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## LOCAL SBA LENDER TAKES LEADERSHIP ROLE AT NADCO

July 26, 2006 - Walnut Creek - The National Association of Development Companies known as NADCO, has elected its 2006-2007 Vice President of Legislative Affairs; James Baird, CEO of Bay Area Development Company in Walnut Creek, CA.

NADCO is the national trade association for the nation's Certified Development Companies, which make fixed rate SBA-guaranteed commercial real estate loans to growing small to mid sized companies, called 504 loans. Last year the 504 industry funded in excess of \$14 Billion of small business projects.

Baird has been a member and leader of NADCO since its inception in 1982. In addition to serving terms as the organizations President and Vice President for Technical Issues, he is one of only 14 recipients of the organization's "Hall of Fame" award.

Baird, who also serves as a NADCO Regional Director, says he looks forward to making a difference at both the national and local levels. "Small businesses have a tremendous impact on our nation's economy and, among other things, NADCO provides them with a strong voice to comment on the legislative and regulatory issues that directly affect their continued vitality. I am thrilled to have the opportunity to represent and advocate on behalf of the millions of small business owners and the communities they are strengthening."

In addition to his leadership roles with NADCO, Baird will remain at the helm of Bay Area Development Company, one of the largest SBA lenders in the Bay Area. He holds Director positions with the California Environmental Redevelopment Fund, East Bay Leadership Foundation and Community Reinvestment Fund of Minneapolis, MN. Baird is also a member of the Children's Circle of Care at Children's Hospital of Oakland and a member of the Advisory Board of the Alameda County Small Business Development Center.

### About Bay Area Development Company

Founded in 1981, Bay Area Development Company is a California corporation licensed and regulated by the U.S. Small Business Administration (SBA) as a Certified Development Company (CDC) and 504 lender. To date, it has provided over 1,200 Northern California companies with nearly two billion dollars of 504 project financing, helping to create over 12,000 new jobs for Northern

California. With offices in Walnut Creek and San Jose, Bay Area Development Company has ranked in the top ten of over 260 SBA 504 lenders nationwide.  
[www.bayarea504.com](http://www.bayarea504.com)

#### About NADCO

The National Association of Development Companies (NADCO) was founded in 1981 and is a 501(c)(6) corporation chartered in the District of Columbia. NADCO, provides legislative and regulatory support for the 504 program on behalf of member Certified Development Companies and other program affiliates. Through its board of directors, NADCO works closely with the Congress and the Small Business Administration to ensure that 504 program regulations are useful and appropriate, benefit the small business borrower, and afford reasonable compliance for CDCs, first mortgage lenders, and others who are affiliated with the loan program.

[www.nadco.org](http://www.nadco.org)