

SBA Number:
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95-66
IMMEDIATE RELEASE
December 15, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

SBA'S OFFICE OF WOMEN'S BUSINESS OWNERSHIP OFFERS ELECTRONIC INFORMATION THROUGH INTERNET

WASHINGTON -- Women business owners can now electronically access information on programs and services offered by the U.S. Small Business Administration's (SBA) Office of Women's Business Ownership (WBO) through the agency's new Women's Business Ownership Home Page.

"Women are starting businesses at twice the rate of their male counterparts and recent surveys show that about one-third of all Internet users are women," said SBA Administrator Philip Lader. "Making information on programs to assist women entrepreneurs more accessible and user friendly is just one example of the Clinton administration's commitment to expanding opportunities to this important sector of our national economy."

The WBO Home Page is an interactive, multimedia, electronic guide which includes background information on the WBO office and details its broad range of programs and services. The programs include training sessions to help women start businesses, as well as advisory services to help women get SBA-backed loans and win federal contracts. The service also lists WBO representatives located throughout the United States and provides statistical information on women-owned businesses.

Securing capital is a major concern for women entrepreneurs and the WBO Home Page also features a special section on the agency's full range of specialized financing -- from quick and easy LowDoc loans to export finance to venture capital.

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Ellen Thrasher, the Acting Assistant Administrator for WBO, said, "The home page is another resource for the woman dreaming of having her own business or working to take her business to the next level. It is an innovative way for the Office of Women's Business Ownership to be a partner in her economic growth."

The home page includes information on the Interagency Committee on Women's Business Enterprise, the National Women's Business Council and the White House's Office of Women's Initiatives and Outreach. Those groups also are working on ways to expand opportunities for women-owned businesses.

The electronic mail address for the WBO Home Page is: <http://www.sbaonline.sba.gov/womeninbusiness> or through the special interest hotlink on the SBA Home Page at <http://www.sbaonline.sba.gov>.

For Internet users who cannot access the graphics-based interface of the SBA and WBO Home Pages, the SBA also offers an Internet gopher. The gopher service provides extensive information on SBA services and other government agencies. The address for the Internet gopher is: <gopher://www.sbaonline.sba.gov>.

For more information on accessing the SBA and WBO Home Pages, or any of the agency's other on-line services, contact the SBA Technical Support line at (202) 205-6400 or the WBO office at (202) 205-6673.

The SBA's Office of Women Business Ownership is the only office in the federal government specifically targeted to facilitate the growth and development of women-owned businesses. Its programs support the growth of women entrepreneurs from start-up to expansion.

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SBA Number:
For release:

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December 11, 1995

For more information,
contact:

Wendy Goldberg
(202) 205-6740

SBA RELEASES REPORT ON 1995 WHITE HOUSE CONFERENCE ON SMALL BUSINESS

**Document Details Strong Administration and Congressional Support
for Small Business**

WASHINGTON -- Because of changes made after last summer's White House Conference on Small Business, the nation's entrepreneurs now have better access to capital, fewer outdated rules to comply with, and more help when they want to export products or create new ones.

Those are some of the achievements included in the six-month progress report on the June 1995 White House Conference on Small Business released by the U.S. Small Business Administration (SBA). The report was delivered to President Clinton on December 6, and details the achievements made to date on the issues deemed most important to small businesses in America.

"The SBA has worked closely and continuously with the White House, Congress, and almost every federal department and agency to implement these proposals," said SBA Administrator Philip Lader. "This effort has paid off. We believe that the June 1995 Conference is already the most successful White House Conference on Small Business to date."

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During the week of June 11-14, 1995, nearly 2,000 small business people came to Washington to meet with President Clinton and participate in the 1995 White House Conference on Small Business. These delegates made 60 recommendations to the President and to Congress. In the six months since the Conference, more than 20 of these recommendations have contributed, in whole or in part, to changes in Administration policy -- a record number.

"The Clinton Administration has responded enthusiastically to the vast majority of the Conference recommendations," said Lader, "and the number of 1995 Conference recommendations that have had an impact on Administration policy is more than that of any previous Conference. Congress has also responded to the concerns voiced by Conference delegates, and is active on many fronts important to small business."

Small business in America accounts for 50 percent of the nation's sales, 50 percent of private sector output, 53 percent of U.S. employment, and 99.7 percent of all employers.

The delegates' recommendations reflect the major concerns of America's entrepreneurs: access to capital, the burden of government regulation, the globalization of markets, the rapid spread of information technology and computer networks, and the effects of taxes on small business formation and development.

Some of the more significant achievements highlighted in the report include:

- The Small Business Lending Enhancement Act of 1995, which revised the fee and guaranty structure of the SBA's 7(a) loan program to reduce its cost to the taxpayer;

- SBA's reduction of regulations by 51 percent, and simplification of all remaining regulations by January 31, 1996;
- Treasury's and IRS's elimination of outdated rules, simplification of forms and procedures, and reduction of the compliance burden on taxpayers;
- The development by IRS and other agencies of a system-wide program to simplify, unify, and streamline federal and state tax reporting and filing;
- The opening of 15 U.S. Export Assistance Centers;
- SBA's microloan program and establishment of the nation's first One Stop Capital Shop; and
- Establishment of the Defense Loan and Technical Assistance (DELTA) program to make financing available to help small businesses adversely impacted by defense reductions.

"Significant progress has been made in implementing the priorities of Conference delegates," Lader concluded. "We look forward to continuing this implementation process as a major part of the commitment made to America's small businesses by both the Clinton Administration and the Congress."

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SBA Number: 95-53
For release: September 11, 1995

For more information,
contact:

Michael Stamler
(202) 205-6740

SBA LAUNCHES PRE-QUALIFICATION PROJECT TO BOOST BUSINESS LOANS TO MINORITIES

WASHINGTON, D.C. -- The U.S. Small Business Administration (SBA) today announced a new Minority Pre-Qualification Loan Program designed to increase the number of loan guaranties for minority business owners. Under the pilot program, minority business owners can qualify for a guaranteed loan with the agency before approaching a lender, SBA Deputy Administrator Cassandra M. Pulley said today.

The pre-qualification loan program's pilot locations will operate in conjunction with SBA field offices in Boston, New York, Philadelphia, Baltimore, Columbia (SC), Miami, Detroit, Milwaukee, Houston, Kansas City, St. Louis, Helena (MT), Fargo (ND), Los Angeles, Santa Ana (CA), and Seattle. Events were scheduled in each of those cities today to announce the program.

"The problems small business owners experience securing credit have always been more acute for minority business owners," Pulley said. "They are under-represented in the economy, in business ownership and in SBA's loan portfolio. It's important for us to address this and that's what we're trying to do."

In sheer numbers of SBA loan guarantees, minority business owners have made significant gains. Overall, loan guarantees in FY 1994 to African American business owners increased by 74 percent over FY 1993, loans to Hispanic Americans increased by 60 percent, loans to Asian Americans increased by 54 percent, and loans to Native Americans increased by 64 percent.

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Even with these increases, these loans represented just 19 percent of total SBA guarantee approvals in FY 1994.

The program provides a new gateway for minority business owners into the SBA loan guarantee program. Under the pilot project, selected non-profit organizations will act as intermediaries, pre-screening and presenting credit applications from minority entrepreneurs to the SBA. Approvals will be based on the SBA's financial evaluation of the business, as well as the borrower's credit history, repayment ability and the likelihood that the business will be successful.

