

NOVEMBER 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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Dennis Larkin
Branch Manager
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G.D.Larkin@sba.gov

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.

Events Highlight November as Entrepreneurship Month

This past week Iowans demonstrated the spirit of entrepreneurship is alive and well in the state with an exciting series of entrepreneurship events with the Rural Youth Entrepreneurship Summit (YES) in Ames on November 9th and the Immigrant Entrepreneurship Summit (IES) at Drake University on November 12th.

The growth and stability of rural entrepreneurship is essential to Iowa's economic future. SBA has worked hard in Iowa to meet the needs of rural small business. In FY 2011, 306 of the 674 loans approved in Iowa went to rural businesses. That's nearly half of the total loans, and \$138.2 million of the total \$296.6 million in Iowa went to rural businesses. Continued efforts in all phases of support for rural business are essential and much of the future for rural Iowa lies with young entrepreneurs.

The Rural YES drew over 150 participants including 30 co-host organizations representing the spectrum the state's economic development, business, academic, youth and entrepreneurial community. It was the second of five youth entrepreneurship summits being held over the ensuing weeks across the county focusing on themes such as youth, minorities and veterans. SBA Deputy Administrator Marie John's along with Deputy Undersecretary for Rural Development Doug O'Brien kicked off the evening by sharing their perspectives on the importance and role of rural youth entrepreneurship for rural America.

This was followed by a dynamic panel discussion moderated by Rob Hach, co-owner of Anemometry Specialists of Alta Iowa and co-recipient of the 2010 Iowa Small Business Person of the Year Award. Other panelists were:

- Matt Russell, Coyote Run Farm, Lacona
- Amy Strouth, Prairie Queen Bakery & Restaurant, Sheldon
- Pat Palmer, The Computer Guy, Hampton
- Mari Holthaus, Kymar Acres, Waukon, and the President of Grown Locally Co-op, Decorah

Look for this discussion which was live streamed on Whitehouse.gov to be posted on www.youtube.com/sba.

Governor Branstad and Lieutenant Governor Reynolds opened the second half of the summit which featured round table discussions that shared success stories, identified challenges for current and emerging rural young entrepreneurs and the development of ideas and strategies for improving the opportunities for success in rural entrepreneurship. These perspectives and feedback were gathered by the Community Vitality Center and will be used to assist in moving forward with next steps in enhancing rural youth entrepreneurship opportunities.

The 4th annual Immigrant Entrepreneurship Summit with 28 hosting or sponsoring organizations drew record 469 registrants for this dynamic energy filled day-long event at Drake University. The event was designed to connect immigrant entrepreneurs to proven expertise and business resources, build trust with business owners and the community at large, advance connections between immigrant entrepreneurs and American businesses, foster mutual collaboration and celebrate the success of first generation entrepreneurs and leaders in the immigrant community.

A recent survey by the University of California, Santa Cruz shows that in 2010, 29 percent of all new entrepreneurs were immigrants compared to only 14 percent in 1996. A recent Kaufman Foundation study shows that entrepreneurialism is growing among immigrants, but is actually declining among non-immigrants. While SBA doesn't track immigrant status when it comes to loan approvals, it's obvious in looking at the above statistics that immigrant entrepreneurship is on the rise and of increasing importance to our economy.

Let us continue to celebrate and recognize those entrepreneurs in our community during Entrepreneurship month.

- Joseph M. Folsom, District Director

Military Reservist Economic Injury Disaster Loan Program Still Available

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. Particularly if that employer is a small business, and even more so if the small business owner is the individual who was deployed.

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 **one year 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 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 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.

CORRECTION

In the October Newsletter, the year-end lender activity report showed six loans credited to Bankers Trust Co. in Des Moines. There was one loan approved by Bankers Trust Co. in Des Moines and five loans approved by Bankers Trust Co. in Cedar Rapids in FY 2011.

