

IT'S YOUR BUSINESS

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**SBA Small Business
Economic Survival Hotline
617-565-5627**

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

FROM THE DESK OF MASSACHUSETTS SBA DIRECTOR, BOB NELSON

SBA is on Sale!

It has been just about two months now since President Obama signed the American Recovery and Reinvestment Act and I am pleased to report that here in Massachusetts we are seeing a marked increase in SBA loan activity. For the weeks ending 3/27/09 and 4/3/09 we saw 35 and 37 SBA guaranteed loans approved, respectively; by far the best SBA lending weeks we've had in Massachusetts for many, many months.

With the new incentives being offered to our lending partners in the form of an increased SBA guarantee of up to 90% of the loan and with the temporary elimination of many of the SBA fees on 7a and 504 loans, our products have become much more affordable for small businesses across the state, with much less risk exposure for our bank and credit union partners. These new tools coupled with the fact that interest rates are at historic lows means that if a small business is in the market for new equipment, owner occupied commercial real estate or working capital, there could not be a better time to be looking for an SBA loan.

The recent positive trends are making us cautiously optimistic that capital flow to small business is starting to increase. This increase in capital is so vital, as small businesses have been cash starved for many months now. Here at the Massachusetts SBA office, we are not taking this recent increase as an indication that we can slow down our efforts – much more work needs to be done and we are working it.

We still need our lending partners to help with increasing loans to start up ventures as this activity has fallen off due to the concerns and problems in the economy. It is important to remember that many individuals look to entrepreneurship as a way to provide for themselves and family when they experience a layoff and lack reasonable employment alternatives. Many very successful start ups have been realized during economic downturns. We also need our lenders to increase loans to our veteran and minority entrepreneurs and to make sure that everyone has equal access to our products. We also need to continue to get information about SBA changes out to the small business community so please help us to share the news.

More modifications and SBA program enhancements are in the works so please stay tuned but please call me directly if I can be of service or if you have any questions on programs for small business here in Massachusetts.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bob Nelson'.

Bob Nelson



SBA's Ready—SET—GO Community Workshops

Learn about SBA's programs & services.

4/23/2009

Lowell Chamber, 131
Merrimack St., Lowell
10:00 am—12:00 pm
Call 617-565-5588 to register.

4/28/2009

SBA, 10 Causeway Street, Room
265, Boston, 10:00 a.m.—11:30
a.m. Call 617-565-5590 to
register. Also on: 5/26/2009

4/30/2009

Springfield Public Library
220 State St., Springfield
9:30 a.m.—11:00 a.m.
Call 413-785-0268 to register.

5/14/2009

Quincy Career Center, 152
Parking Way, Quincy
1:00 p.m.—3:00 p.m. Call
617-745-4000 to register.

5/20/2009

Career Works, 34 School St.,
Brockton, 2:00pm—4:00pm.
Call 508-513-3400 to register.

5/21/2009

Plymouth Career Center, 36
Cordage Park Circle, Ste. 200,
Plymouth 10:00 a.m.—12:00
p.m. Call 508-732-5399 to
register.

For a complete listing of our
upcoming events as well as events
being conducted by our resource
partners go to: www.sba.gov/ma
and click on "Events Calendar" link
on the right-hand sidebar.

Training is also available online.
[Free Online Courses!](#)

THE SECRETS OF BUSINESS GROWTH: INSTINCT & THE INSIDE ADVANTAGE

SALES PLUMMETING? MARKET SHARE VANISHING?

WHAT IF YOU COULD ACTUALLY GROW REVENUE IN TODAY'S ECONOMY?

The answer is likely already inside your company. Inside every business there is at least one hidden strategic asset that can form the foundation for explosive growth. And on April 21, 2009, you'll learn how to find it.

The ticket price for this event conducted by the Liminal Group is \$129.00. If registrants use the code: LIMS they will receive a 55% discount. Price includes: Breakfast, program, and 10 free logins to the rebroadcast. For more information on this training visit liminalgroup.com. SBA representatives will be on hand as a resource at this event.

Tuesday, April 21, 2009

8:00am—12:00pm EST

Seaport WTC Amphitheatre

One Seaport Lane

Boston, MA 02210

Call 212-546-4625 for more information.



Meeting Challenges... Achieving Success

SAVE THE DATE—MAY 19, 2009 SMALL BUSINESS WEEK AWARDS RECEPTION

SBA looks forward to honoring Massachusetts 2009 award winners at the SBA 2009 Small Business Awards Reception to be held at the New England Xpo for Business on Tuesday, May 19, 2009. The reception and expo will be held at the Boston Convention & Exhibition Center at 415 Summer Street in Boston.

This event celebrates entrepreneurship in America by honoring outstanding small business men and women in Massachusetts. In addition, SBA Champions are honored for their contribution to assisting small businesses statewide. Come join us in congratulating the Massachusetts 2009 award winners and network with state and federal officials, top banking officials and leading entrepreneurs.

As part of the New England Xpo for Business there will be a small business resource pavilion. Many local agencies and organizations will be available throughout the day. In addition there will be many educational workshops of interest to small business.

Xpo and workshops: 8:30am—4:30pm

SBA Awards Reception: 4:30pm—7:00pm

To register for this event go to:

http://www.eventmanagement.org/newengland/sba_awards.php

"OPENING DOORS" TO FEDERAL GOVERNMENT CONTRACTING

Looking for new markets for your small businesses' goods or services? Consider selling to the federal government. Join us for this informative seminar, May 1, 2009 from 10:00am—11:00am at the SBA office at 10 Causeway Street, Room 265, Boston, MA 02222. Call Anna Outerbridge at 617-565-8510 to register.