

SBA INDIANA INFORMER

October 2008

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Small/Rural Loans Borrower Information Sessions

7:30 am EDT
Tuesday, 10/28
Thursday, 11/6

10:00am EDT
Thursday, 10/30
Thursday, 11/13

Telephone: 1-866-740-1260
Access code 3056201#
Slides:
<http://www.readytalk.com>
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Helping small businesses
start, grow and **succeed.**



Your Small Business Resource

SMALL BUSINESS WEEK 2009 NOMINATIONS DUE NOVEMBER 14, 2008

SBA is seeking nominations for awards in celebration of the 46th National Small Business Week. Indiana Small Business Week awardees will be recognized in our State during the week of May 18, 2009. There are various awards for the small business community along with advocate awards for those who support or promote small businesses. Following are some of the award categories:

Small Business Awards

- Small Business Person of the Year
- Small Business Exporter of the Year
- SBA Young Entrepreneur

of the Year

- Entrepreneurial Success Award
- Jeffrey Butland Family-Owned Business of the Year

Advocate Awards

- Financial Champion of the Year
- Home-Based Business Champion of the Year
- Minority Small Business Champion of the Year
- Small Business Journalist of the Year
- Veteran Small Business Champion of the Year
- Women in Business Champion of the Year

For a nomination package log on to the SBA website at www.sba.gov/IN or call Sharon Murff at (317) 226-7272 x123.

Small Business Person of the Year 2008:



2006 Small Business Person of the Year Dr. Michael Evans, Founder/President/CEO, AIT Laboratories; Gail Gesell, Indiana District Director, and Small Business Person of the Year 2008 Angela and Mark Timm owners, Cottage Garden, Inc.

SMALL/RURAL LENDER ADVANTAGE PROGRAM

SBA introduced a new loan guaranty program for credit-worthy small business borrowers. Capital of up to \$350,000 is available for their business. The program is called **Small/Rural Lender Advantage**.

Small/Rural Lender Advantage (Small/Rural)

has streamlined applications and processing time by permitting Small/Rural lenders to use reduced paperwork and a special credit scoring model. These loans are available from smaller community banks and from credit unions doing a smaller volume of loans.

Current lender participants:

Ameriana Bank
Centier Bank
Crossroads Bank
Farmers State Bank
First Farmers Bank & Trust
German American Bancorp
Grabill Bank
Old National Bank
The Farmers Bank
Three Rivers Federal Credit Union

MEDWeek 2008 Awardees

Indiana Minority Small Business Persons of the Year: Mercedes Enrique and Khush Mander

Enrique and Mander, are owners of Custom Mechanical Systems have been in business since 2004. In 2006, CMS was awarded its first multimillion dollar contract in Terre Haute. Revenues in 2007 exceeded \$11 million dollars.



Mercedes and Khush accepting award from district director.

Indiana 8(a) Graduate of the Year: Priya Wharton

Wharton, owner of Tri-Star Engineering, graduated from the SBA 8(a) Program in 2006. Tri-Star has been in business since 1995, expects revenues of \$45 million dollars in 2009.



Priya Wharton

GLOBAL BUSINESS OPPORTUNITIES FORUM

SBA Indiana and the City of Indianapolis co-sponsored, Global Business Opportunities. At this export information event featured a panel discussion of business owners from around the state who export their products and services. The panelists (as pictured below) included Sam Yadav, QUEST Environmental & Safety Products, Inc., Larry Davis, Daman Products Company,

Inc., Jeanne Atkins, Atkins International Foods, Michael Shen, Telamon Corporation, Martin George, Language Training Center/Business Consulting, and Randy Knox, Hi-Tech Foam Products. They shared insights of how they began exporting, sources of assistance and factors to consider or avoid. They also provided insight on how

they successfully penetrated the global market.

Presentations from the U.S. Department of Commerce, Export Assistance Center and SBA's Office of International Trade described hands-on assistance and export capital programs available.

Rolls-Royce Corporation graciously hosted the Global Business Opportunities Forum.



Richard Ginsburg, SBA International Trade Specialist with panel discussing exporting techniques.

ON-LINE TRAINING FOR EXPORTERS

A new online course will help small businesses explore exporting opportunities in international markets.

Global Enterprise: A Primer on Exporting is a free, self-paced course that provides practical guidance on exploring international markets. The new course is available from the SBA training web-site at www.sba.gov/training. To access the course, click on "Free Online Courses," and then select the first course listed under International Trade.

This comprehensive training uses script and audio to provide fundamental information about selling in global markets. It illustrates how to identify international markets, develop an export strategy, make and receive international payments, and finance trade operations, plus guidance on determining a firm's readiness and suitability for exporting. The Exporting Primer includes more than 45 direct links to many key international resources.

Region V Administrator Sponsors Economists Forums

Region V Administrator Patrick Rea, hosted economists forums in his regional territory (Indiana, Illinois, Ohio, Michigan, Minnesota and Wisconsin). Each forum was designed to provide an informal setting for gathering the most current information and professional concepts on what economic factors are affecting SBA's Districts and the Midwest Region.

