

IT'S A NEW YEAR!

By Art Lennig,
2010 GABB President

We are now entering into a new year. I assume that most of you are like myself—happy to say, “Goodbye to 2009!” We saw many adverse changes in 2009:

- SBA requirements changed (I mean really changed).
- Lenders closed their doors or their SBA departments.
- Banks and SBA quit lending.
- Government came up with \$70 trillion “Stimulus” package.
- Banks and SBA still didn’t lend.
- Buyers were scared.
- Sellers were scared.
- Seller financing became the vehicle of choice.
- Business valuations fell.
- Sellers went into hiding.
- Banks and SBA still were not lending.

Then we hit October 2009...

- SBA changed their requirements.
- Goodwill requirement became more Buyer friendly.
- SBA started to do some lending.
- Buyers wanting to buy.
- Sellers still scared.
- Sellers business values still down.
- Things started to look more positive.

Now it's a New Year - January 2010!

We now have the opportunity to wipe the slate clean and “start over” with a new year. It is so great to begin the year at ground zero and build from there. What is different this year that makes it so good?

1. SBA Lending – all the SBA Lenders have been telling us each month that they have money and they are lending.
2. SBA Requirements – The changes that occurred on October 1, 2009 make it much more attractive to use the SBA as our financing vehicle.
3. Banks are starting (slowly) to lend again.
4. The Stock Market showed great positive increases throughout the last

part of 2009, and indicators are that this will continue well into 2010.

5. Businesses are stating they will start hiring again in 2010 – this always helps to create a positive economic attitude.
6. Buyers are looking and waiting for good businesses to buy.
7. The healthcare issue is pretty much settled.
8. Sellers are starting to list again.

And on, and on, and on.....

Will 2010 require hard work? You bet. We will need to continue to market, probably more than ever. We will need to become more professional. Times like 2009 (and 2010) will make those who survive better and stronger.

GABB will be here for its membership. We will continue to offer the Spring and Fall Educational Conferences to help us become better and more professional. Take advantage of everything your Association has to offer!

Work Hard....!

Be Professional...!

Make money...!

MEETING NOTICE: TUESDAY - JANUARY 26, 2010 AT 10:30 AM

“EVOLUTION OF GABB OVER THE YEARS” FEATURING A PANEL DISCUSSION BY FOUR VETERAN BUSINESS BROKERS (KATHRYNE PUSCH, CHARLES JAY, HANK TANNER & NICK NICHOLSON)
SOUTH TERRACES CONFERENCE CENTER - 115 PERIMETER CENTER PLACE NE, ATLANTA, GA 30346
**** NETWORKING STARTS AT 9:45 AM ****

AFFILIATES CORNER:

HECTOR VAZQUEZ, BIZILLA.COM

“Please join Hector Vazquez as he hosts our popular Affiliate’s Corner Networking starting at 9:45 AM. Be early for some great complimentary refreshments!”

MEETING COORDINATOR: JASON HOLBROOK, WE SELL RESTAURANTS, INC.

THE LENDER MINUTE

BY CAROLYN ROBINSON, COMMUNITY SOUTH BANK

Additional Funding for SBA Recovery Lending Programs will Support \$4.5 Billion in Small Business Lending

President Obama signed the 2010 U.S. Department of Defense (DOD) appropriations bill on Saturday, December 19, 2009, which included \$125 million to continue through February 28, 2010, the enhancements made possible through the American Recovery and Reinvestment Act (ARRA) to SBA's two largest loan programs. The SBA estimates the additional funding will support \$4.5 billion in small business lending.

"This Administration and Congress recognize that these key programs were successful in helping jump-start the economic recovery for America's small businesses," said SBA Administrator Karen Mills. "The increased guarantee and reduced fees on SBA loans helped put more than \$16.5 billion in the hands of small business owners and brought more than 1,200 lenders back to SBA loan programs. The extension of these programs through February is important to continuing our path toward recovery and will mean thousands more small business owners have access to the credit they need."

As part of ARRA, SBA received \$730 million, which included \$375 million to increase the SBA guarantee on 7(a) loans to 90 percent and to waive borrower fees on most 7(a) and 504 loans. The funds for these programs were exhausted on November 23rd. The extension included in the DOD bill authorizes the higher guarantee levels through **February 28, 2010**. The fee relief is authorized until this additional funding is exhausted or the end of the fiscal year, whichever comes first.

