

COAST

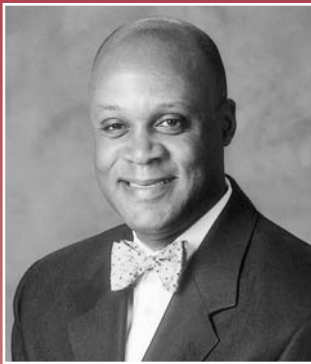
COMMENTS

Volume 21, No.1

SPRING 2008

PACIFIC COAST REGIONAL SMALL BUSINESS DEVELOPMENT CORPORATION (PCR)

A Message from the President



Mark Robertson, Sr.,
President/CEO

Pacific Coast Regional Board of Directors

Leighton Hull
Chairman

Kristine M. Chung

Karen A. Clark

Nelson Davis

Harold Hart-Nibbrig

Mark Robertson, Sr.

Last year PCR completed its 30th year of fulfilling the mission of **“the delivery of educational and financial services to small businesses most in need”**. The year was marked by many milestones as follows:

- Our 30th anniversary gala celebration which was our most successful fund-raiser to date,
- 255 loans funded for \$23 million, allowing PCR its fifth consecutive year as number one among its 10 peers statewide that administer the California Small Business Loan Guarantee Program,
- 1,535 jobs positively impacted through PCR’s loan activities,
- A new grant from Comerica Bank to provide technical assistance (TA) to Crystal Stairs’ child care providers, in an effort to have them see themselves as “businesses.” Enrollment for the first (6-class) session exceeded available space, and the 2nd and 3rd sessions are already full, and
- Our selection by the SBA as a Small Business Development Center (SBDC), which was the culmination of a competitive application process. This designation by the SBA allows PCR to become a part of a Southern California network of small business TA providers, where our peers in the network are institutions of higher education, i.e. colleges. This is testament to the quality of business assistance that PCR has provided through the years.

These achievements are evidence of the continued blessings that have allowed PCR to endure for three decades. We are further blessed with a dedicated and supportive board that raised over 30% of the charitable contributions received during the year, a tireless staff with average tenure at PCR of 11 years; a committed group of 45 consultants, loan committee members, technical assistance instructors, and counselors that literally keep PCR afloat. I am grateful to all of them.

As we anticipate the prospect of another 30 years of existence, we do so with the continued desire to strive for greatness through our service to others.

On behalf of our board of directors and staff, I wish all of our friends and supporters only the best as we go forward together.



Pacific Coast Regional
Small Business Development Corporation

PCR's Small Business Loan Programs

THE CALIFORNIA SMALL BUSINESS LOAN GUARANTEE PROGRAM

- Maximum guarantee is \$500,000
- Lines of credit, and term Loans up to 7 years
- Funds used for working capital, equipment, business expansion, real estate, other business uses
- 2% guarantee fee for term loans, .25% for lines of credit, \$250 processing fee

SBA MICRO LOANS

- Loans up to \$35,000
- Terms up to 6 years
- Rates from 9% fixed
- No fees or points
- Coaching and training provided by PCR during the term of the loan

COMMUNITY REINVESTMENT LOANS (CRL)*

- Loans up to \$25,000
- Terms up to 6 years
- Rates from 9% fixed
- No fees or points
- Coaching and training provided by PCR during the term of the loan

*Sponsored by Comerica Bank

EDA FINANCIAL RESTRUCTURING ASSISTANCE PROGRAM

- Loans up to \$650,000
- Terms up to 20 years
- Rates range from 7% to 10% fixed
- 1.5% Loan Fee
- Use of funds must be for recovery from a federally declared disaster, or for disaster mitigation.

REMOVAL OF UNDERGROUND STORAGE TANK LOANS (RUST Loans)

For gas stations or others with underground storage tanks

- Loans up to \$750,000
- Terms up to 20 years
- Rates as low as 2%
- 2% loan origination fee

It's Time to Move



"the power of \$10.00 will truly be revealed..."

Well, after 30 years of being located in high-rise office buildings along the Wilshire corridor, IT'S TIME TO MOVE. PCR has reached yet another major milestone with the acquisition of its future headquarters building pictured here. Some may remember this building as a former branch of Founders National Bank, at the corner of Western Avenue, and 43rd Street, in Los Angeles. When an existing lease for the building expires, PCR will begin a renovation process that will take many months to complete and cost as much as \$500,000.

To make the move possible, however, WE NEED YOUR HELP! We are inviting all of our readers to become a part of creating a new South Los Angeles oasis. The new facility will not only house PCR's corporate offices, but will also serve as a business resource center for the community. To help this dream come true we are asking all of our friends to make a minimum donation to PCR in the amount of \$10.00. Yes, your gift of \$10.00 will help with the design of a multi-purpose class/community room, painting, utility systems, lighting, security systems, and all of the other necessities of properly and safely occupying an office building. But it won't be your gift alone that gets the job done. Some may wonder about the value of only \$10.00 towards such a large project. And it's true, \$10.00 alone won't do much at all; but when hundreds or even thousands of PCR supporters come together to contribute this minimum gift, the power of \$10.00 will truly be revealed. To that end, and to start the process, PCR is pledging the first \$50,000 towards this effort.

PCR is a non-profit corporation, and every year we must raise funds for a significant portion of our operating budget. The building campaign is no different; it simply will not succeed without your help and the financial generosity of all of our friends. So please, take a moment to complete the enclosed donation form and send in your contribution towards a new neighborhood treasure.

To commemorate your gift, your name will be included on a list of donors, from which a plaque will be created and displayed prominently and permanently in the lobby of the building. Thank you in advance for your support. For more information contact: Constance Anderson 866-301-9989, ext. 225.

