

SBA MISSISSIPPI MAGNOLIA NEWS

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Did You Know...

- Over the past decade, small businesses created 60 to 80 percent of the net new jobs?
- Small businesses employ about half of the United States workers?
- Small businesses generate more than 52% of the nation's gross domestic product?

SBA SUBMITS PROPOSED RULE REGARDING WOMEN-OWNED SMALL BUSINESS CONTRACTING PROCEDURES

The SBA submitted a proposed rule for publication in the Federal Register regarding the creation of a women-owned small business (WOSB) contracting procedure on December 20, 2007. The rule is the direct result of a statutory study commissioned from the RAND Corporation which considered two methodologies, one based on the number of contracts to WOSBs and one based on the dollar amount of contracts to WOSBs. SBA selected the dollar amount to align with the federal government's goal of increasing the dollar amount of contracts to WOSBs. The RAND analysis found, using this methodology, that WOSBs participating in federal contracting were under-represented in certain industries. Under this proposed rule, a contracting officer in any federal agency could set aside contracts or work, but only within an industry in which WOSBs have been identified as under-represented or substantially under-represented. Only small



Companies run by women account for about 30 percent of all privately held firms in the United States.

businesses owned or controlled by economically disadvantaged women would then be eligible for these contracts. Contracts or work under this rule may not to exceed \$3 million (\$5 million for manufacturing). Furthermore, prior to reserving a procurement exclusively for WOSBs, each agency is required to conduct an appropriate analysis of its own procurement history to determine

whether there is sufficient evidence of relevant discrimination in that industry by the procuring agency. The proposed rule is open to public comment for 60 days after its publication in the Federal Register.

POSITION CHANGES IN SBA'S OMA & GCBD PROGRAMS

Robert F. Danbeck has been named associate administrator for SBA's Office of Management and Administration (OMA). Danbeck will handle management of SBA's facilities, direct human resources policies and services, and oversee procurement grants

and activities. **Fay Ott** has been named SBA's associate administrator for the Office of Government Contracting and Business Development (GCBD). Ott, who has been a senior manager at the SBA since 2004, will lead the agency's efforts to ensure

small business contracts are awarded to businesses that meet the appropriate size standard, and help federal agencies meet their small business contracting goals.

Helping small businesses **start**, **grow** and **succeed**.

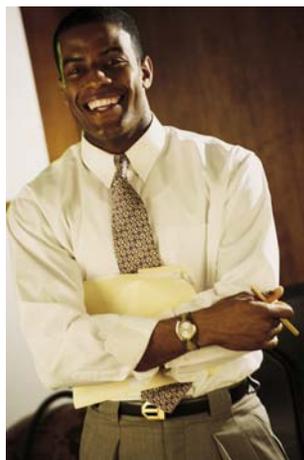


Your Small Business Resource

SBA PROVIDES BUSINESS OWNERS CREDIT MANAGEMENT RESOURCES

Small business owners now have a new small business resource to help improve their chances for profitability by understanding the importance and use of business credit. The SBA and Dun & Bradstreet (D&B) have joined together in a nationwide partnership to give small business owners valuable step-by-step guidance on how to proactively manage their business credit. "SBA launched a series of training resources designed to help small business owners manage their business credit," said SBA Administrator Steven Preston. With the training resources, small business owners are advised

to take five smart steps to establish and maintain a positive business credit file: (1) Start a business credit file, (2)



Establish a credit history, (3) Pay bills on time, (4) Monitor and understand their business credit file, and (5) Monitor customer and supplier credit. The training resources include an online Webinar, CD-ROMs, informational brochures and other resources on how to properly establish and protect business credit. The resources and information are currently available on the SBA's Web site at www.sba.gov in English, with Spanish translations becoming available in mid-2008.

"Both the SBA and Dun & Bradstreet have a long history of experience in working with small businesses to maximize their business success," said SBA Administrator Steve Preston. "These are five smart and easy steps that any small business can implement to establish and maintain good business credit and protect their businesses."

Free IRS Newsletter Available for Small Businesses

The IRS offers "e-News for Small Businesses", a free electronic mail service designed to provide tax information for small business owners and self-employed individuals. The newsletter, which will be distributed every Wednesday, will cover upcoming tax dates, IRS news releases, and reminders and tips to assist businesses with

tax compliance, among other issues.

