

## This Week's Friday Report



### San Francisco Hispanic Chamber of Commerce

703 Market Street, Suite 609  
 San Francisco, CA 94103  
 P: 415-278-9611  
<http://www.sfhcc.com/>

## FRIDAY REPORT: September 12, 2008

**Latino**  
Business Leadership Awards



San Francisco Hispanic Chamber of Commerce

**THE 4th ANNUAL LATINO BUSINESS LEADERSHIP AWARDS**  
 Friday, October 17, 2008

Master of Ceremonies  
 CBS-5's Joe Vazquez

Intercontinental San Francisco  
 888 Howard Street



### Upcoming Events

Sep 30 - Buying & Selling Businesses Hosted By Business Intermediaries: Edward Gilliard & Norman Pearce

Oct 7 - District 9 Debate 2008

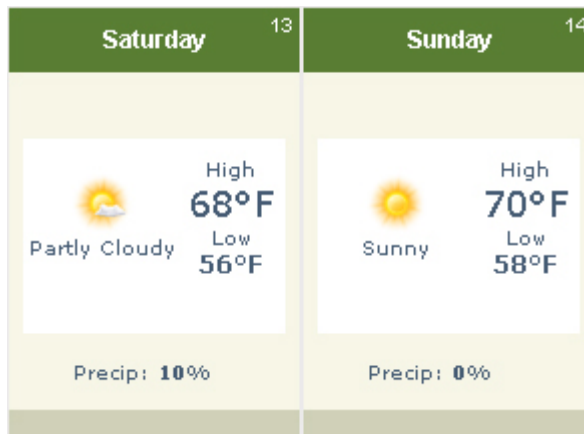
Oct 17 - Latino Business Leadership Awards

Oct 22 - Diversity Business Mixer

Check the "Mark Your Calendars" Section for more information about these events.

### WEATHER

### San Francisco Weekend Weather



## NEWS

### Chicago IT Firm Named National Minority Small Business of the Year at MED Week 2008 Conference -- New York Firm, EPA Director Also Honored, International Trade Workshop Featured at MED Week

WASHINGTON

George Burciaga, a 34-year old Latino entrepreneur and president of [smarTECHS.net](http://smarTECHS.net), Inc., was named today as Minority Small Business Person of the Year during the 26th Anniversary of the National Minority Enterprise Development (MED) Week conference in Washington, D.C., announced U.S. Small Business Administration's Deputy Administrator Jovita Carranza.

The award-winning, Chicago-based IT firm has been recognized by Inc. Magazine as one of the fastest growing tech firms in the U.S. in 2007 and 2008 and tied for second runner-up of the SBA's 2008 National Small Business Person of the Year award during National Small Business Week in April.

Also recognized by SBA Deputy Administrator Carranza was Joan Yang, president of Rand & Jones Enterprises Company, Inc. of Buffalo, N.Y. Ms. Yang was the recipient of the 8(a) Graduate Firm of the Year Award.

Jeanette L. Brown, Director for the Office of Small and Disadvantaged Business Utilization at the U.S. Environmental Protection Agency received the Administrator's Leadership Award for her tireless efforts and unwavering commitment on behalf of the nation's minority small business community.

"This is my second MED Week celebration since joining the SBA, and I'm honored to be part of this important event and to be surrounded by these extraordinary individuals and business leaders who have made significant contributions to our nation's economy and small business community," said SBA Deputy Administrator Carranza. "It is my hope that George and Joan and all small business owners apply the information on small business benefits of international trade and free-trade agreements to reach new heights and expand into global markets. I offer my sincere congratulations to all of the winners."

This morning's award presentation capped off a three-day celebration and a week-long recognition of minority entrepreneurship under this year's MED Week theme, "The Power of Strategic Alliances in the Global Economy." MED Week is an annual event co-hosted by the Minority Business Development Agency of the U.S. Department of Commerce and the SBA. This afternoon will feature a joint SBA/MBDA international trade workshop, which will highlight the benefits to small businesses of free trade agreements.

In a proclamation this year, President George W. Bush urged all Americans to join together in honoring minority entrepreneurs across the country in appropriate observances.

This year's MED Week event featured other international trade forums including "Managing Global Strategic Relationships" and "Free Trade in the Global Economy" sessions, a White House Reception for award winners, a MED Week welcome reception, a business expo and trade show and a Meet Your White House breakfast with keynote address by Ambassador Susan C. Schwab, the U.S. Trade Representative. This afternoon's session also includes a Business-to-Business linkage forum where small businesses are paired with government agencies and private-sector companies to discuss potential contracting opportunities. MED Week will conclude with a closing awards ceremony gala this evening.

