

July 2006

SBA – Your Small Business Resource

U.S. Small Business Administration

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Hawaii Small Business Development
Center Network – Oahu Center
808/ 523-6118 www.hawaii-sbdc.org
Also serving Kauai, Maui and Hawaii

Hawaii Women's Business Center
808/526-1001 www.hwbc.org

SCORE Oahu
808/547-2700 www.hawaiiscore.org

SBA: Putting on the “Blitz” for Small Business Borrowers

Free Consultations on Your Financing Proposals

The U.S. Small Business Administration will host a “Business Loan Blitz” on July 27, 2006, from 11:00 a.m. to 2:00 p.m. to help prospective small business borrowers. The objective of the loan consultations and banking expo at Kapolei Hale is to bring all the resources together to give hands-on assistance to small businesses seeking capital.

“The first SBA Loan Blitz in April was very successful and very well received by both prospective borrowers and the bankers across the state. Many entrepreneurs are surprised at how simple the process can be and the different types of loans available,” said Hawaii District Director Andy Poepoe. “Many people were ready to submit their applications at the event.”

During the 30 minute appointment, small business owners, young startup companies, and even seasoned firms can confidentially discuss and review different financing options with technical assistance providers, bankers or SBA staff. Discussions will be focused on the loan request, the amount, use of the proceeds, credit and repayment ability. Registration is required.

Prospective borrowers can be better prepared for the meeting by having proof of the business bank account, your business license and a current credit report and credit score.

Small business owners with good credit may begin their consultation with technical assistance providers to help them prepare and submit applications at the blitz!

Call SBA today to arrange for a private appointment:

Kim Hite (541-3024)

Jerry Hirata (541-2969)

***Looking for a loan to help
your small business take off?***



Mike Iven of Helimovers US used a Community Express loan to launch his new distributorship.

Come to SBA's Business Loan Blitz and Bank Expo!
July 27, 2006 - 11 a.m. to 2 p.m. – Kapolei Hale

SMALL BUSINESS TAKES OFF WITH SBA COMMUNITY EXPRESS

Entrepreneur Mike Iven can frequently be found wheeling around the Lagoon Drive hangars, always keeping his eye open new innovations and technology. His company, MGI Helicopter LLC, provides general aviation services including recovery, maintenance, moving, and sales. This keeps Iven and his three employees busy enough now, but he's been eager to expand his business and sees any number of opportunities in the industry.

One such opportunity appeared in 2005 when Iven gained distribution rights for a new electric tug manufactured in England called a "Helimover," a sturdy lift designed to move helicopters around on the ground. He snapped up the entire North and South America territory and started to develop his business and marketing plans. Iven needed working capital, and quickly, to enable him to capitalize on a top aviation trade show scheduled soon in Texas.

Enter the SBA's Community Express Loan, a financing tool designed for small businesses in underutilized business zones. The application process is simple and straightforward – no business plan, collateral, financial statements or tax returns are required for loans under \$50,000. A technical assistance component must be part of every loan. Good credit is a major factor. Iven welcomed the consulting appointment and contacted SCORE, SBA's volunteer business advisors. Member Deana Jackson advised him that one lender had increased their loan limits to \$25,000 and could potentially meet his aggressive timeline. With all his documentation in place and the application complete, the loan was submitted to Innovative Bank. Within a few days, Innovative approved the loan.

Soon, he was on his way to Texas, ready to put "Helimover US" on the map. With a polished new website, promotional materials for the trade show and lots of energy, Iven deemed the trade show – and his work with SBA – a success. Looks like blue skies for Mike Iven and MGI Helicopter LLC and Helimover US! What's next, Mike?

The Best Defense is a Good Offense

Legislative Session Impacts Your Small Business

Hawaii businesses seeking reduced taxes, streamlined governmental approvals, lower workers' compensation rates and other cost reductions, start out each annual legislative session with a healthy wish list, suggesting legislation that will benefit the state's economy as a whole.

This year, many of the measures that businesses started out supporting were transformed during the session into very costly bills for employers, employees and ultimately for the state's economy. For example, Hawaii employers pay unemployment insurance premiums into a state fund on the largest base of wages, \$32,000 per employee, in the country. The business community, the Governor and many legislators supported reducing that base to match the federal maximum of \$7,000 per employee. That measure seemed a promising "first step," but legislators transformed the proposed bill into one which would only temporarily reduce the wage base (for two years), while permanently increasing benefits.

Similarly, two workers' compensation measures were enacted by the legislature: House Bill 1867 and Senate Bill 3035, which business owners predicted would result in higher, not lower, workers' compensation costs. Again, businesses immediately requested that the Governor veto these measures. The final outcome of the 2006 Hawaii legislature will soon be known, but what is certain now, is that businesses must continue to champion streamlined government and reduced taxes. And that means businesses must include in their legislative game plan a good defense: providing real life examples of how bills potentially hurt businesses, actual statistics that tell the story and personal contact with legislators to oppose bad bills.

Submitted by Melissa Pavilcek, State Director, NFIB. NFIB is a national trade association, with over 1,000 members in Hawaii. For information, go to www.nfib.org.

