

It's Your Business

June 2011

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SMALL BUSINESS WEEK

Centris honored by SBA as nation's Rural/Community Lender of the Year



Centris Federal Credit Union President Kevin Parks (*center*) is flanked by Sean Greene, the SBA's Associate Administrator for Investment (*far left*); Steven Smits, the SBA's Associate Administrator for Capital Access (*left*); SBA Administrator Karen Mills (*right*); and, SBA Deputy Administrator Marie Johns (*far right*). Parks accepted the award for Rural/Community Lender of the Year during a breakfast session May 20 during the SBA's National Small Business Week in Washington, D.C.

The U.S. Small Business Administration formally honored Centris Federal Credit Union as the agency's Rural/Community Lender of the Year during a morning breakfast as part of National Small Business Week May 20 in Washington, D.C.

As a community lender, Centris has played a significant role in the small business growth in underserved markets in Nebraska: the credit union's number of SBA-backed loans approved increased by 83% from 2009-10 and the volume amount of those loans saw a jump of more than 230 percent.

"Our partners in lending and investing are

pivotal in helping small businesses create jobs and fuel our economic recovery," said SBA Administrator Karen G. Mills. "One key factor is the financial assistance provided to underserved communities, and these honorees have excelled at that. We honor their commitment as we celebrate our partnership in helping small businesses start up, grow and succeed."

The oldest and one of the largest credit unions in Nebraska, Centris holds more than \$432 million in assets, and its more than 200 employees at 12 locations serve more than 71,000 members in Douglas, Sarpy and Lincoln Counties in Nebraska and Pottawattamie County in Iowa.

Lenders!

Learn more about how the SBA's [Rural Lender Advantage](#) program can help you close that small business deal

Helping small businesses [start](#), [grow](#) and [succeed](#).



Your Small Business Resource



Veteran
business
owners
forum

**Breakfast
June 3
7:30-9 a.m.
Mammel Hall,
Omaha**

Each month, veteran-owned businesses introduce their services and products in five-minute presentations. A special speaker will present a topic of concern to veteran business owners. Bring business cards, brochures, flyers to exchange. Join us for business promotion and networking opportunities. Get to know your fellow veterans.

Mammel Hall
Room 117
67th and Pine
**Guest speaker
Sen. Mike Johanns**

**ADVANCE REGISTRATION
REQUIRED**

Registration is required to receive parking permit to park at Mammel Hall.

To be a presenter at future events, call Andy Alexander at (402) 554-6253.

SMALL BUSINESS WEEK

SAND CREEK POST AND BEAM HONORED AS TOP NEBRASKA BUSINESS

Their sales went from \$216,000 to more than \$4 million in only five years, and as a result, the couple of Wayne that started a small business building authentic Nebraska barn kits out on their driveway found themselves on a brightly-lit stage in Washington, D.C.

There, as a part of Small Business Week in the nation's capital May 19, Jule Goeller and Len Dickinson, the owners of Sand Creek Post and Beam, accepted an award as the SBA's Nebraska Small Business of the Year for 2011. The business was nominated for the honor by Loren Kucera, director, Nebraska Business Development Center Wayne.

Sand Creek Post and Beam offers big wood post and beam timber barns and outbuilding kits—many of which even are perfect for a one-of-a-kind rustic home. The frames are assembled on a customer's existing foundation, and if that customer needs construction advice all the way up to turn-key construction services



Jule Goeller (*left*) and Len Dickinson (*right*) of Sand Creek Post and Beam are flanked by SBA Administrator Karen Mills (*far left*) and Deputy Administrator Marie Johns (*far right*) during a presentation at Small Business Week in Washington, D.C.

for the new barn, well, they provide that, too.

Each barn kit includes foundation sill plates, full-dimension Eastern red cedar sills, post and beam frame, Ponderosa pine premium siding, roof sheathing, gable vents, and hardware and fasteners. The finishing touches (see SAND CREEK, page 5)

SMALL BUSINESS WEEK

REGIONAL ADMINISTRATOR RECOGNIZES GRAND ISLAND CHAMBER PRESIDENT AS REGION VII WOMEN IN BUSINESS CHAMPION

Cindy Johnson, who has served for the past seven years as the president of the Grand Island Chamber of Commerce, was honored in a ceremony by Regional Administrator Pat Brown-Dixon at the chamber offices May 25 as Region VII's Women in Business Champion.

