32,076
5-9 employees	11,987
<u>10-19 employees</u>	<u>5,909</u>
Less than 20 employees	49,972
20-99 employees	(4,326)
100-499 employees	(7,582)
<u>500+ employees</u>	<u>(28,796)</u>
More than 19 employees	(40,704)

Total net new jobs **9,268**

Source: SBA Office of Advocacy

This publication was created by the Michigan District Office of the U.S. Small Business Administration.

For a copy of this report in Adobe Acrobat format (PDF), please call (313) 226-6075 x225 or by e-mail annette.hall@sba.gov.

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