The World is Her Oyster—SBA is Her Ticket

In 2003, Lisa Phillip started Hybas International LLC, a small export company. Lisa’s a smart lady! Before proceeding with her first export order, she utilized various resources for exporting offered by the SBA.

One of the SBA programs that helped was the Export Working Capital Program (EWCP), in which Lisa received export counseling from Najla Tanous, District Counsel. To prepare for back-to-back export orders, Lisa next met with Alfreda Crawford, SBA's Business Development Specialist to explore various financing options. Lisa states, “Both of the SBA employees were a source of encouragement during the preparation of our first export order.”

Hybas International was then able to begin exporting food, general merchandise, and the comforts of home to expatriates on international assignment in the Middle East. In 2004, Stephen Phillip joined Lisa, bringing a diverse professional background to the business. They decided to expand the operation to include Customized One-Stop Import/Export Supply Chain Solutions and Professional Services. With this expansion, Hybas International increased its sales and was forced to increase their staff from two to eight employees who are located globally in Houston, Trinidad and Tobago, Washington, D.C., Dubai, and New York.

The company experienced its share of set-backs during the first year of its operation, but with Stephen and Lisa’s combined skills and experience, and the assistance of the SBA, Hybas will have a hard time continuing as anything but successful!
Halliburton’s not alone in move to region

Many companies have sights set on Middle East

**BUSINESS**

**D**

- Side of business headed for Dubai is about energy drilling, not military

**BY TOM FOWLER
HOUSTON CHRONICLE**

Garth Turner, chairman and CEO of Halliburton, said Sunday in a CEO Forum that his company is in Dubai to explore energy-drilling opportunities in the region, which is now 82 years of age but recently has been the recipient of a surge in energy investment.


- **INTERNATIONAL MARKET**

Commerce Department’s first all-women trade trip abroad highlights importance of exporting for female-owned firms

**AN EXPANDING REACH**

**BY JENALIA MUNOZ
HOUSTON CHRONICLE**

E

OPEX is the most promising emerging frontier for U.S. women entrepreneurs, but they don’t have all the pieces in place.


- **COMPUTING**

Tablet PCs promise a lot but deliver familiar flaws

**WHILE Microsoft’s Tablet PC design has come a long way since its introduction in 2002, it has failed to catch on with mainstream users. The problem is primarily because the dedicated users on the market don’t want a Tablet PC to be a primary computer.

**BY DEAN SULLIVAN
HOUSTON CHRONICLE**

Tablet PCs promise a lot but deliver familiar flaws

**GAINING ON GATES**

Carlos Slim is worth more than $49 billion and has a chance to become the world’s richest person.

**RETAIL**

Dollar General agrees to private equity offer

**MARKETS AT A GLANCE**

Dow | Nasdaq | S&P | Oil | Natural gas

- **RETAIL**

Dollar General agrees to private equity offer

**BY PETER DAVIDSON
HOUSTON CHRONICLE**

Dollar General agreed to a $7.6 billion offer from Kohlberg Kravis Roberts Co. Tuesday.

**MARKETS AT A GLANCE**

Dow | Nasdaq | S&P | Oil | Natural gas

- **SHIPPING**

Safety groups doubt truck agency warning

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March 5, 2007

Ms. Lisa Phillip
President
Hybas International
14510 Liscomb Drive
Houston, TX 77084

Dear Ms. Phillip:

Congratulations! You have been selected as the 2007 Region VI Small Business Exporter of the Year. On behalf of the U.S. Small Business Administration, I wish to express our appreciation for your support of small business and for your contributions to the national economy.

Your nomination package has advanced to the national level for judging and, if selected, you will be recognized during Small Business Week in Washington, DC on April 23-24, 2007.

Again, congratulations on your outstanding accomplishment.

Sincerely,

Joseph O. Montes
Regional Administrator
RESOLUTION

WHEREAS, For more than 40 years, the U.S. Small Business Administration has recognized outstanding small business owners for their contributions to the nation's economy during National Small Business Week; and

WHEREAS, The SBA Houston District Office, which serves 32 counties and some 350,000 businesses, is honoring 10 outstanding individuals on May 11, 2007, at the Small Business Week Awards Luncheon; the event is being sponsored by the Houston chapter of SCORE, a nonprofit association dedicated to entrepreneur education and the formation, growth, and success of the nation's small businesses; and

WHEREAS, Lisa Phillip has been named the Small Business Exporter of the Year; she earned her bachelor's degree in finance and a master's degree in business administration; after completion of her studies, she started Hybas International, a company that exports food and general merchandise to Americans on international assignment in the Middle East to help provide them with the comforts of home; and

WHEREAS, Along with her husband, Steven, Mrs. Phillip has expanded the business to offer additional export commodities in response to customers' requests, including chemicals and machinery; Hybas International's staff has grown from two to eight employees who are based in Houston, Trinidad and Tobago, Washington, D.C., Dubai, and New York; her success has attracted media attention and Mrs. Phillip had the honor of participating in the first all-female international trade trip with the U.S. Commerce Department; and

