

# Small Firm Lending Pace Accelerated in 2007

## ***Number of Small Loans up 15 Percent, Dollar Value up 8 Percent***

WASHINGTON, D.C. – The number of small business loans outstanding under \$1 million increased by 15 percent between June 2006 and June 2007, according to a report released today by the Office of Advocacy of the U.S. Small Business Administration. A subset of loans—those between \$100,000 and \$1 million—increased more than twice as much, by almost 32 percent. The total dollar value of small business loans increased by about 8 percent. Smaller loans under \$100,000, which include many business credit card loans, increased in total dollar value by 9.4 percent. All of these were higher rates of growth than over the 2005-2006 period.

“Small business survival depends on access to adequate capital for startup and expansion,” said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. “This annual lending report gives small businesses and financial institutions the hard data they need about the availability and use of credit in their markets.”

The report, *Small Business and Micro Business Lending in the United States for Data Years 2006-2007*, uses both Consolidated Reports of Condition and Income from June 2007 and Community Reinvestment Act reports for 2006 to review small business lending activities by financial institutions. The report also covers savings banks and savings and loan institutions.

The report ranks lenders in each state and territory by their small business lending activities, as well as ranking large national financial institutions. A complete ranking of lenders, including prior annual reports, is available at [www.sba.gov/advo/research/lending.html](http://www.sba.gov/advo/research/lending.html). Lenders are ranked on their overall small business lending, not by lending under SBA programs.

The Office of Advocacy, the “small business watchdog” of the federal government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats, and it funds research into small business issues.

For more information, a complete copy of the report, and rankings of lenders by state, visit the Office of Advocacy website at [www.sba.gov/advo](http://www.sba.gov/advo).

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Below are upcoming Commercial Service initiatives designed to connect you to business opportunities around the world.

- 1) [Event: U.S. Commercial Service Border Trade Initiative: NAFTA Institute: Supplier Meet The Buyer Conference \(Maquilia Industry\)](#)
- 2) [Seminar: Complying with the International Traffic in Arms Regulations \(ITAR\)](#)
- 3) [Consider Indonesia - Newest Market of the Month](#)

Please click on the above links or scroll down to learn more about each opportunity. If you have any questions about these initiatives, please contact your local U.S. Commercial Service trade specialist. To find the trade specialist nearest you please visit <http://www.buyusa.gov/home/us.html>.

**Event: U.S. Commercial Service Border Trade Initiative: NAFTA Institute: Supplier Meet The Buyer Conference (Maquilia Industry)**

**Venue:** Sunland Park Racetrack and Casino, Santa Teresa, New Mexico

**Date:** June 26-27, 2008

**Price:** \$79

**For more information/register:**

<http://www.nmiba.com/NAFTA/nafta.html><http://www.nmiba.com/NAFTA/nafta.html>

This conference is for U.S. companies interested in selling products to the North American market and/or becoming a supplier to Mexico's maquiladora industry. It will cover the mechanics of doing business with Mexico or Canada, will include a NAFTA Institute session, and will offer speakers who will discuss the various aspects of conducting cross-border business. Registrants can also be matched with potential Mexican buyers in private business-to-business sessions. For more information contact [Sandra.Necessary@mail.doc.gov](mailto:Sandra.Necessary@mail.doc.gov).

**Seminar: Complying with the International Traffic in Arms Regulations (ITAR)**

**Venues:** Hawthorne/Manhattan Beach, California and The Meadows Club, Rolling Meadows, Illinois

**Dates:** California, July 30, 2008 and Illinois, August 13, 2008

**Time:** 10:30 am ET – California; 7:30 am – 5:00 pm CT - Illinois

**Register:** California <http://www.buyusa.gov/westlosangeles/itar.html>; Illinois

<http://www.buyusa.gov/midwest/227.html>

Get an overview of U.S. export controls – the players, policies, and processes. Specifically, learn about the International Traffic in Arms Regulations (ITAR) and how it affects your company. Speakers will detail key issues related to ITAR regulations and the increased enforcement of trade policies. Topics of discussion will include changes and trends at the State Department and best practices on how to successfully navigate the ITAR. For more information contact Amy Magat at [Amy.Magat@mail.doc.gov](mailto:Amy.Magat@mail.doc.gov) for any questions regarding the California event and Robin Mugford at [Robin.Mugford@mail.doc.gov](mailto:Robin.Mugford@mail.doc.gov) for the Illinois event.

