

Topic: Small Business Administration Relationships

Question by: Jenny Acker

Jurisdiction: Wisconsin

Date: 2011 May 17

Jurisdiction	Question(s)		
	Does your jurisdiction have a relationship with the Small Business Administration?	Does your department coordinate activities with them on a routine basis such as sessions or seminars for customers on starting a business?	If yes, what kind of activities do you conduct?
NASS	We have been working at a national level with SBA for a number of years, but progress has been slower than we would like. We have made baby steps, the alert [below] is an example, but I don't know if any of the states actually did end up working with SBA on the Tour. This is something we will continue to pursue. I do think some of the regional offices do have some good working relationships with the states. Here is a staff roster [link] for SBA so that you can see who heads up your regional office.	According to the SBA website, this is National Small Business Week [link]. It would make sense for them to work with state business services divisions to celebrate this week. We will continue to work to accomplish that.	See ATTACHMENT pdf flyer for an example. LINK: 20110517 Small Business Administration Relationships ATTACHMENT.pdf
Manitoba			
Corporations Canada	Corporations Canada does not coordinate activities on a routine basis with our Small Business colleagues. However, we do help each other on an ad hoc basis: for example, publications or presentations referring to incorporation and business responsibilities under corporate legislation, sharing booths at trade fairs.		
Alabama			
Alaska			
Arizona			
Arkansas			
California			

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Colorado	We (Colorado) currently do not, but we hope to possibly start a dialog with them this summer.		
Connecticut			
Delaware			
District of Columbia	In the District of Columbia we do not have the formal relationship with SBA HQ or Regional Office. On several occasions we have communicated with them about our Small Business Resource Center and other related topics. We might engage them in a more formal way in the near future as our goals and objectives are very similar.		
Florida	Florida does not have any organized relationship with the SBA but I am happy to receive the list provided by NASS. I may get in touch with the offices listed for Florida to see if we can get together on some issues to benefit the business community.		
Georgia			
Hawaii	Our Business Action Center works very closely with the SBA. We also work closely with the Hawaii Chapter of SCORE, which is a partner of the SBA that provides free business coaching to entrepreneurs. SBA and SCORE refer their clients to the BAC for business registration assistance. It has been a very good partnership.	Every Monday, they send a representative to our Business Action Center (BAC) office. BAC schedules one-on-one meetings between the SBA rep and our customers who are interested in the various SBA loan programs. We schedule the meetings in advance.	The BAC manager teaches in their workshops (around three times a year) and participates in their Business Fairs. Our BAC manager is on the executive planning committee for an SBA sponsored fair in October and teaches seminars on How to Start A Business in Hawaii at the fair. Our BAC manager speaks at their workshop series as well. They also come to the BAC office once a month to meet one-on-one with our customers. Again, we schedule the meetings in advance.

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Idaho			
Illinois			
Indiana			
Iowa			
Kansas	We do not have a relationship with the Small Business Administration.	We direct customers to Network Kansas, an org set up to help new businesses at no charge. They coordinate with SBA as needed. www.networkkansas.com 877-521-8600	
Kentucky			
Louisiana		Louisiana does not coordinate with the SBA.	
Maine			
Maryland			
Massachusetts			
Michigan		The Corporation Division does coordinate activities with the Small Business Administration.	
Minnesota			
Mississippi			
Missouri	Missouri does not have a direct formal relationship; however, the SOS and the local SBA office have a representative on the Missouri Business Portal Steering Committee.		
Montana		Montana does not coordinate activities with the Small Business Administration.	

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Nebraska	In Nebraska we do not work with the Small Business Administration for any trainings or to coordinate any department activities.	We have worked with our local SCORE group and have a link to their information on our website.	
Nevada	The Nevada SoS does not currently have a regular ongoing relationship with the SBA. We are looking to develop one within the next few months.		
New Hampshire	NH does have a wonderful working relationship with the SBA.	We have not coordinated activities with them at this point.	They have a table outside our office with all kinds of information about what they offer and a representative from the SBA come in once a week to meet and talk to our walk-in customers. They also provide us with helpful information that we post on our website.
New Jersey			
New Mexico			
New York			
North Carolina			
North Dakota	The ND Secretary of State has an ongoing relationship with SBA.	[Yes]	We partner with them to maintain a Business Resource Guide for starting businesses and have assisted with business training seminars.
Ohio			
Oklahoma			

