

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
Mas (La Grillade)	New York, NY	62 jobs	<ul style="list-style-type: none"> <li>In 2004, while working as an attorney practicing international law, the owner opened a restaurant. With the help of an SBA loan, “Mas (Farmhouse)” [pronounced Mah] opened to rave reviews. The restaurant quickly rose to prominence among New York City fine dining.</li> <li>Building upon his success, Eric wanted to open a second restaurant “Mas (La Grillade).” Because of SBJA, Eric got a 504 loan to purchase and renovate a two-story building around the corner from his first restaurant. He saved \$18,000 in fees because of SBJA. He also got a SBJA 7(a) loan to pay for startup costs – saving him almost \$10,000 in fees. When the new restaurant opens this summer, Eric expects 62 new jobs.</li> </ul>
SolarFlex Technologies	Watkinsville, GA	8 jobs	<ul style="list-style-type: none"> <li>SolarFlex designs and installs commercial solar energy systems. They were in need of working capital to carry the company along during a big project (which is now complete).</li> <li>In particular, the company was designing/building a 78,721-watt system at Parris Island Recruiting Station. The system was installed on a 14,000 square foot parking deck and will provide 50% of the power used by a new barracks complex. A \$27,000 SBJA microloan was provided by SBA micro-lender Appalachian Community Enterprises (out of Cleveland, GA). <b>The funds allowed the company to hire 8 new employees as electricians and installers.</b></li> </ul>
GenPak Solutions	Hilliard, OH	18 jobs	<ul style="list-style-type: none"> <li>Gen Pak is a startup that opened last year. They provide “unit dosing” packaging for pharmaceuticals. That means instead of relying on a pharmacist to measure out and dose each dose of medicine, GenPak packages it in an easy to use blister pack. That makes it easier for patients, saves pharmacists’ time, and saves money. They have 5 employees.</li> <li>A month after they opened up (October), GenPak got a SBJA loan from Huntington Bank. They used the loan to buy new equipment, new furniture, and new fixtures. SBJA meant the loan had a 90% guarantee and saved them over \$16,000 in fees. <b>GenPak expects to hire 18 new employees this year and up to 90 in the next 5 years depending on the volume.</b></li> <li>“Without the SBA loan, we would not be in business today,” Frank LaValle, co-founder.</li> </ul>
LaserCraze	Boston, MA	37 jobs	<ul style="list-style-type: none"> <li>LaserCraze has been open since 2008 (in North Andover, MA). The owner used a SBJA loan to open a second location of LaserCraze, a laser tag and family entertainment center, in Woburn, MA. They employ 37 employees.</li> <li>It was the perfect time to expand and the Jobs Act made it possible. Greg knew that even in a recession, parents and their kids are looking for ways to have fun.</li> <li><b>By opening a second location, Greg created 37 new jobs. Thanks to SBJA, he saved \$26,904,000 in fees.</b></li> </ul>

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
Four Winds Mechanical	New Mexico	5 jobs	<ul style="list-style-type: none"> <li>The owner is a Vietnam Veteran. In 1999, after 22 years, he retired from active duty and opened a business with his brothers in Albuquerque, NM. The firm – Four Winds Mechanical HTC/AC does plumbing, sheet work, heating/AC repair, and more. Four Winds has 12 employees.</li> <li>In 2009, Joseph's brothers wanted to sell the company. Joseph wanted to keep the company in the family so he used an SBA loan, backed by the Recovery Act, to purchase his brothers' interests in the firm. The loan had a 90% guarantee and saved Joseph over \$5,000 in fees. He even had money left over for working capital.</li> <li>A year later, Joseph went back to his bank to get additional financing. Because of his veteran status and the SBJA, he was able to save a couple thousand dollars on a Patriot Express loan. <b>With the contracts he's bidding on now, he expect to hire at least 5 more employees soon.</b></li> </ul>
MBA Waste Services	Atlanta, GA	25 jobs	<ul style="list-style-type: none"> <li>Last fall, with the help of SBJA 504 loan, MBA Waste Services started work on a new recycling facility in Union City (near Atlanta). The new facility will be the first one in the area that can recycle construction materials.</li> <li>Due to the SBJA, they saved over \$19,000 in fees and expect to create 25 new jobs.</li> </ul>
Q Care, Inc.	Roswell, GA	10 jobs	<ul style="list-style-type: none"> <li>Q Care, Inc. used a SBJA loan with 90% guarantee to purchase a new office facility. The owner called it a "no brainer" when he found out he would save \$10,000 in fees.</li> <li><b>This carpet and home clean company plans on hiring 10 new employees once they have expanded.</b></li> </ul>
Seattle Safety	Seattle, WA	5 jobs	<ul style="list-style-type: none"> <li>The owners are former Boeing engineers who started the company in 1996. It is a "design/manufacturing firm of large payload sled systems for dynamic testing of automotive/aerospace seating and restraint systems" (i.e. crash dummy testing equipment).</li> <li>The company exports all over the world (Japan, S. Korea, Taiwan, UK, France, Italy, Canada and the U.S.). They knew SBJA could help jumpstart their international sales and expand into new markets. In 2008, they had 27 employees, including 11 engineers. They got an SBA Working Capital loan then for \$1 million line of credit to complete a \$2 million export order to Porsche AG in Germany (which they paid-in-full).</li> <li>SBJA increased SBA limit on Export Working Capital loans from \$2 million to \$5 million. The new loan helped the company complete three big export orders in China and other international markets – with more on the way (known contracts valued at about \$9 million). Their market share has grown to over 50% of the world market. They have 40 employees and because of SBJA loan, they plan on creating 5 new jobs.</li> </ul>