**Consider Indonesia - Newest Market of the Month**

Indonesia's internal growth continues to fuel consumer demand and American products and services have great appeal – as illustrated by the arrival of multiple U.S. franchises such as A&W, Starbucks, Dunkin Donuts and Serta. Growth and stability have become one of the benchmarks for market opportunities. Indonesia's steady and sharp progress in these areas means American firms can look to this populous market in Southeast Asia as an integral part of their export expansion. In addition,

commercial travel and business opportunities in Indonesia are now easier and more accessible than ever. For more information visit [http://www.export.gov/articles/mom\\_indonesia.asp](http://www.export.gov/articles/mom_indonesia.asp)

**The U.S. Commercial Service - Your Global Business Partner.** With offices across the United States and in more than 75 countries, the U.S. Commercial Service of the U.S. Department of Commerce's International Trade Administration uses its global Network and international resources to connect U.S. companies with international buyers worldwide. If you have any questions about these initiatives, please contact your local U.S. Commercial Service trade specialist. To find the trade specialist nearest you please visit <http://www.buyusa.gov/home/us.html>.

**Your privacy is important to us.** Please note that we do not share our lists with parties outside of the U.S. Department of Commerce. You may review our privacy policy at <http://www.commerce.gov/Privacy/index.htm>.

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FOR YOUR INFORMATION...

The following letter was sent to The New York Times yesterday in response to its article on SBA's reforms. Later this evening a myth vs. fact document responding to the article in detail, plus other supporting documents, will be on the newsroom page (link below).

Thanks,  
Sean Rushton  
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June 12, 2008

To the editor:

Your piece on the U.S. Small Business Administration ("Small-Business Agency's Problems Linger as Leader Moves on to HUD," 6/12/08) was stunning in its omission of hard facts on the agency's transformation-which were provided to the Times-but also in its omission of letters and proclamations of support for the agency's turnaround from industry groups and legislators.

SBA guarantees loans to small businesses. Our progress has been praised by bankers, community lenders, and credit unions. Lenders are coming back into our programs for the first time in years. Why? It used to take 9 months for SBA to honor a guarantee in its flagship program. Now it takes 3 weeks. We have designed more relevant products for the market. Our interactions with banks are increasingly automated and we are providing better support to them throughout our network.

SBA helps small businesses get government contracts. In 2006 (the last year with published data), small businesses reached a record level of federal contracts. Women-owned small businesses experienced their largest year of growth and hit a record level. Small disadvantaged businesses (generally minority-owned) hit a record level.

SBA has also led tough-minded efforts to improve the integrity of small business contracting data and to tighten the rules to qualify, reducing the value of contracts coded as small business by over \$10 billion, increasing new opportunities.

Finally, in 2006 SBA was ranked 30th out of 30 in the Best Places to Work survey among federal agencies. After only one year of reforms, SBA

morale skyrocketed, placing it among the top ten in respect for leadership, overall job satisfaction up 9 percent, and satisfaction with leadership communication up 11 to 16 percent.

The story goes much deeper, but then again, the Times knows that. You have seen the data.

A detailed rebuttal of the article and a compilation of comments about SBA are at: <http://www.sba.gov/news/index.html>

Sincerely,  
Jovita Carranza  
Acting Administrator  
U.S. Small Business Administration

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## Summer is the time to discover new opportunities with the WTCGP!