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	Does your jurisdiction have a relationship with the Small Business Administration?	Does your department coordinate activities with them on a routine basis such as sessions or seminars for customers on starting a business?	If yes, what kind of activities do you conduct?
Oregon	In Oregon, we are at many of the same business fairs SBA is at, we refer people to them and they to us, and we coordinate with them in other ways, so I'd say we have a working relationship with them. But I would not say that we have as active a partnership as in some other states. I'd love to know how you got them to set up a table outside your office, for example.	We are developing a more active partnership with a nonprofit that helps Hispanic business owners start and maintain a business, but that is just getting off the ground.	
Pennsylvania			
Rhode Island	The Center works closely with both the Small Business Administration and our Economic Development Corporation. There is constant communication between the different agencies, including a weekly phone meeting, to ensure we are providing needed services to the small business community.	All three agencies participate in workshops, seminars and other events.	The Division of Business Services provides one-on-one assistance for small business owners through our First Stop Business Information Center.
South Carolina			
South Dakota			
Tennessee			
Texas	Texas has a link to the SBA on our web site but we do not coordinate department activities.		
Utah			
Vermont			
Virginia			

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Washington		We do not coordinate activities with the SBA, but we do attend many of the same seminars and events that they do in the state. We are beginning a series of workshops and seminars around the state and SBA will be invited to present at some of those.	We have invited them to our office to set up an information booth, but so far, they have not done so. However, we have had SCORE volunteers set up in our office to answer questions new businesses might have.
West Virginia			
Wisconsin			
Wyoming			

Additional comments:

Tom Wrosch, Oregon, added: “I'm envious of the partnerships some states have with SBA. It's wonderful, and I think this is a great question. It would be a useful session at some future IACA conference to talk about how to develop this kind of relationship with SBA and others. In Oregon, we are at many of the same business fairs SBA is at, we refer people to them and they to us, and we coordinate with them in other ways, so I'd say we have a working relationship with them. But I would not say that we have as active a partnership as in some other states. I'd love to know how you got them to set up a table outside your office, for example. I think this is a very fruitful area for discussion, and I'm very interested in the responses you get.”
Thanks, Tom

Leslie Reynolds, NASS, added:

NASS Alert: Small Business Administration 13 City Tour

Good Afternoon:

I received this email by the U.S. Small Business Administration regarding the **"Small Business Jobs Act Tour"** they are conducting over the next two months.

They will hold sessions about the new Small Business Jobs Act that was signed into law last September and will focus on:

- getting an SBA loan
- competing for federal contracts
- finding entrepreneurial training and counseling resources
- starting or increasing exports

I am forwarding this information to you because the SBA Tour is coming to your state. Many of you already hold workshops/expos for small businesses and we thought it would be helpful for you to know about these events in case you wanted to do something in conjunction with the SBA. I have contacted SBA

about working with you and they have expressed great interest. Below is the information from the SBA. If you have any questions about the tour, please contact Andrew D. Cutillo, SBA Office of Government Contracting and Business Development, at Andrew.Cutillo@sba.gov

Cities and Dates

Miami, FL	March 28, 2011
Columbus, OH	March 28, 2011
New York City	March 30, 2011
San Antonio, TX	April 1, 2011
Boston, MA	April 1, 2011
San Diego, CA	April 11, 2011
Albuquerque, NM	April 11, 2011
Denver, CO	April 13, 2011
Seattle, WA	April 13, 2011
Chicago, IL	April 15, 2011
Huntsville, AL	April 15, 2011
Atlanta, GA	April 30, 2011
Washington, DC	TBD

Leslie Reynolds

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March 4, 2011

To: **Small Business Owners, SBA lenders, Small Business Contractors, Prime Contractors and others engaged in exporting, economic development, federal contracting and small business assistance.**

From: **Andrew Cutillo, SBA, Office of Government Contracting and Business Development**

RE: **SBA Small Business Jobs Act Tour**

The U.S. Small Business Administration is hosting the Small Business Jobs Act Tour to gather feedback from SBA lenders, small business government contractors (including 8(a) firms, women owned firms, service disabled veteran owned firms and HUBZone firms), and small business owners on provisions of the Small Business Jobs Act that was signed into law by President Obama last year.

Individual breakout sessions will be held on various provisions of the act, including changes in SBA loan programs, changes in federal procurement regulations, SBA's international trade program and entrepreneurial development. [Click here for more information about topics being covered on the tour.](#)

This is a opportunity to hear from national SBA senior staff on Small Business Jobs Act, [how it effects your business](#) and provide input directly to officials who develop policy and implement programs for the agency.

For details on the Small Business Jobs Act Tour, please visit www.sba.gov/jobsacttour. There you will find a list of locations and dates, and information about the general and breakout session times, allowing you to plan your participation around the session(s) that most interest you. I encourage you to register early to guarantee your place, as space is limited. Additional information can also be found on the attached flyer.

If you have any questions about the tour, please contact Andrew D. Cutillo, SBA Office of Government Contracting and Business Development, at Andrew.Cutillo@sba.gov

[To register now, or just learn more about the tour, please click here.](#)

We look forward to seeing you at one of our events!

Thanks,

Full text of email:

Good morning,

We would like to know if any jurisdictions have a relationship with the Small Business Administration? Does your department coordinate activities with them on a routine basis such as sessions or seminars for customers on starting a business? If yes, what kind of activities do you conduct?

Thank you for your replies.

Jenny Acker

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