



**Strong SBA Small Business Lending Trends**

By US Small Business Administration

WASHINGTON, DC— The United States Small Business Administration announced FY19 lending numbers showing that it guaranteed more than \$28 billion to entrepreneurs that otherwise would not have access to capital to start, grow, or expand their small businesses.

“A strong economy is powering America’s thirty million small businesses, and the SBA’s FY19 numbers bear that out,” SBA Acting Administrator Chris Pilkerton said. “When the economy is doing well, 7(a) lenders are more willing to provide capital without the need for a federal loan guarantee. Our 504 and Microloan programs continued to grow from last year, as all of these loans are designed to create jobs and grow all small businesses in communities across the country. We continue to be proud that the SBA is here to help America start, grow, and expand opportunities for entrepreneurs.”

In FY19, SBA’s flagship 7(a) loan program made approximately fifty-two thousand 7(a) loans totaling \$23.17 billion. The 504 loan program

had another year of increased performance, with more than six thousand loans made for a total dollar amount of more than \$4.9 billion.

“With a strong economy and historically solid small business optimism, we know that 7(a) lenders are making loans conventionally without the SBA guarantee. We also saw a 4.3 percent growth in the 504 loan program due to the longer term and low fixed interest rate that the product provides to small businesses,” said Associate Administrator for SBA’s Office of Capital Access William Manger. “We are also proud that our Microloan program had another record year with a nearly 7.5 percent increase in small business lending.”

In FY19, there was significant growth of dollars lent in the SBA’s Microloan program, with more than five thousand five hundred loans approved for nearly \$81.5 million.

In addition to the strong lending numbers, the SBA continues to innovate and improve processes by leveraging enhanced technologies. Lender Match is an SBA technology platform that gives entrepreneurs the ability to complete a quick online



form, without registration or cost to the user to connect with an SBA-approved lender within forty-eight hours. To date, Lender Match has generated 4.4 million leads on behalf of small businesses to our lenders, and lenders have contacted

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FOR REQUESTS OR ASSISTANCE:  
[Alexandra.Cann@GLXConstruct.com](mailto:Alexandra.Cann@GLXConstruct.com)

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Performance Enhancements New Rochelle WWTP, New Rochelle, NY  
 WC DPW Contract No: 16-520  
 Bid Date: October 30, 2019

Many bidding opportunities are available:  
 Treatment plant electrical systems, instrument and control system electrical and installation, motor control centers upgrades, fire alarm system installation, HVAC, plumbing, utilities, paving, site demolition, earthwork, timber piles, concrete, rebar, CMU, glass masonry units, precast architectural concrete, FRP, structural steel, fiberglass grating and planks, FRP tanks, insulation, roofing, gutters and downspouts, hatches, doors, windows, concrete topping, painting, louvers, signs, pumps, mixers, PCB, lead, asbestos, controls, fire protection, fire alarm, fans, heat tracing, temporary fence, miscellaneous metals, bollards, railings.

If you are interested in bidding any of these projects, please contact Skanska’s Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS**

Rehabilitation of the Approach Viaducts at the Throgs Neck Bridge  
 MTA Triborough Bridge and Tunnel Authority Contract No: TN-53  
 Bid Date: October 29, 2019

Subcontracting opportunities include but are not limited to Paint, Drainage, Concrete, Rosphalt, Waterproofing, Structural Steel, Field Office, Asbestos and Lead Abatement, Safety Boat, Bearings, CPM Scheduling, Civil General Contracting, Construction Engineering, Fencing, Fuel, Haul and Dispose, MPT, Office Trailer Fit Out, Signs, Surveying, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

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 INVITATION TO BID FOR M/WBE FIRMS

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**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED M/WBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**

CBTC 8th Avenue Line (59th Street to High Street) “B” Division (IND) Project in the Boroughs of Manhattan and Brooklyn  
 MTA NYCT Contract No: S-48006  
 Bid Date: November 19, 2019

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 15, 2019. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2019**

How SBA Can Help You Start or Grow Your Small Business and How to Register Your Business Online  
**Thursday, November 7, 2019, 9:00 am–10:30 am**  
 New Hampshire Secretary of State’s Office, 25 Capital Street, Third Floor, Concord, NH  
 Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division  
 Contact: Miguel Moralez, 603-225-1601, [miguel.moralez@sba.gov](mailto:miguel.moralez@sba.gov)  
 Fee: Free; registration required

Are you looking to start your own small business? Are you a business owner and in need of capital or free advice? Join us in the capital city and hear from a Small Business Administration representative about the technical and financial resources available to help you start and grow your small business. The New Hampshire Secretary of State Corporation Division will walk you through the New Hampshire Quick Start Program for registering a business online. This FREE workshop is held on the first Thursday of every month from 9:00 am to 10:30 am.

**Business Legal Primer**  
**Thursday, November 14, 2019, 9:00 am–11:00 am**  
 Scibelli Enterprise Center, 1 Federal Street, Third Floor, Springfield, MA  
 Main Sponsor(s): US Small Business Administration, Massachusetts Small Business Development Center  
 Contact: Lynn Shedd, 413-577-1768, [lshedd@msbdc.umass.edu](mailto:lshedd@msbdc.umass.edu)

**Fee: Free; registration required**

This presentation will help you gain a better understanding of the core legal concepts impacting your business: • Choice of Entity—What does it mean to be a sole proprietor, partnership, limited liability company, or corporation; which type is right for your business? • Employee versus Independent Contractor—Avoiding the steep risks of misclassification; the basics of determining whether you are hiring an employee or engaging an independent contractor • Trademark, patent, or copyright—What’s the difference, when and how you need to get one. Presenter and adviser Sarah K. Willey is counsel in the firm’s business and finance department, and is also a member of the firm’s intellectual property practice group and employment law practice group.

**Small Business Financial Projections**  
**Wednesday, November 20, 2019, 5:30 pm–7:30 pm**  
 Chase Bank, 55 West 125th Street, New York, NY  
 Main Sponsor(s): US Minority Business Development Agency, Business Outreach Center Network, Start Small Think Big  
 Contact: Jeffrey Deasy, 718 624-9115, [jdeasy@bocnet.org](mailto:jdeasy@bocnet.org)  
 Fee: Free; registration required

In this workshop, we discuss how to prepare financial projections by emphasizing feasibility analysis and how to set goals for your business to plan for success. In addition, we cover pricing strategy, profit margin, and break-even analysis, COGS versus operating costs, and how business activities are reflected in financial statements. The workshop will be presented by Ian McDermott of Start Small Think Big. Ian has dedicated his career to working toward economic empowerment for disadvantaged communities.

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