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**Office of the National
Ombudsman
Regulatory Fairness Hearing**

Small Business owners will have an opportunity to discuss concerns about federal regulatory compliance and enforcement issues during this event sponsored by the U.S. Small Business Administration.

SBA Administrator Hector V. Barreto, along with SBA National Ombudsman Michael L Barrera, and members of SBA's Regulatory Fairness Board for Region VI, including New Mexico board member Mary Ann Weems, will meet with community leaders, members of trade and business associations, small business owners and invited members of the congressional delegation to discuss concerns about federal regulatory compliance and enforcement in the region.

The event is at the Greater Albuquerque Chamber of Commerce, Willard Board Room, 115 Gold Avenue SW, Albuquerque, NM 87102 on Friday, October 1, 2004, from 8:30am to noon.

The hearing is open to the public and the press. Small business owners may testify during the hearing but must register in advance. Call the SBA District Office in New Mexico at (505) 346-6767 or (505) 346-6759 for arrangements.

**WEB PAGE FOR THE
NATIONAL GUARANTY PURCHASE CENTER IN
HERNDON, VIRGINIA**

- Address to access the web page:
<http://www.sba.gov/banking/herndon.html>
- You may e-mail the center at sbapurchase@sba.gov for issues related to guaranty purchases, or loanresolution@sba.gov for general liquidation issues.
- Questions or concerns may also be faxed to 202-481-4674.
- For urgent issues, you may call 703-487-9283

Over the past 10 years, (FY 1994-2004), the SBA has backed more than \$117.24 billion in loans to small businesses, almost twice as much as the total for the agency's entire history before that time (\$65 billion from 1953-93).

ONLINE APPLICATION FOR SBA'S 8(a) PROGRAM

On September 10, 2004, the SBA unveiled a new electronic online application that will make it easier, faster, and less expensive for small companies to apply for the 8(a) Program and Small Disadvantaged Business (SDB) certification directly from SBA's web site.

The new automated application was developed by an 8(a) firm, Simplicity, Inc. in conjunction with the SBA's Office of Government Contracting and Business Development. It employs decision logic to screen applications allowing the SBA to review and process applications more efficiently and provide improved customer service.

The application is 100% web based, allowing applicants to apply without downloading any software or plug-ins, replacing a four page written application that required substantial supporting documentation. The online application incorporates features including context sensitive help, real time validation, and printer ready versions and integrates with the Central Contractor Registry (CCR). For more information, please visit the SBA web site at www.sbs.gov.

New SBA Center for Faith Based and Community Initiatives

On June 3, 2004, Executive Order 13342 created a new Center for Faith Based and Community Initiatives at the SBA. The mission of the SBA's Center for Faith Based and Community Initiatives is to empower faith based and other community organizations to apply for federal social service grants. It supplies information and training, but does not make the actual funding decisions. Those decisions are made through procedures established by each grant program, generally involving a competitive process. There are no grant funding set asides for faith based organizations. Instead, the Faith Based and Community Initiative creates a level playing field for faith based as well as other community organizations to work with the government to meet the needs of America's communities.

SBA Administrator Hector V. Barreto states "The U.S. Small Business Administration (SBA) provides loan guarantees, technical support, grants and other services to help small business men and women achieve their goals. Faith based and community organizations can play an important role in helping the SBA identify, train and finance the entrepreneurs whose businesses will bring jobs and hope to economically distressed communities all across our Nation."

For more information on SBA programs and assistance, please contact Anthony McMahon, SBA District Director, New Mexico District Office, at (505) 346-7909. You may also visit the SBA website at www.SBA.gov for SBA programs and www.SBA.gov/fbci for Faith Based Initiatives. The Center for Faith Based Initiatives can also be reached by email at fbci@sba.gov or by telephone at (202) 205-9037.

2005 SBA SMALL BUSINESS AWARDS NOMINATIONS

It's that time of year again when the SBA gives you the opportunity to recognize those outstanding small businesses in our New Mexico community. Nomination instructions will be coming out shortly. In the meantime please give it some thought. Who do you know or do business with that has that extra something that makes them or their small business so successful. They deserve your nomination and the reward and recognition that will come with the selection for the 2005 SBA award. State winners will also compete Regionally and Nationally in the various award categories. Winners will be honored at the annual awards event in the Spring of 2005. Nominations need to be submitted to the New Mexico SBA District Office by Dec. 3, 2004. Please contact Susan Chavez (505) 346-6759 or 346-7909 at the New Mexico District Office for further information.

