



PAMELA SAPIA

DISTRICT DIRECTOR
U.S. SMALL BUSINESS ADMINISTRATION
SAN ANTONIO DISTRICT OFFICE
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Mrs. Pamela Sapia is the District Director of the San Antonio District Office for the U.S. Small Business Administration. She started her civil service career in 1983 with the SBA's Minority Small Business Capital Ownership Development, 8(a) Program. Her experience with the agency has gifted her, the knowledge to provide direction, hands-on assistance, guidance and training to the employees, resource partners, and general public alike.

Throughout her career with the SBA, Mrs. Sapia has worked in many different capacities. Most recently she served as the Supervisory Business Development Specialist where she was responsible for the marketing and outreach and government contracting functions of the office.

Mrs. Sapia served as the Project Officer for the Small Business Development Center's in San Antonio, El Paso, & Harlingen where she was responsible for negotiating a \$3 million proposed budget and coordinated such funding among three district offices to include Harlingen, El Paso and San Antonio. She was responsible for the oversight of one Regional Center and 13 Sub SBDC Centers which covered one-third of West Texas. She conducted annual in-depth examinations of each center, requiring programmatic, financial, and training reviews.

Mrs. Sapia's has also served as an Economic Development Specialist for 6 years and as a Loan Specialists for 4 years. Her experience includes that of Minority Business Development, Loan Processing, Loan Servicing, Liquidation, and Marketing. In each of these areas, Mrs. Sapia has developed relationships with borrowers, contractors, lenders, media outlets, congressional staffers, and government representatives throughout the city, county and district. Mrs. Sapia's ability to develop these relationships and those of SCORE, the SBDC and the Women's Business Centers plays a vital role in the support of the SBA's programs and services offered by our community.

Prior to her career with SBA, Mrs. Sapia worked in the insurance field serving as an Agent Assistant in Austin, Texas and then took an overseas assignment in Crete Greece assisting the Regional European Insurance agents. Upon returning to the United States, she worked for a Federal Credit Union in Montgomery, Alabama.

Mrs. Sapia is most proud of her husband of 31 years, Mr. Johnny Sapia and her two grown daughters, Shawndale and Crystal.