

# SBA NEW JERSEY

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**FIRST QUARTER**

**2003**

## First Quarter Loan Volume Inches Up Slightly

**T**he U.S. Small Business Administration's New Jersey District Office reported a slight increase in its first quarter loan volume for Fiscal Year 2003.

According to District Director, James A. Kocsi, SBA approved 529 loans for a total of \$98 million to New Jersey small business owners during the period of October 1, 2002 through December 31, 2002.

The 529 loans approved by the New Jersey District Office represent a 2 percent increase over last year's first quarter total of 519 loans. The \$98 million in dollars approved represents a 14 percent decrease from the \$114 million approved during the same time last year.

"The main reason for the drop in dollar volume is the temporary cap of \$500,000 in place since October 1, 2002 for all 7(a) loans," said Kocsi. "This restriction (the normal lending limit is \$2,000,000) was imposed due to delays encountered with the Fiscal Year 2003 federal budget."

"This cap has also impacted the number of loans made in the first quarter for larger dollar value loans associated with real estate acquisition or construction. In my conversations with our lending partners, these types of loans were definitely affected by the lower lending limit," added Kocsi.



**U.S. Small Business Administration**  
*America's Small Business Resource*

Loan approvals for New Jersey's emerging market small businesses were mixed, said Kocsi.

During the first three months of Fiscal Year 2003, loans to Hispanics and Asian-Americans were up. Hispanic-Americans received 41 loans for \$5.1 million during the quarter, compared to 34 loans for \$6.2 million during the first quarter of Fiscal Year 2002.

First quarter loan approvals to Asian-Americans in Fiscal Year 2003 totaled 110 loans for \$29 million, compared to 102 loans for \$26.1 million during the first quarter of Fiscal Year 2002.

According to Kocsi, loans to African-Americans, Women and Veterans are slightly down.

The SBA New Jersey District Office approved 24 loans to African-Americans for \$2.6 million compared to 27 loans for \$7.3 million in the first quarter of Fiscal Year 2002. The same lending pattern held true for women. During the first quarter of this year, SBA approved 116 loans to women-

owned business for \$16.7 million, compared to 121 loans for \$27.7 million during the same period in Fiscal Year 2002.

Loan approvals to Veteran-owned businesses were also down. Veterans received a total of 34 loans for \$6.1 million during the first quarter of Fiscal Year 2003, compared to 42 loans for \$8.8 million during Fiscal Year 2002.

While the January loan volume was strong, we will continue to increase our marketing and outreach efforts," said Kocsi. "For example, I will conduct an Economic Development Forum in each of New Jersey's 21 counties over the next several months. These meetings with local elected officials and economic development directors will focus on how SBA can assist in supporting and expanding the small businesses in their towns. My objective for the year is to reach even more small business owners and to offer our programs and services to assist in their growth."

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# Administrator Names James Kocsi as SBA's New Jersey District Director

**J**ames A. Kocsi was recently named as the District Director of the U.S. Small Business Administration's New Jersey District Office by SBA Administrator Hector V. Barreto.

In making the announcement Administrator Barreto said, "We are very fortunate to have Jim on our team. His extensive background and his knowledge of SBA programs make him the ideal candidate to lead our New Jersey District Office. His managerial experience and hands-on style will be a great asset to the New Jersey small business community."

As district director of the SBA New Jersey District Office, Kocsi is responsible for overseeing the delivery of agency programs such as financial assistance, management counseling and business development throughout the State of New Jersey.

Kocsi started his career as a loan officer with the SBA in 1976. He later served as the area director for SBA's

government contracting programs for the Northeastern United States. From 1995 through 2001 he served as the deputy district director for the New Jersey District Office. For the past two years he has served as acting district director for the office. Under his direction, the New Jersey District Office reached record levels in small business lending. During Fiscal Year 2002, the New Jersey District Office approved a record 2,441 loans for \$566 million to New Jersey small business owners.

SBA Regional Administrator Michael Pappas said, "While serving as acting district director, Jim Kocsi led the New Jersey SBA office to its two best years ever, shattering all previous lending records in total loans and dollars, and lending to African-Americans, Hispanic-Americans, Asian-Americans and women-owned businesses. I can think of no better person to head the SBA New Jersey office and help New Jersey's small business community grow and prosper."