[6/24 - Export Shipping and Documentation](#)  
[7/15 - WTCGP MEMBERS ONLY RECEPTION](#)  
[7/10 - Doing Business in Saudi Arabia, Qatar and the UAE](#)  
[8/7 - Changing Face of India](#)  
[More WTCGP events](#)



### 6/24 - Export Shipping and Documentation

#### Trade Tactics Mentoring Breakfast

WTCGP  
Two Penn Center  
1500 John F. Kennedy Blvd., Suite 305  
Philadelphia, PA 19102

**Tue. - Jun. 24, 2008**

8:30 a.m. - 10:30 a.m.

**Admission:** WTCGP members - \$30.00, non-members - \$40.00.

[Register Now!](#)

Trade Tactics Mentoring Breakfasts is a unique program developed for both businesses new to exporting, and for companies already doing business internationally, but interested in expanding into new overseas markets. Whatever your level of experience, we have a team of experts to assist you.

June's meeting will focus on Export Shipping and Documentation. **Michael Ford**, vice president of regulatory compliance and quality at **BDP International Inc.**, will start the program with a 20 minute presentation followed by questions and answers.

After the overview presentation, each participant will have a one-on-one "mentoring session" with an assigned expert. A dialogue may extend beyond the Trade Tactic of the Day. This expert will be prepared to answer the questions you submitted to the WTCGP upon registration for the event. If time permits, you will be able to ask all other burning questions.

*For more information, please contact Diana Melnichenko at 215-586-4240 x118 or [dmelnichenko@wtcphila.org](mailto:dmelnichenko@wtcphila.org).*

### 7/15 - WTCGP MEMBERS ONLY RECEPTION

## Members Only Program

Tue. - Jul. 15, 2008  
6:00 p.m. - 8:00 p.m.

Meet WTCGP members and staff, our Board of Directors and members of the Advisory Council, at the **WTCGP Members Only Reception on July 15, 2008 at 6 p.m.!**

This event will be held at the residence of one of our Board members, **president of Drexel University Dr. Constantine Papadakis and his wife Eliana**, who are graciously opening the doors of their home for us.

All WTCGP members in good standing as of July 10 receive complimentary admission for two people to this event (additional tickets can be purchased for \$50.00). Please RSVP to Emily Olson at [eolson@wtcphila.org](mailto:eolson@wtcphila.org).

If you not a WTCGP member, [join by July 10, 2008](#) to enjoy a great company of international business leaders at the WTCGP Members Only Reception and [many other benefits!](#)

*The WTCGP would like to thank [Pennoni Associates Inc.](#) for sponsoring this event. sponsorship opportunities are still available! Please contact Diana Melnichenko at [dmelnichenko@wtcphila.org](mailto:dmelnichenko@wtcphila.org) for more information.*

## 7/10 - Doing Business in Saudi Arabia, Qatar and the UAE

### WTCGP Breakfast Briefing

Eckert Seamans Cherin & Mellott, LLC  
Two Liberty Place  
50 South 16th Street,  
22nd Floor  
Philadelphia, PA 19102

Thu. - Jul. 10, 2008

8:30 a.m. - 11:00 a.m.

**Admission:** WTCGP members - \$30.00, non-members - \$45.00.

[Register Now!](#)

Revenues from the energy sector have driven increased project investment in the Middle East. Saudi Arabia and the Gulf States of Qatar and Dubai are rich in opportunity and remarkably open to American products, services and technology.

To learn more about these opportunities and the upcoming joint WTCGP - PA OIBD trade mission to Saudi Arabia and the Gulf States of Qatar and Dubai (November 1-6, 2008), please join our experts:

**Mr. Edward Burton**, president and managing director of U.S.-Saudi Arabian Business Council;

**Mr. Peter C. O'Neill**, executive director of the Center for Trade Development, PA DCED; and

**Ms. Joanna Savvides**, president of the World Trade Center of Greater Philadelphia.

The WTCGP would like to thank [Eckert Seamans Cherin & Mellott, LLC](#) for hosting this event.

## 8/7 - Changing Face of India

### WTCGP Quarterly Briefing

Temple University  
Center City (TUCC)

1515 Market Street,  
Room 222  
Philadelphia, PA 19102

**Fri. - Aug. 7, 2008**  
8:00 a.m. - 11:00 a.m.

**Admission:** WTCGP  
members - \$50.00,

non-members - \$65.00.