If SBA finds the borrower eligible and creditworthy, it will issue a pre-qualification letter indicating that the application appears to merit a guaranteed loan. The non-profit intermediary will help borrowers identify a commercial lender, and the pre-qualified loan applicant will then be able to apply for a loan with that SBA commitment in hand.

The normal 7(a) guaranteed loan application process requires small business borrowers to apply for a loan at a commercial lender first. The SBA can consider backing the loan only if the lender makes that guarantee a condition of its approval.

The program is patterned after the Women's Pre-Qualification Pilot Project, which started in May 1994 and is available at 16 pilot sites around the country. Since its inception, that pilot program has delivered nearly 500 loans totalling more than \$40 million.

"The Women's Pre-Qualification Project is helping us find ways to approve loan guarantees for creditworthy women business owners who otherwise cannot get loans to start or expand their businesses," Pulley said. "We expect that this new program will help us do the same for minority business owners."

SBA can guarantee up to 90 percent of a loan up to \$155,000, and up to 85 percent of larger loans, up to a maximum of \$250,000.

Small business owners and entrepreneurs who want to know more about applying for a loan under the program should contact the SBA district office in the cities listed above for more information on how to apply.

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SBA Number: 95-48
For release: August 22, 1995

For more information,
contact:

Kym Howarth, SCORE
(800) 634-0245

NEW STUDY SHOWS SCORE IS EFFECTIVE

WASHINGTON -- A new economic impact study of SCORE, the Service Corps of Retired Executives Association -- a resource partner of the U.S. Small Business Administration (SBA) -- showed that clients who were counseled by SCORE volunteers generated many times more tax revenue than the federal government paid to operate the SCORE program.

The study, prepared by Marketing Solutions of Mabank, TX surveyed a random sample of 10,000 SCORE clients from 1992 through 1994. According to the study, Marketing Solutions found that:

- SCORE volunteers helped more than 100,000 new businesses get started;
- on average, each of these newly-started businesses created several full-time or part-time jobs;
- SCORE clients who had established businesses produced more new jobs than the average small business;
- gross revenues of established SCORE clients increased more than did the average small business;
- many pre-venture clients who did not start a small business on the advice of SCORE volunteer counselors reported they would have suffered severe financial losses if they had gone ahead and started those businesses; and

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- the vast majority of SCORE clients responding to the inquiry said they would recommend SCORE to others.

Many SCORE clients expressed their appreciation for the knowledgeable and caring individuals who provided them with assistance in starting and operating their businesses. More than 80 percent of the clients in the study not only were pleased with their own experience, but would also recommend the service to others.

"SCORE provided an excellent critique of my proposal," said John R. Vanderplough, Geographix Unlimited, Cincinnati, Ohio. "For a \$3.25 million budget from the federal government, this is one of the most efficient, cost effective programs available," Vanderplough added.

"Counseling of this type is essential to the success of small-to-mid-sized companies," said Michael J. Galante, Galante & Company, Shirley, NY. "Many people do not know of its [SCORE's] availability, but could use the assistance. I suggest each new business that opens be sent information on SCORE as soon as possible," he said.

SCORE has a nationwide network of 13,000 retired business management professionals who volunteer their time and experience to provide business assistance to the American small business community. SCORE's volunteers offer free one-on-one counseling and low-cost workshops to both present and prospective business owners.

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In FY94, SCORE's 388 chapters provided one-on-one counseling to 164,141 individuals and offered a total of 4,076 workshops to an additional 119,315 people. And, the cost to the taxpayer is kept to a minimum. For FY95, Congress provided \$3.25 million, which—when divided by the 1.1 million hours provided by SCORE volunteers—works out to less than \$3.00 per hour. That is lower than minimum wage.

SCORE chapters can be found in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For information or the SCORE location nearest you, call (800) 634-0245.

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Executive Summary

Report of Marketing Solutions, Mabank, TX

Costs and Benefits of SCORE Counseling

The contributions of the SCORE volunteers to the U.S. small business community and the economy of the United States will be felt for many generations. Based on an analysis of the incremental or additional sales tax revenues and employment tax revenues generated by SCORE clients in just one year, 1992-1993, SCORE clients returned \$791 for every \$1 spent on the program in that same year. This means that these SCORE clients generated \$2.4 billion more in tax revenues than the average small businesses.

For example, new small businesses created with the help of SCORE volunteers each collected an average of \$2,486 more than the average small business in sales tax revenues in just one year. Established SCORE client businesses each collected \$18,595 more in sales taxes between 1992 and 1993 than the average small business.

SCORE Volunteers Help Start New Businesses and Create New Jobs

With the assistance of SCORE volunteers, over 103,000 new businesses were started between 1992 and 1994. On average, each of these new businesses produced more than four jobs (full-time and part-time combined) each year. As a result, these new businesses produced nearly 400,000 new jobs from 1992 to 1994. In addition to maintaining the jobs they initially created, these new businesses created an average of one net new full-time and one net new part-time job each year.

Additionally, SCORE clients with established businesses each produced an average of 7 jobs in 1992, 14 jobs in 1993 and 15 jobs in 1994. This represents a 13 percent increase in employment between 1992 and 1993 while the average small business only increased employment by 3 percent in the same period.

SCORE Clients Generate Additional Employee Tax Revenues

As the number of employees in small businesses increases, so do the tax revenues generated by these employees. While the average increase in employee compensation in U.S. small businesses increased by 6 percent from 1992 to 1993. For new SCORE client firms, employee compensation increased 13 percent during the same year.

Although the average wages for employees in both existing and new SCORE client small businesses was initially lower than that in the average U.S. small business, wages in SCORE client businesses increased faster than in non-client businesses. Due to this growth, SCORE client businesses contributed \$96 million in additional (beyond the national average) employee wages in 1992.

SCORE Client Businesses Increase Revenues

In 1992, SCORE clients' average gross revenues were slightly more than \$400,000 annually. While the average small business increased revenues by 7 percent from 1992 to 1993, established SCORE clients' gross revenues increased by 22 percent. The gross revenues of new businesses created with SCORE's assistance increased their revenues by 48 percent in the same period.

SCORE Clients Businesses Generate Sales Tax Revenues

The average SCORE client with existing businesses collects sales taxes on 48 percent of their sales. The average sales tax rate of these clients is 6.3 percent. New businesses created by SCORE clients collect 6.5 percent in sales taxes on 56 percent of their sales.

Based on the additional revenues generated by existing and new businesses who received SCORE counseling, these clients collected nearly \$1.8 billion in additional sales taxes from 1992 to 1993. The additional sales revenues collected in their year alone cover the costs of the SCORE program for nearly 400 years.

SCORE Clients Help Potential Small Business Owners Avoid Losses

With SCORE's assistance, many of the pre-venture clients decided not to open a business. Nearly one-third of these clients believe that they would have suffered severe financial losses if they had started a business. On average, they believe they each saved approximately \$67,000 because of SCORE's guidance.

SCORE Counselors Provide Valuable Assistance

SCORE clients expressed their appreciation for the knowledgeable and caring individuals who provided them with assistance in starting and/or operating their businesses. Most of the clients rated the counselors' knowledge and expertise above average or excellent. The majority of clients had a positive working relationship with their SCORE counselor(s). More than 80 percent of the clients not only were pleased with their own experience, but would also recommend the service to others.