In his new position, Kocsi will be responsible for directing the activities of 26 SBA employees; the administration of a busi-

ness loan portfolio of \$978 million; oversight of the New Jersey Small Business Development Center and 11 regional centers and the coordination of eight chapters of the Service Corps of Retired Executives, a volunteer organization that provides free business counseling.

In accepting the post, Kocsi said, "I welcome the opportunity to lead the New Jersey District Office and to improve upon the delivery of our programs and services to the small business community. New Jersey is a diverse state and I will do my best to keep SBA in the forefront of economic growth and development throughout New Jersey."

Kocsi is a graduate of University of Scranton with a B.S. degree in business management and has completed numerous courses in financial management and federal contracting. He is a lifelong resident of New Jersey and is a retired U.S. Army Reserve officer. He and his wife SueAnn reside in Woodbridge Township.

## SBA National and Local E-Newsletters Available

**S**mall business owners can now access the latest news and information on the U.S. Small Business Administration's loan programs and services directly through two new e-mail newsletters, *SBA Solutions* and *SBA New Jersey*.

*SBA Solutions*, the first National SBA e-newsletter, is made possible through a co-sponsorship between the SBA and Staples, Inc. This free interactive tool is designed for prospective and established entrepreneurs, and is designed to come directly to your e-mail inbox monthly. *SBA New Jersey* is published six times a year and is designed to come to your e-mail inbox every other month.

*SBA Solutions* features include relevant topics to small businesses such as Creating a Secure Work Environment, Disaster Preparedness for Small Businesses, Resourceful Ways to Cultivate New Customers, Balancing Work & Family and Building a Home-based Business. The newsletter also includes recurring sections: *What's New @ SBA*, *SBA Loans*, *Disaster Assistance*, *the SBA Online Classroom* and *Frequently Asked Questions*.

Sign-up today! For a free subscription to *SBA Solutions* and *SBA New Jersey*, visit <http://web.sba.gov/list/>

Staples, Inc. is an example of a successful small business that received financing from a Small Business Investment Company (SBIC) licensed fund. Today, Staples is an international company whose focus is to give small businesses a way to buy products at prices that were previously available only through large volume purchase discounts.

# SBA's NJ TOP 10 LENDERS

(For the Period of October 1, 2002 through January 31, 2003)

| Participating Lenders                     | # of Loans | Total Amount  |
|---|------------|---------------|
| 1) Fleet Bank                             | 173        | \$ 7,546,700  |
| 2) Commerce Bank                          | 124        | \$ 33,459,500 |
| 3) Unity Bank                             | 48         | \$ 19,156,000 |
| 4) CIT Small Business Lending Corporation | 31         | \$ 19,473,200 |
| 5) Valley National Bank                   | 21         | \$ 3,456,600  |
| 6) Citizens Bank of Rhode Island          | 21         | \$ 470,000    |
| 7) UnitedTrust Bank                       | 20         | \$ 5,008,000  |
| 8) Banco Popular Bank North America       | 19         | \$ 3,470,500  |
| 9) Capital One Bank                       | 18         | \$ 645,000    |
| 10) Columbia Bank                         | 17         | \$ 2,809,800  |

## SMALL BUSINESSES URGED TO PREPARE FOR NATIONAL GUARD AND RESERVE CALL-UPS

**S**mall business owners and small businesses with essential employees who are members of the Reserve or National Guard should have a plan in place to work through any potential disruption that may result from a broad call-up to active duty.

“A call to duty of a key employee can be disruptive for a small business that is not prepared,” said SBA Administrator Hector Barreto. “It is essential that we at the SBA provide small business owners and employees involved in defending our country with the information they need to prepare for time away from the workplace.”

The SBA Office of Veterans Business Development has created a new Web site where small business owners or small businesses with key employees who are members of the Reserve or National Guard can find relevant information. The first phase of the information website, <http://www.sba.gov/reservists/>, is part of a comprehensive plan to provide members of the National Guard and Reserve who own or are an es-

sential employee of a small business with timely information on all SBA programs and services available to them if and when they are called to active duty.

Through a vast array of programs and services, the U.S. Small Business Administration provides tools to assemble and enact a plan designed to prevent or reduce the potential disruption caused a business by the sudden absence of a key player. The SBA and its resource partners offer managerial, technical and financial assistance, counseling and training to assist small businesses with any conceivable business-related issue, from how to market their products and services, to financial assistance, to what to do if called to active duty.

