



# 2017 UTAH ANNUAL REPORT

## Director's Message Marla Trollan, District Director

The Utah District Office of the U.S. Small Business Administration is pleased to make available this Fiscal Year 2017 edition of our Annual Report. During FY 2017, we witnessed the nomination and confirmation of our new Administrator, Linda McMahon, an experienced business woman who feels that SBA is "one of the best-kept secrets in the country." Her highest priority is to promote our many resources and services. We look forward to optimizing our resources in new and exciting ways under her leadership.

Thousands of Utah small businesses have been able to obtain the necessary capital to either launch or sustain their growth by using SBA loan programs and products. In FY 2017, the Utah District increased SBA guaranteed loans to \$597 million, our largest ever one-year total. We congratulate our participating lenders and resource partners for their significant contributions to this record total.

Part of SBA's mission is to aid, counsel, assist, and protect the interests of small business concerns. In direct support of that mission, the SBA Utah District Office remains focused on its priorities of providing excellent customer service, enhancing and establishing strong community partnerships, growing small businesses and creating jobs in the state of Utah.

All of this success would not be possible without the contributions of SBA's resource partners, participating lenders, and cooperative efforts with the state of Utah. Together, we are focused on encouraging and enabling small companies to start, grow, and succeed. The SBA Utah District Office looks forward to continuing our efforts to sustain and support Utah's small business community in FY 2018.

### Small Business Award Winners

Small Business Person of the Year  
Joshua & Sefanie Bevans, Design to Print, Inc.

Small Business Exporter of the Year  
Bret Rasmussen, KURU Footwear

Federal Procurement/Prime Contractor  
Tamara Tran, Rylex Consulting LLC

Contracting Office of the Year  
Alfred Keetch, Mission & Installation Contracting Command  
Dugway Proving Ground

Rural Small Business Award  
Duke & Jessica Alvey, Red Desert Inc.

Women-Owned Business Award  
Jessica Taylor, Legacy Tree Genealogists

Veteran-Owned Business Award  
Leo Henderson, Absolute Janitorial Services

## Loan Approvals

Altra Federal Credit Union	1	\$303,600	KeyBank NA	28	\$21,762,000
Ambank	21	\$15,886,100	Live Oak Banking Company	8	\$15,200,000
America First Federal CU	14	\$2,008,800	Meadows Bank	11	\$8,492,700
Bank of America, NA	1	\$625,000	Mountain America Federal CU	84	\$17,721,600
Bank of American Fork	30	\$5,557,400	Mountain West Small Bus. Fin.	169	\$117,908,000
Bank of the West	24	\$16,435,000	Newtek Small Business Fin. Inc.	3	\$1,925,000
Banner Bank	33	\$8,995,400	Pacific Premier Bank	1	\$4,346,000
Brighton Bank	5	\$717,500	Pacific Western Bank	4	\$11,296,000
Byline Bank	2	\$1,150,000	Radius Bank	3	\$1,533,400
Cache Valley Bank	18	\$1,751,900	Region IV Development Corp.	1	\$2,886,000
Celtic Bank Corporation	39	\$16,567,100	Rock Canyon Bank	51	\$52,598,700
Central Bank	41	\$13,498,200	Spirit of Texas Bank, SSB	4	\$1,022,200
Community Advantage Loans	5	\$943,000	State Bank of Southern Utah	48	\$7,145,200
East West Bank	1	\$350,000	Stearns Bank National Assoc.	15	\$6,516,100
Evolve Bank & Trust	1	\$1,345,000	T Bank, NA	5	\$16,169,000
FinWise Bank	3	\$705,000	The First National Bank of Layton	8	\$2,085,600
First Bank	1	\$2,963,600	Town & Country Bank	36	\$27,772,400
First Bank Financial Centre	3	\$4,697,500	U.S. Bank NA	83	\$19,864,300
First Financial Bank	1	\$375,000	United Community Bank	1	\$910,000
First Home Bank	11	\$2,180,000	United Midwest Savings Bank	6	\$4,122,500
First Savings Bank	1	\$775,000	University First Federal CU	23	\$2,037,500
First Utah Bank	26	\$19,877,100	US Metro Bank	2	\$1,465,000
Five Star Bank	3	\$575,000	Utah Certified Development Co.	44	\$35,948,000
GBC International Bank	1	\$1,000,000	Utah First Federal CU	2	\$3,780,000
Glacier Bank	3	\$1,039,500	Vision One Credit Union	1	\$328,000
Grand Valley Bank	5	\$813,900	Wasatch Peaks Federal CU	6	\$1,092,000
Grow America Fund, Inc	2	\$1,053,000	Wells Fargo Bank, NA	92	\$36,255,100
Independence Bank	5	\$550,000	West Town Bank & Trust	1	\$275,000
Jordan Federal Credit Union	6	\$1,989,800	Zions Bank	187	\$30,745,300
JPMorgan Chase Bank NA	54	\$19,024,300	Grand Total	1,288	\$596,955,300

## Loans By County

Beaver	1	\$1,365,000
Box Elder	22	\$10,405,900
Cache	50	\$30,497,300
Carbon	4	\$567,200
Daggett	1	\$807,000
Davis	119	\$45,694,200
Duchesne	6	\$822,500
Emery	3	\$442,000
Garfield	4	\$5,766,000
Grand	12	\$6,546,900
Iron	31	\$9,252,300
Juab	2	\$2,132,500
Kane	5	\$1,321,000
Millard	5	\$889,500
Morgan	2	\$469,700
Piute	0	\$0
Rich	4	\$677,000
Salt Lake	474	\$225,466,600
San Juan	0	\$0
Sanpete	9	\$783,700
Sevier	11	\$1,168,400
Summit	30	\$10,209,600
Tooele	17	\$1,680,100
Uintah	19	\$4,627,200
Utah	273	\$138,667,900
Wasatch	17	\$14,927,500
Washington	87	\$34,991,700
Wayne	5	\$2,773,200
Weber	75	\$44,003,400
Grand Total	1288	\$596,955,300

## SBA's Impact On Utah's Economy

Loan Approvals	2016	2017
Community Advantage	8	4
Export Express	2	1
Export Working Capital	0	1
International Trade	3	4
CLP	0	5
PLP	342	491
SBA Express	506	466
7(a) Small Loans	181	42
Other	66	60
504	206	214
<b>Total Loans</b>	<b>2016</b>	<b>2017</b>
Number	1,314	1,288
Amount	\$579.5M	\$597M
<b>Minority</b>	136	128
Amount	\$70.8M	\$59.2M
<b>Women</b>	181	171
Amount	\$55.6M	\$57.5M
<b>Veterans</b>	54	44
Amount	\$26.5M	\$21.9M
<b>8(a) Contracts</b>	<b>2016</b>	<b>2017</b>
Number	859	1,152
Amount	\$148.3M	\$220.5M
<b>HUBZone</b>		
Number	201	217
Amount	\$35.1M	\$20.5M
<b>Total SBA-Utah Impact</b>	<b>2016</b>	<b>2017</b>
7(a) Loans	\$440.9M	\$443.1M
504 Project Amount	\$343.6M	\$370.7M
8(a) Contracts	\$148.3M	\$220.5M
HUBZone	\$35.1M	\$20.5M
<b>Total</b>	<b>\$967.9M</b>	<b>\$1,054.8M</b>

