

Volume 1, Issue 1

Calendar of Events

- The Metropolitan Water District of Southern California in partnership with the SBA and SBDC will offer a two-day training series entitled **"Strategies for Public Sector Contracting (Professional Services)"** on July 20 and July 27, 2006. Please contact the Business Outreach Hotline at (213) 217-7444 for more information.
- A workshop entitled "Business Secrets on the Road to Opportunities" will be held at the County of Los Angeles Department of Public Works on Wednesday morning and evening, July 26, 2006. Please contact Carmen Navarro at (626) 458-3566 for more information.

Small Business Week Awards Luncheon Honors L.A.'s Finest

Los Angeles—The SBA Los Angeles District Office in collaboration with the Los Angeles Area Chamber of Commerce held the Small Business Awards Luncheon at the Millennium Biltmore Hotel in downtown Los Angeles.

The May 31st event finished off the month on a high note—better still, a tremolo, considering what transpired. With Administrator Barreto serving as keynote speaker, the small business person of the year and eight champions were honored for outstanding contributions and received well earned awards and congratulatory hand shakes from Administrator Barreto, District Director Alvarado, and Chamber Exec.V.P. Ron Gastelum. Larry Carroll, radio anchor with KFWB News 980

worked his usual magic as emcee.

Attracting more than 750 entrepreneurs, bankers, and friends and supporters of small business, this year's luncheon sold out the main ballroom of the stately Biltmore, L.A.'s landmark hotel, and added to the excitement of the day for these champions of small enterprise.

Media was out in force to cover this Silver Anniversary Awards Luncheon. Besides local press, the event drew multi-lingual interest with journalistic representation and coverage in Spanish, Filipino, Armenian, and Mandarin.

The distinguished winners were:

Small Business Person of the Year

Igor Pasternak
 CEO
 Worldwide Aeros Corp

Financial Services Champion of the Year

Rita Mitchell
 Vice President, Regional Sales Manager
 Wachovia Small Business Capital

Home-Based Business Champion of the Year

Ceil Hansen
 President
 HCW

Minority Small Business Champion of the Year

Bob Holguin
 Director
 North Los Angeles Small Business Development Center

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LADO, Water District Join Forces to Help Small Businesses

MOU will provide procurement opportunities for entrepreneurs

Los Angeles – Creating new avenues of cooperation, the Los Angeles District Office and the Metropolitan Water District joined forces June 13

to increase future prospects for small businesses throughout Southern California. The Metropolitan Water District of Southern California is a cooperative of 26 cities and water agencies serving 18 million people in six counties.

District office officials and

Metropolitan representatives signed a Memorandum of Understanding (MOU) that pledges to pool resources, exchange data and cooperate on programs that help enhance contracting opportunities for small businesses.

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Los Angeles Small Business Week Winners Celebrated

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Pictures of the winners with Los Angeles District Office District Director (from left to right): Bob Holguin, Audrey Martinez, Jose and Patricia Jimenez, Helen Keane, Ceil Hansen, Luis Barajas, Richard Velasco, Igor Pasternak and Alberto Alvarado.

Small Business Exporter of the Year

Helen Keane
President
Video Products Group, Inc.

Small Business Journalist of the Year

Louis Barajas
President / CEO

Louis Barajas Wealth and
Business Planning

Veteran Small Business Champion of the Year

Joseph Velasco III
Veterans Employment
Representative – EDD
Employment Service Office

Women in Business Champion of the Year

Audrey Martinez-Keller
President / CEO
Dolphin Data Corp.

Jeffery Butland Family-Owned Business of the Year

Jose F. and Patricia Jimenez
(co-owners)
DBA LA Cabanita

LADO & MWD Sign Memorandum of Understanding

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“Small businesses are, and will continue to be, the cornerstone of Southern California’s economy,” said Metropolitan General Manager Jeff Kightlinger. “This agreement furthers Metropolitan’s long-standing commitment to support small business enterprises through the district’s bidding and contracting processes.

“In coming together, Metropolitan and the local SBA district office pledge to work together and significantly expand small business participation and provide a greater forum for these valuable enterprises throughout the region.”

By signing the MOU, the Los Angeles District Office will add resources to the Network, formed by Metropolitan as a consortium of public agencies that have made a commit-

ment to improve contracting processes and open doors for small businesses. The Network includes agreements with the Los Angeles Unified School District, the Los Angeles Community College District, the city of San Diego and the San Diego County Water Authority.

District Director Alberto G. Alvarado said SBA looks forward to participating in the newly-formed partnership with Metropolitan.

