

APRIL 2011

INFORMATION

On-Line Lender Toolkit

www.sba.gov/for-lenders

Des Moines District Office

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(515) 284-4572 (Fax)
www.sba.gov/ia

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Cedar Rapids Branch Office

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Cedar Rapids, IA 52402
(319) 362-6405
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Dennis Larkin
Branch Manager
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Standard 7(a) Loan Guaranty Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
Phone: (916) 735-1960
ext. 4368
Fax: (916) 735-1975
or
(916) 735-1680

OR

262 Black Gold Blvd.
Hazard, KY 41701
Phone: 606-436-0801
ext. 229
Fax: (606) 435-2400
E-mail:
loanprocessing@sba.gov

Fresno Servicing Center

Fresno, CA
1-800-347-0922
202-481-0483 Fax

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 Fax

504 & PLP Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

All SBA programs and services are provided on a nondiscriminatory basis.

Resources to Help Grow Small Businesses in Your Community

Dear Lender –

April marks the fourth year that SBA has offered its national E200 program in Des Moines. As one of the original 11 cities to first offer E200 when it first launched in 2008, the continued participation of Des Moines as Iowa's only host city is an important one. This free program is designed for small businesses that have been in business for three years or more and are ready to grow to the next level.

Over the next six months, 17 small businesses from the Des Moines area will be participating in this hands-on executive MBA-like program designed to assist them in developing executable strategies to take their business to where they envision it being within the next three years.

National data from the E200 classes of 2008 and 2009 shows that 19 percent of participants grew in 2009 and that their median growth was a 45 percent increase in revenues. Fifty-eight percent of these companies created new positions in 2009.

We interact with our small business clients every day, all too often focusing on those with immediate needs and challenges. Similarly as we work within our communities on local economic development strategies we find it easy to be focused on landing that new company or business to our town. While this is an important part of any economic development strategy, studies have shown that business retention and expansion strategies have the potential for greater impact versus traditional recruitment strategies.

While what E200 can offer is of tremendous benefit to participating businesses, it remains limited to a small number of businesses in just the Des Moines area. But there are many other tools and resources available to businesses in your communities that have the potential and desire to grow.

Take advantage of SBA's resource partners-SCORE, Small Business Development Centers (SBDCs), and the Women's Business Center – by referring your small business customers. These resource partners offer strategic planning and development of growth strategies along with an array of skills in many areas. Their counseling services are free and confidential.

For example each regional SBDC director has been trained and qualified to conduct NxLevel training, an intensive growth oriented curriculum similar to E200. They provide at least one program offering each year in their area for a small fee.

To find the nearest locations and contact information for SBA's resource partners go to www.sba.gov insert your zip code under **SBA Direct**, select go, (provide any additional information you want) and then click view all on the local resources on the side of the page and you will get a listing of the nearest SBDC, SCORE, Women's Business Center, SBA office and other resources. Their counseling services are free and courses/workshops are offered for a small fee.

In addition to SBA and its resource partners there are a number of other resources you can take advantage of. The business accelerators across the state are excellent resources and the Iowa Farm Bureau periodically hosts renew Rural Iowa seminars across the state. These are just a few of the resources available to small businesses that can assist them in the decision making process as they seek to grow and expand their businesses to new levels. We need to identify the small businesses in our community with this potential and continue to encourage them to seek out resources that will enable them to realize their vision. If we can assist you in working with these businesses in your community, don't hesitate to contact us.

-Joseph M. Folsom, District Director

SBA's Military Reservist Economic Injury Disaster Loan (MREIDL)

We all know of military reservists or members of the National Guard in Iowa who have been deployed to Iraq or Afghanistan. Deployment is hard on the families who see their loved one depart.

Deployment can also be hard on the employer of that departing guardsman or reservist. SBA has a program designed to help these employers. It's our Military Reservist Economic Injury Disaster Loan and it is a direct loan from the SBA's Disaster Office. MREIDL provides funds to eligible small businesses that are unable to meet ordinary and necessary operating expenses because of the departure of an employee guardsman or reservist.

The idea is that the firm would have been able to meet these expenses had the essential employee not been called up to active duty.

Employers can file with the SBA's Disaster Office for an MREIDL beginning with the date the reservist is called up until ninety days after that employee is released from active duty. The program requires that funding not be available elsewhere on reasonable terms to the employer. And the loan must show a reasonable expectation of repayment.

For loans above \$5,000 SBA must be have a pledge of available collateral to secure the loan. But we will never

decline an MREIDL solely for collateral inadequacy.

The interest rate, set by law, is recalculated quarterly. Interest cannot exceed four percent. The term of the loan may be as long as thirty years. Each loan's term is set by SBA based on the components of the loan. We require appropriate insurance to protect the borrower and the SBA.

You can find out more about the MREIDL program at our website www.sba.gov or call the Disaster Assistance Customer Service Center at 800-659-2955.