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For release: August 17, 1995

For more information,
contact: Patricia Young
(202) 205-6740

SBA OPENS BUSINESS INFORMATION CENTERS TO SERVICE NATIVE AMERICAN COMMUNITIES

WASHINGTON -- The U.S. Small Business Administration's (SBA) Deputy Administrator Cassandra Pulley will be in Portland, Ore. today to participate in the grand opening of three new business information centers (BICs) which will provide business development resources, training and counseling to Native Americans living on or near reservations.

"The Business Information Center Program has been a valuable tool in our efforts to provide small-business people with convenient access to the information needed to become successful," said Pulley. "These new locations will help the SBA serve Native American communities more effectively and efficiently, and support the creation of thriving reservation-based, private-sector economies."

The new BICs, located on the Grand Ronde, Warm Springs and Klamath reservations in Oregon, will provide state-of-the-art business development resources, financial and technical assistance, small business management training and one-on-one counseling. The centers' services will also be available to the surrounding communities.

The centers will contain the latest computer technology, an extensive business reference library, and current management videos designed to help entrepreneurs plan or expand their companies.

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The BICs will also have access to SBA OnLine, the agency's popular electronic information service, which provides comprehensive business-related information and a large library of business-focused shareware applications.

The centers will be staffed by counselors from the Oregon Native American Business & Entrepreneur Network (ONABEN). A participant in SBA's 7(j) Management and Technical Assistance Program, ONABEN provides counseling and training on small business management to all nine Native American tribes in Oregon.

Recently, the SBA announced a new partnership with the U.S. Department of the Interior's Bureau of Indian Affairs to establish tribal business information centers (TBICs) in Montana, North Dakota, South Dakota, Wyoming and the Navajo Nation. This demonstration program, scheduled to be fully implemented by the spring of 1996, will serve 17 tribes in the region.

Started in 1992, the SBA's Business Information Center Program currently includes 18 locations around the country. The centers provide services to the small-business community free-of-charge.

To find the BIC location nearest you, contact your local SBA district office or call the SBA Answer Desk at 1-800-8-ASK-SBA.

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SBA Number: 95-44
For release: August 7, 1995

For more information,
contact: Patricia Young (SBA)
(202) 205-6740
OR
Thomas Sweeney (BIA)
(202) 219-4150

NEW PARTNERSHIP BETWEEN SBA AND THE BUREAU OF INDIAN AFFAIRS TO PROVIDE ACCESS TO BUSINESS DEVELOPMENT RESOURCES, TRAINING AND COUNSELING

WASHINGTON -- U.S. Small Business Administration (SBA) Administrator Philip Lader today announced a new partnership between the U.S. Department of the Interior's Bureau of Indian Affairs (BIA) and the SBA which will provide local access to business development resources, training, counseling and support to Native Americans living on or near reservations.

Through this demonstration project, the SBA, with funding from the BIA, will establish tribal business information centers (TBICs) in Montana, North Dakota, South Dakota, Wyoming and the Navajo Nation. The TBICs will provide 17 tribes with on-site access to the state-of-the-art business development resources, financial and technical assistance, and small business management training available through the BIA, the SBA and their resource partners.

"We want to provide resources to assist tribal communities in building their economic foundation," said Lader. "This joint effort allows BIA, SBA and other federal and state agencies to service tribal communities more effectively and efficiently."

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"We're grateful to the tribal experts who helped to initiate and nurture this collaborative effort," said Nancy Jemison, director of BIA's Office of Economic Development. "The TBICs will be tribally managed and reflect the economic development needs of the reservation community.

"And because the services provided through the TBICs will be administered by trained tribal program managers, we feel certain that the Native American community will support the centers," she added.

The TBICs are designed to assist individuals, tribal businesses and tribal governments in creating and maintaining a thriving reservation-based, private-sector economy. The center also will create employment opportunities and provide local access to the various economic development programs offered by many federal and state agencies.

The centers will contain the latest computer technology, an extensive business reference library, and current management videos designed to help entrepreneurs plan or expand their companies.

"This partnership between the tribes, tribal colleges, BIA and SBA is significant because it means individual entrepreneurs living on or near a reservation will have immediate access to business development information without having to travel from their communities to obtain assistance," said Quanah Crossland Stamps, SBA's assistant administrator for Native American affairs.

The TBICs will also provide one-on-one counseling to assist business owners with problems associated with starting, managing and growing a small business.

The SBA and its resource partners will train tribal program managers on the development and operation of the centers. The program is scheduled to be fully implemented by the spring of 1996. After two years, SBA and BIA will evaluate the TBICs success in developing small businesses within the reservation communities and make recommendations for a national initiative.

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SBA Number: 95-41
For release: July 21, 1995

For more information,
contact: Patricia Young
(202) 205-6740

SBA TO ELIMINATE 51 PERCENT OF ITS REGULATIONS

WASHINGTON -- The U.S. Small Business Administration (SBA) today announced its commitment to eliminate 51 percent of its regulations by the end of the year.

"The SBA is comprehensively reducing, consolidating and improving its regulations for the first time since its formation in 1953," said SBA Administrator Philip Lader.

"Before the end of 1995, we plan to eliminate 355 of the 700 pages in the SBA's section of the code of regulations. The rest will be revised for improvements in simplicity and clarity -- we want plain language regulations that read like a paperback."

The comprehensive line-by-line reinvention is part of a general review of regulations which the President requested of all federal agencies to eliminate or revise obsolete, duplicative or confusing regulations.

The agency also announced that it will continue its Grassroots Regulatory Partnership Meetings which have been so well received by small businesses and SBA's intermediary partners. The meetings provide a forum for those affected by government regulations to voice their concerns and offer suggestions on how the programs can be made more efficient.

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Highlights of the agency's regulatory reform initiative include:

- **Reinvention and redrafting of the SBA's business loan regulations to encompass all loan programs** -- This change will allow small-business owners, lenders, SBA partners and other intermediaries to find the relevant loan program regulations in one section of the CFR.
- **Simplification of size regulations** -- These changes will ensure that size protests are determined more expeditiously, and will greatly reduce the time SBA employees spend processing size determinations and appeals.
- **Simplification and streamlining of the SBA's 504 Program regulations** -- Once implemented, changes to this program will significantly reduce the average review time by SBA attorneys from four hours to 20 minutes per loan package, resulting in more efficient service to the borrowers.

The agency will also eliminate or reduce 11 of its regularly-scheduled reporting requirements, modifying approximately 20 percent of the rules governing programs which require scheduled reporting.

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SBA Number:
For release:

95-37
June 20, 1995

For more information,
contact:

Michael Stamler
(202) 205-6740

SBA AND CITIBANK LAUNCH UNIQUE NEW GUARANTEED LOAN PROGRAM

Pilot Program First to Aggressively Seek Growth/Technology Firms for Guaranteed Lending

WASHINGTON -- The U.S. Small Business Administration (SBA) and Citibank, the nation's largest bank, today announced the launch of a pilot lending program designed to identify creditworthy but underserved small businesses and provide them with SBA-backed loans.