SBA Lender Activity Report for OCTOBER

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
IOWA BUSINESS GROWTH CO.	JOHNSTON	5	\$1,837,000	FIRST NATIONAL BANK OMAHA	NEBRASKA	1	\$216,800
BLACK HAWK ECON. DEV. CORP.	WATERLOO	4	\$3,226,000	GREAT SOUTHERN BANK	MISSOURI	1	\$175,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	3	\$1,600,000	COMMUNITY CHOICE CU	JOHNSTON	1	\$150,000
E.C.I.A. BUSINESS GROWTH	DUBUQUE	2	\$769,000	HILLS BANK AND TRUST CO	HILLS	1	\$127,200
CEDAR RAPIDS BANK & TRUST CO.	CEDAR RAPIDS	2	\$500,000	FARMERS STATE BANK	MARION	1	\$117,500
U.S. BANK	IOWA	2	\$254,000	PEOPLES SAVINGS BANK	WELLSBURG	1	\$110,000
THE BANCORP BANK	DELEWARE	2	\$250,000	FIRST TRUST & SAVINGS BANK	CORALVILLE	1	\$51,500
LINN COUNTY STATE BANK	COGGON	2	\$91,500	COMMUNITY 1ST CU	OTTUMWA	1	\$48,000
TREYNOR STATE BANK	TREYNOR	1	\$1,650,000	CITIZENS STATE BANK	MONTICELLO	1	\$40,000
FARMERS & MCHNTS SVGS BANK	MANCHESTER	1	\$783,600	FIRST AMERICAN BANK	FORT DODGE	1	\$25,000
LIBERTY BANK, FSB	WEST DES MOINES	1	\$750,000	QUAD CITY BK & TR CO	BETTENDORF	1	\$25,000
GREAT WESTERN BANK	IOWA	1	\$700,000	WELLS FARGO BANK	IOWA	1	\$5,000
GRUNDY NATIONAL BANK	GRUNDY CENTER	1	\$325,000	WESTSIDE STATE BANK	WESTSIDE	1	\$376,900

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

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
HILLS BANK & TRUST CO.	HILLS	2	\$1,553,662	FIRST NATIONAL BANK	MANNING	1	\$211,660
FARMERS & MCHNTS SVGS BAN	WAUKON	1	\$1,487,710	CITY STATE BANK	NORWALK	1	\$135,889
DECORAH BANK & TRUST CO.	DECORAH	1	\$1,082,500	BANKIOWA	CEDAR RAPIDS	1	\$113,500
ACKLEY STATE BANK	ACKLEY	1	\$1,008,000	FIRST AMERICAN BANK	CLIVE	1	\$68,000
COMMUNITY SAVINGS BANK	EDGEWOOD	1	\$237,500				

SBA Region 7 Presents: THE 2011-12 SERIES FREE, ONLINE LEARNING WEBINARS

Next Webinar: December 1, 2011 Thursday 10 a.m. CST

You may attend in person at 10675 Bedford Avenue, Suite 100, Omaha, NE.
RSVP your name, email and telephone number and direct any follow up to:
Suzanne Stearman
(402) 221-7208
Suzanne.stearman@sba.gov

Changes to the CAPLine Loan Program

The revised CAPLine Loan Program provides a real opportunity for all lenders to work with SBA on lines of credit. Need a bigger line than your SBAExpress authority allows? The revised CAPLine opens the door to do sizeable lines of credit—all the way up to \$5 million.

During the webinar, you'll hear from Jim Hammersley, SBA Deputy Assistant Administrator, the national expert who helped create these program revisions.

The re-engineered CAPLines program addresses the short-term and cyclical working capital needs of small businesses and helps them manage their cash cycle, scale up, and create jobs.

Online: <https://connect16.uc.att.com/sba/meet/?ExEventID=86501935>

By phone:

888-858-2144

Access Code:

6501935#

Free Registration with Limited Capacity

Please Register by 4:30 p.m. Monday, November 28, 2011

All SBA programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.