SBA Lender Activity Report for MARCH

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
US BANK	IOWA	6	\$97,000	FARMERS & MERCHANTS ST. BK	WINTERSET	1	\$350,000
HILLS BANK AND TRUST CO.	HILLS	5	\$346,700	CORP. FOR ECON. DEV.	DES MOINES	1	\$211,000
FIRST AMERICAN BANK	FT. DODGE	3	\$2,285,000	TWO RIVERS BANK & TRUST	BURLINGTON	1	\$210,000
SIOUCLAND ECON. DEV. CORP.	SIOUX CITY	3	\$1,248,000	FARMERS STATE BANK	MARION	1	\$207,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	3	\$470,000	FIRST STATE BANK	LYNNVILLE	1	\$205,000
GREAT WESTERN BANK	IOWA	3	\$338,000	KERNDT BROTHERS SVGS BANK	LANSING	1	\$200,000
WELLS FARGO BANK	IOWA	3	\$149,000	NORTHWEST BANK	SPENCER	1	\$190,000
GREAT SOUTHERN BANK	MISSOURI	3	\$96,000	LUANA SAVINGS BANK	LUANA	1	\$170,600
CITIZENS STATE BANK	MONTICELLO	2	\$2,725,000	COMMUNITY BANK	MUSCATINE	1	\$160,000
ECIA BUSINESS GROWTH IN.C	DUBUQUE	2	\$1,885,000	THE NATIONAL BANK	ILLINOIS	1	\$140,000
COLUMBUS JCT. STATE BANK	COLUMBUS JCT.	2	\$614,000	PEOPLES BANK	ROCK VALLEY	1	\$132,800
CENTRIS FCU	NEBRASKA	2	\$161,700	FARMERS STATE BANK	WATERLOO	1	\$130,800
GUARNTY BANK AND TRUST CO.	CEDAR RAPIDS	2	\$80,000	FIRST NATL BANK OF MANNING	MANNING	1	\$122,500
CLEAR LAKE BK & TR CO	CLEAR LAKE	2	\$75,000	AMERICAN TRUST & SVGS BANK	DUBUQUE	1	\$75,000
COMMUNITY 1ST CU	OTTUMWA	2	\$45,000	HERITAGE BANK NATL ASSOC	HOLSTEIN	1	\$70,000
IOWA-NEBRASKA STATE BANK	NEBRASKA	1	\$2,780,000	FIRST NATL BANK OF OMAHA	NEBRASKA	1	\$66,000
AFFINITY CU	DES MOINES	1	\$1,254,300	GUTHRIE COUNTY STATE BANK	GUTHRIE CENTER	1	\$55,000
FARMERS & MCHNTS SVGS BK	MANCHESTER	1	\$1,120,000	BOONE BANK & TRUST CO.	BOONE	1	\$50,000
FIRST NATIONAL BANK	SIOUX CENTER	1	\$875,000	IOWA ST. BK & TR CO.	FAIRFIELD	1	\$50,000
COMMUNITY BANK	NEVADA	1	\$400,000	COMMUNITY BANK	INDIANOLA	1	\$42,000
IOWA STATE BANK	HULL	1	\$395,000	SUPERIOR FINANCIAL GROUP	CALIFORNIA	1	\$5,000

The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of March

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
FIRST NATL BANK IN FAIRFIELD	FAIRFIELD	1	\$2,585,750	OHWNWARD BANK & TRUST	MARION	1	\$302,500
FC	NEBRASKA	1	\$800,000	GREAT WESTERN BANK	ALLERTON	1	\$220,000
PREMIER BANK	ROCK RAPIDS	1	\$422,000	RACCOON VALLEY BANK	ADEL	1	\$191,250
AMERICAN STATE BANK	SIOUX CENTER	1	\$393,795	BANKERS TRUST	DES MOINES	1	\$75,000
AMERICAN TRUST AND SVGS BNK	DUBUQUE	1	\$361,625				



On January 27, 2010 President Obama announced the National Export initiative, an effort to create long-term, sustainable economic growth for the United States through the doubling of exports over the next five years, an effort that is expected to create two million American jobs.



U. S. Small Business Administration and U. S. Department of Commerce

National Export Initiative Webinar: Resources to Grow Businesses

A Regional Event Serving Iowa – Kansas – Missouri – Nebraska

Session One

10:00 – 11:30 a.m. on Tuesday, May 24, 2011

Export Finance

Export Finance, Credit Insurance and Why Lenders & Small Business Owners Should Think Globally

Session Two

10:00 – 11:30 a.m. on Wednesday, May 25, 2011

Export Marketing Assistance

Export Opportunities, Marketing and Trade Assistance from the Government

Call in to 866-740-1260 & log onto <http://www.readytalk.com> to Participate

There is no cost, but one needs to register in order to receive a pass code to participate

To register for this webinar go to: <http://www.buyusa.gov/stlouis/neiwebinars.html>

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