"If you think education is expensive, try ignorance." ~Derek Bok

Health Savings Accounts (HSA) Information Seminars

Congresswoman Heather Wilson, the U.S. Department of the Treasury, and the Human Resource Management Association, in participation with the U.S. Small Business Administration, presented two seminars on the new Health Savings Accounts (HSA) The SBA participation included Joseph Montes, Regional Administrator, Region VI and Anthony McMahon, District Director, New Mexico District Office. The seminars were held on August 11 and August 12, 2004, at the Presbyterian Healthcare Services Administration Center in Albuquerque. Both were very well attended.

Presentations and discussions included understanding the new law for HSAs and how it can help small business employers provide health benefits for employees.

The new Health Savings Account legislation was signed into law on December 8, 2003.

A Health Savings Account (HSA) is a tax sheltered savings account similar to the IRA but earmarked for medical expenses. Deposits are 100% tax deductible for the self employed and other employees and can be easily withdrawn to pay routine medical bills with tax free dollars. Larger medical expenses are covered by a low cost , high deductible health insurance policy (HDHP). Contributions can be up to \$2,600 for individuals or \$5,150 for families and can be made by employers, employees, or both.

Any money not utilized by the employee will remain with their HSA for future use by the employee. If there are additional questions on the HSA you may email the U.S. Treasury Department at HSAINfo@do.treas.gov.

NATIONAL HISPANIC HERITAGE MONTH

National Hispanic Heritage Month is being celebrated from September 15 to October 15, 2004. This is a time to reflect on the individual and collective accomplishments of the 39.9 Hispanic Americans that constitute America's largest minority group.

The SBA shares a commitment to minority business development and continues to support Hispanic business expansion efforts. To provide more effective service to small businesses, the SBA has added regular live Web chats to the SBA's Spanish language portal. During these chats, invited experts answer questions from the public on Hispanic small business topics. The SBA Spanish language portal, established in 2002, is located at www.Negocios.gov and contains information on the SBA's programs and services plus many resources for aspiring Hispanic entrepreneurs. Since its launch, the Spanish portal has been enhanced with the addition of a series of online Spanish courses titled, "My Own Business".

Centralized Processing For 504 Loans

The centralization of processing functions for the Certified Development Company (CDC), or 504 loan program, began as a pilot 17 months ago in Sacramento, CA. This has allowed the SBA to process more 504 loans with fewer staff in less time.

The effort began in March, 2003, aimed at achieving higher efficiency in processing 504 loan applications by centralizing the operations of three District Offices. In light of its initial success, the SBA has added the processing work from 80 district and branch offices to the 504 processing center over the past three months. The last eight district and branch offices are expected to be centralized by the end of September.

The success of the 504 Sacramento Processing Center has been such that the National Association of Development Companies, the 504 trade association, has expressed strong support for the centralization effort. The 504 loan program is experiencing a record breaking year for loan volume with 7,449 small business loans worth \$3.57 billion approved so far in the current fiscal year of 2004.

***The National Lender Guide** is now available on SBA's website at www.sba.gov/banking. The guide covers loan processing, closing, servicing, liquidation/Litigation, Guaranty Purchases and Lender Oversight.*

SBA Lender Training

The SBA will hold quarterly training sessions for Lenders. This training is for management and lending personnel at all levels in the lending institution. The first half will include all current SBA loan programs and their utilization and the second half will focus on risk management, loan servicing and liquidation. Training will be at the SBA New Mexico District Office, 625 Silver, Suite 320, Albuquerque, NM, from 9:00am to 3:00pm on

November 17, 2004

February 9, 2005

May 11, 2005

September 14, 2005.

Contact Edward Cadena, (505) 346-6760, at the SBA for further information.



Essentials For Starting A New Business”

This workshop is held on the third Friday of the month from 9:00 am – 4:00 pm (8:30 am registration). There is a workshop fee of \$40.00 per person.

The workshop emphasizes all the essential elements needed for successful business practices. Topics include Anatomy of a Business; The Law and Business; Necessary Insurance; Record Keeping Elements; Tax Considerations; Banking and Borrowing and SBA Programs and Resources. Call (505) 346-6750 for additional information or to register for the workshop.