[Register Now!](#)

This panel presentation will offer a comprehensive overview of business opportunities in India focusing on the economic and political outlook. Specific recommendations will be presented in the fields of international finance, trade, investment, and technical cooperation. The economic policy agenda, foreign policy and national security issues will also be addressed.

Our panel includes:

**Mr. Ron Somers**, president of the US India Business Council;

**Dr. Arvind Phatak**, executive director for the Institute of Global Management Studies, Temple University CIBER;  
and

**Jay K. Meadway, Esq.**, member of Eckert Seamans Cherin & Mellott, LLC in the Litigation Division; and others.

The WTCGP would like to thank [Eckert Seamans Cherin & Mellott, LLC](#) and [Temple CIBER](#) at the Fox School of Business, Temple University for sponsoring this event.

## More WTCGP events

You can find more information about other WTCGP events in 2008 and register for our programs online at the [WTCGP Event Calendar](#).

To learn more about events organized by our partners and supported by the WTCGP please visit our [Regional Calendar](#).

*For information on prior events, please visit our [Events Photo Gallery](#) or go to the archives of our bi-weekly newsletter [WorldLinks](#).*

### World Trade Center of Greater Philadelphia

Two Penn Center, Suite  
305  
1500 John F. Kennedy  
Blvd.  
Philadelphia, PA 19102  
215-586-4240

[wtcgpnews@wtcphila.org](mailto:wtcgpnews@wtcphila.org)  
<http://www.wtcphila.org>

*The mission of the World Trade Center of Greater Philadelphia is to provide a world-class portfolio of services that enhances international trade growth and leads the Greater Philadelphia region to economic prosperity. We offer a number of programs, such as one-on-one counseling, market research reports, customized export/import strategies, and educational opportunities through seminars, international trade missions and networking events. The WTCGP is a licensed and certified member of the World Trade Centers Association and is a Pennsylvania 501(c)(3) non-profit-corporation. Visit our website at [www.wtcphila.org](http://www.wtcphila.org).*

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World Trade Center of Greater Philadelphia | Two Penn Center, Suite 305 | 1500 JFK Boulevard | Philadelphia | PA  
| 19102

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**Complements of Michael Ford, please see the JOC and TrafficWorld articles below on the new Certified Cargo Screening Program that could delay shipments and add costs to forwarders who need to adhere to new security screening requirements. Thanks Michael for the updates!**

## **Transportation Security Administration Launches Certified Cargo Screening Program**

The Certified Cargo Screening Program (“CCSP”) is a voluntary program that allows certified manufacturers, exporters and forwarders to screen air cargo before it is shipped. The Transportation Security Administration (“TSA”) is now deploying the CCSP in nine pilot cities— Atlanta, Chicago, Dallas, Los Angeles, Miami, **New York, Philadelphia**, San Francisco and Seattle. By the end of 2008, TSA expects to set up ten to fifteen facilities and deploy TSA Field Teams in each of the selected cities.

The CCSP is intended to ease compliance with the Implementing Recommendations of the 9/11 Commission Act of 2007, [P.L. 110-53](#) (the “9/11 Commission Act”), which requires 100 percent screening of cargo carried on passenger aircraft by August 2010. Currently, air carriers perform most cargo screening. As a result of the increased screening required by the 9/11 Commission Act, much of the burden of cargo screening is likely to shift from air carriers to manufacturing and freight forwarding facilities.

<http://www.djacobsonlaw.com/2008/04/transportation-security-administration.html>

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## **Trade Tactics Mentoring Breakfast on Export Shipping and Documentation**

Location: World Trade Center of Greater Philadelphia  
Date: Tuesday June 24, 2008

For details and registration, please go to following link  
[http://wtcphila.org/main\\_event\\_page.asp?cmd=display\\_event\\_details&event\\_id=482](http://wtcphila.org/main_event_page.asp?cmd=display_event_details&event_id=482)



Please note the featured speaker will be Michael Ford, VP of Regulatory Compliance and Quality at BDP International Inc. Mr. Ford will include in his Presentation the latest regulatory requirements of the US Federal Government including the Transportation and Security Agency.

