

It's Your Business

July 2011

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DISASTER HELP FOR FLOOD VICTIMS

If you are looking for government assistance for your business, register first for assistance through [FEMA](#) at (800) 621-3362, or (800) 462-7585 for people with speech or hearing disabilities.

The SBA and the [NBDC](#) are standing by to help.

To learn more about our programs, please visit the [SBA Disaster site](#).

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



Your Small Business Resource

SBA LOAN KEY FOR NEW CUTTING LASER FOR BEATRICE MANUFACTURING FIRM

Thanks to the purchase of a high-capacity laser cutting tool, a manufacturing business in Beatrice is going to see a jump in its ability to turn out its products, and create some new jobs in the process.

Precise Fabrication turns raw sheet metal into component parts for its customers, which demand exacting effort. Once the laser slices the sheet metal, the process includes press brakes for bending sheets, a fabricator, shearing, and cold saws. There's a welding department, and powder coating and plating subcontractors to finish the jobs.

The company's owner, LeRoy Janzen, who was born and raised in Beatrice, recognized the company eventually would need room to grow, and broke ground on Precise Fabrication's current 41,250-square foot facility in the Gage County Industrial Park about 4-1/2 years ago. That project was financed in Feb. 2007 through Pinnacle Bank's Beatrice Branch using the SBA's 504 program, offering fixed-rate interest over 20



A shop worker at Precise Fabrication uses the firm's current cutting laser on a large piece of sheet metal. A new laser will allow the company to double capacity.

years, and sales tax proceeds used for economic development and tax-increment financing to pay for infrastructure improvements at the site.

Janzen built the business on a reputation of producing good products in a timely fashion, and boasts relationships with local firms such as Lincoln-based GT Exhaust, supplying parts for mufflers, silencers and catalysts for dredging machines and large trucks.

"The CEO of GT told us they do business with us because we can supply quality parts, and we get them the parts when they need them," said Dave Smith, the company's business manager.

(see *PRECISE*, page 3)

3RD QUARTER NUMBERS SHOW '11 ON PACE FOR GOOD YEAR

While overall loan numbers have dipped from last year's impressive pace, loan dollar volume has a good chance to surpass the record set in Fiscal 2010 of \$153 million.

Nebraska's small businesses received 102 loan approvals for SBA-backed financing for \$34.1 million for the third quarter of Fiscal 2011.

Year to date, 423 loan approvals for \$137 million have been made in Nebraska.

The good news is that entrepreneurs throughout the state, from Alliance to Stanton, have received financing to start a new business, refinance existing debt, or find the capital needed to expand operations. As a result of SBA loans in

the third quarter, more than 200 new jobs are being created in Nebraska.

Of the small businesses which received SBA financing in the second quarter, 54 went to start-ups and 48 went to existing businesses; 38 loans went to rural companies while 64 went to urban ones; 32 went to women-owned firms, and nine went to veteran-owned small businesses.

The lender relations specialist team of the Nebraska District Office has made 398 in-person visits fiscal year-to-date to banks and credit unions throughout the state to increase awareness of SBA programs and guide lenders through the application process.

Don't miss this free workshop:

"Experts Discuss: Learn About the Government As Your Customer"

Winning Federal Contracts for Your Small Business

July 21

8-10:00 a.m.

**SBA Nebraska District Office & SCORE
10675 Bedford Avenue,
Suite 100, Omaha**

Speakers include representatives from:

- SBA Office of Government Contracting
- SBA Office of Business Opportunity
- NBDC Procurement Technical Assistance Center
- In cooperation with
- 55th Contracting Squadron, Offutt Air Force Base
- U.S. Army Corps of Engineers, Omaha District

To register:

Call: [Kathleen Piper](#) (402) 221-7205 or [Michael Foutch](#) at (402) 221-7211

Learn: Is this market for you? An overview of selling to Local, State and Federal government

What to do: Registration on [Central Contractor Registration](#).

Where and how to find bidding opportunities on the Internet: Learn about [Federal Business Opportunities](#).

U.S. Small Business Administration certifications: HUBZone and 8(a) Business Development.

Coffee provided.



Looking to start a business? Make visiting your local [SCORE chapter](#) your first step.

SBA CAN HELP AMERICA REGAIN A Foothold IN MANUFACTURING

Counseling, Capital and Exporting Are Key to a Strong Climb

By Patricia Brown-Dixon,
Region 7 Administrator, U.S.
Small Business Administration



For a decade, manufacturing in America weakened and 6 million small business manufacturing jobs have been lost, decreasing by 33% from 1997 to 2009, according to an April report in The Wall Street Journal.

