

UTAH DISTRICT NEWSLETTER

June 9, 2009

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Save the Date:

SBA/PTAC-SB Conference
Information on Recovery Act
6/11/2009 7:30 AM -12:30 PM
Salt Lake Community College
9750 South. 300 West
Sandy, UT
Contact-Byerly (801) 524-6831

Business Essentials: Making Flexible
Work Arrangements Work
in a New Economy
6/24/2009 3:30 PM - 5 PM
Salt Lake Chamber

175 East 400 South #600,
Salt Lake City, UT 84111

This Business Essentials seminar
hosted by the Women's Business
Center will feature Clark Merkley
speaking about Workplace Flexibility.
Contact- Heather (801) 328-5048

Women Owned Business Certification
July 22, 3:30-5 pm

Salt Lake Chamber, 175 East 400
South, Suite 600

Most Government Agencies, Educa-
tion Institutions and Prime Contractors
are requiring that WBEs (Women
Business Enterprises) be certified to
qualify for contracting opportunities.
There are a lot of questions surround-
ing the topic of getting certified as a
woman owned business in Utah.
Contact-Heather (801) 328-5048

Helping small businesses
start, grow and succeed.



Your Small Business Resource

SBA Launches New 100-Percent Guarantee ARC Loan Program to Help Struggling Businesses

WASHINGTON – Small busi-
nesses suffering financial hard-
ship as a result of the slow
economy may be eligible to
receive temporary relief to keep
their doors open and get their
cash flow back on track through
to a new loan program an-
nounced today by SBA Adminis-
trator Karen G. Mills.

Beginning on June 15, SBA will
start guaranteeing America's
Recovery Capital (ARC) loans.
ARC loans are deferred-
payment loans of up to
\$35,000 available to estab-
lished, viable, for-profit small
businesses that need short-
term help to make their princi-
pal and interest payments on
existing qualifying debt. ARC
loans are interest-free to the
borrower, 100 percent guaran-
teed by the SBA, and have no
SBA fees associated with them.

"These ARC loans can provide
the critical capital and support
many small businesses need to
make it through these tough
economic times," said Adminis-
trator Mills. "Together with
other provisions of the Recovery
Act, ARC loans will free up capi-
tal and put more money in the
hands of small business owners
when they need it the most.
This will help viable small busi-
nesses continue to grow and
thrive and create new jobs in
communities across the coun-
try."

As part of the Recovery Act, the
ARC program was created as a
no-interest, deferred payment
loan to help small businesses
that have a history of good per-
formance, but as a result of the
tough economy, are struggling
to make debt payments.

ARC loans will be disbursed
within a period of up to six
months and will provide funds
to be used for payments of prin-
cipal and interest for existing,
qualifying small business debt
including mortgages, term and
revolving lines of credit, capital
leases, credit card obligations
and notes payable to vendors,
suppliers and utilities.

Repayment will not begin until
12 months after the final dis-
bursement. Borrowers don't
have to pay interest on ARC
loans. After the 12-moth deferral
period, borrowers will pay
back the loan principal over a
period of five years.

ARC loans will be made by com-
mercial lenders, not SBA di-
rectly. For more information on
ARC loans, visit www.sba.gov

EMPLOYEE SPOTLIGHT BRENDA KETCHERSID

Brenda has worked for the Utah
District Office of the U.S. Small
Business Administration approxi-
mately 21 years. She started as
a temporary employee in the
Administration Division, moved
on to the Portfolio Management
Division and is currently back in
the Administration Division as a
Program Support Assistant to
the Administrative Officer. For
21 years, Brenda has been a
dependable, loyal employee to
the Utah District Office.

She is the first face that you see
when you enter the office and
she is always willing to help all
clients - directing them to the
best resources.

As a single mother, Brenda has
sacrificed her own needs for the
needs of her two children, Tyler
and Lisa. Now that Tyler and
Lisa are all grown up, she has
her precious granddaughter,
Dakota, to keep her busy.



ARC Loan Frequently Asked Questions

What is an ARC Loan?

- The America's Recovery Capital, or ARC loan program is designed to give viable small businesses suffering immediate financial hardship some temporary financial relief so they can keep their doors open and get their cash flow back on track.
- The ARC loan program is a new, temporary program authorized by the Recovery Act.
- An ARC loan is a deferred-payment loan of up to \$35,000 and is available to viable, for-profit small businesses located in the United States that need short-term help to make their principal and interest payments on existing, qualifying debt.
- ARC loans are interest-free to the borrower, 100 percent guaranteed by SBA, and have no SBA fees associated with them.
- Approved ARC loans will disburse funds to be used for payments of principal and interest for up to six months on existing, qualifying small business loans, up to a maximum of \$35,000.
- The disbursement period of up to six months is followed by 12 months with no repayment of the ARC loan principal. After the 12-month deferral period, the borrower pays back only the ARC loan principal over a period of five years.

