

SBA SPOTLIGHT

July, 2011

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2011 Small Business Awards: A Gala Celebration!



Rick Cochran's National Small Business Person of the Year Award

When people refer to a special event as “rare,” they generally want to evoke the unusual or the extraordinary. If the word “rare” were applied to this year’s small business winners and the award celebration at Shelburne Farms, those who attended would most likely agree that it was a rare and extraordinary event.

National award winners are not commonplace in Vermont. In fact, the last time Vermont’s Small Business Person of the Year received national attention was 1988 when Ben Cohen and Jerry Greenfield won the award.

This year’s small business awards included not one but two national winners: National Small Business Person of the Year Rick Cochran,



foreground, l to r: Darcy Carter, SBA District Director; Diane Montmany, MMIC; National Small Business Person of the Year Rick Cochran, Owner/Founder, MMIC

photo courtesy N. Abbott, VBM



l to r: John Boutin, VBM; Jeanne Hult, SBA Regional Administrator, Sec’y of Commerce Lawrence Miller, Nat’l Small Business Person of the Year Rick Cochran; SBA Vermont District Director Darcy Carter

photo courtesy N. Abbott, VBM

President/CEO, MMIC, St. Johnsbury, and National Financial Services Champion Cairn Cross, FreshTracks Capital, L.P., Shelburne. In addition, the Vermont District Office honored Kenneth Gibbons, CEO and former president of Union Bank, Morrisville, with an SBA Lifetime Achievement Award, for which he received an enthusiastic standing ovation.

On the afternoon of June 16th, more than 300 hundred well-wishers from Vermont’s business community walked into the Shelburne Farms Coach Barn through an unexpected entrance, an MMIC mobile medical shelter system. The mobile shelter system, provided by national winner Rick Cochran, is an MMIC original designed to offer the same quality of care as a fixed hospital.

The afternoon was exception-

ally beautiful after all the preceding days of rain, and spirits were high. A small jazz band was playing in the courtyard, and the atmosphere was buoyant and festive. While people engaged in conversation, Gretchen Saries and her bustling team of Bon Temps Gourmet caterers served up sumptuous hors d’oeuvres, including bacon-wrapped dates and sweet potato crab cakes. People came out in droves to celebrate 10 of Vermont’s outstanding entrepreneurs and small business champions, and celebrate they did!

Vermont Secretary of Commerce Lawrence Miller, SBA Regional Administrator Jeanne Hult and SBA Vermont District Director Darcy Carter presented awards to the following 10 individuals:

Helping small businesses **start**, **grow** and **succeed**.



Your Small Business Resource

(Continued on page 2)

“Please call SBA at 802-828-4422 if you’d like to discuss debt refinancing or other SBA policies so we can save you and your clients time and unnecessary work.”

“It was a thrilling occasion, and the SBA Vermont District Office expresses appreciation to Vermont Business Magazine, sponsors and all those who submitted award nominations. Thank you!”

Note to Lenders: Debt Refinancing by Bernie Villemaire

We have recently received numerous lender inquiries about SBA’s debt refinancing policies.

If you are considering debt refinancing, we suggest you first read pages 142 through 146 of SOP 50-10-5 (C), which should answer most general questions.

Loan programs including SBAExpress, Patriot Express, and PLP authority follow different debt refinancing

policies, which may be confusing.

Also, while it is not impossible to refinance existing SBA debt from another institution, specific procedures must be followed.

Finally, the latest version (6/1/11) of the SBA Eligibility Questionnaire for Standard 7(a) Guaranty inadvertently omitted the required 10% debt service savings

benefit, yet the requirement remains in place.

Please call SBA at 802-828-4422 if you’d like to discuss debt refinancing or other SBA policies so we can save you and your clients time and unnecessary work.

2011 Small Business Awards . . .

(Continued from page 1)

National Small Business Person of the Year Rick Cochran, MMIC; National Financial Services Champion Cairn Cross, FreshTracks Capital; Lifetime Achievement Award recipient Kenneth Gibbons, Union Bank; Small Business Exporter Scott Shumway, Industrial Services, Inc.; Home-Based Business Champion Cecile Johnston, Micro Business Development Program, CVCAC; Jeffrey Butland Family-Owned Small Business Owners Jonathan & Debbie Lang, Lang Farm; Veterans’

Small Business Champion Chris Herriman; Micro-Enterprise of the Year, Bia Diagnostics; SBA Young Entrepreneur Mollie Brault-Binaghi; and Community Spirit Award recipient Valerie Beaudet, Ladder 1 Grill.

It was a thrilling occasion, and the SBA Vermont District Office expresses appreciation to Vermont Business Magazine, sponsors and all those who submitted award nominations. Thank you!



