

# UTAH DISTRICT NEWSLETTER

September 9, 2009

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### Save the Date:

**4th Annual Utah Procurement Symposium**  
*Learn how to sell to the government and the military;*  
*After 3 years in Salt Lake County the Symposium will be held in northern Utah for the first time:*  
Thursday, October 22, 2009  
7:30 a.m. to 3:30 p.m.  
Davis Conference Center  
1551 North 700 West, Layton, Utah  
Register online at: [www.business.utah.gov/PTAC](http://www.business.utah.gov/PTAC)

Utah Asian Chamber of Commerce and the Salt Lake Chamber's Women's Business Center is proud to co-sponsor **Blizworld**, a program for children in 5<sup>th</sup> and 6<sup>th</sup> grade to help motivate students to excel in school by teaching traditional subjects in a real world context  
Saturday, Sept 26, 2009 &  
Saturday, Oct 3, 2009  
1:30 pm-5:30 pm  
Salt Lake City Public Library  
210 E 400 S, Conference Room L-1  
Contact: Mika 801-915-6333  
Email: [utahasianchamber@gmail.com](mailto:utahasianchamber@gmail.com)

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



Your Small Business Resource

## SBA Launches New Online Training Course: 'How to Win Federal Contracts'

**WASHINGTON** – The U.S. Small Business Administration today launched a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals and veterans.

The training course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced last month by President Obama and being led by SBA and the Department of Commerce.

"Government contracts can play a key role in helping small businesses turn the corner in terms of expansion and job creation," SBA Administrator Karen G. Mills said. "But make no mistake, the benefits the government receives are equally as impressive – working with small businesses allows the federal government to work with some of the most innovative companies in Amer-

ica, often with direct contact with the CEO."

"The SBA online training course can help businesses access the federal purchasing system and position themselves to compete for the commercial opportunities offered by government contracting," Mills continued.

In announcing the government-wide initiative, President Obama reiterated his Administration's commitment to providing "our Nation's small businesses with maximum practicable opportunity to participate in federal government contracting." As part of the initiative, federal agency procurement officers are participating in more than 200 events over the next several weeks to help connect small businesses with contracting opportunities. Additionally, SBA and Commerce are expanding their outreach to contracting officials across the federal government to ensure they have the tools to meet their annual contracting goals and increase opportunities to small businesses,

including those owned by veterans, women and minorities, as well as those in designated HUBZones.

As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities. The new training portal is a free online training course designed to assist entrepreneurs during this period of economic recovery. This self-paced, instructional guide provides an overview of the federal procurement process.

The **Recovery Act Opportunities** course is available on SBA's Web site at [www.sba.gov](http://www.sba.gov) or directly at [www.sba.gov/fedcontractingtraining](http://www.sba.gov/fedcontractingtraining). The course is indexed by subject matter to allow ease of use, and it includes multiple direct links to additional contracting resources.

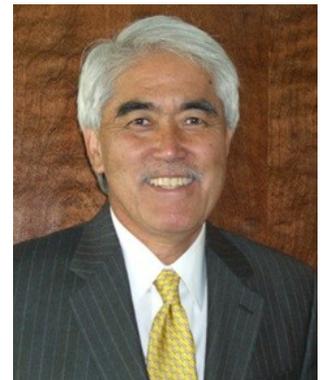
## EMPLOYEE SPOTLIGHT STAN NAKANO

Stan Nakano is the Utah District Director for the U.S. Small Business Administration. Nakano has ultimate responsibility for a district loan portfolio that is in excess of a billion dollars. In addition, Nakano oversees a variety of entrepreneurial development programs available to the public. In fiscal year 2008, the Utah District guaranteed 3075 loans for over \$420 million, ending the year with a record number of loans for the office.

Before becoming the District Director, Nakano served as the Chief of Portfolio Management for the Utah

District Office. Nakano has an education background in finance and managed the SBA department for a Utah bank before coming to the SBA. Nakano serves on many committees relating to economic development and works with city, county, state and Federal government officials to help small businesses affected by the recession.

Nakano is most proud of the great number of businesses the SBA has been able to assist including underserved businesses (owned by women, minorities, veterans and international trade) and encourages all Utah small businesses to seek out the SBA.



## SBA Administrator Mills Encourages Americans to plan for Disasters During National Preparedness Month

**WASHINGTON** –Citing current wildfires in Southern California and several storms impacting coastal regions, the U.S. Small Business Administration is encouraging Americans to be prepared. In a message posted today on YouTube, Administrator Karen G. Mills reminds the public about National Preparedness Month and the devastating effects of disaster, encouraging everyone to develop and implement disaster preparedness plans.

“There’s a tendency to think that a large-scale disaster is not going to happen ‘where I live,’” said SBA Administrator Karen G. Mills. “We should all realize that storms, floods, earthquakes, fires and man-made disasters can strike at any time and anywhere. Taking responsibility for your own post-disaster recovery is a good step toward protecting your family, your business and your community.”

