



**UTAH
2013
ANNUAL
REPORT**

Director's Message

SBA's core services for small business are designed to help you reach the next level of business success...whether you are just starting out, or have been in business for some time.

Historically, our goal as a Federal Agency has been to focus on programs and service that have a major impact on small business success, such as improving access to credit, counseling on a variety of business topics and improving access to government contracting opportunities. However, the changing economic landscape of the last few years and other factors have brought to light the need for SBA to identify new initiatives designed to expand the potential for success among those who may elect to pursue an entrepreneurial path.

SBA is collaborating with our Resource Partners, several colleges and universities around the country, and the military branches themselves, to offer the *Boots to Business* initiative to veterans leaving military service. Attendees receive intensive, focused instruction on many aspects of entrepreneurship in preparation for starting their own businesses. SBA is also partnering with AARP to promote the *Encore Entrepreneur* initiative designed to inform and assist seniors who have an interest in potentially starting or owning a business.

On the lending side, SBA has expanded access to capital through the addition of the Community Advantage loan guarantee program. The program was created to enable some non-traditional lenders to participate in SBA's loan program, including Certified Development Companies, Micro-Lenders and Community Development Finance Institutions. The end result should be more lenders making more loans to small businesses throughout Utah and the country.

Women small business owners now have increased access to federal government contracting opportunities after SBA eliminated the cap on contract size for over 80 types of products and services during 2013. Additionally, SBA.gov has added more online resources designed to help interested small companies better navigate the federal procurement process.

SMALL BUSINESS AWARD WINNERS

Small Business Person of the Year

Roland J. Christensen

Applied Composite Technology Aerospace

Nominated by: Alan K. Christensen

Small Business Development Center

Service Excellence and Innovation Center Award

Jason Yerka

Logan SBDC

Nominated by: Sherm Wilkinson

Small Business Exporter of the Year

Stephan Drake

DPS Skis

Nominated by: Scott Anderson

8(a) Minority Small Business

Person of the Year

Sandeep Sharma

Global Consulting International

Nominated by: Nancy Byerly

District Director Volunteer Award

Ron J. Tucker

SCORE

Nominated by: Stan Nakano

Loan Approvals

Ambank	12	\$11,572,300	Mountain America FCU	91	\$24,772,900
America First FCU	34	\$1,390,000	Mountain West Small Bus. Fin.	157	\$84,049,500
American United Family of CUs	2	\$4,465,700	National Bank of Arizona	1	\$1,896,000
Americanwest Bank	8	\$2,948,000	Pacific Enterprise Bank	1	\$2,025,000
Bancfirst	1	\$450,000	Pacific Premier Bank	1	\$403,000
Bank of American Fork	20	\$6,590,200	Prime Alliance Bank	1	\$2,480,000
Bank of the West	3	\$2,283,800	Proficio Bank	9	\$9,232,500
Brighton Bank	8	\$1,375,000	Rock Canyon Bank	10	\$19,464,300
Cache Valley Bank	8	\$900,500	Safe CU	1	\$100,000
Celtic Bank Corp.	45	\$20,837,900	Seacoast Commerce Bank	11	\$7,668,800
Central Bank	32	\$3,953,900	Security Service FCU	3	\$2,410,000
Chartway FCU	5	\$2,083,600	Spirit of Texas Bank, SSB	2	\$202,000
Cyprus FCU	7	\$540,000	State Bank of Southern Utah	38	\$5,461,200
First National Bank of Layton	1	\$108,800	Superior Financial Group, LLC	2	\$22,500
First Utah Bank	28	\$11,176,600	Titan Bank NA	1	\$1,580,000
Glacier Bank	1	\$305,300	Town & Country Bank	3	\$1,694,300
Goldenwest FCU	10	\$1,193,900	U.S. Bank NA	51	\$13,043,100
Grand Valley Bank	2	\$99,100	University First FCU	36	\$8,241,200
Holladay Bank & Trust	3	\$745,000	Utah Certified Dev. Co.	55	\$39,322,000
Jordan FCU	12	\$656,000	Utah First FCU	3	\$944,600
JP Morgan Chase Bank NA	84	\$23,314,100	Wasatch Peaks FCU	2	\$173,300
Keybank NA	20	\$1,450,300	Wells Fargo Bank NA	82	\$29,139,300
Liberty Bank, Inc.	3	\$490,000	West Town Savings Bank	1	\$350,000
Live Oak Banking Company	2	\$803,000	Zions First National Bank	372	\$45,392,000
Meadows Bank	12	\$7,971,700	Grand Total	1297	\$407,772,200

Loans By County

County	No.	Amount
Beaver	1	\$220,000
Box Elder	27	\$6,272,400
Cache	28	\$11436000
Carbon	3	\$692,800
Daggett	0	\$0
Davis	122	\$29,263,800
Duchesne	18	\$3,149,800
Emery	1	\$75,000
Garfield	3	\$210,000
Grand	5	\$343,300
Iron	17	\$3,161,600
Juab	0	\$0
Kane	5	\$162,000
Millard	4	\$9,788,000
Morgan	4	\$544,200
Piute	0	\$0
Rich	4	\$346,500
Salt Lake	540	\$198,809,300
San Juan	1	\$122,500
Sanpete	10	\$1,329,600
Sevier	33	\$5,863,400
Summit	25	\$9,284,700
Tooele	20	\$7,581,900
Uintah	27	\$6,585,000
Utah	229	\$67,272,900
Wasatch	18	\$2,385,400
Washington	72	\$14,656,200
Wayne	5	\$1,596,000
Weber	75	\$26,619,900
Total	1297	\$407,772,200

SBA's Impact On Utah's Economy

Loan Approvals	2012	2013
7(a) Loans		
SBA Express	671	561
7(a) - regular	395	424
Patriot Express	23	19
Community Advantage	0	5
Rural Lender Adv.	11	0
Export Express	17	14
Other	0	67
Total 7(a)	1,117	1,090
504 Loans	260	207
Total Loans	2012	2013
Number	1,377	1,297
Amount	\$361.1M	\$407.8M
Minority	125	128
Women	149	193
Veterans	64	61
8(a) Contracts	2012	2013
Number	1,374	1,288
Amount	\$146.1M	\$51.9M
HUBZone		
Number	723	470
Amount	\$103M	\$25.7M
Total SBA-Utah Impact	2012	2013
7(a) Loans	\$232M	\$368.4M
504 Project Amount	\$426.5M	\$272.9M
8(a) Contracts	\$146.1M	\$51.9M
HUBZone	\$103M	\$25.7M
Total	\$907.6M	\$718.9M

