

May 7, 2010

Dear friends and colleagues:

I was privileged to serve as a speaker at the Governor's Conference on Small Business and Entrepreneurship. I served on a panel in a workshop entitled Access to Borrowing with several esteemed non-traditional and traditional lenders across the State who each shared very candid and practical dialogue to assist mature and start-up businesses on how to position themselves to access capital. I emphasized this very strategic and rare time in our history for business owners to capitalize on the time and become owners versus renters, considering the following:

- **Interest rates are at an all time low** (SBA 504 rate for this month has declined again and is at 5.53 percent --down from last month)
- **Commercial and industrial real estate prices are down some 25-30 percent** (but they won't stay that way)
- **Two percent SBA fees have been waived for SBA 504 loans** (through the end of May and members of Congress are considering legislation through the end of the year)
- **The Credit market is open** for businesses committed to grow to the next level.

There were some of the greatest minds inside and outside of the State of California gathered at the conference and I want to share a few of the insights I gleaned and some websites and information that may be helpful to you as you grow to the next level:

- **Governor Schwarzenegger**, reflected on his years as governor and because passionate about the opportunities afforded to immigrants in America. He described coming to this country as a body builder "...and look where I am now." He said if you have the will, the willingness to work and vision...this is the land of opportunity. He also mention that Green Technology is the fastest growing industry and businesses and entrepreneurs should look at this industry for future growth
- **Abel Maldonado**, the new Lieutenant Governor, shared his very powerful story growing up in a family where his father was an immigrant farm field worker, started with 1/2 acre of land and growing to over 6,000 acres and now selling fruit and produce across the nation. He oversees the new Governor's Office of Economic Development and he encouraged the businesses to contact his office if they need assistance; he wants to keep businesses in CA.
- **Ashley Postlewaite**, Founder of Renegade Animation, reminded participants that Crisis Brings Opportunity. She also reminded everyone that all recessions will end, so STAY LAZER FOCUSED ON THE BOTTOM LINE!
- **Monika Mantilla, President/CEO**, Altura Capital Group, coming from New York, she noted that the future is very bright. She said though there are pockets of resistance - THERE IS AN ENORMOUS AMOUNT OF OPPORTUNITY. She celebrated small companies as being nimble; she said small businesses perform because their file depends on it.
- **Michael Milken, the Milken Institute**, a brilliant man, said that size does not protect you (referring to large businesses); it is the vision of the organization and knowing where you are going; he said YOUR LARGEST ASSET IS YOUR ABILITY TO DO SOMETHING - YOUR ABILITY TO EXECUTE
- **Brian Tippens, Hewlett-Packard**, described the eagerness of HP to work with women and minority owned businesses as subcontracts. Asked about the Accidental Entrepreneur, he described men and women coming home after serving in the military unable to get jobs and MBA's graduating without jobs, and deciding to start business. He said HP wants to work with them.

- **Cameron Schmidt, Intuit**, representing Maria Shriver's WE Connect and WE Include Programs, encouraged business owners who have employees making less than \$30,000 a year to visit a website - [www.weconnect.net](http://www.weconnect.net), and find out about incredible resources that could provide an array of tax credits and savings for employees.
- **Chris Anderson, Wired Magazine**, shared some creative strategies for manufacturing in California. He noted the following: "The past decade was about finding new social and innovation models on the web. The next generation will be about applying them to the real world." He said the garage is the future of manufacturing. He suggested visiting [www.alibaba.com](http://www.alibaba.com) a production and prototype to help entrepreneurs get started in manufacturing.

Several sessions were recorded on Comcast and many pictures were taken. You can google any of these speakers and get a wealth of information and some of the information may be on YouTube.

**AmPac is committed to financing the growth of small businesses through personalized service and advocacy in utilizing SBA resources.**

#### OUR VISION

***Financing small businesses to build wealth and to create legacy through commercial and industrial real estate ownership; and to lead SBA efforts to connect Faith & Business.***

Call us if we can assist you with any of your financing needs or point you in the right direction. We will walk with you hand-in-hand throughout the process.

Warmest regards,

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"We would be honored to finance your growth!"