Johnson was nominated by Odee Ingersoll, Director, Nebraska Business Development Center, Kearney.

Johnson has increased opportunities through mentoring and providing training for women entering the business and workaday world in Grand Island. She also serves on the Nebraska Educational Leadership Council, which examines ways to improve the state's educational system.

Raised on a farm, Johnson learned from her father the work ethic that has propelled her career. The daily chores and responsibilities built the foundation of a valuable work ethic in her she believes is necessary for success.

A notable program Johnson brought to



Pat Brown-Dixon, Regional Administrator for Region VII (*far right*) stands with Cindy Johnson (*right center*), the Women in Business Champion, and Odee Ingersoll, director, NBDC Kearney (*left center*) and Barb Foster of the Nebraska District Office (*far left*).

Grand Island involved high school students interacting with local employers and manufacturers, putting what they learn in the classroom into practice in the workplace. Similarly, Johnson led an effort to provide job enhancement training at the local community college, offering technical and social skills to advance from an entry-level job to a management position. The idea is to look beyond the current generation of business owners to identify those likely to become the next generation of successful entrepreneurs.

SMALL BUSINESS WEEK**NEBRASKA DANCE NABS 2ND
CONGRESSIONAL DISTRICT
SMALL BUSINESS OF THE YEAR**

Ten years ago, with help from an SBA-backed loan, Stephanie Pearson, a lifelong dancer, realized her dream of owning her own studio. She started with one employee, and one studio in 3,000 square feet of space. Within a year, she'd doubled the size of her small business, and today, she leads the company's 30 staff members in providing premier technical training with award-winning results from a 26,000-square-foot facility on Davenport Street.

"I'm not sure when I got into it what I anticipated happening," Pearson, a lifelong dancer, told Omaha's WOWT-TV. "I was just very passionate about what I was doing and very excited about teaching and being involved with children." Less than a year after graduating college, Pearson opened the doors.

As a result of her strong growth and commitment to the community, Pearson's company, Nebraska Dance, was named the 2nd Congressional District's Small Business of the Year. The business was nominated for the honor by American National Bank Vice President Jason L. Hansen.

Within the facility's eight large studios, there are approximately 1,200 students at any time, attending Mommy & Me classes and creative movement to jazz, tap and ballet.

Pearson credits the zeal of her employees as the key to the company's success.

"We all have a passion for dance and



Stephanie Pearson, owner of Nebraska Dance, is flanked by Jason Hansen of American National Bank (*left*) and District Director Leon Milobar (*right*) during an awards ceremony at the studio May 16.

we've grown up with that passion," she said. "We love to share it, we love to encourage our students, and train our students. So I believe it's a lot of passion, and just heart."

The largest dance business in the state and one of the largest in the country boasts a recreational program, a performance troupe and a nationally-competitive company program. Current and former students have achieved a multitude of accomplishments in dance and theater locally, nationally and internationally over the last 10 years.

Pearson recognized early the value of reinvesting the firm's equity to build long-term growth and expansion, leveraging the popularity of its classes and strong operating performance to success in the marketplace.

**Business Ownership
for Veterans:
Getting Started**

The SBA and the NBDC will host an exciting and informative seminar which will help guide developing a successful business, and how to leverage federal contracting opportunities available to veterans.

**June 15
6-8 p.m.**

**Airman and Family
Readiness Center
2nd Floor, Bldg. 323C,
Offutt Air Force Base.**

(You will have to obtain base access if you do not already have a military ID card)

Make your reservation now by calling the A&FRC at 402-294-4329.

Many military members, especially retirees, are in a position to use the experience and training gained while in uniform to start a successful small business; veteran business success rates are higher than other demographic groups.

The course will be presented by Michael Foutch, Chief Petty Officer, Ret., U.S. Navy, and Jason Bousquet, Maj, Air Force Reserves.

What makes a Small Business of the Year?

The SBA Nebraska District Office names one outstanding small business to represent each of the state's three congressional districts based on staying power; growth in number of employees; an increase in sales and unit volume; current and past financial performance; innovativeness of product or service offered; response to adversity; and, contributions to community-oriented projects.