- **October 15, 2004**
- **November 19, 2004**

“Character may be manifested in the great moments, but it is made in the small ones.”
– P. Brooks

Monthly 8(a) Business Development Program Workshops

The SBA’s Section 8(a) Program is intended to help socially and economically disadvantaged business owners. SBA assists these firms in gaining equal access to the resources necessary to develop their business and, thereby, improve their ability to compete on an equal basis in the mainstream of the American economy.

The free workshops are presented on the first Thursday of every month from 1:00 pm to 3:00 pm. To register for any of the workshops, or to obtain additional information, please call the SBA Office at 505/346-7909 or 505/346-6751. Additional information on the program is also available on the SBA Website at <http://www.sba.gov/8abd>.

- ✚ **October 7, 2004 @ SBA Office (Conference Room)**
625 Silver Avenue SW, Suite 320
- ✚ **November 4, 2004 @ Hispano Chamber of Commerce, 1309 4th St SW, Suite A**
- ✚ **December 2, 2004 @ SBA Office (Conference Room) 625 Silver Avenue SW, Suite 320**

IMPORTANT STATISTICS

In 2004... Over 2 million received business counseling and technical assistance through one or more of the agency's advisory groups and training programs:

- More than 651,000 people received technical assistance through the Small Business Development Center program;
- More than 470,000 people received assistance from the volunteers of the Service Corps of Retired Executives (SCORE);
- More than 164,000 people got help at the SBA Business Information Center;
- More than 650,000 people used the SBA Small Business Training Network/E-Business Institute on the Internet, more than triple the number from the previous year.
- More than 100,000 people got help from an SBA Women's Business Center.

NEW MEXICO BUSINESS RESOURCES

SBA Business Information Center (BIC)

Management and Technical assistance available to the small business community. Internet access, one-on-one counseling, and business materials are available to the community at the BIC. The BIC is located at the Albuquerque Hispano Chamber of Commerce at 1309 4th Street SW. 505/346-7830.

Small Business Development Centers

Confidential management and technical counseling and training sessions available through the 18 centers located throughout the state. There is no charge for the counseling. To locate a center in your area please contact 1-800/281-7232 or visit their website at www.nmsbdc.org.

Women's Business Centers

Women's Self Sufficiency Economic Team (WESST Corp) has six sites located throughout the state. WESST Corp offers management and technical and financial assistance to the small business community. Visit their website at www.wesst.org or call 1-800-GO-WESST.

Service Corps Retired Executives (SCORE)

Three SCORE Chapters located in New Mexico (Albuquerque, Las Cruces and Santa Fe). Offer confidential management and technical assistance (counseling & training) to the individuals thinking of starting a business or to existing business owners who need assistance in specific topics. Visit the National SCORE Website at www.score.org or Albuquerque's at www.ABQSCORE.org and Santa Fe's at www.santafescore.org.

Albuquerque Hispano Chamber of Commerce (AHCC) Barelás Job Opportunity Center

Scheduled and customized computer and management workshops are offered through AHCC. Please contact Bea at 505/842-9003. Located at 1309 4th Street SW.

SIGN UP FOR "SBA LENDER UPDATE"

Partners may receive "SBA LENDER UPDATE", a message which will contain breaking important news about SBA Lending Programs, via e-mail by signing up on **LISTSERV**.

How does the SBA LENDER UPDATE on LISERSV work?

"SBA LENDER UPDATE" is used to broadcast late breaking news regarding the Agency's lending programs. SBA does not send SPAM (i.e., unsolicited mass e-mails), therefore LISERSV allows people to **voluntarily** subscribe to receive agency e-mail.

The LISERSV will not be used to distribute all SBA notices, only those containing time-sensitive information that must be distributed immediately. It will not replace any existing communication channel and should not be solely relied upon. SBA will continue to post 5000 series notices at <http://www.sba.gov/banking/indexnotices.html>.

How to sign up for SBA Lender Update?

To subscribe simply go to the following LISERSV web site: [http://www.sba.gov/banking.listserv.html](http://www.sba.gov/banking/listserv.html).

Subscribers will receive an e-mail confirmation, which they must respond to within 48 hours. This precautionary measure ensures that someone else did not subscribe for them and that they truly want to receive the information.

Ensuring the Accuracy of Electronic Versions of SBA Forms

SBA Notice 9000-1529 serves as a reminder that all lenders participating in the 7(a) and 504 business loan programs must take steps to ensure that electronic versions of SBA forms are exact reproductions or the original forms. SBA Forms are available to the public under "Financial Assistance Forms" at <http://www.sba.gov/library/forms.html>. Anyone with questions should contact the SBA New Mexico District Office at (505)346-6760.