The U.S. Small Business Administration is one of many federal, state, and local government and private sector coalition partners participating in this September’s National Preparedness Month.

The Administrator’s video can be found at [www.youtube.com/sba](http://www.youtube.com/sba).

To prepare for disasters, SBA offers the following tips:

**Develop a solid emergency response plan.** Find evacuation routes from the home or business and establish meeting places. Make sure everyone understands the plan beforehand. Keep emergency phone numbers handy. Business owners should designate a contact person to communicate with other employees, customers and vendors. Homeowners, renters and business owners should ask an out-of-state friend, colleague or family member to be a “post-disaster” point of contact, supporting the flow of information about short-term relocations, recovery, additional sources of assistance, etc.

**Make sure you have adequate insurance coverage.** Disaster preparedness begins with having adequate insurance coverage—at least enough to rebuild your home or business. Homeowners and business owners should review their policies to see what is or isn’t covered. Companies should consider business interruption insurance, which helps cover operating costs during the post-disaster shut-down period. Flood insurance is essential. To find out more about the National Flood Insurance Program, visit the Web site at [www.floodsmart.gov](http://www.floodsmart.gov).

**Copy important records.** It’s a good idea to back up vital records and information saved on computer hard drives, and store that information at a distant offsite location in fireproof safe deposit boxes. You should have copies/back ups of important documents ready to take with you if you have to evacuate

**Create a “Disaster Survival Kit.”** The kit should include a flashlight, a portable radio, extra batteries, first-aid supplies, non-perishable food, bottled water, a basic tool kit, plastic sheeting and garbage bags, cash, and a digital camera to take pictures of the property damage after the storm.

More preparedness tips for businesses, homeowners and renters are available on the SBA’s Web site at [www.sba.gov/disasterassistance](http://www.sba.gov/disasterassistance).

The Institute for Business and Home Safety ([www.disastersafety.org](http://www.disastersafety.org)) also has information on protecting your home or business. To learn more about developing an emergency plan, visit the DHS’s Ready Campaign Web site at [www.ready.gov](http://www.ready.gov) or call 1-800-BE-READY to receive free materials.

Following a disaster, the SBA makes low-interest loans to homeowners, renters and non-farm businesses of all sizes. Homeowners may borrow up to \$200,000 to repair or replace damaged real estate. Individuals may borrow up to \$40,000 to cover losses to personal property.

Non-farm businesses and non-profit organizations of any size may apply for up to \$2 million to repair or replace disaster damaged business assets and real property. Small businesses that suffered economic losses as a direct result of the declared disaster may apply for a working capital loan up to \$2 million, even if the property was not physically damaged.

To learn more about the SBA’s disaster assistance program, visit the Web site at [www.sba.gov/disasterassistance](http://www.sba.gov/disasterassistance).

## Small Business Week Nominations

It’s time to start thinking about your Small Business Week Nominations for 2010

Small Business Person of the Year

Small Business Exporter of the Year

Entrepreneurial Success Award

SBA Young Entrepreneur of the Year

Jeffrey Butland Family – Owned Business of the Year

Financial Services Champion of the Year

Home-Based Business Champion of the Year

Minority Small Business Champion of the Year

Small Business Journalist of the Year

Veteran Small Business Champion of the Year

Women in Business Champion of the Year

(The 2010 Nomination Guidelines will be available shortly – For more information, please contact:

[Georgia.yoshida@sba.gov](mailto:Georgia.yoshida@sba.gov))



Meet and Greet  
The Salt Lake Chamber of Commerce

**Administrator Karen G. Mills  
Visits Salt Lake City**

On Thursday, August 20, 2009, Administrator Mills was invited to Keynote the Celebration and Awards Presentation dinner at the National SCORE Convention held in Salt Lake City. Administrator Mills arranged her schedule to spend the whole day in Utah, so this gave the Utah District Office an opportunity to set up meetings and events with Administrator Mills and small business owners, lenders and partners.

The day started with a press conference for Administrator Mills held at Midtown Manor where Robert Adams recently purchased the care facility with the assistance of SBA and Wells Fargo Bank. Robert saved over \$53,000 in fees waived by the American Recovery and Reinvestment Act (Recovery Act). Other events included a Meet and Greet with partners and lenders held at the Salt Lake Chamber and a box lunch meeting with community leaders.



