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GOVERNMENT ASSISTANCE TO ENTREPRENEURSHIPS: ON LOCAL, STATE/PROVINCIAL, AND FEDERAL LEVELS

Session Chair – Ron A. Straatsma
Canadian Speaker – John Connell
United States Speaker – Gilbert B. Goldberg

INTRODUCTION

Ron A. Straatsma

MR. STRAATSMA: Well, good afternoon, everyone. My name is Ron Straatsma, and I will be your moderator for Session 5.

I am the Managing Director of the State of Ohio's Canadian Office based in Toronto, and for your information, you may note that the State of Ohio operates eleven international offices with Canada, being officially opened way back in 1990 at the advent of the original Canada-U.S. Trade Agreement. This afternoon we are featuring our panel on government assistance to entrepreneurships, talking about government supported – various levels of support from government, and today we have two speakers to help us go through that process.

The first speaker is Mr. Gilbert Goldberg, who is the director of the U.S. Small Business Administration, Cleveland District Office, locally based. As the District Director, Gilbert is responsible for the administration of a business portfolio of some 6,400 loans with a total book value of some \$604 million.

He has oversight of the Ohio Small Business Development Center and seventeen sub-centers and the coordination of five chapters of SCORE, which is a volunteer organization that provides free business counseling. Gil also serves as national SBA representative under the agency's lender liaison program for Key Bank and National City Bank.

And since his appointment as District Director in 1994, the office has focused its attention on putting the customer first and reducing red tape. In terms of the results of that, the bottom line focus on the customer has enabled Gil's office to outpace the nation in loan growth, and it did so over the last five years.

The District in 1999 also developed a campaign that enabled it to achieve record loan growth for minority-owned entrepreneurs, and in 2000 the Cleveland District Office developed a unique initiative for the economic revitalization for the City of Youngstown and did so by combining SBA resources, Project Sector Banking in the City of Youngstown.

Before coming to the SBA as District Director back in 1994, Mr. Goldberg spent 20 years in commercial banking of which the last ten were devoted to mid-market and entrepreneurial business development in Northern Ohio. He holds a Bachelor's Degree in Foreign Service from Georgetown University and Master's Degree in Business Administration from the University of Notre Dame, and he resides in Shaker Heights. So, Gil?

UNITED STATES SPEAKER

*Gilbert B. Goldberg**

MR. GOLDBERG: Thank you, Ron, for the introduction. I don't have a Power Point presentation today. I will just come up here and talk a little bit if you don't mind. If you are wondering why I don't have a Power Point presentation, I don't believe in Power Point presentations. I was supposed to go second, and the other panel member came up to me and said "Gil, would you mind if you go first? We can't find my Power Point." Now you know why I don't believe in Power Point presentations.

I will try to make this as interactive and dynamic as possible, even though we don't have a Power Point.

One of the things I was wondering is why Henry King called me and said "Gil, can you be on this panel for the Canada-United States Law Institute?" And I thought maybe he was interested in my son who is an attorney in New York rather than myself, and then I started to look through the sessions for

* As District Director, Gil Goldberg is responsible for directing the activities of 11 permanent SBA employees; the administration of a business portfolio of over 6,400 individual loans for a total of more than \$604 million; oversight of the Ohio Small Business Development Center and 17 sub-centers; and the coordination for five chapters of SCORE, a volunteer organization that provides free business counseling. He is also responsible for the marketing efforts of the two SBA sponsored micro-lenders in the District as well as the delivery and oversight of the Agency's 8(a), SDB, and HUBZone government contracting programs for small business. Gil also serves as the National SBA representative under the Agency's Lender Liaison Program for Key Bank and National City Bank. In addition, he was a member of the Agency's Goals Team for four years. Before coming to the SBA in 1994, Mr. Goldberg spent 20 years in commercial banking. Mr. Goldberg holds a bachelor's degree in Foreign Service from Georgetown University and a master's degree in Business Administration from the University of Notre Dame.