City of Omaha Tier I and Tier II Small and Emerging Small Business Certification Training

The City of Omaha has a new Tier I and Tier II Small and Emerging Small Business Program designed to stimulate the growth of small and emerging businesses in Omaha with special attention to stimulating economic growth within census tracts with high levels of poverty. This program is race and gender neutral and would give preference for City contracting opportunities to certified Tier I or Tier II Small and Emerging Businesses based on their size and capacity.

The City of Omaha is conducting certification training sessions for Tier I and Tier II Small and Emerging Small Businesses. The certification training will be at the U.S. Small

Business Administration Nebraska District Office, 10675 Bedford Avenue, Suite 100, Omaha. The building is behind fast food restaurants on the northeast corner of 108th and Maple.

Training is scheduled for 1 to 2:30 p.m. July 15 and 29, August 5 and 26, and Sept. 9 and 16.

These training sessions are free and the seating is limited. Registration is required.

To register for a training session, please call Maria Partida or Kathy Hendrix at 402-444-5055. To apply for the Tier I and Tier II Small and Emerging Small Business program, applications are found [online](#).



Clint Spearman (*center right*) and his wife, Natalie (*center left*), with NBDC Scottsbluff Director Ingrid Battershell (*far left*) and Lender Relations Specialist Deborah Wilson (*far right*).

SMALL BUSINESS WEEK

SCOTTSBLUFF TRUCKING FIRM NAMED 3RD CONGRESSIONAL DISTRICT BUSINESS WINNER

Clint Spearman struck out on his own eight years ago as a sole proprietor long-haul operator. Today, his Scottsbluff company boasts a fleet of six trucks and 17 trailers, 10 employees and two owner/operator rigs, and has been named the 3rd Congressional District's Small Business of the Year. He was nominated by Nebraska

Business Development Center Scottsbluff Director Ingrid Battershell.

Clint Spearman Trucking specializes in liquid feed, bulk and packaged sugar, and merchandise shipping for Scottsbluff-area outlets and to the central and western U.S., and boasts a side business, Valley Diesel, which also serves as in-house repair shop for the company's trucks and trailers.

One of Spearman's first jobs as an independent operator in 2003 was hauling fuel for a

local bulk distributor, using his profits to purchase additional trucks to grow his business.

The Ainsworth, Neb., native also looked for better accounting methods to track his cash flow. Thanks in part to guidance offered by the NBDC, Spearman uses a cutting-edge accounting software package which helps dispatch trucks, sends invoices, calculates the cost of moving freight and helps determine which customer loads are profitable.

Spearman successfully navigated the company's explosive growth to more than \$1.3 million in revenue in 2010.

SMALL BUSINESS WEEK

OGALLALA MICROLENDER AWARDED FINANCIAL SERVICES CHAMPION

West Central Nebraska Development District (WCNDD) Finance Specialist Dave Jibben was awarded the SBA's Nebraska Financial Services Champion of the Year for 2011 at a ceremony May 24 at the microlender's offices in Ogallala.

Jibben was nominated for the honor by Nebraska Business Development Center North Platte Director Jason Tuller. Financial services champions are judged on their efforts to encourage the flow of investment capital to small businesses and the amount and quality of assistance given small businesses to obtain financing.

Jibben is responsible for managing SBA Technical Assistance, Training and Loan Programs for prospective and existing small business loan clients. He oversaw an effort to expand the WCNDD's SBA Microloan program over the past five years adding \$600,000 available to small businesses, including \$200,000 from technical assistance grants from the SBA. In 2010, seven small businesses received microloan funding from WCNDD for \$165,610, creating 12 new jobs in the district's rural and sparsely populated 18-county area. That means for every \$13,800 or so in loan dollars, one new job was created.

Jibben has been a savvy lender: delinquency rates during his tenure have been below five percent during his time on the job. That impressive number in a time of economic challenges can be attributed to his personal



Dave Jibben (*center*) holds a letter of congratulations from U.S. Rep. Adrian Smith, as he is flanked by Barb Foster of the Nebraska District Office (*left*), and Jason Tuller, director, NBDC North Platte (*right*).

relationship with his clients, and spending three-quarters of his time on ongoing, quality business plan and financial advice and cash flow help to new and existing small businesses.

In addition to his work at WCNDD, Jibben also serves as vice-chair for Educational Service Unit #15 Board of Directors in Trenton, helping to provide support and resources to help teaching and learning in southwest Nebraska schools.

