



Santa Ana District Newsletter

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Greetings!

Welcome to the 5th issue of the Santa Ana District Newsletter!

The 45th Annual Small Business Week Awards luncheon is less than a month away! Have you contacted [Patty Holohan](#) to reserve a spot or support the event? You can call her at 909.794.3027.

This event is important on many levels. It is a time to honor entrepreneurs and champions that have distinguished themselves in the business community. The honorees have either built successful businesses from scratch or have advocated for the success of minority and women entrepreneurship and small business owners in general. Lenders and chambers of commerce participate because of the strong relationship they have with SBA and their customers and members are overwhelmingly small businesses; elected and public officials support their small business constituents; small businesses attend to support fellow entrepreneurs and large corporations support because they rely on and do business with small business!

We look forward to the entire community's support and participation on Thursday, September 25th at the Hilton Anaheim for the Small Business Week Awards luncheon.

Sincerely,

Christopher A. Lorenzana
Business Development Specialist
& Public Information Officer

**45th ANNUAL
SMALL BUSINESS WEEK AWARDS
LUNCHEON
THURSDAY, SEPTEMBER 25, 2008
HILTON ANAHEIM**

45TH ANNUAL
SMALL BUSINESS WEEK
AWARDS LUNCHEON

Thursday
September 25, 2008

HILTON ANAHEIM
777 CONVENTION WAY

MAKE RESERVATIONS OR SUPPORT THE EVENT
BY CONTACTING PATTY HOLOHAN AT
PSHOLOHA@AOL.COM

OR

909.794.3027

ONLY 4 WEEKS LEFT UNTIL EVENT!
DEADLINE FOR PROGRAM INCLUSION
FAST APPROACHING



THANKS THE 45TH ANNUAL SMALL BUSINESS WEEK SPONSORS



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REsource CAPITAL



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TMC Development



THANK YOU TO ALL
SMALL BUSINESS
WEEK SUPPORTERS!



NETWORKING OPPORTUNITY!!!

First Annual SBA Tri-County Faith-Based Small Business Summit
October 9, 2008
Ontario Convention Center



First Annual SBA Tri-County Faith-Based Small Business Summit

Thursday, October 9, 2008
7:30 a.m. - 2:00 p.m.

Ontario Convention Center
2000 East Convention Center Way
Ontario, California 91764



Keynote Speaker
Dr. Jeffrey Decker
Professor, Biola University,
School of Organization and Leadership
Preserving Business Ethics & Service
Excellence in Difficult Economic Times

Registration/Continental Breakfast/Networking	7:30 a.m.
Opening Remarks-Event Overview	8:30 a.m.
Concurrent Workshops	9:30 a.m. - 11:30 a.m.
Lunch and Speaker	11:45 a.m.
Networking & Vendor Exhibits	1:00 p.m. - 2:00 p.m.

COST: \$50 (includes a continental breakfast, lunch, and admission)

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To register or for more information, contact
AmPac Tri State CDC at (909) 915-1706
or visit online at: www.tristatecdc.com

The U.S. Small Business Administration is committed to carrying out President George W. Bush's Executive Order to reach faith-based and underserved communities with the resources available for small businesses. The faith-based summit is a critical component of the Santa Ana District Office's commitment to reach the three counties of San Bernardino, Orange and Riverside Counties with this educational effort.

Licensed in April 2007, AmPac Tri State CDC is the first faith-based certified lender for the U.S. Small Business Administration.

Who should attend?

For-profit business owners seeking to learn about resources and services available from the U.S. Small Business Administration.

- ☑ The ABCs of Starting A Business
- ☑ Access to funds for growing your business
- ☑ Surviving & Thriving During an Economic Downturn...Where Faith & Business Meet

Nonprofit organizations seeking to provide an array of services to the community, including churches and other faith-based entities.

- ☑ Accessing Funds for Growing Your Non-Profit
- ☑ Non-Profit Advertising
- ☑ How to Develop Partnerships

Presented by the



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WEST SERRANO CENTER

AmPac Tri State Certified Development Company, in conjunction with the U.S. Small Business Administration, is hosting its inaugural Faith-Based Small Business Summit- CONNECTING FAITH & BUSINESS...PRESERVING BUSINESS ETHICS IN DIFFICULT ECONOMIC TIMES, on Thursday, October 9, 2008 at the Ontario Convention Center.

The event targets business owners and prospective business owners in the faith-based community in the Tri-County region of San Bernardino, Riverside and Orange Counties, identified by the U.S. Census Bureau as the fastest growing metropolis in the country. Faith-Based leaders from more than 1,500 faith based organizations, representing over half a million parishioners, have been invited. Banks and financial leaders have also been invited from throughout this area.

The purpose of the Summit is to tangibly and practically promote President Bush's Faith-Based Initiative by inviting faith-based leaders and their "business owner" and "entrepreneur" congregants to a conference that will be educational, motivational and practical for sustaining, growing and expanding a business.

The Summit will include information on the extensive resources of the U.S. Small Business Administration. To address the hardships many small business owners are facing and the tight credit markets in banking, the Summit will include workshops on surviving and thriving during a tight market, and how to access capital during challenging credit markets. The keynote speaker, Dr. Jeff Decker, a well known professor at Biola University's School of Organization & Leadership, will discuss how to maintain business ethics and consistent customer service during difficult economic times.