“This collaboration will support the development of local small, minority and women-owned businesses and ultimately lead to the creation of jobs in our local economy,” he said.

Under the agreement, Metropolitan will accept SBA’s small business self-certification, allowing a business to comply with one certi-

fication procedure and qualify for any incentives or opportunities offered by the participating agencies.

“This eliminates the need for companies to apply for different certifications to qualify for any opportunities offered by our organizations,” said Kightlinger. “This also lends itself to sharing vendor information, offering us the opportunity to significantly expand our outreach efforts.”

Established in 2001, Metropolitan’s Regional/Small Business Program has doubled the district’s small business participation levels. Since the program’s inception, the district has awarded about 65 percent of all its contracts to small businesses. Metropolitan is focusing on small businesses because they make up 85 percent of business firms in Southern California.



SBA District Director Alberto Alvarado and MWD General Manager Jeff Kightlinger sign MOU.



Lorenzo J. Flores, new Deputy District Director

Lorenzo J. Flores Named Deputy District Director

Los Angeles—We are pleased to announce that Lorenzo J. Flores has been named the new Deputy District Director of the Los Angeles District Office.

Mr. Flores was the former Assistant District Director and Acting Deputy District Director of the LADO. He has been

with the agency for over 17 years. We wish him well in his new capacity.



Los Angeles District Office
Second Quarter Lender Rankings
10/1/05—3/31/06

No. 1 Lender			No. 2 Lender			No. 3 Lender				
Bank of America, N.A.			Wells Fargo Bank			Innovative Bank				
548 loans			169 loans			142 loans				
\$20,117,600			\$15,098,200			\$2,979,000				
Bank of America, N.	548	\$20,117,600	35	International City Bank	10	\$3,537,500	69	United Pacific Bank	2	\$1,179,000
Wells Fargo Bank	169	\$15,098,200	36	Lehman Brothers Bank,	9	\$7,246,000	70	Small Business Loan	2	\$1,031,000
Innovative Bank	142	\$2,979,000	37	South County Bank, N.	9	\$3,842,000	71	Business Community	2	\$809,900
CDC Small Business	139	\$107,126,000	38	Telesis Community	9	\$3,118,000	72	Certified Federal	2	\$520,000
Capital One, FSB	131	\$5,180,000	39	Shinhan Bank America	8	\$1,526,000	73	Manufacturers Bank	2	\$500,000
U.S. Bank, N.A.	127	\$20,364,200	40	Community West Bank	8	\$1,419,800	74	Newtek Small Bus.	2	\$497,000
Washington Mutual	99	\$2,810,900	41	Business Finance	7	\$5,460,000	75	Far East National	2	\$413,000
California Bank &	93	\$11,540,500	42	Alliance Bank	7	\$3,370,800	76	PFF Bank & Trust	2	\$400,000
Citibank (West), F.S.	63	\$3,048,500	43	Commonwealth	6	\$4,331,000	77	United Central Bank	2	\$345,000
EDF Resource	62	\$45,738,000	44	Wachovia Small	5	\$3,521,000	78	City National Bank	2	\$332,000
Banco Popular,	57	\$9,864,800	45	Vineyard Bank	5	\$2,549,600	79	Spectrum Bank	2	\$280,000
Wilshire State Bank	49	\$19,411,200	46	Inland Community Bank,	5	\$1,045,600	80	Foothill Independent	2	\$135,000
Hanmi Bank	46	\$14,320,700	47	Merchants Bank -	5	\$870,000	81	Business Loan	2	\$55,000
Union Bank of CA	35	\$907,000	48	Bay Cities National Bank	5	\$424,000	82	Mission Oaks National	1	\$1,192,500
Center Bank	33	\$9,358,600	49	Community National	4	\$2,816,700	83	Enterprise Funding	1	\$1,079,000
Mirae Bank	32	\$11,852,000	50	Excel National Bank	4	\$2,507,600	84	Landmark CDC	1	\$783,000
National Bank of CA	28	\$15,283,600	51	Community Bank	4	\$2,125,000	85	Pacific Western	1	\$750,000
Saehan Bank	28	\$6,297,000	52	1st Centennial Bank	4	\$1,420,700	86	La Jolla Bank, FSB	1	\$594,000
Uniti Bank	25	\$10,225,600	53	Mission Community	4	\$995,000	87	California Coastal	1	\$377,000
United Commercial	23	\$8,318,500	54	Bank of the West	4	\$690,000	88	Bridge Bank	1	\$368,000
Nara Bank	21	\$12,403,500	55	Gateway Business Bank	3	\$3,590,000	89	Vision One Credit	1	\$360,000
First Standard Bank	20	\$8,270,000	56	American Continental	3	\$1,490,800	90	First Commerce Bank	1	\$350,000
HSBC Bank USA	18	\$1,128,000	57	Interbusiness Bank, N.A.	3	\$1,365,000	91	American Security	1	\$300,000
CIT Small Business	16	\$5,985,000	58	First California Bank	3	\$1,350,000	92	SCE FCU	1	\$169,000
Pacific City Bank	15	\$9,125,500	59	Coast National Bank	3	\$1,255,000	93	Business Lenders,	1	\$150,000
Beach Business	15	\$3,974,800	60	Coastal Business	3	\$1,189,000	94	Independence Bank	1	\$150,000
Advantage CDC	14	\$14,130,000	61	First Private Bank &	3	\$670,000	95	Western State Bank	1	\$134,400
Mortgage Cap. Devel	14	\$11,872,000	62	Metropacific Bank	3	\$665,000	96	Citizens Bank	1	\$110,000
California Statewide	14	\$8,876,000	63	East West Bank	3	\$650,000	97	Orange County	1	\$100,000
Comerica Bank -	14	\$8,751,900	64	First National Bank	3	\$568,200	98	Santa Lucia Bank	1	\$96,000
California Oaks State	12	\$1,300,000	65	Professional Business	2	\$2,727,000	99	Santa Clara Valley	1	\$75,700
Southland Economic	11	\$5,683,000	66	Cathay Bank	2	\$2,583,000	100	Heritage Oaks Bank	1	\$50,000
Temecula Valley	10	\$7,608,400	67	Greater Sacramento	2	\$2,228,000	101	First Tennessee Bank,	1	\$25,000
Southwest	10	\$7,437,000	68	Premier Comm. Bank, N.	2	\$1,516,500		Total	2339	



