

WYOMING LENDER ALERT

February—March 2012

U.S. Small Business Administration

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SOP 50 10 5(D) - Credit Alert Verification Reporting System (CAIVRS)

SOP 50 10 5(D), which became effective October 1, 2011, added the following procedure for delegated 7(a) lenders to follow:

"Delegated lenders are responsible for checking the CAIVRS to determine if any of the individuals of businesses identified in paragraph (4) immediately above has either a Delinquent Federal Debt or Prior Loss which would result in the Small Business Applicant being ineligible for SBA financial assistance.

(a) CAIVRS allows the lender to enter multiple tax id numbers (either SSN or EIN) to search for an outstand-

ing Delinquent Federal Debt or Prior Loss in connection with a loan application.

(b) Lenders may obtain instructions for accessing CAIVRS at:

http://www.hud.gov/office/s/hsg/sfh/sys/caivrs/caivrs_faq.cfm." (Subpart B, Chapter 2, Paragraph III.D.3.q)(5).)

The registration process has proven to be more difficult than originally anticipated and most lenders and PCLP-CDCs have been unable to successfully register through no fault of their own. Thus, SBA is ex-

tending the deadline for lenders and CDCs to register for and use CAIVRS for 7(a) and 504 loans processed under delegated authority until September 30, 2012. This will give SBA the necessary time to work with the Department of Housing and Urban Development (HUD) to facilitate the registration process for our delegated lenders and PCLP-CDCs.

Questions regarding this notice should be directed to Steve Parker, Lead Lender Relation Specialist, at 307-261-6506 or Stephen.Parker@sba.gov.

Guess Who Retired?

BOB AUFLICK RETIRES FROM U.S SMALL BUSINESS ADMINISTRATION AFTER 27 YEARS OF SERVICE

Bob Auflick, Deputy District Director, of the Wyoming District Office of the U.S. Small Business Administration (SBA) retired on February 29, 2012. His retirement marks a milestone of over 33 years of assisting small businesses in Wyoming. Bob spent five

years as a financial analyst and Vice President for the Wyoming Industrial Development Corporation before entering Federal Service with the SBA as a Loan Specialist. Bob provided outstanding assistance to small businesses during his career, resulting in more than two dozen performance awards and leading to his promotion to Deputy District Director in 2002.



Your Small Business Resource

Steve Despain, District Director noted that Wyoming small businesses are losing a great advocate with Bob's retirement. He has not only been a small business advocate over the years, but has also been a community leader. He has been active with the local Chamber of Commerce, A board member for the Education Foundation, Vice President of the Jaycees, a member of Leadership Casper, and is currently on the Board of Directors of the Casper Rotary Club. Bob has also been honored as the Natrona County Outstanding Federal Civil Servant of the Year during his SBA career. Bob has also spent many years coaching various youth sports in Wyoming.

Bob's favorite memories of his time with SBA includes being a volunteer for the Northridge Earthquake SBA disaster team, which processed

250,000 disaster applications, and working with the many dedicated Wyoming professionals whose sole purpose is to help small businesses in his home state. He takes great pride in being a small part of helping small businesses grow in Wyoming.

Bob's business knowledge will be missed at the SBA. He is a Casper native graduating from Natrona County High School in 1972. He graduated from Casper College with an Associate's in Business Degree and graduated from Southwest Texas State University with a Bachelors of Business Administration Degree. Bob went on to take additional Masters' Program Courses through the University of Wyoming. He also attended over 50 training courses while employed by the SBA.

and

DAVE DENKE RETIRES FROM U.S SMALL BUSINESS ADMINISTRATION AFTER 23 YEARS OF SERVICE

Dave Denke, Lender Relations Specialist, retired from the Wyoming District Office of the U.S. Small Business Administration (SBA) on December 31, 2011. Dave has dedicated himself for 37 years working in various financial services businesses to assisting businesses resolve their financial issues; including, insurance needs, access to capital, and working through difficult financial and economic times.

Dave has been the Wyoming SBA contact and advocate for Veterans and Veteran Organizations in the state, as well as the contact for the SCORE program. SCORE is a volunteer organization of active and retired business owners who provide free business counseling to other entrepreneurs or would be entrepreneurs. Dave has been awarded numerous special act and performance awards during his 23 years of federal service at the SBA for his dedicated work in assisting small business.

Dave said that what he will miss most in retirement "is working with the lenders, the borrowers, the future entrepreneurs, and the veterans assisted over the years."

Virtual Business Conference for WY Women

April 10, 11, 12 FREE pre-conference Tele-Summit, "She Knows Money". Register: <http://bit.ly/vae050>.

Webinars presented April 17 thru April 26 - \$45. Topics include SBIR/STTR grant opportunities; digital marketing; international trade; microloans; intellectual property; government contracting and more. Register: http://www.Regonline.com/wyo_she or call (307) 382-0947.

Social Media

Connect with the U.S. Small Business Administration on Facebook, Twitter and Youtube.



Dave is a graduate of South Dakota State University in Brookings South, Dakota. He has been active in state and local organizations and projects; including, national SBA projects, Leadership Casper, a member for the

Natrona County Nutrition & Child Development Board since 2001, and a member of the a state of Wyoming Rural Development Council Community assessment team.

Wyoming Small Business Week 2012 Winners Announced

The small business awards are a highlight of SBA's National Small Business Week celebration, May 20th through May 22nd. National Small Business Week honors the contributions of the nation's small business owners. The winners are selected on their staying power, growth in number of employees, increase in sales, financial condition, innovation, response to adversity, community service and assistance to small business. Involvement with SBA is not necessary, although many of the winners have received some type of assistance from the SBA or those partnering with it.

Wyoming's small business supporters host special events to honor and present awards to entrepreneurs and small business champions.

Wyoming's winners for 2012 are:

- ◆ Wyoming Small Business Person of the Year, Lee and Tammy Swenson, Rapid Wire LLC;
- ◆ Small Business Exporter of the Year, Seaton Smith, Gluten Free Oats, LLC, Powell;
- ◆ Jeffrey Butland Family-Owned Business of the Year, Louise Carter-King, President and Casey Painter, Manager, Powder River Office Supply, Inc., Gillette;
- ◆ Financial Services Champion of the Year and Region VIII winner, Bill Kleven, Market Chairman, Pinedale and Rock Springs Rocky Mountain Bank, Pinedale;
- ◆ Minority Small Business Champion of the Year, Scott J. Ratliff,

Senator Enzi's Office, Riverton;

- ◆ Women in Business Champion of the Year, Amy Gruwell FNPC and Paula Coats RN-BC, Platte River Family Practice, LLC, Casper;
- ◆ Small Business Champion of the Year, Pamela (Pam) Thayer, Executive Director, Rawlins Downtown Development Authority/Main Street, Rawlins;

Please congratulate these outstanding entrepreneurs and small businesses, as they are key to small business and the backbone of our nation.



307 261-6505

Calendar

Apr 3	Women's Roundtable Newcastle;	Apr 12	Hiring and Retaining Staff, Cheyenne;	Apr 24	Business Roundtable Worland;
Apr 4	Women's Roundtable Casper;	Apr 12	Business Roundtable Buffalo;	Apr 25	Something for Everyone, NABE, Fort Washakie.
Apr 5	Business Roundtable Laramie/Jackson;	Apr 18	Business Roundtable Rawlins/Wheatland;		
Apr 5	Construction Management, Laramie;	Apr 19	Business Roundtable, Torrington;		