How is "viable" defined and who defines it?

- A viable small business is one that has been profitable in the past, but is just beginning to struggle with making loan payments, and can reasonably project that it can get back on track with the infusion of ARC loan funds and the benefit of deferred payments.

What loans/debts are "qualifying" and eligible to benefit from ARC? Can the proceeds be used to make payments on another SBA-guaranteed loan?

- Small business loans/debts qualifying and eligible for assistance with ARC loans include the following:
 - Secured & unsecured conventional loans (mortgages, term and revolving lines of credit);
 - Capital leases
 - Notes payable to vendors/suppliers/utilities
 - Development Company Loan Program (504) first mortgage loans
 - Credit card obligations owed by the businesses
 - Loans made with an SBA guaranty after Feb. 17, 2009

Can ARC Loans be used to pay a line of credit or a credit card debt?

- ARC loans can be used to pay a line of credit card obligations, and the debt is a business loan that meets 7(a) standards. Documentation requirements for assistance with credit card debt are stringent (contact your lender for details).

How do I obtain an ARC loan?

- ARC loans are made by commercial lenders (not SBA).
- Existing SBA lenders are eligible to make ARC loans.
- Non-SBA lenders can become an ARC lender.
- SBA district offices can assist lenders become approved SBA lenders.

Where can I get more information or speak with someone at SBA about ARC loans?

- For more about ARC loans go to: www.sba.gov/recovery

Is my business right for an ARC loan?

- The ARC loan program is intended to give existing, viable small businesses that are suffering immediate financial hardship some temporary financial relief so they can keep their doors open and get their cash flow back on track, retain existing jobs, and ultimately create new jobs.
- Examples of financial hardships include declining sales or revenues or difficulties in paying the operating expenses of the business.
- ARC loans are not designed for new small businesses and cannot be used to make payments on an existing loan that was guaranteed by SBA before Feb. 17, 2009, when the Recovery Act was signed into law.

I've been making my business loan payments on time, am I still eligible for an ARC loan? Can I use an ARC loan to establish a line of credit?

- Subject to eligibility and your lender's credit criteria, you may be eligible for an ARC loan to pay principal and interest on your existing small business loan(s), freeing up your income to pay other operating expenses. For more information, please speak with your lender.
- ARC loans are for the specific purpose described and are not a general line of credit for a business.

When will ARC loans be available?

- SBA expects ARC loans will be available beginning on June 15.

How long do I have to obtain an ARC loan?

- ARC loans are available through SBA-approved lenders as long as funding is available or through Sept. 30, 2010, whichever comes first.

For more information on the ARC loans program and eligibility requirements go to www.recovery.gov or www.sba.gov/recovery.



Top entrepreneurs from around the country came together to be recognized for their accomplishments during the National Small Business Week celebration, May 17-23, 2009, in Washington,



National Home-Based Business Champions
Barbara McGann, Jenny Cox, Nancy Reading
and Kris Simeona



President, Barack Obama
And SBA Administrator, Karen Mills



Utah Small Business Person of the Year
Jan Lee Miller
and
National Award Winner— First Mortgage Lender (Large)
ZIONS BANK
Lori Chillingworth

Thank you Lori Chillingworth for providing the photographs

www.sba.gov

SBA
U.S. Small Business Administration

Economic Recovery

- Loans to start or expand your small business
- Surety bonds for supply, service or construction firms
- Government contracting opportunities
- Training programs

Helping small business start, grow and succeed

All SBA programs and services are provided on a nondiscriminatory basis.



Stan Nakano, SBA's Utah District Director, Jan Miller, Lori Chillingworth, Kris Simeona, Jenny Cox, Barbara McGann and Nancy Reading