***Karen A. Costello***

Program and Marketing Coordinator

**Chester County Economic Development Council (CCEDC)**

Eagleview Corporate Center, 737 Constitution Drive, Exton, PA 19341

**office:** 610.458.5700 x219 | **fax:** 610-458-7770 |

**email:** [kcostello@cceconomicdevelopment.com](mailto:kcostello@cceconomicdevelopment.com)

**website:** [cconomicdevelopment.com](http://cconomicdevelopment.com)



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Please note the World Trade Center of Greater Philadelphia will host a Trade Tactics Mentoring Breakfast on Tuesday June 24. The featured speaker will be Michael Ford, VP of Regulatory Compliance and Quality at BDP International Inc. Mr. Ford will include in his Presentation the latest regulatory requirements of the US Federal Government including the Transportation and Security Agency. Details are:

Starting time: 8:30 a.m.

Ending time: 10:30 a.m.

Non-Member Fee: \$40

Member Fee: \$30

Venue: World Trade Center of Greater Philadelphia

Two Penn Center, 1500 John F. Kennedy Blvd., Suite 305

Philadelphia, PA 19102

Ph 215 586 4240

For additional details and registration, please go to following link  
[http://wtcphila.org/main\\_event\\_page.asp?cmd=display\\_event\\_details&event\\_id=482](http://wtcphila.org/main_event_page.asp?cmd=display_event_details&event_id=482)

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# Navigating China

## *Emerging Opportunities and Challenges Ahead*

*Monday, July 21, 2008*

*Northeastern*

*PA Alliance*

*1151 Oak St.*

*Pittston, PA 18460*

*8:00AM – 12:30PM*

China purchased \$65.23 billion worth of U.S. goods and services in 2007, making it a U.S. product-buying powerhouse. As the 14<sup>th</sup> largest state trade partner, PA captured \$1.2 billion for local exporters. With a population over 1.3 billion and a GDP growth rate of 11.4%, China presents itself as a limitless market for U.S. products and services. Leading sectors for U.S. export include: waste and wastewater treatment, medical equipment, coal mining and construction equipment, and agrochemicals.

To help firms capitalize on this opportunity, the Commercial Service (CS) and Northeastern Pennsylvania Alliance (NEPA) are hosting two country specialists: Yasue Pai, Principal Commercial Officer from the U.S. Department of Commerce at the U.S. Consulate in Shenyang; and Jenny May, Office of China Economics, from the U.S. Department of Commerce's Market Access and Compliance (MAC) in Washington D.C. Both Ms. Pai and Ms. May will be speaking on existing regulations in China and how to overcome trade obstacles.

Additionally, experts in trade finance, trade regulations, legal issues, and logistics will provide first-hand experience on overcoming hurdles to enter the China market.

### Featured Speakers:

YasuePai – Principal Commercial Officer, CS Shenyang, China  
*Market Opportunities*

Jenny May – Market Access and Compliance, Office of China Economics,  
Washington, DC  
*Standards and Regulation*

Margaret Gatti, Esq. – Dilworth-Paxson LLP  
*Current Legal Issues and New Developments*

Robert Elsas – Senior Loan Officer, Small Business Administration  
*Trade Finance*

UPS – *Shipping and Logistics*

**Admission: \$25**

**To Register:**

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q64><https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q64> **Click Here!**

or visit

<http://www.buyusa.gov/philadelphia/navigatechina.html>



June 19, 2008

## FEATURED STORY

### WTCGP Members to Enjoy the Orchards

We invite all our members to join us at the *members only* reception at the home of Dr. Constantine Papadakis, president of Drexel University and WTCGP Board member. Dr. Papadakis and his wife, Eliana, have graciously offered to open their home, the "Orchards" in Wayne, PA, to WTCGP members on Tuesday, July 15, 2008 at 6:00 p.m. All members in good standing as of July 10th will enjoy complimentary admission for two people to this special event (additional tickets can be purchased for \$50.00). Please RSVP to Emily Olson at [ecolson@wtcphila.org](mailto:ecolson@wtcphila.org) or 215-586-4247. If you are not a member, do not miss this opportunity to join now and enjoy an evening of fun in the great company of the WTCGP Board of Directors and Advisory Council, your fellow members and their spouses and guests, as well as the WTCGP staff.