SBA is also proposing to:

1. Increase the loan limit on 7(a) loans from \$2 million to \$5 million;
2. Increase the loan limit on 504 loans from \$1.5 million to \$5.5 million;
3. Allow the 504 loan program to refinance short-term commercial real estate debt into long-term, fixed rate loans.

Summary: Access to credit, with or without the stimulus provisions, has remained a problem for Main Street businesses, which is apparent to every business broker. The conventional credit market will not be near normal until sometime in 2011. The typical small business will walk in to his banker with negative trends on his financial statement. But that's why the SBA programs are important. If the small business owner has survived in 2009 by cutting expenses and rethinking his/her business plan, then he/she will probably be fine in 2010.

"Believe that you will succeed, and you will." (Dale Carnegie)

For more info or pre-qualification, call Carolyn at 770-971-8893 (direct), or 770-639-6734 (cell); crobenson@communitysouthlending.com.

THE CODE CORNER by Van Watkins, GABB Past President

For many years the Georgia Association of Business Brokers has sought to "raise the bar" regarding best practices and standards for those who practice Business Brokerage in our State. As part of our continuing obligation to the clients we serve, it is our responsibility to maintain a high level of professionalism and to stay abreast of trends that directly (and indirectly) affect us all. The very first Article of the GABB Code of Ethics addresses this responsibility and reminds us that, especially regarding the people in our care, "no man is an island, apart from the main..." We must be vital, connected, involved and informed participants in our communities!

From GABB Code of Ethics, Article One: "In justice to those who place their interests in a Business Broker's care, the Business Broker should keep informed as to trends affecting businesses in the community."

Meet A Business Broker Member “Up Close and Personal”

PANAYLOTIS “PETER” ANTONIADES

Senior Business Broker
Prime Business Investments, Inc.

Office: 770.491.3710

Cell: 678.508.7427

GABB Member Since 2001

Peter Antoniadis has been with Prime Business Investments, Inc., for nine years. As one of the senior agents at the company, he takes on a mentoring role for new agents. Peter has been a business broker and an Associate Member of the GABB since 2001, and has served on the GABB Board for the past three years as a Director and in 2009 as Secretary.

Prime Business Investments deals in “main street” businesses, although the senior agents concentrate on larger, middle-market deals. PBI services many markets and business types, ranging from “Mom & Pop” shops to privately-held companies with sales approaching \$5 million. Peter’s focus is primarily on businesses in the service sector, as he finds them most interesting and, quite often, unique!

Peter has been an entrepreneur for most of his working life and has bought and sold many businesses of his own since he emigrated to the United States from South Africa in 1993. “Although I was not licensed, I was brokering my own deals for many years,” Peter states, before he became a Business Broker. These business ventures featured restaurants, hotels, industrial catering, package stores, manufacturing and distribution.

Peter is married with three grown sons and a daughter, all with college degrees. Peter and his wife love canines, as their dog (and 2 grand dogs) attest! They love travel, college football, playing golf, reading and schmoozing with friends. Peter is a member of the Perimeter Insiders Group and the Greek Orthodox Church. Peter is also quite the culinary devotee; he is the founder of MSACA and the MCFA - the Metropolitan South African Chefs Association and the Metro Cookery and Food Association, respectively.

Not only is Peter a longstanding member of the GABB, but he is currently pursuing Certification as a “Business Value Improvement Program Manager,” which helps get unmarketable businesses “market ready” so they can be listed for sale using the many resources found within the GABB membership.

“I have lived an exciting life, traveled the world and seen many fascinating places. I wish to leave the world a better place than I found it by positively influence—one person at a time!”

JOE DRESNOK
PRESIDENT & FOUNDER

MANAGEMENT HORIZONS, INC.

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Website: www.consultmhi.com

Joe Dresnok, president of Management Horizons, Inc., has been guiding companies to improved profitability for 31 years. Located in Roswell, the firm performs three categories of services for clients:

1. Accounting services, including bookkeeping and financial statement preparation, payroll processing, and tax preparation;
2. Due diligence services:
 - For buyers, due diligence services include confirmation that the information supplied by the seller is accurate, and that all relevant information is provided.
 - For sellers, due diligence services include preparation for sale of the business. The services often include “data room” preparation, which is all relevant information appropriate to disclose to sellers. Additionally, we often write the prospectus for the business, together with preparing schedules for inventory, fixed assets, personnel, long term debt, etc.
3. Profitability improvement management consulting. Frequently, businesses under-perform. Our focus is to guide management to make the changes necessary to improve profitability. We’ve performed these services for companies as small as a two-employee firm and as large as The Coca-Cola Company.