Don't miss this free workshop:
"Experts Discuss: Learn About the Government As Your Customer"
Winning Federal Contracts for Your Small Business
June 16
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](tel:402-221-7205) (402) 221-7205 or [Jan Allen](tel:402-221-7215) (402) 221-7215

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.

Networking at its Best!

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

June 10

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!

SMALL BUSINESS WEEK

OMAHA CONSTRUCTION FIRM HONORED AS STATE'S TOP FAMILY-OWNED BUSINESS

Emerging from a small family construction business to a major player in the construction field, Omaha's Ronco Construction has shown consistent growth in the face of a serious downturn in the industry, and a challenge by the passing of one of the original owners.

The company was recognized as the SBA's Nebraska Family Owned Small Business of the Year for 2011; the firm was nominated for the honor by Cliff Mosteller, Director, Nebraska Business Development Center Omaha.

Founded 35 years ago, Ronco Construction has completed more than 500 projects from manufacturing and distribution centers to multi-family residential buildings. The firm offers construction services from the latest in sustainable design to the cutting edge of technology for customers across the Midwest and other markets.

With 25 to 30 employees and annual revenues in eight figures, the small business can boast successful work on schools, office buildings, health care infrastructure, retail, industrial, government and commercial projects, such as the Blondo Street bridge over Little Papio Creek; even a water treatment plant. One current project for the company is a \$1.5 million addition to an 80-year old church in Papillion.

As the owners describe the company on its web site, "building is a partnership. Being a good partner is about more than just putting bricks



District Director Leon Milobar (*right*) honored Ira and Zakary Olsen during the Omaha Empowerment Breakfast May 13.

and steel together. It means collaborating with owners and architects to enhance every aspect of the project. It means bringing value to the process—making buildings that last longer, are more efficient to operate, and better serve the people who work inside."

When one of the original owners of the business died a few years ago, surviving family members and long time employees stepped up to continue the company's reputation of high-quality and on-time service.

The SBA Nebraska District Office names one outstanding family-owned small business for this distinction based on evidence of success as measured by sales and profits; increased employment opportunities for family members and non-family members in the business; demonstrated potential necessary for long-term business success and economic growth; and, voluntary efforts to strengthen family-owned businesses within the community.

WAYNE COUPLE'S COMPANY NAMED SMALL BUSINESS OF THE YEAR

(from SAND CREEK, page 1)

that make the company unique include hand-crafted windows, flower boxes, doors and cupolas, with individually paned glass and traditional designs. The workers at their 27,000-square foot factory in Wayne, and their facility in Cleveland, Ga., mill, cut and assemble the barn. Then they painstakingly disassemble the barn to ship to the customer.

Of course, it's not a new idea, Goeller said. "Many of the barns in Nebraska years ago were built from kits from Sears or Montgomery Wards. So we brought back an old business and we're reviving a niche. People don't have the time these days to do things like get tools and go find people with expertise to build a barn. So if you could have something shipped already pre-packaged, wouldn't that would work great?"

Like in days of yore, when they receive their shipment from the company, some of their customers depend on help of neighbors, relatives and, yes, even whole towns to gather

for an old-fashioned barn raising.

Keeping with its back-to-the-prairie environmentally-friendly business model, Sand Creek Post and Beam uses all-natural materials, with no chemical preparations. It all started when Dickinson convinced an ambivalent Goeller to sell their home in Lincoln and move to a property near Wisner her great grandparents had lived in. Eventually, after a lot of thought and research, the two began their timber framing business – and it was an immediate hit.

The company subsequently was approved Oct. 3, 2008, for a 7(a) loan for \$559,400 from BankFirst in Norfolk to purchase a plant to construct their barn kits.

Plans for the future include placing small production units around the country to cut down on shipping costs. "We would like to look at doing more international sales," Goeller added. "We sold one barn delivered to France, another to Alberta, even people from Australia are interested in obtaining our products."

THE GARRETT GROUP

THANKS TO HELP FROM THE SBA, THE BELLEVUE FIRM
NOW IS A GROWING PLAYER IN GOVERNMENT CONTRACTING

At the southern end of Bellevue's blighted Fort Crook corridor, one of the newest and hungriest technology contractors in the area has found a new home at the site of a notorious club once placed off limits by nearby Offutt Air Force Base.