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
<b>Total Environmental Management</b>	Anaheim, CA	6 jobs	<ul style="list-style-type: none"> <li>This company provides portable cooling services throughout Southern California. They started in 1985 and have grown a great deal since then. As a result, the business operates from 4 different office and storage locations.</li> <li>Using a SBJA 504 loan, they were able to consolidate all operations into a single facility that provides a professional environment along with needed internal storage for expensive equipment. Because of the fee waiver provision in the SBJA, the company was able to retain cash flow when receiving the loan. This allowed them to retain current employees and hire additional workers.</li> <li>The borrower would not have qualified for conventional commercial real estate financing, so the project would not be possible without the SBJA 504 loan/loan structure. <b>They hired 6 new employees and were able to keep their 29 existing employees on payroll.</b></li> </ul>
<b>Around the Bend</b>	San Antonio, TX	3 jobs	<ul style="list-style-type: none"> <li>The owner used a 504 loan, backed by the SBJA, to build a new building for her restaurant, Around the Bend.</li> <li><b>The new building will let her expand her operation, bring in more money, and hire 3 new employees.</b></li> </ul>
<b>Once Upon a Child</b>	Chicago, IL		<ul style="list-style-type: none"> <li>Elaine was laid off in 1999 and didn't know what to do. Later on she went into a children's clothing resale store Once Upon a Child. She was inspired to go into business for herself. Elaine and her husband used a home equity loan to open their own franchise of the store.</li> <li>As the store started doing well, she opened another. The owner found though that she couldn't rely on her personal equity alone so turned to SBA's 504 program to open another store – and another....and another....</li> <li>More recently, Elaine got a 504 loan under SBJA to buy a building for one of her stores. Thanks to SBA, she has the capital she needs to expand her business and create jobs. SBJA saved her over \$5,000 in fees. Today her company owns 11 clothing resale stores (for children and adults). <b>She has 165 employees and plans to expand.</b></li> </ul>

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
Carino's Italian Grill	Doral, FL		<ul style="list-style-type: none"> <li>The owner is a local franchisee in the Miami neighborhood of Doral. He's owned his restaurant for 6 years.</li> <li>While other restaurant owners are cutting back because of the economy, Robert saw it as a great time to invest in his business. He wanted to be ready for when the economy recovers. Only problem was he couldn't get a loan. Robert went to all the big banks, but no one would give him a loan.</li> <li>After the SBJA, he was able to get a loan from PNC bank with a 90 percent guarantee and save \$11,000 in fees. He used the loan to spruce up his 6 year old restaurant with new furniture and kitchen equipment, also painting the outside. Customers are excited about the change, as seen by his sales. While his competitors are struggling, his restaurant has had positive sales every week since starting renovations.</li> </ul>
Environmental Dynamics, Inc.	Columbia, MO		<ul style="list-style-type: none"> <li>This business has been around since 1975 and has sold internationally for over 20 years. It provides products that assist with the aeration of water/wastewater to either: 1) prevent the formation of algae or other growths on useable water supply or 2) expedite the natural cleansing process of wastewater into useable water. Orders take 6-11 months from receipt to building the various systems that are contracted as company engineers and custom builds products. They have 110 employees in the U.S., and 15 foreign contractors.</li> <li>The company has seen recent growth so needed capital for overseas orders. 55% of their business is outside the U.S. now. It received a \$5 million Export Working Capital loan, increased to that level by SBJA to help with international orders. This was the first EWCP loan for the customer and the lender, who would have not made the loan without SBA's support. The company was interested in the loan because of the flexibility of coverage for Bid/Performance Bonds – traditionally required by large foreign companies. The bonding issue has been a "thorn in their side for years" because the one they had required them to collateralize it.</li> <li>The loan expanded their ability to sell overseas and now their sales will increase significantly. Over the next two years, they expect their international sales to increase by 30 percent due in part to the loan. That will allow them to expand their workforce further.</li> </ul>
Honey Bee Bakers	Lubbock, TX San Antonio, TX		<ul style="list-style-type: none"> <li>The owners own Honey Bee Bakers in Lubbock, TX and San Antonio, TX. They wanted to expand their business, so Charles got in touch with the UT-San Antonio SBDC. Together, they worked on their business plan and put together an application for an SBA loan.</li> <li><b>Because of SBJA, the loan carried a 90% guarantee. With it, they expanded the bakery and increased their workforce to 29 people.</b></li> </ul>