Salient among these programs are: basic 7(a) loan guarantee, SBA's primary loan program to help small businesses obtain financing that they may not be eligible for through conventional channels; disaster loans for eligible small businesses affected by the call-up; debt relief on SBA loans in the form of repayment deferrals, interest rate reductions and other assistance.

The site has a list of Veterans Business Development Officers nationwide, information on financial options, business counseling and training and other SBA resources.

Thus far, since the attacks on America on Sept. 11, 2001, more than 100,000 Reserve and National Guard members have been called to active duty. In anticipation of additional call ups, the SBA has taken these steps to ensure that eligible small businesses are informed of these services.

For more information about SBA programs and services for veteran-owned businesses, visit the Office of Veterans Business Development Web site at [www.sba.gov/VETS/](http://www.sba.gov/VETS/). For more information about assistance for businesses with key employees in the National Guard or the Reserve, visit the new Web site at [www.sba.gov/reservists/](http://www.sba.gov/reservists/).

## OPINION EDITORIAL

# President's Economic Plan = Big Gains for Small Biz

By Hector Barreto  
Administrator

U.S. Small Business Administration

**A**s we begin a new year and look forward to a continued economic recovery, President Bush has delivered some very good news for America's 25 million small business owners and their employees. With the introduction of his economic growth package the President has delivered on his promise to bolster America's small businesses, the backbone of our economy.

Small businesses account for some 70% of net new jobs in the U.S. and 50% of the entire workforce. The contributions entrepreneurs make to our country are considerable, and in recognition of the key role they play in our economic vitality, the President's plan delivers specific relief to small businesses and the opportunity for them to grow.

Through a combination of income tax rate reductions, an increase in allowable deductions for expenses and the permanent repeal of the death or estate tax, American small business owners and families from all walks of life will get to keep more of what they earn. The President has pointed out that under his plan, "a family of four with an income of \$40,000 will receive a 96 percent reduction in federal income taxes." That's nearly a complete elimination of that family's federal income tax burden and translates to more disposable income to be invested, saved or spent (perhaps on goods and services from a small business).

For small business owners, many of whom are subject to personal income tax rates on their business, the reduction in rates will mean an increase in capital to expand their business, hire new workers and provide new or improved products.

As proposed, the reduction in the top marginal rate scheduled to take effect in 2006 (to 35%) would take place retroactively in 2003, resulting in tax cuts averaging \$2,042 for some 23 million small business owners. These hard-working entrepreneurs would receive 79% (about \$10.4 billion) of the \$13.3 billion in tax relief from accelerating the reduction in the top tax bracket.

Additionally, an increase in the expensing for new investments would encourage small business owners to purchase the technology, machinery, and other equipment they need to expand. The amount of investment that may be immediately deducted by small businesses would increase from \$25,000 to \$75,000 beginning in 2003.

During a roundtable discussion with President Bush at a small business in Alexandria, Virginia that manufactures flags, we heard from the owner of the company what impact this plan would have on him. Later the President recounted the conversation. Referring to Mr. Ulmer, the owner of the company, President Bush said, "he would buy two more machines, which would create more job opportunities for people. In other words, this is a plan that says that if you are willing to take risk and invest more, that there's a benefit for doing so. It's an incentive for small business to increase." And there is no better way to say it. Simply put this plan will put earned money back in the hands of American

workers and small business owners and in turn back into those businesses and our overall economy creating jobs and further spurring economic growth.

Finally, with the permanent repeal of the death tax, small business owners will no longer be faced with the prospect of leaving their family an insurmountable tax bill along with the family business and the difficult decision of whether or not to sell the business to pay the tax. Instead of forcing their surviving heirs to sell the business to pay the government, the repeal will provide certainty for family-owned small businesses that want to transfer the business from one generation to the next.

From the family of four that will see their income tax bill nearly eliminated, to the flag company empowered to buy new equipment and hire more employees, the President's plan sends a clear signal to the little guy that help is on the way. And as the economy continues to trend upward, America's small businesses can be counted on to continue to provide strength, resilience and optimism. Thanks to the President's aggressive growth package small business owners can count on an environment in which their efforts will be encouraged and their success will be sustained.

