



UTAH 2014 ANNUAL REPORT

Director's Message Stan Nakano, District Director

The Utah District Office of the U.S. Small Business Administration is pleased to make available this 2014 edition of our Annual Report. During 2014, we witnessed the nomination and confirmation of our new Administrator, Maria Contreras-Sweet. An experienced business woman and banker, she brings a sense of urgency to refocus SBA towards being Smart, Bold and Accessible in all we do with stakeholders and clients. We look forward to leveraging our resources in new and exciting ways under her leadership.

SBA recognizes access to capital is a major barrier for many small businesses wanting to start, grow or expand their companies. By utilizing SBA loan programs and products, many Utah small businesses have been able to obtain the necessary capital to either launch or sustain their businesses. In Fiscal Year 2014, the Utah District saw an increase in SBA guaranteed loans to \$481 million, our largest ever one-year total. We congratulate our participating lenders and Resource Partners for their significant contributions to this record total.

Both Utah and SBA want to capitalize on innovation to meet the needs of today's and tomorrow's small businesses. Utah continues to lead the nation in public (U of U) and private (BYU) conversion of research dollars into new patents, licenses and business start-ups. SBA's SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) programs support companies seeking to leverage federal government funding to develop products and services the government seeks to purchase.

SBA and Utah both strive to increase international business through exporting. Through a grant, SBA offers Utah small businesses the opportunity to increase their international exposure and to develop trade relationships that contribute to exporting opportunities. A total of 3,475 companies exported from Utah locations in 2012 (latest data). Of those, 2,989 (86 percent) were small and medium sized enterprises with fewer than 500 employees, accounting for over \$3.1 billion in 2012 Utah exports. During fiscal 2012-13, Utah SBA supported small business exporting through \$3.5 million in export loan guarantees.

SBA and the State of Utah continue to support, and advocate for, the needs of the small business community. We are both focused on encouraging and enabling small companies to grow and diversify in ways that benefit our local communities and the nation as a whole. Together, SBA and Utah travel down the road of supporting the success of small business, and together we can see the light of progress illuminate the positive results the small business community continues to enjoy.

SMALL BUSINESS AWARD WINNERS

Small Business Person of the Year
Sandeep Sharma, Global Consulting International

**Small Business Development Center
Service Excellence and Innovation Center Award**
Andrew Willis, Kaysville SBDC

Small Business Exporter of the Year
Robert James, Hycomp

**8(a) Minority Small Business
Person of the Year**
Jan Quan-Esplin, Centeva

Utah District Volunteer Award
Ron Baron, SCORE

**Utah District Federal Agency Support for
Government Contracts Award**
Shelley Schrader, Utah Air National Guard

Utah District International Trade Award
Lew Cramer, Coldwell Banker Commercial

Utah District Women-Owned Business Award
Stephanie Loud, Mountain West Precast

**Utah District Entrepreneurial Spirit
Manufacturing Award**
David Staheli, Staheli West Inc.

Utah District Veteran Advocate Award
HAFB Airmen & Family Readiness Center

Utah District Media Advocate Award
John Rogers, The Enterprise

**Utah District Award for Top SBA Lender for 7(a),
504, & Veteran's Loans**
Scott Anderson, President & CEO
Zions First National Bank

**Utah District Award for Top Credit Union
SBA Lender in the Nation**
Sterling W. Nielsen, President & CEO
Mountain America Credit Union

