

RESOURCE PARTNER NEWSLETTER

March 2010

Upcoming Events

April 14, Greensboro
April 20-22, Southern Pines
April 28, Cary
See page 4 for details.

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

SBA District Director Retires

SBA North Carolina District Director Lee Cornelison has retired after ten years service with the agency. Lee was appointed Director in October 1999. During his tenure, the North Carolina District saw significant increases in SBA lending. Fiscal Year 2007 was the best in the history of the office, with 1,869 loan approvals for over \$373 million.

Lee joined SBA following his retirement from Peabody Energy, the largest producer of coal in the U.S. In nearly 20 years at Peabody he held various positions in sales, marketing and contract administration completing his career there as Senior Vice President.

Prior to Peabody he worked for the Shell Oil Company in Detroit and for the Department of Defense in St. Louis. He is a Vietnam veteran who spent four years on active duty and 26 years in the Army Reserve. He retired with the rank of Colonel.

We wish Lee all the best in retirement and his future endeavors.

SBA Proposes New Women's Procurement Rule

A proposed rule has been released aimed at expanding federal contracting opportunities for women-owned small businesses (WOSB). The proposed rule is available for public comment for 60 days. This proposed rule identifies 83 industries in which WOSBs are under-represented or substantially under-represented in the federal contract marketplace.

This rule is aimed at providing greater opportunities for WOSBs to compete for federal contracts, while achieving the existing statutory goal that 5 percent of federal contracting dollars go to women-owned small businesses.

Some of the components of the proposed Women-Owned Small Business rule include:

- To be eligible, a firm must be 51 percent owned and controlled by one or more women, and primarily managed by one or more women.
- The proposed rule identifies 83 industries (identified by "NAICS" codes) in which women-owned small businesses are under-represented or substantially under-represented.
- The proposed rule allows women-owned small businesses to self-certify as "WOSBs" or to be certified by third-party certifiers, including government entities and private certification groups.

The public may submit comments to this proposed rule up until close of business on May 3, 2010, to www.regulations.gov, where they will be posted after 4 p.m. EST or by mailing them to Dean Koppel, Assistant Director, Office of Policy and Research, Office of Government Contracting, U.S. Small Business Administration, 409 3rd St. SW, Washington, DC 20416. Please reference RIN 3245-AG06 when submitting comments.

SBA

Active Lender Rankings FY 2010 YTD: October 1, 2009 – February 28, 2010

Lender	7(a) Approvals	Gross 7(a) \$'s	504 Participation Loans	504 Participation \$'s
Superior Financial Group	79	\$ 737,500		
BB&T	61	\$ 14,439,100	5	\$ 5,581,304
SunTrust Bank	31	\$ 3,193,100	2	\$ 1,338,900
Borrego Springs	28	\$ 3,240,000		
Wells Fargo	27	\$ 13,747,200	1	\$ 325,000
Surrey B&T	14	\$ 3,099,200		
Capital Bank	12	\$ 1,900,500		
Innovative Bank	10	\$ 245,000		
Live Oak Banking Co.	10	\$ 13,035,000		
The East Carolina Bank	10	\$ 365,600		
Community South Bank	8	\$ 5,022,500		

Certified Development Corps.				
Self-Help Ventures Fund	15	\$ 8,005,000		
BEFCOR	12	\$ 5,050,000		
Avista	7	\$ 3,652,000		

Recovery Act Funding Extended

New approvals of eligible loans with the higher guarantee and reduced fees made possible by the Recovery Act resumed on March 10. Loan applications from borrowers in SBA's Recovery Loan Queue will be funded first, followed by new loan applications.

The extension authorizes the higher guarantee levels through March 28, 2010, for 7(a) loans. The fee relief is available until the additional funding is exhausted or the end of the fiscal year on Sept. 30, whichever comes first. As was the case in November and again in February, SBA is prepared to transition into a queue system as the funds start to wind down in order to ensure the maximum simulative effect of the programs and disbursement of funds.

For non-Recovery Act 7(a) or 504 loans already funded during the transition period, this extension does not provide a retroactive guarantee or waived fees. Loans that were funded under non-Recovery Act terms cannot be canceled and resubmitted to take advantage of the Recovery Act extension provisions.

Reminder: “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

Women’s History Month

This year’s theme is “Writing Women Back into History.” In celebration of their 30th anniversary, the National Women’s History Project will be highlighting themes and honorees from previous years. Each of these past themes recognizes a different aspect of women’s achievements, from ecology to art, and from sports to politics.

National Women’s History Month provides an excellent venue to recognize and celebrate women’s historic achievements as well as an opportunity to honor women within our families and communities.

For information on events go to: www.nwhp.org

The "Take 10" Challenge

During the 2000 Census, 72 percent of occupied households mailed back their forms. In 2010, the Census Bureau is challenging communities to do even better. An interactive, map-based, "Take 10" Web site that allows local areas to track and compare their 2010 Census mail back participation rates, which will be updated on a daily basis at <http://2010.census.gov/2010census/take10map/>, and to look up their 2000 Census participation rates.

Most 2010 Census questionnaires are delivered from March 15-17, 2010. From the time the forms are delivered until the closing of the mail campaign at the end of April, you have the opportunity to remind your area residents of the importance of mailing back their census forms. The stakes are high; an accurate count of the local population helps to ensure that your community receives its fair share of federal funding. This funding includes resources for services, such as health care, education, and roads.

Complete and mail back the census forms between March 15, 2010 and April 15, 2010. The good news is that the 2010 Census questionnaire is one of the shortest in history-just 10 questions that only take about 10 minutes to complete.

Go to <http://2010.census.gov/2010census/take10map/> now to see your area’s 2000 Census mail participation rate and check the site daily for updates beginning March 22.

Mark Your Calendar

April 14, 2010 - Aging is Good Business: Opportunities for Entrepreneurs, Greensboro. UNC Greensboro and the NC Entrepreneurship Center is hosting this event at the Elliot Center at UNCG. Topics include: Reinventing Ourselves in the Second Half of Live and Later Life Entrepreneurship.

To register: www.uncg.edu/gro or 336-256-1020.

April 20 - 22, 2010 - CED's Venture Conference, Southern Pines, showcases the regions most promising companies to an audience of top tier entrepreneurs and investors. For details on this event go to: www.cednc.org/content/venture+2010+conference/321.

April 28, 2010 - Cary Small Business Veterans Conference sponsored by SBA, SBTDC, North Carolina Military Business Center, Cary Chamber of Commerce. Details to be announced. Contact Ivan Hankins, 919-335-1004.

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.

Quote Of The Month

If you haven't got anything nice to say about anybody, come sit next to me.

- Alice Roosevelt Longworth (1884-1980)