

RESOURCE PARTNER NEWSLETTER

January 2010

Happy New Year**Earthquake Victim
Charity Scams**

See page 4.

Training

Are your clients looking for training, local events and workshops? Go to: www.sba.gov/nc and click on events calendar.

Taxes

Business owners can find up-to-date tax regulations and filing procedures at: www.irs.gov.

Helping small businesses
[start](#), [grow](#) and [succeed](#).



Your Small Business Resource

**Funding Extended For
Recovery Act Loan Program**

Funding for loans with the higher guarantee and reduced fees made possible by ARRA has been reauthorized. As part of ARRA, SBA received \$730 million, which included \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to waive borrower fees on most 7(a) and 504 loans. This increase in guarantee levels will help provide banks with the greater confidence to extend credit during the current recession and more capital available to small businesses at a lower cost.

The extension authorizes the higher guarantee levels through Feb. 28, 2010. The fee relief is authorized until this additional funding is exhausted or the end of the fiscal year, whichever comes first. For non-ARRA 7(a) or 504 loans funded during the transition period, this extension does not provide a retroactive guarantee or waived fees. Loans that were funded under non-ARRA terms cannot be canceled and resubmitted to take advantage of the ARRA extension provisions. This extension does not affect other SBA ARRA programs, including the America's Recovery Capital (ARC) loan program or the agency's microloans. ARRA funding still remains for both of those programs.

DoT Fee Reimbursement Program

The Department of Transportation (DOT) is now administering a bonding assistance program called the Disadvantaged Business Enterprise American Recovery and Reinvestment Act Bonding Assistance Reimbursable Fee Program (DBE ARRA BAP). Under this program, Disadvantaged Business Enterprises (DBE's) can be reimbursed for bond premiums and fees that they incur in competing for or performing transportation infrastructure projects that are funded by ARRA. DOT will reimburse DBE's for the bond premiums paid to surety companies, and, if the bond is SBA-guaranteed, the contractor fee paid to SBA, which is .729% of the contract amount.

To be eligible, a DBE must be an existing small business, as defined by SBA size standards, except that the DBE's average annual gross receipts over the previous three fiscal years cannot exceed \$22.41 million. The DBE must have a current Dunn and Bradstreet number, must be registered in the Central Contractor Registration (CCR), and must obtain the bond for a project that received ARRA funding from DOT from August 28, 2009 through September 8, 2010. The DBE must obtain the bond from a surety that is on the Department of the Treasury's Listing of Approved Sureties, and pay the surety premium and the SBA contractor fee, if applicable. To receive reimbursement from DOT, the DBE must submit an application with supporting documentation to bap.arra@dot.gov or mailed to: U.S. Department of Transportation, Office of Small and Disadvantaged Business Utilization, 1200 New Jersey Ave., SE, W56-448, Washington, DC 20590.

The Application for Reimbursement of Bond Fees, application instructions, and additional information can be found at www.dot.gov/recovery/ost/osdbu.

SBA

Active Lender Rankings FY 2010 YTD: October 1, 2009 – December 31, 2009

Lender	7(a) Approvals	Gross 7(a) \$'s	504 Participation Loans	504 Participation \$'s
Superior Financial Group	55	\$ 595,000		
BB&T	44	\$ 12,796,200	3	\$ 3,388,804
Borrego Springs	20	\$ 695,000		
SunTrust Bank	16	\$ 1,224,100	2	\$ 1,338,900
Wells Fargo	15	\$ 5,235,700	1	\$ 325,000
Innovative Bank	8	\$ 195,000		
Community South Bank	7	\$ 4,544,500		
Sound Banking Company	7	\$ 800,000		
Yadkin Valley B&T	7	\$ 1,266,400		
Capital Bank	6	\$ 948,000		
Self Help Credit Union	5	\$ 165,000		

Certified Development Corps.		
Self-Help Ventures Fund	11	\$ 6,769,000
BEFCOR	8	\$ 3,584,000
Avista	4	\$ 1,822,000

Disaster Loans Available in North Carolina

Federal economic injury disaster loans are available to small businesses, small agricultural cooperatives and private non-profit organizations of all sizes located in Clay, Jackson and Macon counties in North Carolina as a result of severe storms and flooding that began on September 18, 2009.