Sign-up (view a representative of e-News for Small Businesses at www.irs.gov/pub/irs-utl/ensb_sample.pdf) and you will receive information about: Important upcoming tax dates for SB/SE customers; What's new for small businesses on the IRS Web site; Reminders and tips to

assist small businesses/self-employed with tax compliance; IRS News Releases and special IRS announcements that pertain to SB/SE customers; and more.

SHOW ME THE MONEY

Through the 1st quarter of fiscal year 2008 (October 1, 2007 - December 31, 2007) the Mississippi SBA office approved 150 loans to Mississippi small businesses totaling \$35,010,143. Click on "Show Me the Money" at www.sba.gov/ms to view a list of loans by lender.



URBAN INSTITUTE STUDIES CONFIRM SBA LOANS FILL MARKET GAP

A package of studies released by the nonpartisan Urban Institute has found that SBA programs are more effective than conventional loans in reaching minorities, women and start-ups, and that SBA loans are a key financing tool for creditworthy small businesses that nevertheless do not meet conventional underwriting standards. In its most recent fiscal year, nearly a third (32.1%) of all SBA-backed loans went to start-up businesses, a third (33.6%) went to minority borrowers and 22.3% went to women. Overall, loans to businesses in underserved areas – including designated Enterprise

Zones, HUBZones and Low and Moderate Income areas – represented more than 36% of total loan approvals. The studies were commissioned by SBA three years ago to study the agency's lending effectiveness and its value to underserved communities from 2001 to 2004. "These reports validate our essential role in getting capital to underserved communities and our success in doing so," said SBA Administrator Steve Preston. "They also support the recent initiatives we have rolled out to enable entrepreneurs who are not receiving capital through the conventional market." The seven

Urban Institute reports are available at www.urban.org/projects/sba/.



CENTRAL CONTRACTOR REGISTRY UPDATED

On Monday, December 3, 2007, the Central Contractor Registration (CCR) system module was updated to release 4.07.3.4.

types. It also allows for more than 20 NAICS codes to be entered by any given registrant and additional wording changes and clarifications.

The release includes a realignment of the Corporate Information Page to better define the allowable Business Types with CCR Organization

This update will require reentry of your CCR Organization and Business types on your next update or renewal.

UI Study finds 7(a) and 504 guaranteed loans were more likely to be made to women or minority-owned businesses and start-ups than conventional small business loans; made to small businesses with fewer employees and lower annual sales revenue than conventional small business loans; and have longer average maturity terms than conventional loans.



FREE COUNSELING AVAILABLE THROUGH SBA RESOURCE PARTNERS

SBDC – The Mississippi Small Business Development Centers provide a variety of business services to startups and existing businesses statewide including counseling, workshops and information services. Call 1-800-725-7232 to find your nearest SBDC office.
Women's Business Center – The Crudup-Ward Activity Center provides one-on-one business and financial counseling and technical assistance for

women, and others, seeking to start a new business or improve their existing business. Call (601) 469-3357 for more information.

SCORE – The Service Corps of Retired Executives, is America's premier source of free & confidential small business advice for entrepreneurs. SCORE has helped more than seven million small businesses. Visit their website at www.scoregulfport.org for

information.

Visit www.sba.gov/ms and click on "Events Calendar" on the right side of the website to find a SBDC, WBC or SCORE workshop near you.



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Website: WWW.SBA.GOV/MS

The U.S. Small Business Administration (SBA) was created on July 30, 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. We recognize that small business is critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Since its founding, the U.S. Small Business Administration has delivered about 20 million loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. Although SBA has grown over the years, the bottom line mission remains the same. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

BUSINESS.GOV UNVEILS STATE AND LOCAL SEARCH FEATURES

Business.gov has launched new search features and expanded content that make it easier for small business owners to find essential information they need to run their operations. The site now offers a unique service created by combining content from separate Web applications – of Google-based services that include Google's Custom Search Business Edition, Google Maps, the Google Search Appliance and publicly available compliance information culled from federal, state and local government Web sites. The results are services directly aligned with doing business in a specific geographic area, saving business owners time by getting to the right information more quickly. The inclusion of state and local content on Business.gov means that small business owners can go to one website to find what they



need to successfully manage their operations," said Nancy Sternberg, program manager of the Business Gateway Initiative.

Business.gov has also expanded the content of its Small Business Guides which help business owners understand what regulations and programs apply to them, how

to comply, and how to stay in compliance while growing and managing their operations. For example, if a retail business is interested in expanding its business online, the Small Business Guide to E-Commerce will provide guidance on legal and regulatory requirements the business owner must meet before opening an online store.

Helping small businesses
start, grow and succeed.



Your Small Business Resource