WHEREAS, Small businesses are the lifeblood of cities and towns across the country, and National Small Business Week provides a welcome opportunity to honor those men and women who contribute to the economic vitality of their communities through their professional endeavors; now, therefore, be it

RESOLVED, That the House of Representatives of the 80th Texas Legislature hereby congratulate Lisa Phillip on her selection as the 2007 Small Business Exporter of the Year by the Houston District Office of the U.S. Small Business Administration and extend to her best wishes for continued success; and, be it further

RESOLVED, That an official copy of this resolution be prepared for Mrs. Phillip as an expression of high regard by the Texas House of Representatives.
H.R. No. 1841

Speaker of the House

I certify that H.R. No. 1841 was adopted by the House on May 18, 2007, by a non-record vote.

Chief Clerk of the House

Member
Thank you for the introduction, Ron [Langston]. Welcome, everyone. I am delighted to be able to join you for this MED Week, activity today. I had a chance to touch base with owners of small and medium-sized businesses here today, and some of the sponsors. The bottom line is that you are the ones who benefit the most from what the team at the U.S. Trade Representative office and I do – opening markets for you.

Now, a major U.S. corporation or multinational, when they come across a trade barrier overseas, they can go behind that barrier and invest in a facility. They can open a storefront. As small and medium-sized businesses owners, you don’t have that luxury, you don’t have that kind of capital, and you need to confront those barriers head on.

That’s where the Office of the U.S. Trade Representative comes in.

It is our job to knock down these barriers, to negotiate down these barriers, to create a level playing for American workers, American farmers, American businesses for those of you, who have an interest in doing business outside of our borders. We do this by negotiating multilateral trade agreements, bilateral, regional trade agreements and by enforcing existing agreements.

Now, it doesn’t come as a surprise to anyone here to know that there are segments of our economy that are under stress, but our exports are booming.

Over the four most recent quarters of our economy, U.S. exports accounted for 60 percent of our economic growth. It is very clear that many U.S. companies, many U.S. entrepreneurs have recognized the importance of access to foreign markets and of diversifying their customer base. The fact of the matter is, international trade means jobs.

And those jobs are not just jobs in the firms that happens to be exporting. Trade is a positive sum game. It is a positive sum game because of its multiplier effect. It’s a positive sum game because it’s not just the American partners, but also the international partners, who benefits from trade.

Now in my business, we throw around a lot of aggregate statistics, a lot of big numbers – a lot of big numbers that many small and medium-sized companies can’t necessarily identify with. But in the international trade business, every one of those numbers is made up of one transaction at a time, one deal at a time, one entrepreneurial exchange at a time.
Therefore, behind all of our statistics are very real entrepreneurs, people who are living the American Dream. And these individuals, and these companies don’t limit themselves to the American market, but are interested in selling to the other 95 percent of the world population that lives outside our borders.

These are people like Lisa Phillip, president and owner of Hybas International.

Lisa is the African-American president and owner of an export trading company. She started the business a few years ago and sells all types of processed foods, including coffee, canned goods and toothpaste. And at the request of the customers, Hybas has expanded its sales in recent years to include chemicals and industrial goods.

She now sells her products in countries as diverse as Trinidad and Tobago, Belarus, Dubai and Singapore, with plans to spread into other markets as well.

Another person who can testify to the power of working across borders is Cecilia Ochoa Levine. She is the president of MFI International and she works with manufacturers on both sides of the border between her native Mexico and her long-time home, here in the United States.

And she has been incredibly successful working with U.S. companies to remain competitive in the world market by setting up production sharing arrangements across borders, sharing arrangements between the United States, Latin America and Asia. She also works with European companies that want to locate closer to the U.S. market.

Her job is to help them establish a manufacturing presence along the U.S.-Mexican border and to locate high quality suppliers to support their operations. In fact, President Bush recognized her success by appointing her to the President’s Export Council of leading trade advisors.

Ms. Levine is a naturalized U.S. Citizen and is living proof that U.S. minority firms can have a real competitive advantage when it comes to exporting due their language skills, ease of movement between cultures and business agility.

She is also proof that the United States is still a leader in manufacturing.

It never ceases to amaze me, particularly in this political season, when you listen to Congress and media pundits decry the demise of U.S. manufacturing or U.S. competitiveness in manufacturing or services. They claim that we are exporting all of our jobs overseas.

In actual fact, not only do Americans still make “stuff,” but according to the World Bank, the United States remains the Number 1 manufacturer in the world. You wouldn’t know that by listening to many of our politicians or media pundits. Yet, we are still by far the largest manufacturing country in the world with value added of $1.7 Trillion.

We produced almost two times more than the second largest, principle manufacturer of the world – Japan. And significantly more than China, the third largest manufacturer. Again, look at the facts.