The economists discussed their current economic research on Indiana and local economies. They offered strategies for SBA to help with economic growth.

Participants included SBA Regional Administrator Patrick Rea who moderated the forum. In attendance was Dr. David Oppedahl, Business Economist

from the Federal Reserve Bank of Chicago, Dr. Jerry Conover, Director Indiana Business Research Center Kelly School of Business, Indiana University, Dr. Kevin McNamara, Professor Agricultural Economics Department Purdue University, Dr. Thomas Mason, Professor Economics and Engineering Management from Rose-Hulman Institute of Technology and Giuseppe Gramigna SBA economist.

The results are being used to guide SBA Region V planning for economic development in FY 2009.



Regional Administrator, Patrick Rea leading forum discussions.

Lender Participation Sought for Indiana Community Express Pilot Program

SBA has restructured and enhanced the Community Express Pilot Program to improve management, administration, oversight and delivery. The pilot program is extended through December 31, 2009.

This program was created to help lenders reach underserved markets. The maximum loan amount for this SBA program is \$250,000. Community Express receives express processing but has the benefits to the lenders of SBA's standard 75/85 percent guaranty. The program, will continue to generally conform with the loan processing, servicing and liquidation

requirements and procedures for SBA Express.

Eligibility:

- Small Business whose principal office is located in a HUBZone or Community Reinvestment Act (CRA) designated area
- Loans of \$25,000 or less regardless of where the small business's principal office is located
- Loans made under a approved district office initiative to support local community/economic development

Luann Lieurance will conduct an information session for prospective Community Express lenders.

Lender Information Session

Thursday, November 13, 2008

2:00pm-3:00pm (EDT)

Telephone: 1/866-740-1260

Access Code 3056203#

Slides: [http:// www.readytalk.com](http://www.readytalk.com)

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Fiscal 2008 Approvals

Thru September 30, 2008

7(a) Loans = 1,299 504 Loans = 162
 \$ Volume = \$237,042,502 \$ Volume = \$70,373,000

Top Ten 7(a) Lenders – Fiscal 2008 (October 1, 2007 - September 30, 2008)

Lender	Loan Volume	Total \$ Volume
Chase Bank, National Association	223	\$16,400,800
National City Bank	154	\$11,163,700
The Huntington National Bank	133	\$23,554,800
Superior Financial Group, LLC	60	\$522,500
1st Source Bank	54	\$6,378,300
Star Financial Bank	54	\$5,982,900
M & I Marshall & Ilsley Bank	42	\$4,027,000
Keybank National Association	33	\$5,028,900
Wells Fargo Bank, National Association	32	\$10,355,600
Charter One Bank, National Association	31	\$1,168,000

504 Loans-Fiscal 2008 (October 1, 2007-September 30, 2008)

Certified Development Company	Loan Volume	Total \$ Volume
Indiana Statewide Certified Development Corporation	49	\$23,225,000
Premier Capital Corporation	40	\$14,518,000
Regional Development Corporation	28	\$10,945,000
Business Development Corporation (BDC)	28	\$13,773,000
Community Development Corporation of Fort Wayne	9	\$2,570,000
Capital Access Corporation	5	\$3,045,000
Small Business Growth Corporation	2	\$1,970,000
Michigan Certified Development Corporation	1	\$327,000

Who's, Who At Your Indiana SBA Office



Peter Smith is a Lender Relations Specialist in the Indiana District Office. He has primary responsibility for training and assistance to prospective and existing SBA lenders in the northern half of the state.

Smith is the Indiana lender contact for the 504 Certified Development Company loan program. Smith serves as the Veterans Business Development Officer.

Previous experience with SBA included seven years in the Honolulu District and in the El Paso Home Loan Service Center. Smith worked with disaster loans and 7(a) loan processing, loan servicing, loan liquidation, lender training, and marketing/outreach.

Smith is a retired Lieutenant Colonel in the U.S. Army Reserve. He served over 23 years.



INDIANA DISTRICT OFFICE BORROWER EVENTS

Patriot Express-On-line

- Thursday, October 30, 9am EDT
- Tuesday, November 25, 9am EDT

Small/Rural Lender Advantage-On-line

- Tuesday, October 28, 7:30am EDT
- Thursday, October 30, 10:00am EDT
- Thursday, November 6, 7:30am EDT
- Thursday, November 13, 10:00am EDT

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Access code for both 3056201#

SBA Day at the Bank

1st Source Bank

Wednesday, October 29, 2008
 131 East Franklin Street, Elkhart
 10am-12pm

Charter One Bank

Tuesday, November 4, 2008
 1440 E. 86th Street, Indianapolis
 9am-5pm

M & I Bank-

Friday, December 5, 2008
 350 Logan Street, Noblesville
 10am-12pm