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Connections

SBA Disaster Loan Assistance in NYC Reaches \$200 Million Following September 11TH Attack

NEW YORK – The U.S. Small Business Administration has approved more than \$200 million low-interest disaster loans to residents and small businesses in the New York City area in the aftermath of the September 11th terrorist attacks at the World Trade Center, SBA Administrator Hector V. Barreto recently said.

"As the difficult task of recovery continues, I'm proud of the SBA employees who have been working tirelessly to help the people of this great city finance its recovery," Barreto said. "We are committed to continuing our assistance to the citizens of New York and across the nation in the weeks and months ahead."

The SBA offers low-interest, long-term financial assistance to help eligible homeowners, real estate owners, renters, businesses of all sizes and nonprofit organizations repair or replace uninsured disaster-damaged

property. Small businesses may also be eligible for working capital assistance.

So far, almost 2,500 loans have been approved to NYC businesses and individuals.

Due to the extent of economic injury nationwide, SBA has introduced two additional Economic Injury Disaster Loan (EIDL) programs to help small businesses across the country.

The Expanded Economic Injury Disaster Loan (EEIDL) program makes loans available to small businesses that have suffered substantial economic injury as a direct result of the attacks on the World Trade Center and the

Pentagon, or from subsequent related actions taken by the federal government in response to those attacks.

The Military Reservist Economic Injury Disaster Loan (MREIDL)

program is available to small businesses that have suffered

substantial economic injury because a key employee (including an owner and/or operator) is a reservist and has been called to active military duty.

For more information about SBA's disaster loan program or for help with the loan application process, visit a disaster recovery center, or call 1-800-659-2955 (for hearing-impaired FRS 1-800-877-8339), or visit SBA's Web site at www.sba.gov/disaster.



SBA Programs and Services for Women-Owned Businesses

By Jan Wolfe, SBA Indiana District Director



Jan Wolfe

The U.S. Small Business Administration's award-winning Online Women's Business Center offers women entrepreneurs an interactive Web-

based training site that will help them hone their entrepreneurial skills and improve their chances for small business success.

The Online Women's Business Center is dedicated to helping entrepreneurial women reach their goals and aspirations for personal and professional development. The SBA's goal is to provide users with the information and expertise they need to plan their economic independence through owning a business of their own.

The Online Women's Business Center can be found on the World Wide Web at www.onlinewbc.gov.

The Web site is the realization of a vision created by SBA's Office of Women's Business Ownership and shared by SBA Women's Business Centers across America. These partners saw the value and the possibilities of bringing together the public and private sectors to further the empowerment of women everywhere.

The site's online forums, message boards, resource database and informative articles are free tools designed to provide women the information they need to succeed in business. The SBA regularly invites business experts to participate in online forums and check out the "What's New" page for the latest information.

The Online WBC was originally developed by the North Texas Women's Business Development Center under a grant from the SBA,

as part of the Women's Business Center Program. Its content is drawn from a network of women's business centers nationwide, which also provide online assistance and counseling.

Since the site was launched in January 1998, it has been accessed by people in 100 countries worldwide and translated into Spanish, Russian, Japanese, Chinese, and Icelandic. French and Arabic are in development. The Online WBC is linked to hundreds of other women's business Web sites and resources, and receives more than two million hits a month. It also contributes success stories as a regular feature on iVillage.com.

A Quick Tour of the Online Women's Business Center

While you are online be sure to visit the extensive library of business information topics. The site has more than 1,000 articles to guide you down the road to success.

The **Information Exchange** is the place to go seek help and offer advice with other business owners and small business experts.

The **Marketing Mall** provides training and information on a wide variety of marketing, public relations and advertising topics.

The **Finance Center** features articles on bookkeeping, access to capital, obtaining tax information and other useful topics.

In the **Management Institute**, we have compiled articles ranging from professional development and human resources to building a board of directors and the principles of effective leadership.

The **Technology Tower** gives you the information you need to understand how technology impacts your business. Articles on the latest technology help you lead your company and utilize all of the technological tools.

For more information about all of SBA's programs for small businesses, call the SBA Answer Desk at 1- 800 U ASK SBA, TDD 704-344-6640 or the Indiana District Office at 317-226-7272.

Women and Business Facts

At present growth rates, as of 2002, there are 112,712 women-owned firms with revenues of \$1 million or more, and 8,480 with 100 or more employees.

Over one-third (39%) of minority women-owned firms are owned by Hispanics (470,344), 30% are owned by African Americans (365,110), 30% are Asian or Pacific Islander-owned (358,503) and 6% are owned by women of Native American or Alaska Native heritage (77,483).

Collectively, women-owned firms in the top 50 metropolitan areas in the U.S. number nearly 3.2 million, employ 4.9 million people, and generate over \$661 billion in sales - thus the top 50 metropolitan areas account for over half the number, employment and sales of women-owned firms nationwide.

Between 1997 and 2002, the number of women-owned firms in the U.S. increased at twice the rate of all firms (14% vs. 7%), employment grew at one and a half times the rate (30% vs. 18%), and revenues increased at the same rate (40%).

As of 2002, there are an estimated 6.2 million privately held women-owned firms nationwide. These women-owned businesses employ 9.2 million people and generate \$1.15 trillion in sales. Women own 28% of the privately held businesses in the country.

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SBA Success

Heartland Family Care opens in Peru with SBA financing from First National Bank & Trust and Indiana Statewide

By Guy Johnson

Dr. Michael Mull and Dr. Lloyd Lorenz are "two local boys," according to Dr. Mull and they are making good.

Drs. Mull and Lorenz opened Heartland Family Care recently at U.S. 24 and old State Road 31 in Peru. The facility is expanding the medical services available in Miami County. The two doctors had practiced in smaller offices nearby for seven years.