*We would like to thank our long-standing members [Pennoni Associates Inc.](#), [Select Greater Philadelphia](#), [Panitch Schwarze Belisario & Nadel LLP](#) and [Granary Associates](#) for sponsoring this event. If you want to become a sponsor of this event for \$500, please contact Diana Melnichenko at [dmelnichenko@wtcphila.org](mailto:dmelnichenko@wtcphila.org) or 215-586-4240 x118.*

## IN THIS ISSUE

WTCGP Sixth Annual Dinner Celebration

## Become a Member

Start enjoying the benefits of WTCGP membership.

[Become a Member...](#)

## Upcoming Events

[June 24, 2008](#) - Trade Tactics Mentoring Breakfast

[June 26, 2008](#) - WTCGP CEO's China Open House

[July 10, 2008](#) - "Doing Business in Saudi Arabia"

[July 15, 2008](#) - **WTCGP Members Only Reception**

[More Events...](#)

## E-Newsletter Sign Up

Stay informed of what's happening at the WTCGP.

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## Leadership Council

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[Wachovia Bank N.A.](#)

[White and Williams LLP](#)



As the 2008 World Trade Centers Day was celebrated around the world, the WTCGP hosted an extraordinary cocktail and dinner at the Union League in Center City, Philadelphia on May 21, 2008. This event provides the WTCGP the opportunity each year to recognize key individuals and businesses in the Greater Philadelphia area for their contributions to international trade and the prosperity of the region.

[See more pictures.](#)

[Read full article.](#)

Regional Companies to Explore Saudi Arabia, Qatar and the United Arab Emirates

In 2007, the United States' goods exports to Saudi Arabia, Qatar and the United Arab Emirates were \$24.8 billion - an increase of 17% compared to 2006. However, Pennsylvania accounted for less than 3% of that amount, or \$700 million. To help local companies explore business opportunities in these markets, the WTCGP is organizing a breakfast briefing on [“Doing Business in Saudi Arabia, Qatar, and the United Arab Emirates \(UAE\)”](#) on Thursday, July 10 at 8:30 a.m. at the law offices of Eckert Seamans Cherin & Mellott, LLC. This seminar is in preparation for the upcoming joint WTCGP - PA trade mission to the region, as well as WTCA General Assembly to be held in Dubai, UAE from November 7-10, 2008.

[Read full article.](#)

IDEC Visits Panama

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Global Logic, Inc.

[Marks & Sokolov, LLC](#)

[Penguin Brands, Inc.](#)

Mission Statement

The World Trade Center of Greater Philadelphia enhances international trade growth and leads to prosperity.




During the week of May 4, 2008, the WTCGP conducted a trade mission to Panama as part of our [International Design & Engineering Consortium \(IDEC\)](#) Program. David Delizza, senior vice president at Pennoni Associates (and IDEC liaison), together with Dino Ramos, director of trade services at the WTCGP, participated in ten meetings arranged by the WTCGP's consultant in Panama. The main objective of the visit was to make contact with Panamanian organizations, government officials, and private property developers to identify future projects in Panama on which the IDEC can bid.

[Read full article.](#)

Exports Grow by More Than 15% in Pennsylvania and New Jersey

In January-March 2008, Pennsylvania and New Jersey recorded double-digit growth in exports - 18% and 15% respectively, versus prior year. Pennsylvania exported goods worth \$8.1 billion, while New Jersey exports amounted to \$8.5 billion. Our two states contributed over 5% to total U.S. exports of \$317.4 billion in the first quarter of 2008.

[Read full article.](#)



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