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
Catania Hospitality Group	Boston, MA		<ul style="list-style-type: none"> <li>The Catania Hospitality Group is a family-owned business that owns a number of hotels/restaurants on Cape Cod and the South Shore. Before the recession, they were expanding. But the economic downturn hit the hospitality industry hard, and the firm had a hard time refinancing their debt.</li> <li>Luckily, their bank knew about SBJA. Thanks to the SBJA provision which raised SBA's loan limits, Catania refinanced some of their debt into a \$4 million SBA loan. It carried a 90% guarantee and they saved \$132,000 in fees. <b>This loan, along with USDA assistance, helped save hundreds of jobs in the region.</b></li> </ul>
AG Optical Systems	Huntsville, AL		<ul style="list-style-type: none"> <li>The owner started the business in Huntsville and it makes handmade, high-end telescopes. Dave was in the Marine Corps, then went to graduate school, and as he put it "did the corporate thing for awhile" before he got bored.</li> <li>Dave has always had a passion for optics and telescopes, as well as building things. So when he and his wife bought some property in Huntsville, he got a business loan to buy the CNC machine he needed to do the job right. He also needed a few other pieces of equipment though.</li> <li>The owner was able to go to SBA for help. As a veteran and because of SBJA, he got a Patriot Express loan from his lender. He worked quickly to take advantage of the SBJA 100% expensing provision, which allowed him to write off 100% of the purchase. Because of SBJA he saved \$1,000 in fees.</li> </ul>
Firefly Farms	Accident, MD		<ul style="list-style-type: none"> <li>Firefly Farms formed in 2002 in Garrett County by a small group of friends who decided to join forces and enter the world of domestic goat cheese making. They have received 31 individual national and international awards for excellence. Apparently the White House also knows about their cheese and loves it. They buy it from the Washington, DC Farmers' Market. Currently have 13 full-time employees.</li> <li>They received a \$650,000 SBJA 504 loan to renovate a commercial building that they bought 2 years ago (but didn't have the capital to renovate). This space will allow them to create a gourmet food and wine retail store/visitor center to showcase the art of cheese making.</li> <li>The new retail location will not only give the business additional sales, it also helps tourism promotion efforts in Garrett County. Depending on how long it takes to make deals with local farmers (1-2 years), Firefly Farms expects to have quadrupled their business and expanded their employees to 40-50. This includes additional farmers, plant/store/visitor center staff, and cheese makers.</li> </ul>

## SMALL BUSINESS JOBS ACT (SBJA) SUCCESS STORIES

Business/Owner	Location	New Jobs	Background
Baker Sales, Inc.	Slidell, LA	2 jobs	<ul style="list-style-type: none"> <li>Baker Sales Inc. of Slidell, LA, is a small business that distributes imported steel tubing and fencing. When construction slumped during the recession, so did demand for steel products. They saw their sales drop 20 percent last year when oil/gas contractors pulled orders after the oil spill.</li> <li>For 30 years, Baker Sales has imported steel products and sold them to customers largely within a 200-mile radius of Slidell. The company has always wanted to export – particularly recently as they identified opportunities in Panama (where South American immigrants are moving in necessitating new housing developments and high-rises).</li> <li>President Robert Baker paid \$800 for U.S. Commercial Service’s Gold Key Service last March. He met with a dozen potential clients in Panama over two days and one developer he met is interested in ordering \$100,000 aluminum fencing.</li> <li>Thanks to the higher loan limits authorized by the SBJA, Baker Sales Inc. received a \$3 million 7(a) loan that will help them expand their business by facilitating export transactions with buyers in Panama. They immediately hired 2 more employees because of the loan. As sales to Panama increase, and potential sales to South Korea materialize, the company expects to increase further.</li> </ul>