Loan Approvals

AmBank	14	\$13,574,000.00	JPMorgan Chase Bank NA	72	\$21,752,500.00
America First FCU	19	\$717,000.00	Keybank NA	23	\$4,330,500.00
American United Family of CUs	1	\$600,000.00	Liberty Bank, Inc	1	\$170,000.00
Americanwest Bank	6	\$1,778,000.00	Live Oak Banking Company	5	\$4,475,000.00
Bancfirst	1	\$208,000.00	Meadows Bank	10	\$16,233,900.00
Bank of American Fork	17	\$9,173,100.00	Mountain America FCU	117	\$19,583,200.00
Bank of the West	6	\$2,249,800.00	Mountain West Small Busi. Fin.	151	\$114,915,000.00
Bank of Utah	1	\$25,000.00	Noah Bank	1	\$1,490,000.00
Brighton Bank	5	\$895,200.00	Proficio Bank	14	\$22,571,800.00
Cache Valley Bank	23	\$1,708,400.00	Rock Canyon Bank	20	\$18,084,500.00
Capital Community Bank	1	\$1,230,200.00	Royal Business Bank	1	\$1,612,500.00
Celtic Bank Corporation	63	\$42,791,900.00	Seacoast Commerce Bank	6	\$3,120,500.00
Central Bank	31	\$4,522,900.00	Security Service FCU	1	\$373,500.00
Community Advantage (MWSBF)	9	\$1,317,600.00	Spirit of Texas Bank, SSB	3	\$199,000.00
Community Economic Dev. Co.	1	\$302,000.00	State Bank of Southern Utah	37	\$3,305,900.00
Cornerstone Bank	2	\$2,792,000.00	The Bancorp Bank	1	\$543,600.00
Cyprus FCU	2	\$57,500.00	Titan Bank NA	1	\$383,000.00
Deseret First FCU	4	\$220,800.00	Town & Country Bank	11	\$8,656,500.00
First Colorado National Bank	1	\$1,378,000.00	U.S. Bank NA	73	\$25,399,200.00
First National Bank of Layton	2	\$115,500.00	United Midwest Savings Bank	1	\$1,994,900.00
First Utah Bank	29	\$20,112,600.00	University First FCU	29	\$1,974,800.00
Glacier Bank	6	\$1,257,600.00	Utah Certified Dev. Co.	51	\$23,093,000.00
Golden Pacific Bank NA	1	\$25,000.00	Utah First FCU	3	\$496,500.00
Goldenwest FCU	6	\$993,600.00	Wasatch Peaks FCU	8	\$388,600.00
Grand Valley Bank	3	\$475,000.00	Washington Trust Bank	1	\$150,000.00
Grow America Fund Inc.	1	\$165,000.00	Wells Fargo Bank NA	79	\$35,240,500.00
Holladay Bank & Trust	2	\$278,200.00	Zions First National Bank	265	\$39,902,700.00
Jordan FCU	10	\$716,300.00	Grand Total	1,252	\$480,121,300.00

Loans By County

County	No.	Amount
Beaver	1	\$5,000.00
Box Elder	23	\$8,652,300.00
Cache	61	\$14,978,000.00
Carbon	9	\$6,024,700.00
Daggett	3	\$55,000.00
Davis	93	\$27,642,700.00
Duchesne	16	\$6,202,800.00
Emery	2	\$3,657,000.00
Garfield	1	\$260,000.00
Grand	12	\$8,023,500.00
Iron	32	\$8,037,800.00
Juab	2	\$675,500.00
Kane	7	\$2,083,300.00
Millard	2	\$863,000.00
Morgan	3	\$485,400.00
Piute	1	\$15,000.00
Rich	2	\$64,000.00
Salt Lake	495	\$210,804,600.00
San Juan	4	\$1,867,000.00
Sanpete	12	\$980,100.00
Sevier	18	\$3,973,300.00
Summit	34	\$14,573,100.00
Tooele	14	\$6,854,900.00
Uintah	28	\$14,673,500.00
Utah	203	\$75,910,000.00
Wasatch	11	\$664,000.00
Washington	74	\$33,067,100.00
Wayne	1	\$30,000.00
Weber	88	\$28,998,700.00
Grand Total	1,252	\$480,121,300.00

SBA's Impact On Utah's Economy

Loan Approvals	2013	2014
Community Advantage	5	9
CLP	3	2
EWCP	0	2
Export Express	14	11
International Trade	0	1
Patriot Express	19	2
PLP	269	226
SBA Express	561	516
Small Loan Advantage	151	229
Other	67	51
504	207	203
Total Loans	2013	2014
Number	1,297	1,252
Amount	\$407.8M	\$480.1M
Minority	128	263
Women	193	325
Veterans	61	45
8(a) Contracts	2013	2014
Number	1,288	1,313
Amount	\$51.9M	\$136.1M
HUBZone		
Number	470	329
Amount	\$25.7M	\$50M
Total SBA-Utah Impact	2013	2014
7(a) Loans	\$368.4M	\$364.4M
504 Project Amount	\$272.9M	\$332.7M
8(a) Contracts	\$51.9M	\$136.1M
HUBZone	\$25.7M	\$50M
Total	\$718.9M	\$883.2M



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