National winner Rick Cochran and SBA Regional Administrator Jeanne



Group Photo of Winners, VBM, Congressional, Federal & State Representatives

photo courtesy N. Abbott, VBM

Lenders Take Note: Time is Running Short on \$1 million SBAExpress Loans

September 27, 2011 is the end of the temporary increase (\$1 million) in the SBAExpress loan ceiling.

This means you have less than three months to decide if you want to lock in loan approvals in order to take advantage of this temporary benefit.

You may also want to look at your existing, non-guaranteed portfolio for opportunities to refinance non-SBA lines of credit into larger

SBA-guaranteed lines of credit.

While an SBAExpress loan cannot be used to reduce a participant's exposure, a participant could refinance their own debt as long as there is no reduction in the dollar amount of the lender's exposure.

An example would be a client with a growing company and an unguaranteed \$250,000 balance on an existing line of credit.

Should this customer need a larger credit line to support growth, you could process a \$500,000 line of credit under SBAExpress which would carry a 50% guarantee.

As a result, *all new funds* would be guaranteed, and there would be no reduction in the lender's exposure.

"September 27, 2011 is the end of the temporary increase (\$1 million) in the SBAExpress loan ceiling."

SBA DISASTER RECOVERY CENTERS WORKING WITH FEMA TO HELP VERMONTERS

On July 8, 2011, the U.S. Department of Homeland Security's Federal Emergency Management Agency (FEMA) announced that federal disaster aid has been made available to the state of Vermont to supplement state and local recovery efforts in the area struck by severe storms and flooding during the period of May 26-27, 2011.

The President's action makes federal funding available to affected individuals in Caledonia and Washington counties. With these two latest counties, a total of nine counties in Vermont have been declared. Assistance can include grants for temporary housing and home repairs, low-cost loans to cover uninsured property losses, and other programs to help individuals and business owners recover from the effects of the disaster.

Federal funding is available to state and eligible local governments and certain private

nonprofit organizations on a cost-sharing basis for emergency work and the repair or replacement of facilities damaged by the severe storms, tornadoes, and flooding in Caledonia County.

Federal funding is also available on a cost-sharing basis for hazard mitigation measures statewide.

"We encourage anyone who suffered storm-related damages to apply for disaster assistance," said Darcy Carter, SBA Vermont District Director. "We have found that some people opt out of the application process early on because they think they are ineligible. We recommend that you let the process take place, because decisions are made on a case-by-case basis and there are exceptions and reconsiderations. If, for example, your secondary home sustained damages, don't rule it out. It may in fact be eligible if it is the primary residence of a



Open for Business — SBA Disaster Recovery Center in Colchester

relative or if it is a rental property."

Individuals and business owners who sustained losses in the designated counties can begin applying for assistance today by registering online at www.disasterassistance.gov or by calling the Federal Emergency Management Agency 800-621-FEMA (3362). Additional details on the locations of Disaster Recovery Centers and the loan application process can be obtained by calling the SBA Customer Service Center at 800-659-2955.

"We encourage anyone who suffered storm-related damages to apply for disaster assistance," said Darcy Carter, SBA Vermont District Director.

SBA Loan Clinics!

The SBA continues to offer a monthly loan clinic to guide business owners through the process of preparing for a business loan.

The Clinic takes place via conference call on the 1st Tuesday of each month from 9-10 a.m. or 12 noon-1 p.m.

To access the call, dial toll-free: 1-866-740-1260 and view online at: www.ready.talk.com, using access code 3015001#.

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA FY 2011**Vermont 7(a) Loan Volume by Bank:**

Oct. 1, 2010 — June 30, 2011

Bank of Bennington	3	\$	160,000
Bank of Las Vegas	1		1,200,000
Berkshire Bank	5		817,000
Brattleboro Savings & Loan	1		50,000
Citizens Bank National	4		262,500
Community National Bank	22		5,952,300
Connecticut River Bank	5		702,000
First Colebrook Bank	1		75,000
First Niagara Bank National Assoc.	2		140,000
Greenfield Savings Bank	2		120,000
Heritage Family Credit Union	9		942,200
Hoosac Bank	1		40,000
KeyBank National	7		527,000
Lake Sunapee Bank	8		4,917,000
Ledyard National Bank	2		900,000
Live Oak Banking	2		1,400,000
Merchants Bank	6		607,600
National Bank of Middlebury	16		2,051,500
NBT National	2		250,000
North Country Federal Credit Union	8		439,200
Opportunities Credit Union	2		38,000
Passumpsic Saving Bank	15		734,400
Peoples Trust Co-St. Albans	8		419,100
Peoples United Bank	50		9,512,100
Randolph National Bank	2		320,000
TD Bank	12		1,992,400
U S Bank National Association	2		939,300
Union Bank	6		707,200
Vermont Federal Credit Union	21		3,041,700
Vermont State Employees Credit Union	7		1,942,900
Woodsville Guaranty Savings Bank	4		1,309,000
TOTAL	236		\$42,509,400