CANDID COMMENTS

Close the door on the past. You don't try to forget the mistakes, but you don't dwell on it. You don't let it have any of your energy, or any of your time, or any of your space.

- JOHNNY CASH

Waste of time is the most extravagant of all expense.

-THEOPHRASTUS (PHILOSOPHER)

In the end, what affects your life most deeply are things too simple to talk about.

- NELL BLAINE

Since the early bird catches the worm, it's a good idea to begin your day as soon as you can, unless, of course, you happen to be a worm.

- CHARLES DICKENS

TRAINING FOR SMALL BUSINESS OWNERS

OFFERS

- Low cost business assistance training through the Entrepreneurial Strategic Planning (ESP) Program
- Intimate, personalized instruction in key areas of business management including financing options, computerization, new business strategies, new ways of organizing work, and other changes in the business world especially designed for the small business owner
- Certificate awarded to each participant upon completion of the program
- Open to existing and potential entrepreneurs

COSTS & REQUIREMENTS

- **\$200 Registration fee for entire curriculum***
- Early registration fee \$150 if paid by May 23, 2008
**Individual classes may be attended at the prices shown*

FINANCING

- State Loan Guarantee Program Maximum Guarantee \$500,000
- SBA Micro Loans up to \$35,000
- Economic Development Administration (EDA) Financial Restructuring Assistance Program
- State Bond Guarantee Program
- State Disaster Assistance

SMALL BUSINESS DEVELOPMENT CENTER

- One on one professional consulting on business challenges, Expansion, Finances, Business Planning
- Business Resource Materials
- Classes on core business topics
- ESP – Entrepreneurial Strategic Planning – A dynamic nine week, 53-hour, all-inclusive course designed to help business owner's kick-start growth and achieve success



3255 Wilshire Boulevard, Ste. 1501
Los Angeles, CA 90010
(213) 739-2999 • www.pccorp.org

PCR is one of Los Angeles' oldest non-profit business development organizations, providing finance, consulting and training to businesses throughout Southern California.



Small Business
Development Centers
Los Angeles Regional Network

(866) 301-9989

The Small Business Development Centers are funded by the U.S. Small Business Administration, and center host institutions. Funding is not an endorsement of any product, opinion, or service. All Federal and State funded programs are extended to the public on a nondiscriminatory basis. Special arrangements for individuals with disability will be made if requested in advance.

CURRICULUM

NEXT CLASS START DATE: JUNE 3, 2008

Classes are held on Tuesday and Thursday evenings.

QUANTUM LEAP TO SUCCESS

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Vernon Webb

MANAGING YOUR BUSINESS EFFECTIVELY

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Frank Sutton

DEVELOPING YOUR BUSINESS PLAN

\$60.00 - 9 hours (3 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Teke Negus

MARKETING YOUR BUSINESS

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Suzanne Lawrence

RECORDKEEPING/ACCOUNTING

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Jeffrey Hill

QUICKBOOKS

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - D. Layton

EMPLOYEE DEVELOPMENT/CUSTOMER RELATIONS

\$30.00 - 3 hours (1 three-hour session)

7:00 p.m. – 10:00 p.m. - Rosita Odom

ANALYZING YOUR FINANCIAL STATEMENTS

\$30.00 - 3 hours (1 three-hour session)

7:00 p.m. – 10:00 p.m. - Farid Haqq

FINANCING YOUR BUSINESS

\$40.00 - 6 hours (2 three-hour sessions)

7:00 p.m. – 10:00 p.m. - Farid Haqq

BUSINESS STRATEGIES AND PROJECTIONS

\$20.00 - 2 hours (1 two-hour session)

6:00 p.m. – 8:00 p.m. - Teke Negus

Prices shown are for individual courses.
Entire curriculum cost: \$200 (\$150 before May 23)

For more information and registration call:
(213) 674-2696 or (866) 301-9989

Limited Attendance... Enroll Now!
Website www.pccorp.org



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Los Angeles Regional Network

Pacific Coast Regional (PCR)
Small Business Development Corporation

We provide free mentoring, guidance and counseling to maximize the success of our community's existing and emerging small businesses. Call to Schedule a Meeting with a Business Consultant.

Got a question about starting your own business? Need advice on writing your business plan? Or just want to discuss a business related **QUESTION** or **IDEA**?

This Service is Free

All Follow-Up Sessions are Absolutely Free

Appointments are scheduled for **Monday through Friday from 8:30 a.m. until 5:30 p.m.** Consultants meet with you one-on-one and answer questions on various subjects including:

- Budgeting
- Business Planning
- Insurance
- QuickBooks
- Licenses
- Loan Packaging
- Taxes

**To Schedule An Appointment Call
(866) 301-9989**

Pacific Coast Regional Corporation (PCR)
3255 Wilshire Boulevard, Suite 1501
Los Angeles, California 90010
www.pccorp.org



Pacific Coast Regional
Small Business Development Corporation

The mission of Pacific Coast Regional Small Business Development Corporation is the delivery of educational and financial services to small businesses most in need.

The PCR Team

- | | |
|--------------------|---------------------|
| Amina Almeida | Martice D. Mills |
| Constance Anderson | Autumn Peebles |
| Nestor Correa | Mark Robertson, Sr. |
| *Ellis Gordon, Jr. | Elsa Sandoval |
| *Nathaniel Jemison | Kenneth D. Smith |
| *R.D. Lottie, Jr. | *Larry W. Trujillo |
| Maria Marroquin | <i>*consultants</i> |



Coast Comments is published quarterly by Pacific Coast Regional Small Business Development Corporation. The information given is not intended as legal or professional advice, and the publishers assume no liability in connection with its use. © Spring 2008.

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