Administrator Mills talks with residents at  
Midtown Manor care facility



Administrator Karen G. Mills speaking at  
the National SCORE Conference



Press Conference  
Administrator Mills, Robert and Teresa  
Adams at Midtown Manor



Administrator Karen G. Mills  
Meets the Utah District Office

LENDER	August Loan Numbers	August Total Dollars	YTD Loan Numbers	YTD Dollars
1ST BANK	0	0	2	\$50,000
AMERICA FIRST FCU	4	\$145,000	90	\$2,830,100
AMERICA WEST BANK	0	0	2	\$2,367,300
AMERICAN BANK OF COMMERCE D/B/A AMBANK	1	\$276,000	2	\$776,000
AMERICAN BANK OF THE NORTH	0	0	1	\$680,000
AMERICANWEST BANK	2	\$2,030,000	19	\$4,571,000
BANCFIRST	0	0	1	\$175,000
BANCO POPULAR NORTH AMERICA	0	0	8	\$2,795,100
BANK OF AMERICAN FORK	3	\$540,000	18	\$3,491,300
BANK OF THE WEST	0	0	1	\$335,000
BANK OF UTAH	2	\$505,500	19	\$6,467,800
BARNES BANKING COMPANY	1	\$35,000	2	\$535,000
BEACH BUSINESS BANK	0	0	1	\$975,000
BEEHIVE CU	1	\$20,000	29	\$1,013,000
BRIGHTON BANK	2	\$272,000	5	\$587,000
CACHE VALLEY BANK	1	\$70,000	3	\$2,437,300
CELTIC BANK CORPORATION	4	\$2,081,000	44	\$18,903,600
CENTENNIAL BANK	0	0	5	\$2,899,600
CENTRAL BANK	1	\$97,300	14	\$979,900
COMMUNITY WEST BANK	1	\$1,215,000	2	\$1,590,000
COMPASS BANK	0	0	3	\$1,661,000
CYPRUS FCU	0	0	15	\$569,200
DESERET FIRST FCU	2	\$75,000	27	\$1,005,700
FIRST UTAH BANK	0	0	7	\$505,000
FIRST-CITIZENS BANK & TRUST COMPANY	0	0	1	\$610,000
FRONTIER BANK, FSB	0	0	11	\$1,355,000
GOLDENWEST FCU	1	\$30,000	30	\$1,069,400
GRAND VALLEY BANK	0	0	1	\$115,100
GRANITE FCU	0	0	9	\$305,000
HERITAGEWEST FCU	0	0	26	\$1,340,300
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	10	\$300,000
JORDAN FCU	3	\$105,000	34	\$1,150,800
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	3	\$525,000	13	\$1,618,700
KEYBANK NATIONAL ASSOCIATION	2	\$333,200	20	\$3,227,400
LEHMAN BROTHERS BANK, FSB	0	0	0	0
MAINSTREET LENDER 7(A), LLC	0	0	1	\$1,790,000
MOUNTAIN AMERICA FCU	19	\$1,922,700	419	\$20,176,600
MOUNTAIN WEST BANK	0	0	3	\$377,300
MOUNTAIN WEST SMALL BUSINESS FINANCE	11	\$6,062,000	121	\$57,240,000
NATIONAL CITY BANK	0	0	1	\$2,000,000
NEVADA COMMERCE BANK	2	\$1,559,300	4	\$4,831,300
NUMERICA CU	0	0	1	\$37,500
PACIFIC CITY BANK	0	0	1	\$1,237,500
SOUTHWEST COMMUNITY FCU	2	\$70,000	13	\$423,000
STATE BANK OF SOUTHERN UTAH	12	\$379,600	28	\$2,051,000
STEARNS BANK NATIONAL ASSOCIATION	0	0	1	\$120,000
SUNFIRST BANK	0	0	2	\$385,000
SUPERIOR FINANCIAL GROUP, LLC	3	\$30,000	20	\$240,000
PRIME ALLIANCE BANK	0	0	0	0
SAEHAN BANK	0	0	0	0
SOUTHWEST COMMUNITY FCU	1	\$25,000	3	\$60,000
STATE BANK OF SOUTHERN UTAH	2	\$388,300	7	\$1,081,000
SUNFIRST BANK	0	0	0	0
SUPERIOR FINANCIAL GROUP, LLC	0	0	5	\$52,500

LENDER	August Loan Numbers	August Total Dollars	YTD Loan Num- bers	YTD Dollars
THE FIRST NATIONAL BANK OF LAYTON	0	0	9	\$1,590,700
THE HUNTINGTON NATIONAL BANK	0	0	2	\$522,000
THE VILLAGE BANK	1	\$52,500	1	\$52,500
U.S. BANK NATIONAL ASSOCIATION	1	\$20,000	33	\$6,419,300
UNIVERSITY FIRST FCU	2	\$170,000	13	\$1,240,000
USU CHARTER FCU	0	0	1	\$40,000
UTAH CENTRAL CREDIT UNION	0	0	2	\$100,000
UTAH CERTIFIED DEVELOPMENT COMPANY	3	\$4,248,000	67	\$34,747,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	1	\$25,000
UTAH FIRST FCU	5	\$215,000	20	\$835,000
VECTRA BANK COLORADO, N.A.	44	\$3,001,500	73	\$4,723,100
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	\$425,300	35	\$11,154,200
ZIONS FIRST NATIONAL BANK	70	\$4,054,800	681	\$47,253,700
<b>TOTALS</b>	<b>210</b>	<b>\$30,565,700</b>	<b>2026</b>	<b>\$266,536,000</b>