

## LI People ON THE MOVE

### INSURANCE



**Marci Waterman** of East Hampton, chief administrative officer at **SterlingRisk Insurance** in Woodbury, has been promoted to chief operating officer.

### NONPROFITS



**Emily Waters** of Bethpage has been hired as director of services for victims of human trafficking at **The Safe Center LI** in Bethpage. She was senior director of counseling services at the Victims Information Bureau of Suffolk in Islandia.



**Camille Schramm** of Commack has been hired as director of development and public relations at **UCP (United Cerebral Palsy) of Long Island** in Hauppauge. She was chief administrative officer at HTx Services in Hauppauge.

### ARTS



**Charles A. Riley II** of Cutchogue and Manhattan has been hired as director of **Nassau County Museum of Art** in Roslyn Harbor. He was a tenured professor at Baruch College, the City University of New York in Manhattan.

### REAL ESTATE

**Daniel Gale Sotheby's International Realty** in Cold Spring Harbor has two promotions.



**Tara Poli** of Huntington Bay, senior graphic designer, has been promoted to manager of development marketing.



**Allison Conte** of Huntington, graphic designer, has been promoted to design manager.



**Hailey Zhang** of Oyster Bay has been hired as a licensed sales agent at **Homes By Mara Realty** in Syosset. She was with Yao's Realty in Flushing, Queens.

**Charles Rutenberg Realty, Inc.** has hired one associate broker and three licensed real estate sales agents.



**Steven Rabitz** of Massapequa has been hired as an associate broker in Plainview. He is an attorney with a private practice in Massapequa and Lake Success.



**Angela Williams-Samuels** of Rosedale, Queens has been hired as a sales agent in Plainview. She was with Miles Realty in Queens Village.



**Andrew Spina** of West Islip has been hired as a sales agent in Plainview and completed a licensing course at the New York Real Estate Institute in Manhattan.



**James Taylor** of Amityville has been hired as a sales agent in Sayville and completed a licensing course online at Real Estate University.

— DIANE DANIELS

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# SBA HEAD: SMALL BUSINESSES HELD BACK BY LOANS, WORKERS

BY JOYCE M. ROSENBERG  
The Associated Press

Six months into her tenure as head of the Small Business Administration, Linda McMahon sees a split among small-business owners — they are increasingly optimistic, she says, but many are held back by their inability to get loans or find the right workers for jobs that are staying open.

"Entrepreneurs are willing again to be bigger risk-takers than they have been over the past eight years," McMahon said last week in a phone interview. But, she said, there are also lingering effects of the Great Recession, and "I think there is still a caution."

McMahon's observations matched owners' self-assessments in recent surveys released by Pepperdine University's Graziadio School of Business and Management and Dun & Bradstreet Corp. and by the National Federation of Independent Business. She also named some of the stumbling blocks that many owners have cited in addition to a scarcity of loans and workers: regulations, taxes and the cost of health care, all issues President Donald Trump has pledged to address.

McMahon has spent the past six months traveling around the country, meeting owners at their companies and at forum and roundtable events. She came to the SBA after being a big donor to the Republican Party and two unsuccessful runs for the U.S. Senate in Connecticut. She has a background in business; she and her husband, Vince, founded and built World Wrestling Entertainment Inc., now a publicly traded sports entertainment company. She resigned as CEO in 2009 and last year co-founded Women's Leadership LIVE, which promotes opportunities for women in business and public service.

### What's holding up hiring?

Although small businesses are hiring more now than during the recession, many are conservative, not wanting to add staffers unless they have enough new business to justify expanding their payrolls. But some owners want to



Small Business Administration Administrator Linda McMahon on Capitol Hill; she sees a split in the attitudes of small-business owners.

hire, and can't. McMahon echoed the feeling of many: They can't find workers with the skills to match their companies' needs.

Jobs for skilled workers like carpenters, electricians and welders are going unfilled, as are technology positions like computer code writers, McMahon said. Companies that provide services like heating, ventilation and air conditioning are struggling to find workers to install and repair equipment.

"There's a lack of interest, or there is not a trained workforce to come in," McMahon said, adding that at many companies, skilled workers are age 50 to 55. Owners are telling her, "I don't have that next group that's going to take over these jobs."

Another factor in the worker shortage is an unemployment rate that's at a 16-year-low of 4.3 percent — there are fewer people looking for jobs.

Workers may also be harder to come by if legislation to restrict immigration, a bill backed by Trump, becomes law. A study released by the University of Pennsylvania's Wharton School projected that if the bill becomes law, domestic workers won't fill all the jobs that have been held by immigrants who would no longer be allowed in the United States.

### Small-business lending

Small businesses, particularly the youngest, tiniest and those owned by women and minorities, have historically had a

hard time getting loans. Trump's steps to roll back parts of the financial regulation law known as Dodd-Frank would help banks lend more to small businesses, McMahon said.

A report issued by Treasury Secretary Steven Mnuchin in June proposed relaxing some of Dodd-Frank's requirements, including those on smaller banks. The community banking industry and some small-business advocates have said that the law, enacted in response to the 2008 financial crisis, has imposed regulations on small banks that make it harder for them to lend to small companies, and to stay in business themselves. Supporters of Dodd-Frank want to keep the law on the books to ensure that banks cannot engage in the lending and investing practices that led to the collapse of hundreds of financial institutions, including big investment banks Lehman Brothers and Bear Stearns.

Lending to small businesses has improved since the worst days of the recession; the Federal Deposit Insurance Corp. counted \$331 billion in commercial and industrial bank loans under \$1 million as of Dec. 31, the most recent figures available. Lending dropped to a low of \$279 billion at the end of September 2012. However, the Pepperdine-Dun & Bradstreet survey found that only about a third of companies with revenue under \$5 million were successful in getting bank loans in the first four months of the year.