Indiana Statewide Certified Development Corporation and First National Bank and Trust of Indianapolis worked together to provide business expansion financing for Heartland Family Care. They used the U.S. Small Business Administration 504 loan program.

New Century MRI and the office of Dr. T. Howard Lee, an oncologist from Indianapolis who practices two days per week in Peru, are two new services available at Heartland Family Care. Dr. Mull said another doctor would be added in the near future.

Sixteen people work at the expanded facility, up from ten people several months ago. Heartland Family Care is across the street from the Miami Medical Plaza, which concentrates much of Miami County's medical care in one convenient location.

"We're trying to get more doctors in the area," said Dr. Mull. He grew up in Peru and Dr. Lorenz is from nearby Greentown in Howard County.

Indiana Statewide CDC works with local lenders to provide SBA 504 financing for expanding Indiana businesses. Jean Wojtowicz, executive director of Indiana Statewide CDC, said the SBA guarantees bonds sold to finance the loans, and the guarantees allow

lenders to offer reduced interest rates and longer repayment periods than generally available with conventional financing. Borrowers often can retain more cash for operating their business by being required to place a smaller down payment on a 504 loan, she added.

Greg Kuhn, vice president of First National Bank, said, "the 504 financing is a tremendous program for banks, because of the loan guarantee, and for borrowers, who can apply more money to their business."

The Indiana Statewide CDC has helped create or save more than 20,000 jobs in Indiana with SBA 504 financing.

Has your small business been affected because a key employee was called to active duty?

An SBA Economic Injury Disaster Loan with a 4% fixed interest rate might help.

“This program provided the money I needed. I encourage fellow reservists to contact the SBA.”

*~Robert Banas, Owner
Bob's Pizza
North Tonawanda, NY*

1-800-ASK SBA www.sba.gov



All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Federal Business Opportunities Becomes Exclusive Info Source

As of January 2, 2002, the exclusive official source for public access to notices of procurement actions over \$25,000 became Federal Business Opportunities www.FedBizOpps.gov

Since October 1, 2001, the Federal Acquisition Regulations (FAR) required agencies to ensure that notices were accessible both through FedBizOpps and the Commerce Business Daily (CBD). The overlap period provided time for agencies and vendors to become familiar with FedBizOpps and for the General Services Administration (GSA), FedBizOpps manager, to ensure its effective operation in support of agencies across government. GSA has concluded that FedBizOpps is performing the government-wide function traditionally performed by the CBD, with the advantage of improved efficiency and better access that are made possible through electronic business processes. Agencies have been reminded of their responsibility under the FAR to use FedBizOpps to provide access not just to notices, but also to associated solicitations and amendments, including specifications and other pertinent information determined necessary by the contracting officer. Agencies have also been encouraged to take advantage of FedBizOpps to provide access to notices for actions under \$25,000.

Anyone interested in printed copies of FedBizOpps after January 4, 2002, may contact the Department of Commerce (DOC) (Mr. Yancey Stern at 202-482-5781 or y stern@doc.gov). The DOC intends to make available through its website, in the near future, a list of service providers who provide printed versions of FedBizOpps. Entities wishing to download FedBizOpps files should be referred to FTP://FTP.EPS.GOV and the FedBizOpps support desk at fbo.support@gsa.gov or 1-877-472-3779.

News & Views

HUsB Program Promotes Opportunities

A collaboration of Central Indiana Supplier Diversity professionals are assisting to develop minority and women-owned small and disadvantaged businesses. Known as the Historically Underutilized small Business (HusB) Coordinators, the organization's membership is comprised of representatives from prime contractors, large corporations, government entities, small business program managers, diversity program managers, and program auditors. Each member brings a different focus that overlaps to form a cohesive effort.

The mission of the HUsB Coordinators is to provide development opportunities for the historically underutilized small businesses as well as work to generate contract opportunities for them. The organization serves as a venue for the exchange of ideas and best practices between its members.

The following join SBA as current members (with more being added) of the organization: Automated Wagering International (AWI), City of Indianapolis, Defense Contract Management Agency-Indianapolis, Eli Lilly and Company, Indiana Department of Transportation (INDOT), Government Marketing Assistance Group (GMAG), Roche Diagnostics Corporation, Rolls-Royce Corporation, the State of Indiana, Raytheon, Cinergy, BAAI, Indianapolis/Marion County Public Library, Casino Association of Indiana, United Water Services, and SAFECO.

Ryan Burke, Supplier Diversity Development Coordinator at Eli Lilly, currently chairs the organization.

HUsB has also scheduled numerous Business Forums for 2002.

For additional information, contact SBA's John Bates or Lynda Parrett at 317-226-7272 ext. 230 or 235.

Historically Underutilized small Business Coordinators 2002 BUSINESS FORUMS

Forum One	February 26 th
<i>Everything You Need to Know About Certification*</i>	
Forum Two	April 16 th
<i>Marketing and the RFP Process</i>	
Forum Three	June 25 th
<i>Financial Resources for your Business</i>	
Forum Four	August 27 th
<i>Information Technology</i>	
Forum Five	October 22 nd
<i>Quality Controls and Safety</i>	
Forum Six	December 3 rd
<i>Forum Series 2002</i>	
<i>Graduation Program and Business Presentations</i>	

Location: *Indiana Regional Minority Supplier Development Council (IRMSDC)
2126 North Meridian Street, Suite 100
Indianapolis, Indiana*

**Forum One will be held at the
Library Service Center
2450 N. Meridian Street*

Time: *8:30 a.m. – 12:00 p.m.*

Contact: *Charlitta Winston
317-554-4234*



HUsB

Providing tools for success!