This last year, however, marks a change. American manufacturers are ramping up - adding needed jobs to our economy. U.S. manufacturers now employ more than 11.6 million Americans and despite a small decline this month, manufacturing has added 238,000 jobs since the beginning of 2010. While these jobs are only about 13 percent of those lost during the recent recession, we are witnessing the best period of manufacturing job growth in over a decade. Manufacturing and product exports have once again become major fuel for our nation's higher Gross Domestic Product (GDP).

Thirty-seven states added manufacturing jobs between April 2010 and April 2011, according to the Bureau of Labor Statistics, with Nebraska adding 1,800 jobs; Kansas, 1700; Missouri, 8,200; and Iowa, 4,300.

We know government and private sector efforts have helped turn this tide and that exports are driving profits and growth. Manufacturers exporting to other nations are gaining from higher expendable incomes of foreign consumers and governments. The President's National Export Initiative (NEI) aims to double U.S. exports in two years.

"Made in America is red hot overseas; it's a brand that people are really buying," SBA Administrator Karen Mills said on the recent

CNBC's series "Made in America," which explored how American goods are perceived and selling in other countries. International demand for U.S. products has increased because foreigners want quality. Our entrepreneurs not only build better mousetraps, they out-innovate.

To help companies meet export and growth demand, the SBA has ramped up, too - with counseling, technical and export assistance and financing for small manufacturers and their supply chain companies. SBA's new, free "Export Planner" is also now available at www.sba.gov/exportbusinessplanner. With the ability to produce more, more efficiently, and export, American manufacturers have a chance to out-compete.

In the Nebraska SBA district territory, since September 1, 2010, the SBA has guaranteed 26 loans supporting \$8.5 million to manufacturers and regionally, 204 loans to manufacturers supporting almost \$108 million. Examples of manufacturing jobs on the rise aren't hard to find. Precise Fabrication, Inc., in Beatrice, crafts sheet metal into component parts for the lawn and turf industry. An SBA Express loan in May will allow them to retain 23 jobs and create new ones for welders. Far from concluding manufacturing can't succeed in America, the company is taking a leadership role among manufacturers in Beatrice First, a group promoting growth and local business use of Nebraska made products.

The SBA can help continue the rise of American manufacturing. Accessing nearby SBA resources is easier than ever. Just type your zip code at www.sba.gov, and resources appear. If you are unsure who to call, start with an SBA district office employee. You will begin your journey to "win the future" for your company and for America's future.

TAKE THE MYSTERY OUT OF SBA LOANS DURING THIS FREE SEMINAR JULY 27 AT 6 P.M. AT THE W. CLARK SWANSON LIBRARY AT 90TH AND DODGE IN OMAHA

Don't miss this chance to learn the process behind applying for SBA-backed small business loans through our network of lenders throughout the state. During this brief, you'll learn the importance of a strong business plan, why lenders use SBA guaranteed loans in their financing projects, and how the SBA's resource partners—SCORE and the NBDC—can help.

BEATRICE FIRM EXPECTS TO INCREASE CAPACITY

(from *PRECISE*, page 1)

The company also provides kiosk equipment and store fixtures for Store Kraft, a nationwide firm which has called Beatrice home for nearly a century.

Another Precise Fabrication customer, Industrial Maid of Cortland, even notes on its web site its commitment to dealing with local manufacturers," Smith said. "In the local paper they identified us as a key supplier, because they want to do business in the Midwest, and we enable them to do that."

The company also provides parts to Toro's plant in Beatrice, which manufactures walk-behind and riding mowers for landscape professionals; and, parts to nearby Plymouth Industries, which offers products for agriculture-based businesses. And, with Encore Manufacturing in Beatrice selling its assets in March to China-based Worldlawn Power Equipment Inc., a move which also brought the

president to the SBA Express program, which offers a temporary increase to the program's loan limit from \$500,000 to \$1 million through the end of September, and a 50 percent SBA-backed guarantee.

"They're a business that's viable with a definitive plan on handling the debt," Wirth explained. "Just by adding this machine, it'll add jobs to their workforce, something in this day and age is important, because every job counts."

Stearman reviewed the SBA Express application forms with Wirth, offering a few suggestions before the banker submitted the deal to the Sacramento loan processing center. As a result of her help, with the exception of a couple of minor additions the center requested, Pinnacle had its approval within three or four days.

"Part of the comfort level working with the SBA is that we've seen an increase in communication between the SBA and the lender,

WITHOUT THE SBA'S HELP, PRECISE FABRICATION'S CUSTOMERS WOULD HAVE LOOKED ELSEWHERE FOR THEIR NEEDS, AND LIKELY OUTSIDE THE BEATRICE AREA.

company's headquarters from California to the southeast Nebraska town, Precise Fabrication will find a new customer for its work.