The Garret Group, an information security, intelligence and security consulting firm founded four years ago by Tommy Garrett and his wife, Julie, was one of four companies which won in late February a nod from the Defense Intelligence Agency (DIA) to compete for a piece of a \$277 million dollar pie to be dished out over the next five years. As the agency issues smaller task orders within the contract for various missions, each of the four companies will compete to get the job.

That's a big jump from the \$4,000,000 or so in contracts the company had won through 2010. And the growth in opportunities meant that the company, which had been run out of a rental house in Bellevue, needed more room. So last summer Garrett purchased the former club and the surrounding five-acre recreation area.

After retiring following a 26-year Air Force career, Garrett worked as a manager for a large defense contractor. Having seen how things were done Garrett was convinced that he could do it better...and cheaper. Garrett sat down with his wife and convinced her to sink everything they had into his dream of his own firm; and they've never looked back.

But with three kids in school, "people told us, 'are you out of your minds?'" Garrett recalled with a smile.

He admits he had plenty of help. Long before he hung out his shingle, Garrett visited the SBA Nebraska District Office and attended local SCORE workshops in Omaha. Garrett got critical help from Kathleen Piper, the District Office's 8(a) Business Development Specialist, and Mary Graff of the Procurement Technical Assistance Center. But there was a problem; like a dog chasing cars and not knowing what to do when finally catching one, Garrett lacked cash flow flexibility to perform the work.

"We'd been approached by two larger companies that wanted to team with us to go after set asides, but we were too young, we didn't have the necessary infrastructure," Garrett said. "The worst thing that can

happen for a small business is to overreach/overextend and fall flat on your face...you will almost never recover."

Garrett had to stop pursuing another contract because of concerns about funding. "On this particular contract we had written a great technical proposal and recruited a highly talented workforce but we ultimately determined that we couldn't afford to win the contract." "When you are doing the work on a contract you can't bill the government for 30 days, and the government then has 30 days to pay after that. This particular contract called for 30 people right away with another 60 soon after that. Since we pay our people every two weeks we were going to have to meet at least four payrolls, along with taxes and benefits, before we ever received a single dollar from the contract. We simply couldn't afford to win the contract"

Then, in early 2010, Garrett sat in on a seminar, "Take the Mystery out of SBA Loans," offered by the district office's Business Development Specialists.

"I was almost doing backflips when I heard about all these programs," Garrett exclaimed. "I told my banker 'we had to do this!'" Garrett used the proceeds from a 7(a) loan approval in December for working capital, and was approved for a 504 loan for \$784,000 for re-financing the existing real estate debt on the club for a lower rate, and paying for the redevelopment of the building. Garrett also worked with Megan Lucas, the president of the Bellevue Chamber of Commerce, to help navigate the steps needed to obtain tax-increment financing from the city council for the purchase.

"Thank God for these SBA programs," Garrett said, waving a hand across a building in disarray with construction work, "otherwise none of this would have happened. It's all about cash flow. There were some deep dark days there, but we never doubted what we were doing."

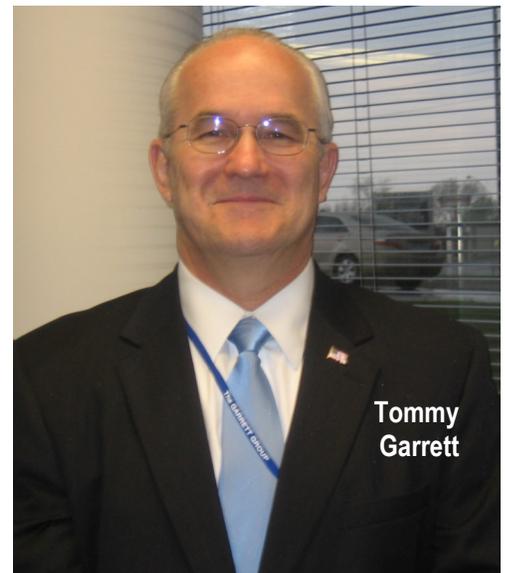
And Piper and Graff continue to work closely with Garrett. "The SBA and PTAC folks are always available," he added, "which is great, since I work seven days a week, and I'm often up until 3or 4 a.m."

In addition to the contract with DIA, The Garrett Group also has teamed with another large Bellevue contractor on a

contract at Offutt, and has contracts in Colorado Springs and Fort Belvoir, not far from Washington, D.C. Altogether, 70 people now work for the company in four states.