## Small Business Conference Slated for May 9th

**T**he New Jersey Chamber/SBA *NJ Small Business Conference* will be held on May 9 in New Brunswick. The State Chamber and the U.S. Small Business Administration will once again team up for the **Sixth Annual New Jersey Small Business Conference**, to be held at the New Brunswick Hyatt from 8 a.m. to 3 p.m. The event features workshops, keynote speakers, over 40 exhibitors, valuable networking opportunities, and SBA's Annual Small Business Awards Luncheon. The chamber is currently seeking sponsors and exhibitors for the event, which is attended by 500 participants. For more information on sponsorship or exhibiting opportunities, contact Kevin Friedlander at (609) 989-7888 or by e-mail at [kevin@njchamber.com](mailto:kevin@njchamber.com).

# National Ombudsman Visits New Jersey

**A**re you a small business owner who has experienced excessive federal regulatory enforcement actions? If the answer is yes, there is hope for you.

Recently, SBA's National Ombudsman Michael Barrera was in Trenton conducting a Regulatory Fairness Hearing for New Jersey small business owners, who were willing to air their complaints and tell of their experiences with federal agencies that were excessive in their enforcement of federal regulations.

"We are a neutral and confidential ombudsman and advocate for small businesses that have trouble with the huge federal bureaucracy," Barrera said. "Our primary mission is to assist small businesses when they experience excessive federal regulatory actions, such as repetitive audits or investigations, excessive fines, penalties, threats, retaliation or other unfair en-

forcement action by a federal agency."

"Small business owners want to play by the rules and comply with federal regulations," Barrera said, "and we want to encourage federal regulators to assist business owners with compliance rather than go straight to the penalty stage."

According to Barrera, the testimony from the hearings that he conducts around the country is shared with the agencies in question and reviewed. A copy of the agency's response is sent to the small business owner by the Office of the National Ombudsman. In some cases, fines have been reduced or eliminated and decisions changed in favor of the small business owner.

"We work with agencies back in Washington, D.C. to encourage a less punitive and more small-business

friendly regulatory environment." Barrera said. "One of the biggest concerns small business owners face is unfair enforcement of federal regulations. They also worry about telling their stories because they fear retaliation by federal agencies."

Hearings are just one of the many ways the Office of the National Ombudsman can gather information from small business owners who are experiencing excessive federal regulatory enforcement actions. The Ombudsman's Office offers a toll free number that small business owners may call, 1-888-REG-FAIR (734-3247). Small business owners may also e-mail their concerns to the Ombudsman at [ombudsman@sba.gov](mailto:ombudsman@sba.gov). For additional information on the National Ombudsman, visit the Web site at [www.sba.gov/ombudsman](http://www.sba.gov/ombudsman).

## Government Contracting Program Slated for March 18th

**T**he SBA is joining forces with the **Alliance Opportunities for Small Business** at its Procurement Conference slated for Tuesday, March 18, 2003 at the Adams Mark Hotel in Philadelphia from 8:00 a.m. to 4:00 p.m.

This one-day training conference and trade show is designed to provide an opportunity for small businesses to meet with representatives of purchasing agencies from the Department of Defense, federal agencies and representatives from surrounding states. Other exhibitors will include large prime contractors who work with federal agencies and sub-contract with small business. This event offers a single, multi-agency networking and procurement training opportunity for small businesses interested in doing business with the government.

Workshop topics include: *What is a GSA Number and How do I Get One?*; *Doing Business with the Department of Defense*; *Fed Biz Opps The Government's Calling Card*; and *How to Market Your Business to Government Agencies*.

The cost to attend is \$85 per person (\$110 late registration, \$140 on-site), and includes Exhibitor Directory, admission to all educational sessions, networking opportunities within the trade fair, continental breakfast and lunch and at least one scheduled 15-minute meeting with a purchasing agency. Payment must be made in full (excluding government agencies) to be eligible for the early rates.

To receive further information on attending and exhibiting, call Showworks, Inc, at (509) 838-8755, FAX (509) 838-2838, [showworks@showworksinc.com](mailto:showworks@showworksinc.com). On-line registration, and complete details of the workshop schedule and list of participants, can be found at [www.allianceforbiz.com](http://www.allianceforbiz.com).

## SUCCESS STORY

# Disability Doesn't Stop Man from Finding Success

**I**n the middle of starting his business seven years ago, John Pergentile suffered a stroke, a massive cerebral hemorrhage that paralyzed the left-side of his body. At that point, most people would have abandoned their plans to start a business; but then again, most people aren't John Pergentile.