## **BIOGRAPHICAL INFORMATION ON THE WINNERS**

### **National Minority Small Business Person of the Year**

#### **George Burciaga, President, smarTECHS.net**

Burciaga, who sold gum on the streets of Chicago's tough Pilsen neighborhood when he was 7 years old, started his one-man IT company, smarTECHS.net in 1998 in his two-bedroom apartment at age 23.

The IT firm started out offering custom full technology life-cycle solutions to investment banking and beverage companies. By 2002 the business had expanded to include IT services in the public sector, including the cities of Chicago and New Orleans. The company recorded revenues of \$2.6 million in 2006 and approximately \$8.8 million in contracts for 2008 and boasts thirteen employees.

### **National 8(a) Graduate of the Year**

#### **Joan Yang, President, Rand & Jones Enterprises Company, Inc.**

R&J is a HUBZone-certified, woman-owned, small and disadvantaged full-service general construction firm and building materials supplier founded in 1985 by its CEO, Joan Yang. Yang is a graduate of SBA's 8(a) Business Development program ? a business development program that provides management and technical assistance, and assistance in identifying federal contracting opportunities to socially and economically disadvantaged businesses. She has built R&J into a \$15 million company.

R&J has completed more than \$70 million in construction projects, has expanded its portfolio to include real estate acquisition & development and is considered the contractor of choice for many local and federal agencies.

### **Administrator's Leadership Award**

#### **Jeanette L. Brown, Director for the**

#### **Office of Small Disadvantaged Business Utilization (OSDBU), U.S. Environmental Protection Agency**

As the OSDBU Director, Brown is responsible for ensuring that small, small disadvantaged and women-owned businesses receive their fair share of contracting opportunities. Her office develops policies to aid minority and women-owned firms with doing business with the EPA. Formerly a director of the SBA's 8(a) Business Development program, Brown currently is responsible for internal training programs that will enhance the capabilities of socioeconomic firms and help them become more competitive and viable in the EPA procurement arena.

**For more information visit the Web site at [www.medweek.gov](http://www.medweek.gov) or to view the list of the 10 Regional Minority Small Business Persons of the Year Award recipients, visit SBA's Web page at [www.sba.gov/medweek2008/index.html](http://www.sba.gov/medweek2008/index.html) .**

## **Transformation of Your MUNI Is on Track**

After two years of research, data collection and extensive community outreach, the Transit Effectiveness Project (TEP) revised recommendations for route changes and travel time / reliability improvements are heading to the San Francisco Municipal Transportation Agency (SFMTA) Board of Directors:

Tuesday, September 16, 2008 in City Hall Room 400

The TEP Hearing with public comment will begin at 3:30 pm.

A second public comment period will begin at 5:30 pm following a Board recess.

To review the recommendations and route-by-route descriptions, visit [www.sfmta.com/tep](http://www.sfmta.com/tep), or call 415.701.4599 to receive a copy in the mail.

Comments may be mailed or e-mailed to the Board of Directors in advance of the September 16 meeting at: SFMTA Board of Directors. One South Van Ness Avenue, 7th Floor. San Francisco, California 94103 or by emailing [info@sftcp.com](mailto:info@sftcp.com)

The TEP is a joint project of the SFMTA and the City Controller's Office and represents the first top-to-bottom review of your Muni system in a generation. TEP recommendations are designed to make your Muni service more reliable, quicker and more frequent. We express our appreciation to all of you who participated in this landmark undertaking in our Transit First city.

## Popular SBA Guide on International Trade Now in Spanish

### WASHINGTON

A popular guide to exporting published by the U.S. Small Business Administration has been translated into Spanish and is available on SBA's Web site, and will be made available soon in all Spanish-speaking countries of the Western Hemisphere.

SBA's "Breaking into the Trade Game: A Small Business Guide to Exporting" was translated by Argentina's Chamber of Exporters and will be disseminated as a joint effort between the Argentinean Chamber and the Small and Medium Enterprise Congress of the Americas on International Trade. SBA is part of a multinational steering committee that leads the SME Congress, a hemispheric partnership to promote and facilitate the small business participation in international trade ([www.smecongress.net](http://www.smecongress.net)).

The Chamber will work with the SME Congress to identify public and private organizations throughout the Americas that can tailor the translation specifically to the institutions and regulatory environment of that particular nation.

"In our global economy, trade among nations has proven a leading factor in economic development and job growth. For small businesses, learning how to break into the international trade game is a must to make them more competitive," said SBA Acting Administrator Sandy K. Baruah. "We are very pleased that this translation will make this invaluable tool available to thousands of businesses in our hemisphere, including the many Spanish-speaking entrepreneurs in the U.S., and we thank those who made it possible."