What the SBA Can Do for You!

U.S. Small Business Administration

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Fax: 818-552-3286

www.sba.gov/ca/losangeles

Click on "2006 Los Angeles Resource Guide" under the local LADO website to view the RENI Guide online.

The SBA's Los Angeles District Office serves Los Angeles, Santa Barbara and Ventura counties with a population base of 11 million. The tri-county area's strength is its diversity with financial, retail, service, international trade, entertainment and high technologies leading the Greater Los Angeles Area's ever expanding economic base. The region continues to be one of the fastest growing in the country. In 2005 this District Office led the country in providing over \$ 1 billion to nearly 5,000 businesses. Additionally, the office was number one in financing minority and women owned businesses.

The Office is a full service operation with SBA Loan Programs including SBAExpress, International Trade, Real Estate, Working Capital, the 8(a) Program and Other Government Contracting Programs and training and technical assistance services. Technical assistance is provided to assist business owners with counseling and training (how to start a business, managing employees, business plan, etc). This is accomplished through the Small Business Development Center (SBDC) program, under the auspices of the Long Beach Community College District, the Women's Business Centers (WBC) and the Service Corp of Retire Executives (SCORE). In addition, the Los Angeles District Office provides procurement assistance facilitating the award of over \$1 billion in contracts and access to the \$350 billion Federal Procurement Market.

The staff of the Los Angeles District Office is committed to providing Quality Customer Service to all our customers -- small businesses, lenders and resource partners.

The Spirit of Small Business Awards to Take Place in Santa Barbara in August

The fourth annual Spirit of Small Business Awards luncheon will take place on August 18, 2006 at the Fess Parker's DoubleTree Resort in Santa Barbara.

On July 28th, the Pacific Coast Business Times will publish the fourth annual Spirit of Small Business special section. This special section will include articles about the Pacific Coast Business Times small-business award winners, a variety of small-business "how-to" articles, and an extensive small-business resource guide.

The Business Times and the Los Angeles District Office of the U.S. Small Business Administration conceived the Spirit of Small Business to recognize the accomplishments of small businesses.

Winners are chosen based on demonstration of sustainable enterprise (especially overcoming hardship or other obstacles), industry leadership and community awareness. Companies should have less than 100 employees.

Winners will be named in the following categories:

North Santa Barbara County Company of the Year

South Santa Barbara County Company of the Year

West Ventura County Company of the Year

East Ventura County Company of the Year

Minority-owned Business of the Year

Woman-owned Business of the Year

Veteran-owned Business of the Year

Small-Business Advocate of the Year