After going through one year of extensive rehabilitation, in order to regain some movement, Pergentile began to get Sole Source, a distributor of office supplies, office furniture, packaging materials and shipping room supplies up and running.

Prior to starting his business, Pergentile worked in the packaging industry. "I was a leader in the packaging business," said Pergentile. "After the stroke I could not talk, walk, and I could not focus. No one was going to give me a chance to come back, but I knew somewhere in this body there was someone who could do this."

Pergentile who runs his business from his Belvidere home, has access to a wide array of products for his customers. Some of the products include boxes, copy paper, bubble wrap, pressure sensitive tapes, bags, computers, and zip disks, to name a few.

During its first year of business, Sole Source generated about \$60,000 in sales. Realizing that he had to develop new markets for his products and services, Pergentile looked to tap into the lucrative market of selling his products to the United States Government. About the same time he learned about the U.S. Small Business Administration's 8(a) Program.

Phil Villela of Picatinny Arsenal suggested he apply for SBA's 8(a) Program. According to SBA's New Jersey District Director James A. Kocsi, the 8(a) Program is designed to help socially and economically disadvantaged entrepreneurs gain access to contract opportunities from the federal government. With the help of Jim Sinz from the Le-

high University Small Business Development Center, Pergentile was able to put together his application for the 8(a) Program. In 1999, Sole Source became an SBA certified 8(a) company. As a result of the disability that he suffered from his stroke, Pergentile qualified to participate in the program. Participants of the program may receive sole-source contracts up to \$3 million for goods and services and \$5 million for manufacturing. Contracts higher than those amounts must be bid on competitively amongst 8(a) firms.

"I can't get into a lot of buildings, I go nowhere without a cane, and instead of shoelaces I have Velcro on my shoes," said Pergentile. "The 8(a) Program has a way of putting you on a level playing field."

Although Sole Source did not receive an 8(a) contract immediately, Andy Zuber, a Commercial Market Representative from SBA's Government Contracting Office at Picatinny Arsenal, introduced Pergentile to a number of contacts from major corporations. It was just what Pergentile needed at the time.

As a result of meeting those key contacts, Sole Source started doing business with Eisai, GE, Hutchinson Industries and Shaw Environmental. "Sometimes all a business owner needs is a push in the right direction," said Pergentile. "The contacts I made through the SBA have been an integral part of my company's growth."

In addition to the help his company received from SBA, Pergentile has been aided by Joe Brady at Fort Monmouth, who introduced him to Bill Stewart of Telos, a software communications company that purchases office supplies from Sole Source, as well as PPI Time Zero of Paterston, another Sole Source customer.

"Bill Stewart has become my personal mentor," said Pergentile. "Everyone that I have met along this journey has helped me."

Another person that helped Pergentile was Debbie Osgood of the Regional Business Assistance Corporation (RBAC) in Trenton. It was through RBAC that Sole

Source was able to secure a \$25,000 SBA MicroLoan. The loan was used for working capital and allowed the company to establish credit lines with suppliers. "That loan gave us instant creditability," said Pergentile. "When I approached the larger banks they weren't willing to take a chance on me. Debbie Osgood and the people at Regional Business Assistance Corporation believed in me and my vision for this company."

Today, things are definitely looking up for Pergentile and Sole Source. Recently, Pergentile landed an account with Reebok. He introduced a program to the company which offered competitive prices for a product used in every Reebok store. In addition to offering the company competitive pricing, Sole Source is able to provide Reebok with product on demand, as well as generate reports that Reebok uses in determining marketing trends. "I basically knocked on their (Reebok's) door and they gave us a great opportunity to provide them with a product they needed. It is certainly a company we love doing business with."

As the company continues to grow, Pergentile said that Sole Source has expanded by offering its customers information technology services such as wiring cable, phone networking, computer networking and security cameras.

According to Pergentile, company sales are in excess of \$700,000. Recently, Sole Source received its first 8(a) contract from the Department of Defense for pressure sensitive tape for over \$3,000. This contract has resulted in an ongoing relationship, as Sole Source continues to supply the Department of Defense.

"We are grateful for the opportunity to do business with the federal government," said Pergentile. "Sandy Gerber, our Business Opportunity Specialist at the SBA, has worked hard to help us get to this point. The process isn't easy, but when you have someone working on your behalf it makes a difference."