Under the new program, called the Capital Access Program, Citibank will use a proprietary system to target small businesses in high-growth/job creating sectors and market SBA-guaranteed loans to them. Citibank plans to test the program initially in markets in and around Washington, D.C., Las Vegas, Los Angeles, Miami, and San Francisco.

"The SBA is first and foremost a public-private partnership, and our alliance with Citibank is a perfect example of this approach," said SBA Administrator Philip Lader. "The targeting that Citibank will undertake should produce a strong return for the taxpayers' investment in the SBA and small businesses."

"We're committed to finding ways to get money to the small businesses that need it the most," said Carlos Palomares, president and CEO of Citibank in Florida.

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"Working with the SBA, we are creating the systems, technology and procedures that will allow us -- and eventually other commercial lenders -- to actually go out and find the businesses that just wouldn't qualify for a traditional loan on reasonable terms, even though they are critical to their communities and the larger economy," Palomares said.

The alliance with the SBA helps Citibank serve more small business customers with loans in amounts up to \$250,000. The guaranty provided by the SBA helps Citibank expand its standard eligibility criteria for small business loans.

The Capital Access Program is the result of a collaboration between Citibank and the SBA to develop a new and efficient way to make loans available to small businesses that need help, are creditworthy and are making the greatest contributions to the U.S. economy. The program is consistent with the SBA's recent streamlining efforts, which are aimed at making greater use of private sector resources.

The program is distinguished by two unique first-time components: a proprietary technology which targets eligible, high-growth potential businesses in Citibank markets and a mutually created credit scoring technique. The pilot's credit scoring system is a way to separate loan applicants into three categories: applicants who can get a Citibank loan without an SBA guaranty, applicants who can get a loan only with a guaranty and applicants who do not meet either standard.

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The Capital Access Program specifically targets technology/growth businesses; businesses that are creating significant numbers of new jobs in their communities, and businesses that export goods and services abroad. In addition to the targeted marketing technology created for the program, Citibank will also use marketing techniques, including advertising and direct mail, to inform small business owners of the program and solicit applications.

The loans Citibank will offer under the program are term loans of up to \$250,000. The loans will be guaranteed by the SBA up to 70 percent. Citibank will make all credit decisions and will use its newly developed credit scoring process to speed both loan approvals and guarantees. Under the terms of the agreement, Citibank is permitted to assign the program design to other SBA lenders during the two-year pilot period.

Citibank and the SBA plan to review the program after six months. If the pilot is deemed successful at that point, Citibank will extend it to its banking markets in Chicago and New York. If the pilot is considered successful at the end of the two-year pilot period, Citibank will make the process available to any interested SBA lender.

The SEA is an independent agency created in 1953 to help small businesses get started, stay in business and grow. Through a national network of field offices, 13,000 volunteer counselors with the Service Corps of Retired Executives (SCORE) and 900 Small Business Development Centers, the SBA has documented nearly 14 million cases of assistance for small businesses nationwide. For more information about SBA programs, call the SBA Answer Desk at 1-800-8-ASK-SBA.

Citibank is a subsidiary of Citicorp. There are 443 Citibank branches in seven states and the District of Columbia. Small businesses interested in the program can call 1-800-328-CITI, ext. 2429, for more information.

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CONTACT: Mike Stamler
SBA
(202) 205-6740

Maria Mendler
Citibank, N.A.
(212) 559-0409

Tonia Freeman
Citibank in California
(415) 658-4554

Susan Yarosz
Citibank in Florida
(305) 599-5675

SBA Number: 94-36
For release: June 16, 1995

For more information,
contact: Patricia L. Young
(202) 205-6740

SBA ANNOUNCES ADDITIONAL TRAINING AND COUNSELING SITES FOR WOMEN BUSINESS OWNERS

WASHINGTON -- The U.S. Small Business Administration (SBA) today announced the addition of 19 centers to its Women's Business Center Demonstration Project which provides long-term training and counseling to current and potential women business owners.

Among the sites are the National Center for American Indian Enterprise Development in Mesa, Arizona, that targets women-owned Indian enterprises, the National Council of Negro Women that services Mississippi's poorest rural counties, and the Center for Women & Enterprise, Inc. in Boston, Massachusetts, focusing on women heads of households supporting minor children.

The program offers financial, management, marketing, procurement, technical and other assistance to women business owners, with each center tailoring its programs to the particular needs of the community. Some sites, such as the Foundation for Women's Enterprise in Dallas, Texas will emphasize training in government contracting opportunities for women. The Utah Technology Finance Corporation will establish the Utah Office of Women's Business Ownership and will administer the SBA Microloan Program for Utah. Each site matches SBA funds with private contributions.

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SBA Administrator Philip Lader noted that "the women's demonstration program is a perfect example of a public/private partnership working to provide entrepreneurs with the resources they need to get started in business, stay in business and grow."

Established by the Women's Business Ownership Act of 1988, the Women's Business Center Demonstration Project is designed to provide women with the skills necessary to launch their own businesses or successfully run an existing one. Centers are located in rural and urban areas and direct much of their training and counseling assistance toward economically disadvantaged women.

"SBA is delighted to announce the opening of 19 new centers. We have high hopes that the additional sites will strengthen women's business ownership and local job creation efforts," said Mary Jean Ryan, SBA's associate deputy administrator for economic development.

Currently, there are 36 centers in 20 states participating in the program. Since its inception in 1988, over 47,000 women have benefited from the program. With the additional 19 centers, the program is now available at 55 locations in 29 states plus the District of Columbia.

For information on how to contact the current centers, call the SBA Answer Desk at 1-800-8-ASK-SBA. Attached are the 19 new sites scheduled for funding. For more information on the programs available at each site, contact the organizations directly.

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NEW WOMEN'S BUSINESS CENTER DEMONSTRATION PROJECT SITES

ARIZONA

National Center for American Indian
Enterprise Development
953 East Juanita Avenue
Mesa, AZ 85204
602/831-7524
Steven L.A. Stallings

CALIFORNIA

Women Business Owners Corporation
18 Encanto Drive
Rolling Hills Estates, CA 90274
310/530-0582
Kathleen T. Schwallie

LOUISIANA

Women Entrepreneurs for Economic
Development Inc.
817 N. Claiborne Avenue
New Orleans, LA 70116
504/827-1066
Paula Pete

MASSACHUSETTS

Center for Women & Enterprise, Inc.
(CWE)
78A Coolidge Street
Brookline, MA 02146
617/734-2241
Andrea Silbert
Susan Hammond

MAINE

Coastal Enterprises, Inc.
P.O. Box 268
Wiscasset, ME 04578
207/882-7552
Ronald Phillips

MICHIGAN

Ann Arbor Community Development
Corporation
2008 Hogback Road, Suite 2A
Ann Arbor, MI 48105
313/677-1400
Michelle Vasquez

MINNESOTA

Bi-County Community Action
Programs, Inc.
P.O. Box 579
Bemidji, MN 56601
218/751-4631
Kimberle Nagle, WIND Coordinator

MISSISSIPPI

National Council of Negro Women
10001 G Street, N.W., Suite 800
Washington, DC 20001
for service in rural MS
202/628-0015 x20
Eleanor Hinton-Hoytt

MONTANA

Montana Women's Capital Fund
54 North Last Chance Gulch
Helena, MT 59624
406/443-3144
Kelly Flaherty

