

## January 2012 Newsletter



### Update by Carl Knoblock, Pittsburgh District Director



Carl Knoblock

According to the late Supreme Court Justice Oliver Wendell Holmes *“The great thing in the world is not so much where we stand, as in what direction we are moving.”*

In 2012, the U.S. Small Business Administration will usher in the new year with new changes to our CAPLine Lending program coupled with three new initiatives for small business owners that will continue to bolster the region’s economy.

This past year, SBA Headquarter solicited input from lenders throughout the country to revamp the agency’s CAPLine loan program making it even easier for small business owners to meet their working capital needs. Consolidating the loans into four categories – Seasonal Line, Contract Line, Builders Line Standard Asset-Based Line – the program strives to put capital into the hands of contractors within one to six business days. These loans usually are “in-addition” to existing lines of credit and can be used to meet project-specific cash needs. All CAPLine loans boast guarantees of up to 85 percent and will greatly help contractors ramp up for the upcoming spring construction season.

In addition to short-term capital for contractors, the SBA has committed resources to grow the economy via exporting, social enterprise development and a multi-agency jobs and innovation accelerator cluster. And, the Western Pennsylvania SBA District Office along with our resource partners will be a player in each of these initiatives.

In the newly implemented State Trade and Export Program (STEP), you need look no further that Johnstown-based UMFmedical as an example of how the SBA, not only offered capital access, but exporting assistance via Southern Alleghenies Planning and Development Commission. UMFmedical President and CEO Eileen Melvin, wanted to determine feasible exporting options for her 56-year-old company that manufactures medical examination tables, cabinets and chairs. A trade mission to Saudi Arabia helped Melvin and her team to invest in relationships with the country and become respected in the public sector. The program will be funded for three years by the SBA with hopes to double our country’s exporting efforts.

Lastly, in the coming year, the Western Pennsylvania SBA District Office will become involved with incubators housing entrepreneurs that not only produce jobs, but, social and environmental benefits. We’ll also have a hand in the Southwestern Pennsylvania Revitalization cluster that strives not only to create jobs, but, also to train thousands of people for jobs in high-growth sectors.

This blueprint for growth involves not only SBA employees and lenders, but, our resource partners – SCORE, SBDC and WBC personnel. Your awareness of our programs will help entrepreneurs grow Western Pennsylvania’s economy. As Central PA SCORE Chair John Vincenti stated *“information is power and promotes success, we [SCORE counselors] help entrepreneurs be more successful.”*

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