The road back for John Pergentile hasn't been easy, but one thing is certain, John Pergentile is back. And he is ever so grateful for that second chance.

# SBA Looks to Credit Unions to Expand Lending Opportunities

**T**he U.S. Small Business Administration expanded its lending program to allow greater access to capital for small businesses. As many as 1,500 of America's more than 10,000 credit unions are likely to join the agency's network of lenders.

According to SBA Administrator, Hector V. Barreto, the expansion represents a potential increase of some 30 percent in the overall number of storefront locations where entrepreneurs can seek capital for their business.

"Building on our existing network of lenders, we can reach more communities, a greater number of entrepreneurs and a more diverse pool of prospective and existing small business men and women," said Barreto. "My first priority is to reach as many small businesses as possible. Expanding the number of lending partners we participate with is a good way to accomplish that."

As part of President Bush's overall management agenda, agencies across the federal government have been tasked with finding ways to better manage for results. Expanding SBA's business loan program to include credit unions will help transform the agency into a more responsive, customer-centric organization. The SBA is committed to serving small business men and women as an effective and efficient 21<sup>st</sup> century national organization; including credit unions will help SBA achieve that goal.

"We are grateful for the tremendous contributions our lending partners have made to bolstering and encouraging entrepreneurship," said Barreto. "Since 1953 they have helped provide more than \$175 billion dollars in financing to make small business dreams a reality. As our network of lenders grows, so does our ability to reach small businesses from rural to urban communities, so that we can maximize our ability to help make the American dream come true."

## SBA 8(a) Orientation Seminars Set

The following free seminars are designed to help socially and economically disadvantaged small businesses gain access to federal government contracts. To be eligible for the 8(a) Program, business owners are required to be in business for two years and must be a U.S. citizen.

Those interested in obtaining application packages or attending one of the upcoming 8(a) orientation seminars should call Joe Ann Shaeffers at (973) 645-4651 or e-mail her at [joeann.shaeffers@sba.gov](mailto:joeann.shaeffers@sba.gov).

| DATE           | LOCATION |
|----------------|----------|
| March 21, 2003 | Newark   |
| April 3, 2003  | Newark   |
| April 8, 2003  | Camden   |
| April 17, 2003 | Newark   |
| May 1, 2003    | Newark   |
| May 15, 2003   | Newark   |



*Building and Financing Your Business*

The Following Series of Free Seminars can Help You Learn About SBA Loan and Business Counseling Programs. For Information Call (973) 645-2434.

| DATE           | LOCATION    |
|----------------|-------------|
| March 11, 2003 | Wildwood    |
| March 14, 2003 | Asbury Park |
| March 26, 2003 | Irvington   |
| April 25, 2003 | Union       |

# SBA Lifts \$500,000 Cap on 7(a) Loans



**A**dministrator Hector V. Barreto of the U.S. Small Business Administration lifted a 5-month cap on SBA-backed loans and invited participating lenders to resume submitting applications for guaranteed loans up to the \$2 million statutory limit.

The decision was made possible by President Bush's signing of recently adopted legislation that allows the agency to implement its revised econometric subsidy model, which more accurately forecasts the actual costs of the 7(a) loan program.

According to Barreto, the model will be applied retroactively to the beginning of the current fiscal year and will allow the agency to approve more than \$9.4 billion in 7(a) loans during the current fiscal year. In addition, the agency has already approved \$1.8 billion in STAR loans this fiscal year.

"This is very good news for New Jersey small business owners," said SBA New Jersey District Director James A. Kocsi. "We are pleased to provide our lending partners with the ability to make larger loans available to small business owners who need this type of financing."

"We are happy to be able to help small businesses looking for access to capital, and we are proud to do our part helping them to create new jobs for Americans," said Administrator Barreto. "The \$500,000 cap on our maximum loan size was a management tool we had to adopt to address the funding limitations placed on the agency in October while maintaining continued service to the maximum number of small businesses.

"We pledged a year ago to solve this problem in time for FY 2004, and we've done it," Barreto continued. "The model we've created ahead of schedule employs the best practices of the business world and the federal government. By passing this legislation, Congress has affirmed our work, and allowed us to apply this model to the current fiscal year, which will greatly increase our capacity to provide financing for credit-hungry small businesses."

The decision to lift the loan cap is effective immediately.

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