In the management consulting segment of the business, the company has worked with client firms for 31 years. During that time, not a single client has filed bankruptcy, despite the fact that some of the firms were on the brink of bankruptcy at the time that the engagement began.

Several GABB brokers have referred our services to their clients. One of the firms, within a 15-month period, achieved a profit three times higher than at any time in that company’s 30-year history. What was the result? The broker succeeded in selling the firm at a price that was impossible, had the company not made the profitability improvements.

Joe Dresnok is a graduate of Rutgers University and has served as a board member on numerous non-profit organizations.



2010 MEMBERSHIP DUES INVOICE

Due no later than January 31, 2010

Current Members: Make check payable to GABB and mail to:

Eric Gagnon, GABB Treasurer
c/o We Sell Restaurants, Inc.,
1860 Sandy Plains Road, Suite 205-105, Marietta, GA 30066, 404-593-4193

COMPANY OR INDIVIDUAL ACTIVE MEMBERSHIP (BROKERAGE):	\$ 145.00
ASSOCIATE MEMBER/AGENT OF ACTIVE MEMBER:	\$ 125.00
AFFILIATE (NON-BROKERAGE SUPPORT PROFESSIONAL) MEMBERSHIP:	\$ 125.00
AGENT OF AFFILIATE MEMBER:	\$ 125.00
DONATION TO THE IBBA MATCHING REGULATORY FUND*	\$ _____

***IBBA will match your donation for legal negotiations with the SEC and NASAA (North American Securities Administrators Association), for Business Brokers to be exempt from certain requirements when involved in a stock transaction. For more details, contact David Still.**

I understand the Membership Chairman may contact me for any additional information required to process my Membership Re-Application. Check # _____ & amount \$ _____ remitted.

NAME _____

COMPANY _____

FIRM LICENSE #: _____ R/E LICENSE # _____

Company Address: _____

Home Address: _____

Office # _____ Cell # _____

Fax # _____ Spouse's Name: _____

Email: _____ Web Address: _____

Product/Service (Affiliate Members): _____

I am up-to-date in GABB payments to BizMLS (a requirement of Active (Brokerage) Membership.

Signed: _____

Enclose a copy of your Georgia Real Estate License along with your check.

☆☆☆ UPCOMING EVENTS ☆☆☆

February 23rd – GABB Meetings

8:30 AM – GABB Board Meeting
 9:45 AM – Networking
 10:30 AM – Membership Meeting
 12:15 PM – Forms Committee Meeting

March 30th – GABB Meetings

8:30 AM – GABB Board Meeting
 9:45 AM – Networking
 10:30 AM – Membership Meeting
 12:15 PM – Forms Committee Meeting

March 5th – PLAN NOW TO ATTEND!!

GABB Spring Conference
 @ Metro Brokers Corporate Headquarters
 8:00 AM to 5:00 PM

April 27th – GABB Meetings

8:30 AM – GABB Board Meeting
 9:45 AM – Networking
 10:30 AM – Membership Meeting
 12:15 PM – Forms Committee Meeting

NEW MEMBERS

For Membership Information contact J. Snypp, our GABB Membership Chairman, at 404-966-5989, or j@preferredbrokers.com.

“Congratulations to all of our new 2010 GABB Officers and Committee Chairmen!”

THE GABB BOARD

PRESIDENT:
 Art Lennig
 678.852.6228

VICE PRESIDENT:
 Eric Gagnon
 404.593.4193

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 404-627-4454

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 404-486-0350

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 770.569.8880

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 404-822-8242

DIRECTOR:
 J. Snypp
 404.966.5989

PAST PRESIDENT:
 Van Watkins
 404.226.5271

COMMITTEES OF THE GABB BOARD

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 404.593.4193

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GABB.ORG:
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GABB ORIENTATION:
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 404-843-2500

PROFESSIONAL DESIGNATIONS:
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 770.534.5868

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EDUCATION:
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