NEVADA

Nevada Self-Employment Trust (NSET)
560 Mill Street
Reno, NV 89502
702/329-6789
Janice S. Barbour

NEW MEXICO

Women's Economic Self-Sufficiency
Team
414 Silver SW
Albuquerque, NM 87102
505/848-4760
Agnes Noonan

NEW YORK

Asian American Professional
Women Inc.
125 Lafayette Street
New York, NY 10013
212/966-7888
Mei Chan

OKLAHOMA

Working Women's Money University
3501 NW 63rd, Suite 609
Oklahoma City, OK 73116
405/842-1196
Lori G. Smith

OREGON

Southern Oregon Women's Access to
Credit (SOWAC)

North Central, Suite 410
Medford, OR 97510
503/779-3992
Mary O'Kief

PENNSYLVANIA

Women's Business Development Center

8 Station Lane
Philadelphia, PA 19118
215/248-7999
Jeri Swift

SOUTH DAKOTA

Watertown Area Career Learning
Center

P.O. Box 81
100 S. Maple Street
Watertown, SD 57201
701/235-6488
Penny Retzer

TEXAS

Foundation for Women's
Entrepreneurship

11 J. Priest Institute for
Economic Development
1402 Corinth Street
Dallas, TX 75215-2111
214/855-4378
Marjory Lou Bettes

UTAH

Utah Technology Finance Corporation

177 East 100 South
Salt Lake City, UT 84111
801/364-4346
Susan Bastian

WISCONSIN

Women's Business Initiative
Corporation (WBIC)

3112 West Highland Boulevard
Milwaukee, WI
414/933-3231
Wendy Werkmeister

SBA Number: 95-35
For release: June 15, 1995

For more information,
contact: Michael Stamler
(202) 205-6740

SBA JOINS WITH OECD TO DEVELOP PLANS TO PROMOTE WORLDWIDE SMALL BUSINESS GROWTH

WASHINGTON -- Deputy Administrator Cassandra Pulley of the U.S. Small Business Administration (SBA) will meet this week with members of the Organization for Economic Cooperation and Development (OECD) to advance the role of small and medium-sized businesses in international economic development.

The two-day OECD workshop, which includes high-level government policymakers, academic experts and representatives of small and medium-sized businesses and large firms, is focused on assessing the relative contribution of small businesses and large firms in the net creation of jobs.

The workshop also is expected to provide recommendations regarding appropriate government policies and mechanisms for evaluating their effectiveness.

The OECD, part of the international system of economic cooperation developed after World War II, is the primary forum for monitoring economic trends in its 25 member nations. Members include the free-market democracies of North America, Western Europe and the Pacific.

The workshop this week in Washington, D.C., is co-sponsored by the SBA, the World Bank's Multilateral Investment Guarantee Agency, George Washington University, the Russell Sage Foundation, the German Marshall Fund of the United States, U.S. Sprint, and the United Nations Department for Development Support and Management Services.

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U.S. Small Business
Administration

NEWS RELEASE

SBA Number:
For release:

95-34
June 14, 1995

For more information,
contact:

Patricia L. Young (SBA)
(202) 205-6740
or
Jane A. Collen (DOC)
(202) 482-2235

NEW PARTNERSHIP BETWEEN SBA AND COMMERCE DEPARTMENT PROVIDES ACCESS TO LATEST BUSINESS AND ECONOMIC INFORMATION

WASHINGTON -- U.S. Small Business Administration (SBA) Administrator Philip Lader today announced a new partnership between the U.S. Department of Commerce and the SBA which will allow small business owners to access the Commerce Department's Economic Bulletin Board (EBB) for the most up-to-date business, economic, trade and financial information, free of charge.

Small business owners may now obtain this information via computer through the SBA's network of Small Business Development Centers (SBDCs) and its popular on-line service, SBA On-Line.

"Commerce's Economic Bulletin Board not only will give companies access to economic information, but also will provide trade opportunities to thousands of small businesses, enabling them to grow and prosper in an increasingly competitive economy," said Commerce Secretary Ron Brown.

"This partnership is an excellent example of how federal agencies can and must work together to meet the needs of the small business community," said SBA Administrator Philip Lader. "The SBA is proud to provide access to this information which will help small businesses grow and compete in our national and international markets."

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Entrepreneurs will be able to gateway to the EBB through SBA OnLine at 100 SBDC locations and access more than 4,500 files on the most current business development data, along with in-depth analysis of markets, products, and economic trends. The EBB also provides information on trade and federal procurement leads. Initially, the program will be available at two SBDC sites in each state with an additional 500 sites to be added in the future.

The announcement was made at the White House Conference on Small Business being held in Washington this week. The conference brings together 2,000 entrepreneurs representing all areas of small business to debate and vote on federal policy recommendations.

The SBDC Program provides management and technical assistance to small businesses through a network of 950 service locations nationwide. The program is a cooperative effort of the private sector, the educational community, and federal, state and local governments.

For more information on the nearest SBDC offering the EBB system, contact Charles Shepperson, Office of Small Business Development Centers, (202) 205-6766.

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SBA Number: 95-33
For release: June 14, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

SBA ADMINISTRATOR ANNOUNCES THE U.S. BUSINESS ADVISOR, AN ON-LINE SERVICE FOR REGULATORY AND BUSINESS INFORMATION

WASHINGTON -- The U.S. Business Advisor, a new on-line service for small business owners, is designed to be a single electronic point of access for a broad range of information on federal regulations, trade, labor and procurement issues, Philip Lader, Administrator of the U.S. Small Business Administration (SBA) said today.

The U.S. Business Advisor is the product of a cooperative federal effort, spearheaded by the SBA. Speaking at the White House Conference on Small Business, a meeting of 2,000 entrepreneurs here this week, Mr. Lader announced that the regulatory information and assistance will be the first service offered by the Business Advisor. Business owners will gain access to the Advisor by calling up its home page on the Internet. By entering a few key words into a computer, users will be able to search through detailed regulatory and compliance data from more than 60 federal agencies and find answers to their particular questions.

"Small business owners have told us that easier access to regulatory and compliance information is one of their top priorities," Lader said. "The U.S. Business Advisor will provide a quick and effective way for the business community to stay abreast of the latest federal regulatory and economic information."

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When fully developed, the U.S. Business Advisor will allow access to a full range of plain-language compliance assistance information to help businesses better understand regulatory requirements. Information on trade, labor and procurement issues will be added to the system as it is expanded. Eventually, the Business Advisor will be an interactive service, allowing users to ask questions, send comments and file documents with the government.

The Business Advisor is the product of months of effort by the SBA, the Environmental Protection Agency, the Department of Labor's Occupational Safety and Health Administration, the University of Massachusetts and the Lawrence Livermore National Laboratory.

The U.S. Business Advisor can be previewed at the SBA booth in the exhibit hall at the White House Conference on Small Business being held at the Washington Hilton Hotel. Delegates to the conference were elected by their peers at state and regional conferences around the country and will debate and vote on federal policy recommendations for small businesses.

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SBA Number: 95-31
For release: May 24, 1995

For more information,
contact:

Mike Stamler
(202) 205-6740

SBA NAMES REINVENTION COUNCIL TO STUDY STREAMLINING VENTURE CAPITAL PROGRAM

WASHINGTON -- The U.S. Small Business Administration (SBA) has organized the Small Business Investment Company (SBIC) Reintervention Council to propose ways to streamline its venture capital company program, SBA Administrator Philip Lader said today.

