

ment contracts to small business entrepreneurs, and the development of training programs from the Department of Labor to train the unskilled and the hard-core unemployed.

I think that the fact that in a period of from 10 to 45 days there has been generated some two dozen projects across the country of varying degrees of size is certainly an indication.

The CHAIRMAN. Twenty-four projects?

Mr. GREENBERG. Twenty-four, two dozen, since the 1st of April.

The CHAIRMAN. Of course, this legislation was signed into law in December of last year.

Mr. GREENBERG. That is correct, sir.

The CHAIRMAN. And prior to that SBA was knowledgeable of the problem and was cooperating with the Office of Economic Opportunity and others.

Mr. GREENBERG. This is a new approach, as you know. The Office of Economic Opportunity, with centers for business development located in some 44 cities throughout the country was primarily concerned with the economic opportunity loan program. This program is a little broader than its concept.

Mr. MOOT. Let me add one comment, Mr. Chairman. During the development stage from the fall until April 1 when, as Mr. Greenberg said, we went into business in this program, we did test the program out. We developed and have in operation some 13 projects around the country which are substantial businesses above the retail trade and service level. These projects are in the manufacturing area and account for, either through retention or increase, some 2,000 employees.

Now, I think that it is too early for us to say that these are all going to be successful businesses. But we do have them operating, and they look as though they are going to be successful. We are providing them with large doses of management and technical assistance. We have provided them with some Government procurement awards, and we have provided them with financial assistance. We think they are going to be successful. So this was a prerequisite of our going into the target areas.

The CHAIRMAN. Will you give just one example? You indicated that it is mostly confined to manufacturing.

Mr. MOOT. Yes.

The CHAIRMAN. Give us an example of one or two manufacturers, business types that have gone into production.

Mr. MOOT. All right, sir.

There is in San Antonio a minority owned concern named Superior Aluminum Manufacturing Co., which manufactures aluminum screen doors. This is a concern that is receiving a large amount of production and technical know-how from a white manufacturer of aluminum doors. It has been established. It is currently employing 50 employees. We have provided management plus financial assistance, in the form of a \$150,000 SBA loan.

In Washington, D.C., a well-known example is the agreement whereby a large concern, Fairchild-Hiller, working together with the Federal agencies and community organizations in Washington, participated with SBA's financial assistance and procurement award assistance, in the establishment of a new small business called Fairmicco. We have provided financial assistance to Fairmicco, which now has an employee training force of 60, and is going into production this month.