LENDER	May Loan Numbers	May Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	8	\$267,300	70	\$2,194,300
AMERICA WEST BANK	0	0	2	\$2,367,300
AMERICAN BANK OF COMMERCE D/B/A AMBANK	1	\$500,000	1	\$500,000
AMERICAN BANK OF THE NORTH	1	\$680,000	1	\$680,000
AMERICANWEST BANK	0	0	11	\$2,141,000
BANCO POPULAR NORTH AMERICA	0	0	8	\$2,795,100
BANK OF AMERICA, NATIONAL ASSOCIATION	2	\$640,000	2	\$640,000
BANK OF AMERICAN FORK	1	\$150,000	14	\$2,871,300
BANK OF THE WEST	0	0	1	\$335,000
BANK OF UTAH	0	0	14	\$3,246,900
BARNES BANKING COMPANY	0	0	1	\$500,000
BEACH BUSINESS BANK	0	0	1	\$975,000
BEEHIVE CU	1	\$15,000	24	\$848,000
BRIGHTON BANK	0	0	2	\$205,000
CACHE VALLEY BANK	0	0	2	\$2,367,300
CAPITAL COMMUNITY BANK	0	0	0	0
CAPITAL ONE BANK (USA), NATIONAL ASSOCIATION	0	0	0	0
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	0	0
CELTIC BANK CORPORATION	3	\$1,350,000	36	\$14,831,600
CENTENNIAL BANK	1	\$248,800	2	\$948,800
CENTRAL BANK	1	\$20,300	10	\$682,400
CIT SMALL BUSINESS LENDING CORPORATION	0	0	0	0
COMERICA BANK	0	0	0	0
COMMUNITY WEST BANK	0	0	1	\$375,000
COMPASS BANK	0	0	2	\$1,122,000
CONTINENTAL BANK	0	0	0	0
CYPRUS FCU	3	\$129,200	13	\$509,200
DESERET FIRST FCU	1	\$20,000	23	\$875,700
FIRST COMMUNITY BANK	0	0	0	0
FIRST UTAH BANK	1	\$40,000	6	\$470,000
FRONTIER BANK, FSB	3	\$360,000	10	\$1,225,000
GOLDENWEST FCU	2	\$70,000	21	\$684,400
GRAND VALLEY BANK	0	0	1	\$115,100
GRANITE FCU	0	0	5	\$170,000
HERITAGEWEST FCU	3	\$92,400	21	\$837,400
HORIZON UTAH FCU D/B/A HORIZON CU	1	\$25,000	10	\$300,000
INNOVATIVE BANK	0	0	0	0
IRWIN UNION BANK AND TRUST COMPANY	0	0	0	0
JORDAN FCU	4	\$168,700	25	\$900,800
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	1	\$25,000	6	\$190,700
KEYBANK NATIONAL ASSOCIATION	1	\$120,000	15	\$2,514,200
LEHMAN BROTHERS BANK, FSB	0	0	0	0
MOUNTAIN AMERICA FCU	22	\$695,500	363	\$14,970,600
MOUNTAIN WEST BANK	0	0	2	\$341,800
MOUNTAIN WEST SMALL BUSINESS FINANCE	10	\$6,151,000	83	\$37,527,000
NATIONAL CITY BANK	0	0	1	\$2,000,000
NEVADA COMMERCE BANK	0	0	2	\$3,272,000
PACIFIC CITY BANK		0	1	\$1,237,500
PNC BANK, NATIONAL ASSOCIATION	0	0	0	0
PRIME ALLIANCE BANK	0	0	0	0
SAEHAN BANK	0	0	0	0
SOUTHWEST COMMUNITY FCU	0	0	3	\$60,000
STATE BANK OF SOUTHERN UTAH	2	\$155,100	9	\$1,236,100
SUNFIRST BANK	1	\$200,000	1	\$200,000
SUPERIOR FINANCIAL GROUP, LLC	3	\$45,000	8	\$97,500
TEMECULA VALLEY BANK	0	0	1	\$610,000

LENDER	May Loan Numbers	May Total Dollars	YTD Loan Num- bers	YTD Dollars
THE FIRST NATIONAL BANK OF LAYTON	0	0	4	\$805,500
THE HUNTINGTON NATIONAL BANK	0	0	2	\$522,000
THE VILLAGE BANK	0	0	0	0
U.S. BANK NATIONAL ASSOCIATION	4	\$1,830,800	25	\$4,417,800
UNITED MIDWEST SAVINGS BANK	0	0	0	0
UNITED WESTERN BANK	0	0	0	0
UNIVERSITY FIRST FCU	2	\$125,000	7	\$745,000
UPS CAPITAL BUSINESS CREDIT	0	0	0	0
USU CHARTER FCU	0	0	1	\$40,000
UTAH CENTRAL CREDIT UNION	0	0	2	\$100,000
UTAH CERTIFIED DEVELOPMENT COMPANY	9	\$4,646,000	53	\$27,477,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	0	0
UTAH FIRST FCU	1	\$35,000	11	\$465,000
VECTRA BANK COLORADO, N.A.	0	0	3	\$175,000
WACHOVIA SBA LENDING, INC.	0	0	0	0
WASHINGTON MUTUAL BANK	0	0	0	0
WEBBANK	0	0	0	0
WELLS FARGO BANK, NATIONAL ASSOCIATION	2	\$2,100,000	29	\$10,053,900
ZIONS FIRST NATIONAL BANK	84	\$5,395,700	459	\$31,217,100
TOTALS	179	\$26,300,800	1429	\$184,622,000