The council will consider whether the SBIC program should be privatized.

SBICs are privately-owned and operated investment companies that use a combination of their own private capital and money raised through the application of SBA guaranties to make venture capital investments in small businesses.

"Our goals are to reduce or eliminate the need for an appropriation for this program and, at the same time, make more capital available to more small businesses," Lader said. "We expect to know fairly soon whether we can propose a program that will do that."

The 274 investment companies now in the program are licensed and regulated by the SBA. They make debt and equity investments in small businesses, putting their private capital at risk ahead of any funds obtained through the SBA. Since the inception of the program, SBICs have invested nearly \$12 billion in approximately 77,000 small businesses, including nearly \$1 billion in FY 1994 alone.

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Lader said the SBIC Reinvention Council will further the streamlining program announced in late March for the agency's flagship 7(a) guaranteed small business loan program.

Lader said he has asked the council to provide recommendations that will: 1) keep the program attractive as a supplemental source of capital and encourage investments in early-stage ventures and in capital-poor regions of the country; 2) permit the agency to continue to raise capital through open market sales of securities; 3) make the investment companies' potential profitability and cash flow sufficient to attract equity capital to the program, and 4) maintain a structure for oversight of the program.

The council will be chaired by Patricia M. Cloherty, president of Patricof and Company Inc. Ventures of New York. Cloherty chaired the SBIC Industry Advisory Council in 1991-92, whose recommendations formed the basis for the Small Business Equity Enhancement Act of 1992.

Those improvements, including a new funding mechanism, have led to a major expansion of the program during the past year, with the licensing of nearly 50 strong, well-capitalized SBICs.

Other members of the council include:

- Leslie A. Brun, chairman of Hamilton Lane Advisors Inc., a major firm representing institutional investors with interests in venture capital firms. Brun also serves as chairman of the Specialized SBIC Advisory Council, which is reviewing the SSBIC program for the SBA.

- Christopher Lane Davis, partner, O'Sullivan Graev & Karabell, a New York law firm which represents a number of SBICs.

● Stuart I. Greenbaum, Norman Strunk Distinguished Professor of Financial Institutions, J.L. Kellogg Graduate School of Management, Northwestern University. Greenbaum, a consultant to the Federal Reserve Bank of Chicago, is an expert on the U.S. banking system.

● William A. Kirk, partner, Reid & Priest. Kirk is counsel to the National Association of Investment Companies.

● Richard Kogan, senior research fellow, Center on Budget and Policy Priorities, Washington, D.C. Kogan is a former counsel to the House Budget Committee and an expert on the federal budget process.

● James A. Parsons, general partner, RFE Investment Partners V, a licensed SBIC. Parsons is a former chairman of the National Association of Small Business Investment Companies.

The council has begun meeting and is considering proposals developed by a working group drawn from the SBA's Investment Division and agency's Comptroller's Office, along with outside consultants.

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U.S. Small Business
Administration

NEWS RELEASE

SBA Number: 95-29
For release: May 18, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

SBA SHOWCASES SMALL BUSINESS' ON-RAMP TO THE INFORMATION SUPERHIGHWAY

WASHINGTON -- The U.S. Small Business Administration showcased its popular **SBA OnLine** and **SBA Home Page** electronic information services during the Information Infrastructure Task Force (IITF) meeting being held today and tomorrow at the U.S. Department of Commerce.

The purpose of the two-day meeting and exhibit is to demonstrate how the federal government is using information technology to better serve the American people.

SBA OnLine's small business resources provide information on developing a business plan, getting financial assistance, locating government contracting opportunities, and obtaining international trade leads. The system also provides electronic mail and a gateway to more than 60 other federal agency bulletin boards, in addition to a large library of business-focused shareware applications.

SBA OnLine has received over 1.3 million callers in the two years it has been operational -- averaging 1500 callers per day.

The SBA Home Page is an interactive, multimedia electronic guide which provides information on SBA programs and services, on-line business related training courses and local SBA calendars of events. Also available through the home page are "hot links" which take the user to related areas of interest and direct access to most federal and state Internet services. Vice President Al Gore has said that the SBA's electronic services are "like having an SBA office on your desk."

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Printed on Recycled Paper

SBA OnLine is accessible by dialing 1-800-697-4636 for free limited access and 1-900-463-4636 for full access which costs 14 cents per minute. Local users may dial (202) 401-9600 for full access. The electronic mail address for accessing the SBA Home Page is <http://www.sbaonline.sba.gov>. For additional information, contact the SBA Technical Support line at (202) 205-6400.

The IITF, which is chaired by Secretary of Commerce Ronald H. Brown, is charged with implementing the Clinton administration's vision for a National Information Infrastructure (NII). The task force consists of high-level representatives of the federal agencies that play a major role in the development and application of information and telecommunications technologies.

In addition to SBA's on-line demonstrations, Secretary of Education Richard Riley engaged in a live interactive discussion with high school students in North Carolina and Illinois. Also, the Commerce Department's National Institute of Standards and Technology unveiled an on-line library which will serve as a resource for citizens interested in and developing NII-related applications. More than a dozen other federal agencies participated in the exhibit.

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SBA Number: 95-28
For release: May 16, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

SBA TO COSPONSOR NATIVE AMERICAN ECONOMIC DEVELOPMENT CONFERENCE IN MONTANA

WASHINGTON -- The U.S. Small Business Administration (SBA) and the Service Corps of Retired Executives (SCORE) are cosponsoring an economic development conference to encourage entrepreneurship and business expansion in the Native American communities of the West. The Native American Economic Development Conference will be held May 18-19, 1995 at the KwaTaqNuk Resort on Flathead Bay in Polson, Mont.

The conference is designed to provide small businesses with information on the opportunities available through the federal government's numerous technology transfer and commercialization programs. Representatives from NASA, the Department of Energy, Pacific Northwest Labs, FMC United Defense, DLA Financial and local business owners will share information on marketing opportunities, technology commercialization and public/private partnerships available to Native Americans.

The conference will also feature workshops on procurement assistance, small business resources, financial assistance and marketing.

Registration for the conference is \$25.00. Checks should be made payable to SCORE and mailed to the Small Business Administration, Federal Office Building, Room 334, 301 South Park, Drawer 10054, Helena, MT 59626-0054. For more information, contact Michelle Johnston or Nancy Rae at (406) 449-5381. For information on accommodations for the conference, contact the KwaTaqNuk Resort at (406) 883-3636.

SBA Number:
For release:

95-20
April 10, 1995

For more information,
contact:

Mike Stamler
(202) 205-6740

LOWDOC NEARLY DOUBLES SBA LOAN VOLUME IN FIRST SIX MONTHS OF FY 1995

WASHINGTON -- Boosted substantially by its highly acclaimed LowDoc loan, the U.S. Small Business Administration (SBA) guaranteed almost twice as many commercial loans in the first six months of FY 1995 as in the same period a year ago, SBA Administrator Philip Lader announced today.

"One of the SBA's primary missions is to increase access to capital for small businesses, and these numbers show that SBA's performance is unprecedented," Lader said. "This is not your father's SBA. The new SBA in this Administration is putting private capital into the hands of creditworthy entrepreneurs who are creating jobs, building their communities and expanding the economy."