The Spanish version of "Breaking into the Trade Game: A Small Business Guide to Exporting" is already available online at [www.sba.gov/oit](http://www.sba.gov/oit). The availability of the Spanish translation was officially announced at the America's Competitiveness Forum 2008, in Atlanta, on Aug. 19 following a panel on Small and Medium Enterprise Trade Capacity Building. The panel focused on best practices to prepare micro, small- and medium-sized businesses to effectively engage in international trade.

The SME Congress of the Americas on International Trade, which coordinated the panel at the Americas Competitiveness Forum, is a network, spearheaded by the SBA, that brings together representatives of small business support agencies throughout the Americas in a joint effort to share best practices, generate enthusiasm for, and strengthen the voice of small business in international trade in the Americas.

The First SME Congress of the Americas on International Trade was held in Reñaca, Chile, in 2004 and was attended by 75 representatives from 12 countries. The Second SME Congress convened in Mexico City in 2006 and gathered more than 150 representatives from 17 countries. A Third SME Congress is currently being planned for Spring 2009.

## MARK YOUR CALENDARS

### Sep 30 - Buying & Selling Businesses Hosted By Business Intermediaries: Edward Gilliard & Norman Pearce

Join us from 6:30 p.m. to 7:45 p.m. at Business Team located at 595 Market St (the Montgomery St Muni/Bart stop at 2nd and Market), Suite 2410.

Connect with new, long-time and prospective members.

- Learn how to prep your business for a sale.
- Learn what buyers should be looking for in acquiring the right business.
- Gain insight and information about the local business community

NO CHARGE - RSVP kindly requested E-mail: [normanbti@earhtlink.net](mailto:normanbti@earhtlink.net). Refreshments and snacks served. For more information, contact Edward Gilliard 510-599-1561 or Norman Pearce 415-516-9009

### Oct 7 - District 9 Supervisor Debate

## District 9 Debate 2008

Tuesday, October 7

Victoria Theater

2961 Sixteenth Street @ Capp

7:30p-10:00p

With numerous serious challenges ahead, the following sponsors offer this debate as an opportunity to identify the best-suited candidates who are able to balance District 9's diverse needs and interests in order to ensure it a successful future:

- National Latino Peace Officer's Association;
- Mission Dispatch;
- Mission Housing Development Corp.;
- Mission Merchant's Association;
- San Francisco Hispanic Chamber of Commerce; and
- San Jose/Guerrero Coalition to Save Our Streets

Host the D9 Debate

Tuesday, October 7, 7:30 p.m.  
Victoria Theatre  
2961 16th St. at Capp

Come hear the candidates for D9 Supervisor respond to questions about how each proposes to improve quality-of-life, public safety, and economic conditions in the Mission, Bernal Heights, and Portola neighborhoods. Don't miss this opportunity to hear the candidates answer tough questions from concerned citizens of the district.

### The Candidates

- David Campos
- Vern Mathews
- Eric Quezada
- Eva Royale
- Mark Sanchez
- Eric Storey
- Tom Valtin

For more information, visit <http://www.d9debate.com/home>

## Oct 17 - Latino Business Leadership Awards

**Early Bird pricing ends this Sunday, September 7th. Individuals can register now for only \$100.**

The Latino Business Leadership Awards highlight increasingly powerful achievements in corporate America, entrepreneurship, professional positions, and emerging leadership under 40. SFHCC has demonstrated its leadership in connecting the Latino community throughout the Bay Area while focusing on business development, education, and home ownership.

**Friday, October 17, 2008**

**6:00 PM - 9:30 PM**

**Intercontinental Hotel - San Francisco**

**888 Howard St**

**San Francisco, CA 94103**

#### Tickets

Individual - Early Bird thru Sep 7, 2008	\$ 100
Individual (after Sep 7)	\$ 150
SFHCC Member Price	\$ 100
Nonprofit Individual**	\$ 125
Table Sponsor of 10***	\$2000
Nonprofit table of 10**	\$1250

[Details and Registration](#)

## Oct 22 - Diversity Business Mixer

**Date:** Wednesday, October 22, 2008

**Time:** 6:00 - 8:30 p.m.

**Place:** IBM Conference Center

425 Market Street 20th Floor, San Francisco 94105

The San Francisco Hispanic Chamber of Commerce, in partnership with several other business associations, is hosting a Diversity Mixer. The purpose of this innovative event is to bring together small businesses and first tier vendors from both the public and private sector. This is an exciting opportunity for small businesses to make important contacts that will take them to a higher level of success. Appetizers and 2 drink tickets for wine from Northern California Wineries will be provided.