Under this declaration, the SBA's Economic Injury Disaster Loan program is available to eligible farm-related and non-farm-related entities of all sizes that suffered financial losses as a direct result of this disaster. Farmers and ranchers are not eligible to apply to SBA. Victims may qualify for loans up to \$2 million. These loans are available at a 4% interest rate with loan terms up to 30 years. The SBA determines eligibility based on the size of the applicant, type of activity and its financial resources. Loan amounts and terms are set by the SBA and are based on each applicant's financial condition. Under this disaster declaration, the SBA cannot provide loans to agricultural producers.

Disaster loan information and application forms may be obtained by calling the SBA's Customer Service Center at 1-800-659-2955 (1-800-877-8339 for the hearing-impaired) Monday through Friday from 8 a.m. to 6 p.m. EST or by sending an e-mail to disastercustomerservice@sba.gov. Loan applications can be downloaded from the SBA's Web site at www.sba.gov/services/disasterassistance. Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

Those affected by the disaster may apply for disaster loans from SBA's secure Web site at <https://disasterloan.sba.gov/ela>. Completed loan applications must be returned to SBA no later than **August 4, 2010**.

“Small Business Days”

The North Carolina District Office is offering “Small Business Days” at the following chambers. “Small Business Days” will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners. Call your local chamber at the number below to schedule an appointment.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Third Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Second Tuesday	9 a.m. - 12 p.m.	828-692-1413
Hickory	Second Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

NC Export Team Newsletter

The U.S. Export Assistance Center (USEAC) team produced a newsletter to assist your clients who are considering selling to foreign countries. The NC Export Team Newsletter contains:

- NC Department of Commerce International Trade Division 2010 Road Show
- New-to-Export Toolkit
- Basics of Exporting Online Videos
- 21 Companies & Organizations Honored for their Export Achievements
- Featured U.S. Exporters Website
- American Trading Centers in China
- Briefings on China with Eric Wolff
- Leveraging Exports to Support Business Growth
- ExporTech
- GRITS
- Export University 201
- Export University Triad Series

For a copy of the newsletter, please visit: <http://www.buyusa.gov/northcarolina/ncnewsletter.html>.

There are three USEAC locations in NC: Charlotte, Greensboro and Raleigh. Charlotte: 521 East Morehead Street, Suite 435 Charlotte, NC 28202, 704-333-4886. Greensboro: 342 North Elm Street, 1st Floor, Greensboro, NC 27401, 336-333-5345. Raleigh: 10900 World Trade Blvd, Ste 110, Raleigh, NC 27617, 919-281-2750.

Charity Scams

Businesses and private citizens want to contribute money to assist the victims of the recent earthquake in Haiti. Scam artists are out there waiting to prey on the generosity of the public. Be wary of charities using names that sound like other, legitimate charities. Ask lots of questions. If an organization refuses to provide you any written information about itself, its mission, and where the money goes, steer clear. Ask the charity to provide you with a copy of IRS Form 990, which tells you how the money is spent. The Better Business Bureau provides a website to track charities. Go to: www.bbb.org/us/charity.

In addition, the FBI offers the following information:

- Do not respond to any unsolicited (spam) incoming e-mails, including clicking links contained within those messages.
- Be skeptical of individuals representing themselves as surviving victims or officials asking for donations via e-mail or social networking sites.
- Verify the legitimacy of nonprofit organizations by utilizing various Internet-based resources that may assist in confirming the group's existence and its nonprofit status rather than following a purported link to the site.
- Be cautious of e-mails that claim to show pictures of the disaster areas in attached files because the files may contain viruses. Only open attachments from known senders.
- Make contributions directly to known organizations rather than relying on others to make the donation on your behalf to ensure contributions are received and used for intended purposes.
- Do not give your personal or financial information to anyone who solicits contributions: Providing such information may compromise your identity and make you vulnerable to identity theft.

Anyone who has received an e-mail referencing the above information or anyone who may have been a victim of this or a similar incident should notify the IC3 via www.ic3.gov. Warn your clients to investigate before making a donation.

Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to april.gonzalez@sba.gov or call (704) 344-6811.

Reni Guides Due To Be Printed

Please send me your updated information for the 2010 resource guide. We want to provide potential and current business owners the most up-to-date information.

Contact me at April Gonzalez, 704-344-6811 or april.gonzalez@sba.gov.

Quote Of The Month

All our dreams can come true - if we have the courage to pursue them.

- Walt Disney