"We want to expand beyond the Defense Department to other federal agencies such as the Department of Homeland Security, the FBI, Customs and Border Patrol, and the Transportation Security Administration" Garrett added. "There's even a market for what we do in the private sector. Large companies, especially those with global business, have security and intelligence needs. We want to do it all, and we want to do it from here."

And for Garrett, it was important that his company remain in Nebraska. "We're not native Nebraskans but we love it here and now call Nebraska home. We lived in a lot of different places around the globe



**Tommy
Garrett**

during my 26-year active duty career in the Air Force but Nebraska was the first place that truly felt like home.

Part of the firm's founding philosophy was to be a responsible corporate citizen. "We want to give back to the communities where we work and live. Our goal is to give 10% of our profit every year back to our community. We do that that through local charities and by being active in the local high schools through support of the booster clubs and organizations such as DECA," Garrett said. "Last year we were really excited to be able to start an annual scholarship award program at five local high schools. We really want to make a difference."

Now with the firm's brick-and-mortar location literally a quick walk from Offutt, Garrett's goal is to continue working to be a community leader and a growing player in government contracting.

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

Approval Date	City	Loan amount	Lender Name	Created Employment	Delivery Method
5/2/2011	SOUTH SIOUX CITY	10000	WELLS FARGO BANK NATL ASSOC	0	SBA Express
5/2/2011	Scottsbluff	170000	FIRST STATE BANK	0	Other 7(a)
5/2/2011	Scottsbluff	62000	FIRST STATE BANK	0	Other 7(a)
5/3/2011	Plattsmouth	3925000	PLATTSMOUTH STATE BANK	0	Other 7(a)
5/6/2011	LINCOLN	150000	UNION BANK AND TRUST COMPANY	0	Other 7(a)
5/6/2011	LINCOLN	50000	UNION BANK AND TRUST COMPANY	0	SBA Express
5/6/2011	Papillion	520000	FIRST STATE BANK	4	Other 7(a)
5/6/2011	Beatrice	588000	PINNACLE BANK	23	SBA Express
5/10/2011	OMAHA	79500	BANK OF NEBRASKA	4	RLA
5/10/2011	OMAHA	10000	CENTRIS FCU	3	SBA Express
5/10/2011	OMAHA	148600	CENTRIS FCU	4	Patriot Express
5/11/2011	Alliance	2050000	LIVE OAK BANKING COMPANY	0	PLP
5/11/2011	OMAHA	150000	CENTRIS FCU	2	SBA Express
5/12/2011	SCOTTSBLUFF	200000	FIRST NATIONAL BANK	9	SBA Express
5/12/2011	OMAHA	230000	ENTERPRISE BANK NATL ASSOC	2	Patriot Express
5/12/2011	OMAHA	20000	ENTERPRISE BANK NATL ASSOC	2	Patriot Express
5/16/2011	COZAD	28000	FIRST NATIONAL BANK	1	SBA Express
5/16/2011	COZAD	100000	FIRST NATIONAL BANK	1	SBA Express
5/16/2011	Omaha	121700	AMERICAN NATIONAL BANK	8	PLP
5/17/2011	OMAHA	20500	CENTRIS FCU	3	SBA Express
5/17/2011	Gothenburg	80000	FIRST STATE BANK	2	SBA Express
5/17/2011	Omaha	26000	FIRST SAVINGS BANK	0	RLA
5/20/2011	OMAHA	423900	FIRST NATIONAL BANK OF OMAHA	0	PLP
5/24/2011	PAPILLION	165800	FIRST NATIONAL BANK OF OMAHA	7	Other 7(a)
5/25/2011	OMAHA	50000	MUTUAL OF OMAHA BANK	0	SBA Express
5/26/2011	Omaha	41400	AMERICAN NATIONAL BANK	0	PLP
5/27/2011	OMAHA	220000	GREAT WESTERN BANK	1	PLP
5/27/2011	OMAHA	75000	GREAT WESTERN BANK	1	SBA Express
5/27/2011	LINCOLN	355400	FIRST NATIONAL BANK OF OMAHA	20	Patriot Express

Over the past 18 months, small businesses in Nebraska have been approved for more than 880 SBA-backed loans for nearly a quarter of a billion dollars. As a direct result of these SBA loans, more than 3,300 new jobs are being created.