Lader made the announcement in San Antonio, Texas, where the LowDoc program was first tested in late 1993. Speaking at a National Performance Review meeting of lenders, small business owners and SBA staff, Lader said the SBA had approved guarantees on nearly 28,000 loans in the first two quarters of the fiscal year, compared to about 14,350 in the first six months of FY 1994. Of the total approved so far this year, 15,528 were guaranteed under the LowDoc program.

"LowDoc is a product of President Clinton's and Vice President Gore's commitment to reinventing government," Lader said.

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"The President last week announced further SBA proposals to reduce its budget 32 percent, a total of \$1.2 billion over five years, while expanding the capital available to the nation's small businesses," Lader said. "The SBA seeks to be a model of government working better and costing less."

The SBA's volume report on the first two quarters of FY 1995 show 27,969 loan approvals totalling \$4.58 billion, an average of about \$163,700. The comparable report for FY 1994 shows 14,361 loan approvals totalling \$3.52 billion, for an average loan size of \$245,436.

The report also shows that loans to minority-owned businesses doubled from 2,471 to 4,904, and loans to women-owned businesses nearly tripled, rising from 2,369 to 6,699.

"Based on our estimates and our total loan authority, it appears likely that the SBA will guarantee 56,000 loans totalling \$7.8 billion by the end of the current fiscal year," Lader said. "Because of the efficiencies that reinvention has brought to the agency in the past two years, this program will cost taxpayers less this year than it did in 1992, when it accounted for just 24,200 loans totalling \$5.9 billion."

Lader also cited the SBA's new budget proposal, called "Stretching Taxpayer Dollars," which will bring the subsidy cost of the program down to zero, while the government would continue to bear the administrative costs.

"If this Administration's proposals are enacted, the SBA would be able to back loans to more than 92,000 small businesses in fiscal year 1996," Lader said. "By implementing marginal fee increases, we can eliminate the need for the taxpayers to subsidize these loans."

"These changes would allow us to meet the seemingly incompatible demands for more SBA loan guarantees and more deficit reduction," Lader said. "This proposal reflects the Clinton Administration's commitment to assisting small businesses and to stretching the taxpayers' dollars."

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U.S. Small Business
Administration

NEWS RELEASE

SBA Number:
For release:

95-19
IMMEDIATE RELEASE
March 27, 1995

For more information,
contact:

Janis Kearney
(202) 205-6740

SBA REINVENTION STRETCHES TAXPAYER DOLLARS

WASHINGTON -- President Clinton today announced a comprehensive streamlining plan which will enable the U.S. Small Business Administration (SBA) to serve even more small businesses with fewer taxpayer dollars.

President Clinton, making the announcement with SBA Administrator Philip Lader, said "Small businesses are vital to our economy and a major key to sustaining job growth. Reinventing our government programs to serve those entrepreneurs effectively is an essential part of my national economic plan."

The President pointed to the SBA as one of the federal agencies taking "reinvention" most seriously. "The SBA in my administration is playing an unprecedented role in helping Americans realize their dreams of business ownership. In reinventing itself, SBA is using public/private partnerships that stretch taxpayer dollars."

The plan will reduce the Agency's FY 1996 budget by 29%, with total savings of nearly \$1.2 Billion, or 32% of projected costs over the next 5 years.

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The SBA reinvention, termed "Stretching Taxpayer Dollars," will:

- * Reduce the Government's cost of financing small business while serving more customers.
- * Consolidate field operations by making greater use of public/private partnerships;
- * Centralize processing to achieve economies of scale and use current technology;
- * Relocate more headquarters functions to field locations.

The comprehensive plan includes reducing to zero the Government's cost of guaranteeing small business loans by requiring borrowers and lenders to pay modest additional fees. The plan also calls for consolidating offices and administrative functions, and relying more on the private sector for loan-making and processing.

Administrator Lader explained that SBA's reinvention "builds upon the past two years' successful efforts to make the SBA more effective and efficient." He cited, as examples, introduction of the LowDoc Loan program which reduced a voluminous application for loans under \$100,000 to one page and the reallocation of resources from headquarters and regional offices to the field. While the agency was becoming more efficient, it also increased the number of customers it serves. The volume of SBA financial primary loan programs went from \$5.9 billion in FY 1992 to a projected \$7.8 billion for this fiscal year, with a minimal increase in cost to taxpayers.

The proposed fees for small business loans were described by Lader as "fairly reflecting the loans' true cost. The government's sponsorship of guaranteed loans ensures continued access to capital for small businesses."

Under the proposed fee system, a \$54,000, five-year LowDoc loan, the LowDoc average, would cost the borrower an additional \$13.50 monthly and additional up-front fees of \$108.00. A \$170,000, twelve-year SBA loan, the portfolio average, would cost the borrower an additional \$51.00 monthly and additional up-front fees of \$782.00. The additional cost to the private lender would be \$523.00 for this LowDoc loan and \$3,831.00 for the \$170,000 loan.

The Agency also will streamline its field office structure to create markets of approximately equal size with at least one district office in each state and co-locate its 10 regional offices with local district offices. As a result, the SBA will strengthen its partnership with the private sector lenders and the Small Business Development Centers which provide technical assistance to small businesses.

The SBA will process loans more efficiently by centralizing loan processing in several centers around the country.

Finally, the SBA will move its accounting operations and the administration of several programs from Washington to existing, less costly field offices.

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SBA Number: 95-18A
For release: March 16, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

PRESIDENT CLINTON ANNOUNCES REGULATORY REFORM PROPOSALS FOR SMALL BUSINESSES

WASHINGTON -- President Clinton, joined by U.S. Small Business Administration (SBA) Administrator Philip Lader, Environmental Protection Agency (EPA) Administrator Carol Browner and other senior administration officials, today announced a series of regulatory reform proposals to help ease federal regulation constraints for small businesses.

The president's announcement addressed small business concerns and key recommendations from the SBA-sponsored Small Business Forums on Regulatory Reform held last year. The forums included representation from the Office of Information and Regulatory Affairs (OIRA), the Food and Drug Administration (FDA), the Internal Revenue Service (IRS), The Occupational Safety and Health Administration (OSHA), the Environmental Protection Agency and the departments of Labor, Justice and Transportation.

"Last year's regulatory reform initiative identified reporting, record keeping, enforcement and compliance as major concerns for small business owners," Administrator Lader said. "The reform proposals presented today by President Clinton address these concerns, and will make a significant difference for small businesses.

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"The SBA is serious about reducing small business owners' paperwork burden and moving toward compliance assistance instead of harsh enforcement. Therefore, we are extremely excited that the president is taking the reform effort to the next level. The SBA will continue to participate in the ongoing debate about how this administration can best regulate without overburdening our small businesses."

General reform proposals affecting small businesses include:

- The government will waive up to 100 percent of any punitive fine on a small business if the same sum will be used towards correcting the violations leading to the fine. This applies to first time violations and violations that do not involve health and safety threats or criminal wrongdoing.
- The government will offer small businesses an opportunity to avoid punitive action by correcting the violations within an appropriate time period. This also applies to first time violations and those that do not threaten safety and health or involve criminal wrongdoing.
- Regularly scheduled reports to the federal government will be required only half as often (i.e. quarterly reports will be semi-annual, semi-annual reports will be annual, etc.).
- EPA will reduce the overall reporting and record keeping burden to small businesses and local governments by 25 percent.