Success did have a cost, though. Since the company was founded 10 years ago, the work inexorably caught up to the firm's capacity. Their existing 1,500-watt laser had been running 24 hours a day, seven days a week to keep up with customer demand, said Smith. The new 4,000-watt laser will be a big help, and the company will expand its current staff of 23.

"This is a state-of-the-art laser cutter we're having shipped from Japan that we'll receive in June," Smith explained. "Our current laser is our bottleneck. So in some ways, we're adding more than double the capacity of our current laser. We'll be able to make more parts, hire more people in fabrication and hire welders. In the last two years we've had tremendous growth which gave us the confidence that this was the right move for us."

To finance the purchase of the laser cutter, the company again turned to Pinnacle Bank, and the bank again turned to the SBA to mitigate its risk. "This was a specialized piece of equipment," said Beatrice branch president Stan Wirth. "It's something that if we had to sell, it would be tough to market."

In early May, Wirth visited with Suzanne Stearman, a lender relations specialist in the Nebraska District Office, who directed the bank

and it's much better than it's ever been" Wirth said. "Suzanne has been in my office, I know who she is, and we're happy to have them as a partner."

Without the SBA's help, Smith added, Precise Fabrication's customers would have looked elsewhere for their needs, and likely outside the Beatrice area.

"Beatrice and Gage County has some of the highest unemployment in the state because of the downsizing of the lawn mower industry," said Smith, who has lived in the area for 23 years. "So for businesses like ours to do well and thrive, and adding people, to me is a plus in a town the size of Beatrice. And we have a couple of vendors who we do a lot of businesses with, and they'd be greatly affected if we were not around."

The company also is committed to growing the Beatrice economy; Janzen participates in Beatrice First, an organization encouraging retention and growth with local firms collaborating on marketing ideas and brainstorming other ways to promote the area's commercial environment.

"I've had the chance to move to the big cities, but this gives me the chance to stay in this community and raise my family," Smith said.

And thanks to the new laser cutter, Precise Fabrication will be able to create jobs, helping more families to stay in Beatrice.

TAKE ADVANTAGE OF LARGER SBA EXPRESS LOAN LIMITS BEFORE IT'S TOO LATE

Take advantage of the \$1 million SBA Express loan limit now, before the Jobs Act provision expires Sept. 27 and limits return to \$350,000.

These loans offer a streamlined application process with reduced paperwork and approval often in a matter of days. Unlike traditional 7(a) loans, SBA Express loans carry a 50 percent guarantee.

The SBA Express program gives small business borrowers an accelerated turnaround time for SBA's review, often receiving a response to your application within 36 hours, or within 20 minutes through E-Tran.

Broad lender discretion to expedite fast service means that in many cases, approval rests with qualified lenders.

You can use an SBA Express loan for working capital, accounts receivable and inventory, equipment and machinery, business acquisition and expansion, debt refinancing, real estate and leasehold improvements and short-term needs such as contract performance, construction financing, export production, and for financing against existing inventory and receivables under special conditions.

**For more details,
call one of our helpful
lender relations specialists
in the
Nebraska District Office
at (402) 221-4691.**

Networking at its Best!

Join other Omaha small businesses and area lenders at Omaha's Small Business Empowerment Breakfast

July 8

**Regency Lodge
909 South 107th
Avenue, Omaha
7-8:30 a.m.**

The cost is \$15 per person, which includes a full buffet breakfast.

[Please register in advance online](#), and make checks payable to Regency Lodge.

The Empowerment Breakfast is simple and effective. Each month, four businesses introduce their services and products in a three-minute presentation. If you wish to be a presenter, please call Barb Foster at 221-7212.

During this event, everyone attending is introduced, so bring your business cards, make some contacts, and have some fun!



Lincoln Williams, owner of Technical Maintenance & Service, the SBA's 1st Congressional District Business of the Year, is flanked by Marisol Rodriguez, Director, Nebraska Business Development Center Lincoln (*left*), Kathleen Piper, Deputy District Director of the Nebraska District Office (*center right*) and Dr. Bob Bernier, Director, NBDC (*right*) during an awards ceremony May 24.

LINCOLN BUSINESS NAMED BEST IN 1ST CONGRESSIONAL DISTRICT

Technical Maintenance & Service (TMS) of Lincoln has been named the SBA's Nebraska Small Business of the Year for the 1st Congressional District. The business was nominated for the honor by Marisol Rodriguez, Director, Nebraska Business Development Center Lincoln.

Lincoln Williams, who holds a master's in biological systems engineering, bought the company in 2000 with a loan using as collateral a farm he owned; he used an SBA-backed loan to complete the purchase.

Since then, Williams has grown the firm to six employees, \$1.5 million in annual revenue, and the largest water and wastewater control systems integrator in Nebraska. Although TMS installs automated systems for a variety of industries, its bread and butter lies with the

water and wastewater industry.