Responding to the needs and requests of local Pastors, the Summit will also include workshops for non-profit organizations. We are inviting representatives from the President's Faith-Based initiative office, as well as several service providers for non-profits to be a part of the Summit.

The Summit is a great marketing opportunity to reach hundreds of influential community leaders and business owners who serve in the fastest growing metropolis in the country.

For more information about AmPac Tri State CDC, visit their [website](#)

For more information on how to be a part of the Summit, contact Hilda Kennedy at 909.915.1706

SBA attends Western Riverside Council of Governments General Assembly

SBA team members, Jill Andrews and Paul Smith, attended the 17th Annual General Assembly of the Western Riverside Council of Governments at Morongo Casino, Resort & Spa in Cabazon on June 19th.

The topic of this year's General Assembly was: ***Politics & the Economy: What's in Store for 2008?*** With an exciting race for the Presidency, 2008 has become a pivotal year when it comes to shaping the political and economic future of the region, as well as the nation, for years to come. Building on this topic, George Stephanopoulos served as the keynote speaker, sharing his perspective on the current Presidential candidates and examining how their policy decisions will define the state of the nation for the next four years. 750 people attended the event, including more than 90 elected officials.

Each year the Western Riverside Council of Governments holds a meeting of its General Assembly, where WRCOG formally adopts its annual budget and nominates the incoming chair and vice chair for the agency. For the first time, a second vice chair was also selected for WRCOG.

The WRCOG General Assembly is anchored by a special keynote speaker presentation. Past speakers have included Henry Cisneros, former Director of the Department of Housing and Urban Development under President Bill Clinton; Bill Handel, nationally-syndicated radio host; Joel Kotkin, nationally-syndicated columnist and author; Steve Bridges, regarded as the nation's best impersonator of President George W. Bush; Oliver North, historical figure, author and syndicated host of Fox News Channel's War Stories, and last year the assembly hosted Sam Donaldson, a 38-year news reporting veteran who has hosted a number of syndicated news programs including Prime Time Live and 20/20.

The assemblies have become one of the region's premier annual events, and are consistently sold-out.



George Stephanopoulos speaks to the WRCOG General Assembly



Andrew Masiel, former Councilman of the Pechanga Band of Luiseño Indians with Mr. Stephanopoulos

SBA to participate at INPRO's first ever American Indian Business Opportunity Fair

The Santa Ana District Office continues to show its commitment to American Indian Economic Development by participating in one of two modules at a newly created learning session during the 33rd Annual Indian Progress in Business awards banquet September 11th & 12th at Pechanga Resort & Casino in Temecula.

SBA's Gloria Aguilar, Oscar Padilla and Paul Smith will participate in a session on federal certifications. American Indian businesses will gain more information on:

- How to properly apply for 8(a) & HUBZone certifications

- How buyers use the programs
- How Tribes and Alaska Native Corporations (ANC's) were successful in the application process
- How to utilize the resources available to be successful in growing your business

INPRO is presented by the National Center for American Indian Enterprise Development (NCAIED). INPRO this year is a multi-faceted event which includes the Awards Banquet, and, for the first time ever, an American Indian Business Opportunity Fair (AIBOF)! This new component at INPRO is a direct result of the relationship SBA's Paul Smith and Oscar Padilla have developed with the National Center, which operates the California Native American Business Enterprise Center (CANABEC), and supporting non profit Pacific American Indian Development (PAID), a Native American Procurement Technical Assistance Center (PTAC).

The Business Opportunity Fair includes Indian Business Learning Sessions along with a Procurement Fair where Indian Businesses network with Corporations, Tribal Enterprises, Prime Contractors, and Government Agencies. The INPRO Awards Banquet is a national fundraising event. The banquet acknowledges accomplishments and contributions made by Corporations towards Native American economic and business development endeavors.

One of the event highlights is the presentation of scholarship awards to deserving American Indian undergraduate and graduate students majoring in business. These hand selected recipients have demonstrated a commitment to giving back to the American Indian community.

INPRO attendees will witness first hand the beauty and culture of live American Indian entertainment. Past entertainment has included dancers, singers, and drummers from various tribes that tell stories of Native cultures.

This years Title sponsor is Raytheon. Previous presenting sponsors include BankAmerica Corporation, GTE California, Honda of America MFG, Inc., Lockheed Martin Aeronautics Company, Northrop Grumman, Raytheon, The Boeing Company, Toyota Motor Sales U.S.A., Inc. and Southern California Edison.

Contact [Paul Smith](#) or [Oscar Padilla](#) to learn more about how organizations (Native American and others) can work together to benefit the Native American business community.

Download American Indian Business Opportunity Fair flyer [here](#)

Click [here](#) to learn more about INPRO and the National Center

Insight & Inspiration: SBA's small business startup guide

It's difficult to get somewhere without knowing where you're going. The same is true for starting a business. Friends and family give advice, books claim to show you the way and high-priced consultants charge for the information.

The [small business guide](#) is intended to serve as a roadmap for starting a business. It is both comprehensive and easy to use. It also includes numerous electronic links for additional information. Use this powerful interactive tool, with many supporting resources to help you start a successful business.

We'll see you all on Thursday, September 25th at the Hilton Anaheim! Until then, feel free to reach me with any questions you have about SBA and our programs & services.