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SBA Number: 95-15
For release: March 15, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

SBA TO COSPONSOR ELECTRONIC COMMERCE CONFERENCES

WASHINGTON -- The U.S. Small Business Administration (SBA) will sponsor a series of training conferences this spring designed to teach small business owners how to conduct some business transactions using computers. The sessions on electronic commerce/electronic data interchange (EC/EDI) will be held throughout the United States.

The conferences, entitled "EDI: Your Link to Profits," are designed to provide small business owners with an introduction to the federal government's EC/EDI program. The conferences will provide step-by-step instructions on how to use EDI to conduct business electronically with all federal agencies and will include information on how to develop an EDI capability within the workplace.

"The conferences are a must for anyone doing business with the federal government," said Monika Edwards Harrison, SBA's associate administrator for business initiatives.

"Even if the agencies you sell to are not yet using EDI, it is the right time to prepare for this new way of doing business. Planning and preparation will make the transition to the use of EDI easier and result in more business opportunities," she said.

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Conference locations and dates are:

Sacramento, Calif.	April 11
Pasadena, Calif.	April 13
Boston, Mass.	April 18
Denver, Colo.	April 26
Huntsville, Ala.	May 9
St. Louis, Mo.	May 22
Chicago, Ill.	May 24
Washington, D.C.	June 1
New York, N.Y.	June 12
Albuquerque, N.M.	June 20

The conferences are cosponsored by the APL Group, Inc., an EDI software development, service and training company. The cost for the conference is \$75.00. For additional information on the conference and registration information, contact Altie Zelniker of The APL Group, Inc. at 1-800-797-4334.

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SBA Number: 95-6
For release: February 13, 1995

For more information,
contact:

Patricia L. Young
(202) 205-6740

THE WHITE HOUSE CONFERENCE ON SMALL BUSINESS -- AN OPPORTUNITY FOR VETERANS TO MAKE THEIR VOICES HEARD

WASHINGTON -- Veterans from around the country who are owners, managers or employees of a small business now have the opportunity to help develop a national agenda that will set the stage for small business well into the 21st century. The White House Conference on Small Business (WHCSB) meetings, scheduled now through April 1995, are designed to help identify the needs and concerns of small business owners and managers.

"Veterans of our armed forces are encouraged to participate in this process," SBA Administrator Philip Lader said. "Everyday I meet and talk with small business people who want their elected officials to be more responsive to their concerns, be it access to capital or regulatory reform. The White House Conference on Small Business meetings are opportunities to make direct recommendations -- including proposals for executive and legislative action -- that may translate into government policy."

The WHCSB, an independent commission authorized by Congress, conducts a series of state- and regional-level conferences, bringing together thousands of small business people to identify and discuss key issues of concern and to increase awareness of the critical role small business plays in the national and global economy.

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SBA's Assistant Administrator for Veterans Affairs Leon Bechet said that veterans should take this occasion to voice their concerns. "This is an excellent opportunity for veterans in the small business community to have a voice in future government policy and to deliver a strong message to the Clinton administration and Congress. This conference is particularly interested in hearing from veterans, women and minorities," he said.

A minimum of 10 delegates from each state are selected to attend the national conference scheduled for June 11-15, 1995 in Washington, D.C. To qualify as a state delegate, a conference participant must reside in that state and be an owner, corporate officer, or employee of a business employing fewer than 500 people. Delegates at the national conference will propose a small business "action agenda" to the Clinton administration and Congress to ensure small business vitality into the 21st century.

"Small businesses -- particularly new firms -- are an engine of economic growth, creating the majority of the nation's new jobs and contributing greatly to our standing in the world economy," said President Clinton. "I look forward to hearing from small business leaders about the challenges they face and their plans for building on their successes."

Some of the issues on which conference participants will focus include capital formation and taxation, community revitalization, environmental policy, human resources, procurement issues, and regulatory and paperwork burdens. In addition, significant issues affecting competitiveness of small businesses into the 21st century, such as the technology and information revolution and international trade, will also be addressed.

The cost to attend the local conference is \$40 in advance, \$50 at the door. For further information on conference dates in your state, contact the White House Conference on Small Business at (202) 724-0891 or Lynn Inge, SBA Veterans Affairs Office at (202) 205-6773.

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THE WHITE HOUSE CONFERENCE ON SMALL BUSINESS CONFERENCE SCHEDULE

FEBRUARY

- 14 St. Louis, MO
- 17 Oklahoma City, OK
- 21 San Antonio, TX
- 23 Little Rock, AR
- 28 Arlington, TX

MARCH

- 3 Albuquerque, NM
- 7 Phoenix, AZ
- 9 Las Vegas, NV
- 14 Los Angeles, CA
- 16 San Francisco, CA
- 21 Seattle, WA
- 23 Portland, OR
- 29 Denver, CO

APRIL

- 4 East Brunswick, NJ
- 6 Cleveland, OH
- 11 Chicago, IL
- 13 Dearborn, MO

MAY

Regional Conferences

JUNE

11-15 National Conference
Washington, DC

SBA Number:
For release:

95-5
February 10, 1995

For more information,
contact:

Mike Stamler
(202) 205-6740

SBA CONTINUES STREAMLINING EFFORTS TO DELIVER MORE HELP AT LESS COST

WASHINGTON -- U.S. Small Business Administration (SBA) Administrator Philip Lader said he will continue ongoing efforts to streamline the agency so that it can meet rising demand for its critical small business assistance programs at a lower cost to taxpayers.

Testifying before the Senate Small Business Committee, Lader outlined broad efforts already undertaken by the agency to make its programs more responsive to small business needs and still contribute to overall federal deficit reduction.

"We feel strongly that if we persist in the efforts of the past two years, we can continue to provide more credit guarantees, more program innovation and better customer service at a lower cost to taxpayers," Lader said. "The SBA is re-inventing itself, and as a result, it is having a bigger and more cost-effective impact on job creation and economic growth than ever before."

As an example, Lader noted that in FY 1993, SBA needed an appropriation of \$334 million to finance 7(a) guarantees on \$6.4 billion in private sector loans. In the current year, SBA will leverage a \$215 million taxpayer investment into \$7.8 billion in loans. For FY 1996, SBA proposes to guarantee \$9.4 billion in small business loans with an appropriation of just \$190 million.

--more--

"Along with major savings from legislative and administrative changes in the program," Lader added, "it is the public/private nature of the relationship between the SBA and commercial lenders that makes such leveraging possible. Every dollar appropriated for SBA's loan guarantee program leverages \$36 in private sector lending. In FY 1993, the ratio was just 18-to-1. The changes we have proposed for 1996 will increase that ratio to 50-to-1."

Despite a 25 percent reduction in staff size from 1980 to 1994, Lader noted, SBA has more than doubled the amount of financing and credit assistance to small businesses and continued to meet increasing demands for education and training, for advocacy on behalf of small businesses, and for disaster loans.

"This streamlining reflects the SBA's determination to reach small business customers in the most cost-effective way," Lader said. "I very much believe that the SBA and all of its programs are critically important to the continued growth of small businesses in this country. I look forward to working very closely with the members of this Committee to design program changes that will allow us to maintain programs able to meet the needs of as many small businesses as possible within necessary budget constraints."

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