

RESOURCE PARTNER NEWSLETTER

October 2009

H1N1 Flu

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It is very important that business take preventative steps in making sure their employees are well informed of the H1N1 and seasonal flu. Businesses are less productive when employees are out for server or more days due to illness. It's very essential that business owners devise a plan to protect their employees in order to run a successful business.

SBA has a preparedness guide that offers small business employers tools and information to help them plan for and respond flexibly to varying levels of severity of an H1N1 outbreak. If the outbreak becomes more severe, businesses may experience restricted service capabilities and supply chain disruptions.

Included in the preparedness guide are tips on how to write a continuity of operations plan, steps for keeping employees healthy, frequently asked questions about the 2009 H1N1 flu and a list of additional resources that employers can access online.

To download the booklet visit: www.sba.gov/flu.

Moreover, the federal government has also provided other tools and guidance documents to assist employers in their business planning for a H1N1 outbreak.

These resources include:

One-Stop Access to U.S. Government Information on Pandemic Influenza: www.flu.gov.

2009 H1N1 Influenza Information: www.cdc.gov/h1n1flu.

2009 H1N1 Influenza Resources for Businesses and Employers:
www.cdc.gov/h1n1flu/business.

Worker Safety and Health Guidance for a Pandemic:
www.osha.gov/dsg/topics/pandemicflu/index.html.

OSHA's Guidance on Preparing Workplaces for an Influenza Pandemic:
www.osha.gov/Publications/influenza_pandemic.html.

CDC/NIOSH Occupational Health Issues Associated with 2009 H1N1 Influenza Virus:
www.cdc.gov/niosh/topics/h1n1flu.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA FY 2009 Comes To A Close

The SBA closed the books on Fiscal Year 2009. During the year, SBA approved 918 loans for almost \$263 million in the state. Year end totals are: 7(a) loans - 805 for over \$203 million, 504 loans - 113 for over \$60 million.

Since the Recovery Act was signed on February 17, SBA has approved 590 loans supporting over \$227 million in North Carolina. SBA fiscal dollar volume was down 24% in North Carolina compared to 2008. September 2009 was the highest growing month of the year with over \$38 million in approvals, which is a 47% increase over September 2008.

Active Lender Rankings FY 2009 YTD: October 1, 2008 – September 30, 2009

Lender	7(a) Approvals	Gross 7(a) \$'s	504 Participation Loans	504 Participation \$'s
BB&T	160	\$ 33,957,100	9	\$ 6,964,994
Superior Financial Group	133	\$ 1,267,500		
Surrey Bank & Trust	47	\$ 7,769,300		
Borrego Springs Bank	32	\$ 1,150,000		
Capital Bank	21	\$ 3,601,100	3	\$ 1,245,332
Wachovia	21	\$ 13,930,100	2	\$ 1,408,800
RBC Bank	20	\$ 4,406,500	1	\$ 2,650,000
Innovative Bank	19	\$ 510,000		
SunTrust	19	\$ 836,800	7	\$ 2,649,500
Self Help Credit Union	17	\$ 752,500		
Bank of America	15	\$ 505,000	6	\$ 2,789,449

Certified Development Corps.		
Self-Help Ventures Fund	51	\$ 26,980,000
BEFCOR	21	\$ 8,693,000
Centralina Dev.	15	\$ 9,212,000

Government Contracting Training Course

The new training course, Winning Federal Contracts: A Guide for Women Entrepreneurs, promotes opportunities for women-owned businesses in the area of government contracting. This free online tutorial is a practical and easy to use guide that walks a woman-owned small business through the contracting process. The course is designed to help women entrepreneurs learn about the federal procurement process and to prepare them to compete for contracting opportunities. The self-paced guide uses audio and script to provide information about contract rules, how to sell to the government and where to find contracts.

The Winning Federal Contracts course is available on SBA's Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. It is indexed by subject matter, and includes direct links to additional contracting resources.

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

Recovery Act Opportunities

The SBA launched a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals and veterans. The training course, “Recovery Act Opportunities: How to Win Federal Contracts,” is part of a federal government-wide initiative.

The SBA online training course can help businesses access the federal purchasing system and position them to compete for the commercial opportunities offered by government contracting. As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities. The new training portal is a free online training course designed to assist entrepreneurs during this period of economic recovery. This self-paced, instructional guide provides an overview of the federal procurement process.

The **Recovery Act Opportunities** course is available on SBA’s Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. The course is indexed by subject matter to allow ease of use, and includes multiple direct links to additional contracting resources.

The **Recovery Act Opportunities** course includes direct links that highlight the best contracting resources and engages small business owners in the contracting process. The course also includes practical and fundamental steps to engage business owners in the federal contracting arena.

It is one of more than 24 online tutorials offered by the SBA, and is available 24/7. For more information please visit www.sba.gov.

SBA Seeks Nominations for 2010 North Carolina Small Business Person of the Year & Champion Awards

It's that time of year again! SBA is seeking nominations for the 2010 North Carolina Small Business Person of the Year and Small Business Champion awards.

Each year since 1963, the President of the United States has designated a National Small Business Week. The highlight of Small Business Week activities is the presentation of awards at the state and national levels. The 2010 Small Business Week celebration next year will honor the small business community's many contributions to the American economy and society. National Small Business Week will be observed May 23 – 29, 2010.

In North Carolina, the SBA District Office selects the 2010 North Carolina Small Business Person of the Year. That individual will attend the national celebration in Washington, DC to compete for the National Small Business Person of the Year award. At this celebration, a national winner is selected from all the winners from across the country. Lisa Anne Piñeiro, President of Technical Services Inc., of Durham NC won the honor in 2009.

Small Business Champions of the Year award categories are for those who promote small business, including volunteering time and services to small business interests and groups. Champions may or may not be small business owners.

Award categories include:

- Minority Small Business Champion
- Veteran Small Business Champion
- Financial Services Champion
- Home-Based Business Champion
- Women in Business Champion
- Small Business Exporter of the Year
- Jeffrey Butland Award for Family-Owned Small Business of the Year
- SBA Young Entrepreneur of the Year

Nomination packages must be postmarked on or before Friday, November 13, 2009. To find nomination guidelines and information for these and other awards visit the SBA North Carolina web site: www.sba.gov/nc. Look under SPOTLIGHT.

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

Your greatest resource is your time.
- Brian Tracy