The company primarily serves cities and towns from locations in Lincoln, Kearney and Council Bluffs, designing, building and installing water treatment systems using the newest technology. As a result, the company claims significant savings in time and money for its customers over the long term.

Williams has a patent pending for an optimization process for water and wastewater control system services.

The company has won contracts for its systems across the state, including Scottsbluff, North Platte, York, Beatrice and Papillion, among others, successfully educating elected officials, utilities and plant operators how leveraging TMS' techniques will save taxpayer dollars and meet demand for drinking water.

Sand Creek Post and Beam

owners Len Dickinson and Jule Goeller receive a framed poster from Nebraska District Director Leon Milobar (*left*) during an award luncheon June 21 congratulating the Wayne company on being named the SBA's Small Business of the Year for Nebraska. Also in attendance were Loren Kucera, Director, Nebraska Business Development Center Wayne; Wayne mayor Ken Chamberlain;

Dr. Robert McCue, vice president of academic affairs at Wayne State College; and Wes Blecke, executive director, Wayne Area Economic Development.



CONGRATULATIONS TO OUR RECENT LOAN APPROVALS (MAY 31 TO JUNE 30)

Approval Date	City	Loan Amount	Lender Name	Created employment	Delivery Method
5/31/2011	OMAHA	378000	MUTUAL OF OMAHA BANK	0	PLP
5/31/2011	ELKHORN	15000	CENTRIS FCU	0	SBA Express
6/1/2011	Omaha	130000	FIRST COMMUNITY BANK	1	Other 7(a)
6/1/2011	South sioux city	76000	SIOUXLAND ECONOMIC DEVEL CORP	13	504
6/6/2011	Omaha	1205000	WELLS FARGO BANK NATL ASSOC	12	PLP
6/6/2011	OMAHA	10000	CENTRIS FCU	4	SBA Express
6/6/2011	Norfolk	165000	MIDWEST BK NATL ASSOC	0	RLA
6/7/2011	PLATTSMOUTH	67500	FIRST NATIONAL BANK OF OMAHA	0	SBA Express
6/7/2011	Omaha	92500	AMERICAN NATIONAL BANK	2	PLP
6/7/2011	OMAHA	75000	CENTRIS FCU	1	SBA Express
6/8/2011	OMAHA	211600	FIRST NATIONAL BANK OF OMAHA	2	Other 7(a)
6/8/2011	OMAHA	20000	CENTRIS FCU	2	SBA Express
6/9/2011	LINCOLN	25000	FRONTIER BANK	1	SBA Express
6/9/2011	Lincoln	2171000	NEBRASKA ECONOMIC DEVEL CORP	35	504
6/10/2011	Omaha	85500	PINNACLE BANK	0	Other 7(a)
6/10/2011	Scottsbluff	200000	PLATTE VALLEY BANK	0	RLA
6/10/2011	Gering	625000	FIRST NATIONAL BANK	0	Other 7(a)
6/15/2011	Kearney	415000	MUTUAL OF OMAHA BANK	1	PLP
6/15/2011	Boelus	45000	HOME FED. S & L ASSOC OF GRAND	10	SBA Express
6/17/2011	COZAD	425000	FIRST NATIONAL BANK	1	SBA Express
6/21/2011	Omaha	122000	BANK OF NEBRASKA	0	RLA
6/21/2011	Lincoln	466000	NEBRASKA ECONOMIC DEVEL CORP	3	504
6/21/2011	Ashland	15000	CENTENNIAL BANK	3	RLA
6/24/2011	Martell	2250000	FIRST STATE BANK	0	Other 7(a)
6/27/2011	Stanton	855800	MIDWEST BK NATL ASSOC	7	Other 7(a)
6/27/2011	OMAHA	100000	WELLS FARGO BANK NATL ASSOC	0	SBA Express
6/27/2011	Pickrell	160000	PINNACLE BANK	12	SBA Express
6/28/2011	Springfield	1648600	WELLS FARGO BANK NATL ASSOC	0	PLP
6/29/2011	LINCOLN	99000	NEBRASKA BANK OF COMMERCE	3	PLP
6/29/2011	Norfolk	300000	MIDWEST BK NATL ASSOC	1	SBA Express
6/29/2011	Omaha	137000	NEBRASKA ECONOMIC DEVEL CORP	10	504
6/29/2011	Omaha	212000	TOWN & COUNTRY BANK	0	RLA
6/30/2011	Omaha	100000	WELLS FARGO BANK NATL ASSOC	0	SBA Express
6/30/2011	Lincoln	388000	NEBRASKA ECONOMIC DEVEL CORP	8	504