Tune in to SBA

SBA expanded its information marketing efforts to reach more potential and current small through podcasting. The audio files are simple to retrieve from SBA's website – www.sba.gov/podcast - and can be played on your computer or loaded to your MP3 player.

Each broadcast is less than ten minutes long and features valuable information to share with entrepreneurs. Each month a new podcast will be released covering a specific topic on business ownership.

Three podcasts are available: "What is Entrepreneurship"; "The SBTN – Log On!"; and "Selecting a Business That Fits". Future podcasts will cover topics such as business planning basics, financing a small business and marketing.

Eligibility Expands for Community Express More Small Firms Can Now Apply

The designation of the entire state of Hawaii as “Historically Underutilized Business Zone,” or HUBZone, has expanded the eligibility criteria for SBA’s popular Community Express Loan to include all small businesses in Hawaii.

Now, any small business owner with their principal office located in the state can access this special financing program. Prospective borrowers find a streamlined application process that doesn’t require collateral, an extensive business plan or tax returns to apply. A good credit score is the key to qualifying for this loan program for start ups and existing business owners.

The program requires free technical and management assistance from approved consultants, designed to increase the loan applicant’s chances of success.

Need to know more? Contact SBA at 541-2990 for more information or to discuss your qualifications with a business development specialist.

SBA and Chaminade Sponsor Tax Seminar

The Chaminade Tax Foundation has tapped the U.S. Small Business Administration to assist with their annual tax seminar. The one day event, “Business Formation and Fundamental Aid for the Hawaii Business Owner,” will be held on August 24, 2006 at the Pagoda Hotel.

Developed for Hawaii’s established and growing small businesses, this seminar will review important legal, tax and financial management aspects of doing business in the state. Industry experts will conduct seven sessions throughout the day dealing with topics ranging from management, strategic planning, continuous business improvement measures, financing, federal certifications and set asides in contracting, multi-state and general excise tax and legal business structures.

The seminar opens with registration at 7:00 a.m. and adjourns at 2:45 p.m. The first session starts at 7:45 a.m. Registration fee before August 10 is \$100 (includes lunch) and \$125 after that date. Contact Chaminade University Tax Foundation at 946-2966, ext.130 or complete the on-line registration at www.chaminade.edu.

SBA’s participation in this cosponsorship is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA cosponsored activities, programs, and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements will be made for persons with disabilities if requested at least two weeks in advance: Contact Chaminade at 808 946-2966, ext. 130 or 170. Cosponsorship # 060951068

On-line Registration Available for SBA Sponsored Events

Saving your seat at an SBA sponsored activity is now as easy as visiting the Hawaii District Office page on the agency’s website. Go to www.sba.gov/hi to find information on local activities and events including workshops and SBA Resource Days at the banks.

To find out what business activities are coming up, you can click on “training calendar” on the left panel. Clicking on a workshop will bring you to a description of the event including sponsors and costs. If SBA is hosting the event, you will find a link labeled “online registration –What’s New” to route you quickly to the registration page.

Also, clicking on “Online Registration” under “What’s New” on the right panel (see below) will take you directly to the registration window with a dropdown menu. The menu lists all the upcoming events sponsored by SBA. Select your course, complete the registration and you’re ready to go. A confirmation of the registration will be e-mailed or faxed to you. Please take advantage of these great opportunities!



Want Your SBA News Online?

SBA is going “digital” more and more! That includes distribution of our newsletters on the latest programs, training calendars and special announcements. If you want to be certain to receive SBA information, please send your current e-mail address with your request to:

Jane Sawyer (jane.sawyer@sba.gov)

David Brown (david.brown@sba.gov)

Information will remain confidential and you may unsubscribe at any time. Please keep in touch!

Small Business Training and Events Calendar

July 2006

- 15 – Writing a Business Plan (HWBC, 526-1006)
- 18 - The Art of Networking (HWBC, 526-1001)
- 19 – 8(a) Applications Seminar (541-2990)
- 20 – SBA **Resource Day at WorkLinks Waipahu (541 2983)**
- 20 – Resources for Small Businesses at SBRC (523-6118)
- 25 - SBA's Contract Matchmaking and Financing (541-2975)
- 26 – Business Loan Blitz and Bank Expo** (541 3024)
- 26 – SBA Mixed Plate: Contracting & Loans (541 2983)

SBA Talk Story at the Business Action Center

Every Monday from 10 a.m. to 1 p.m.
Call the **Business Action Center** at
586-2545 to schedule an appointment.
Walk-ins welcome!

August 2006

- 10 – Benefit for Hawaii Women's Business Center
Gala Grand Opening of "Pearl" (526-1001)
- 17 – **SBA Resource Day, 10 a.m. to 2 p.m. (541-2969)**
First Hawaiian Bank, Pearlridge Branch
- 24 – **"Business Formation and Fundamental Aid for the
Hawaii Small Business Owner"** (808 946 2966, X 130)
- 24 – **SBA Resource Day, 10 a.m. to 2 p.m.(541 2969)**
First Hawaiian Bank, University Branch
- 25 - **Government Matchmaking Event**
- 29 - **Annual Women's International Leadership Conference**
Office of the Governor (www.iwlchi.org)
- 31 - **SBA Resource Day, 10 a.m. to 2 p.m. (541 2969)**
First Hawaiian Bank, Kapiolani Branch

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