

ew rules increase access to SBA loan capital

SHINGTON—New rules anteed portions of SBA-backed loans to the credit quality of lenders' SBA loan portfolios. Under final rules published recently in the Federal Register, SBA will require each lender that pools and sells the unguaranteed portion of SBA-backed 7(a) general business loans to retain a percentage of the loan's value equal to twice the lender's historical loss rate.

for small business loans," said Alvarez. "The benefits of this approach are clear. For lenders, it levels the playing field and improves liquidity. For small businesses, improved liquidity means more loan capital available to establish and expand their businesses and jobs." For taxpayers, the preservation of safety and soundness as the key element protects their interests and their investment in the small business economy.

The rule applies to regulated commercial banks as well as to non-depository lenders that make SBA loans.

The rules will help sustain the viable secondary market



PHOTO BY VENETIA PALM

ON THE WEB—Angie Corley tells Centech General Manager Melvin Campbell that he can access the African American Chamber of Commerce on the World Wide Web.



PHOTO BY VENETIA PALM

BENEFITS—Chamber Executive Director Doris Carson Williams and Vice President Charles Powell are excited about wealth of benefits available to members.

program at The Library Center, 414 Wood St., downtown, beginning at 12:15 p.m. His topic is "Make it a great day! How to get more control over how your life turns out." For more information about this free program, call 412-471-1724.

Citizen of the Year

MARCH 4—Join the Clarion Chamber of Commerce in honoring Mayor Dominick DeStefano, 1998's "Citizen of the Year" at the Georgetown Centre, East Bruceton Rd., off Route 51, Pleasant Hills. Cost is \$25. Social hour begins at 6 p.m. RSVP by Feb. 26 by calling 412-754-6000.

Cold calling

MARCH 5—Cold Calling for Cowards will present in two, half-day seminars everything you need to know about how to find, sell to and retain clients and customers. The topic of the morning session is "Cold Calling on the Telephone," the afternoon session is "Calling on the Top-Level Decision Makers." Cost is \$99 for either session or \$179 for both. To register, call 800-378-5941 or visit the website: www.coldcallingforcowards.com.

Food for profit

MARCH 8, 10—Have you considered opening a home-based food business, but aren't sure how to get started? Penn State Cooperative Extension is conducting a seminar to answer your questions from 8:30 a.m.-4 p.m. at two locations: Westmoreland County Cooperative Extension Office or Harther's Restaurant in Cranberry. Cost is \$40. For more information and to register, call 724-827-3745.



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UNVEILING—Louis Alexander, of Byars and Alexander Financial Group, and Don Williams, of Williams Graphics, Inc., are on hand to see the unveiling of the African American Chamber of Commerce's new webpage.

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