SBA LENDERS' LOAN ACTIVITY

7(a) LOANS THRU 8/31/2004

<u>BANK NAME</u>	<u># LOANS</u>	<u>DOLLAR AMOUNT</u>
=====	====	=====
BANK - AMERICA NATL ASSOC	81	\$3,113,600.00
WELLS FARGO BANK NATL ASSOC	66	\$8,038,400.00
BANK OF THE SOUTHWEST	29	\$4,038,600.00
WESTERN COMMERCE BANK	26	\$5,496,900.00
FIRST STATE BANK N.M.	24	\$2,741,500.00
CAPITAL ONE FED. SAVINGS BK	20	\$1,010,000.00
WESTERN BANK	19	\$3,009,600.00
ACCESSBANK	10	\$1,340,700.00
NEW MEXICO BANK & TRUST	10	\$1,273,000.00
THE FIRST NATIONAL BANK	10	\$683,800.00
STATE NATIONAL BANK	9	\$1,096,600.00
CITIZENS BANK OF LAS CRUCES	8	\$1,225,000.00
SUNRISE BANK OF ARIZONA	8	\$2,490,000.00
BUSINESS LOAN CENTER, LLC	7	\$4,333,700.00
CIT SMALL BUS. LENDING CORP	7	\$2,120,000.00
FIRST SAVINGS BANK	7	\$1,041,518.00
CENTURY BANK, FSB	6	\$1,037,500.00
PIONEER BANK	5	\$952,000.00
BANK - RIO GRANDE NATL ASSOC	3	\$1,003,000.00
CITY BANK NEW MEXICO	3	\$335,000.00
FIRST FEDERAL BANK	3	\$360,000.00
FIRST NATIONAL BANK OF ARIZONA	3	\$563,500.00
FIRST NEW MEXICO BANK	3	\$591,000.00
INTERNATIONAL BANK	3	\$249,600.00
WESTERN BANK OF CLOVIS	3	\$737,500.00
CALIFORNIA BANK & TRUST	2	\$280,000.00
COMMUNITY FIRST NATIONAL BANK	2	\$696,900.00
FIRST STATE BANK	2	\$165,000.00
INNOVATIVE BANK	2	\$20,000.00
MOUNTAIN AMERICA FCU	2	\$50,000.00
NEWTEK SMALL BUS. FINANCE INC.	2	\$184,000.00
THE CITIZENS BANK	2	\$150,200.00
ALAMOGORDO FED. S & L ASSOC	1	\$132,000.00
BANK - ALBUQUERQUE NATL ASSOC	1	\$580,043.00
BANK 1ST	1	\$100,000.00

SBA LENDERS' LOAN ACTIVITY

7(a) LOANS THRU 8/31/2004 - continued

<u>BANK NAME</u>	<u># LOANS</u>	<u>DOLLAR AMOUNT</u>
BANK OF THE WEST	1	\$26,000.00
BRANCH BK. & TR CO	1	\$175,000.00
CHARTER BANK	1	\$25,000.00
COMERICA BANK	1	\$541,000.00
COMMUNITY BANK	1	\$100,000.00
COMPASS BANK	1	\$327,000.00
FOUR CORNERS COMMUNITY BANK	1	\$375,000.00
GALLUP FEDERAL SAVINGS BANK	1	\$30,000.00
GE CAP. SMALL BUS. FINAN CORP	1	\$927,000.00
GOVERNMENT EMPL CU OF EL PASO	1	\$14,500.00
INDEPENDENCE BANK	1	\$150,000.00
LEA COUNTY STATE BANK	1	\$100,000.00
MULESHOE STATE BANK	1	\$740,000.00
PMC CAPITAL, INC.	1	\$1,074,000.00
PORTALES NATIONAL BANK	1	\$284,000.00
STEARNS BK NATL ASSOC	1	\$1,080,000.00
TEMECULA VALLEY BANK NATL ASSO	1	\$150,000.00
THE BANK OF BELEN	1	\$157,500.00
UNION SAVINGS BANK	1	\$200,000.00
** Grand Totals ***	409	\$57,716,161.00

WWW.SBA.GOV

~ YOUR SMALL BUSINESS RESOURCE ~
