

January 13, 2012

# UTAH DISTRICT NEWSLETTER

## INSIDE THIS ISSUE:

The New Year Presents Opportunities to Own Your Own Business	1
The New Year Presents Opportunities to Own Your Own Business Continued	2
<b>Retirement Paula Eames, Pat Fewkes and Mary Rael</b>	2
<b>Lender's Recognition Event</b>	3
<b>LENDER LOAN NUMBERS FOR DECEMBER</b>	4
<b>LENDER LOAN NUMBERS FOR DECEMBER</b>	5

## Save the Date:

January 18, 2012  
Salt Lake SCORE Workshop  
How to Start and Operate a Business  
Salt Lake County Building Complex  
Salt Lake City, UT  
8:30 am to 4:30 pm  
Contact: (801) 746-2269

January 18, 2012  
Salt Lake SCORE Workshop  
How to Form an LLC  
111 East Broadway, 11th Floor  
Salt Lake City, UT 84101  
5:30 pm-8:00 pm  
Contact: (801) 746-2269

January 20, 2012  
Lender's Recognition  
Federal Building  
125 South State Street, Room 2404  
Salt Lake City, UT 84138  
11:00 am  
Contact: (801) 524-3215

Helping small businesses  
**start, grow and succeed.**



Your Small Business Resource

## The New Year Presents Opportunities to Own Your Own Business



Daniel P. Hannaher  
Regional Administrator

As we begin 2012, it's a perfect time to think about the future and set new goals and resolutions. If your plans include starting a new business, the best place to begin is with the Small Business Administration.

We are committed at the SBA to providing access and opportunity to Americans who are – or who want to become – small business owners. For a variety of reasons, rural communities may be underserved when it comes to getting the tools they need to grow a business and create jobs. With resource partners located throughout the state, SBA is committed to providing services to small businesses that need help. We have a vast network with proven experience, especially in areas with limited access to financial and technical assistance.

Our staff has travelled to many rural counties in Utah and are familiar with their unique small-business needs. Check out your own local resources at [www.sba.gov/direct](http://www.sba.gov/direct) simply by typing in your zip code.

Our resource partners include the Utah Small Business Development Centers which provides professional business counseling at no cost and training for a nominal fee. The SBDC is on the ground—it knows what it takes to start and finance a business. Questions about licenses, loans, local regulations, leasing, inventory, and many others can be answered by their staff.

For FY 2011, the Utah Small Business Development Centers provided counseling to over 2900 clients resulting in 855 jobs being created or retained.

In addition to these counseling efforts, providing access to capital tops our agenda. Small firms require financing to grow, to hire new employees, and invest in the future. Many of the SBDC's clients qualified for loans in 2011 and will be expanding their businesses in the coming New Year. You can too!

Working with our lending partners, in FY 2011, SBA guaranteed a record number of loans though-out Utah totaling 435.7 million.

Already, there are a significant number of SBA loans that are guaranteed by rural lenders, but unfortunately, there are still gaps in the marketplace. SBA studies show that low-dollar small business loans are particularly important for economic development in rural communities. While overall small business lending has started to come back after the recession, we still see a need to work harder with small banks located in smaller towns.

Beyond these capital and counseling focused programs, we also help small businesses get linked up with the world's largest customer – the U.S. Government. Working closely with other federal agencies, we help set aside nearly one-fourth of all federal contracts for small businesses, totaling nearly \$100 billion annually.

This includes specific efforts targeted at service-disabled veteran-owned business, firms in historically underutilized business areas (HUBZone) , minority and disadvantaged firms through our 8(a) program, and – new in 2011 – women-owned businesses.

As always, contact our Utah District Office at 801-524-3209 or [www.sba.gov](http://www.sba.gov) .

## Retirement

On January 31, 2012, Paula Eames, Pat Fewkes and Mary Rael will retire from the Utah District office of the U.S. Small Business Administration. We congratulate them on their retirement and wish them happy productive lives for the future.



*In Recognition of valuable contributions, SBA's  
Utah District Office will honor SBA lenders at a  
Lender Recognition Ceremony*



Date: Friday, January 20, 2012

Time: 11:00 am

Place: SBA Offices—Room 2404  
125 South State  
Salt Lake City, UT 84138

For more information please contact Steve Price  
(801) 524-3215  
[Steven.price@sba.gov](mailto:Steven.price@sba.gov)

LENDER	December Loan Num- bers	December Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	3	\$169,800	13	\$524,800
AMERICAN BANK OF COMMERCE D/B/A AMBANK			1	\$4,145,100
AMERICAN BANK OF THE NORTH				
AMERICAN NATIONAL BANK				
BANCFIRST	1	\$200,000	1	\$200,000
BANK OF AMERICA				
BANK OF AMERICAN FORK	1	\$205,000	1	\$205,000
BANK OF THE WEST			1	\$462,500
BANK OF UTAH				
BORREGO SPRINGS BANK, N.A.			1	\$787,500
BRIGHTON BANK			1	\$50,000
CACHE VALLEY BANK			1	\$200,000
CAPITAL COMMUNITY BANK				
CELTIC BANK CORPORATION				
CENTRAL BANK	1	\$30,000	5	\$450,800
CHARTWAY FCU	3	\$218,900	6	\$473,700
COMPASS BANK				
CYPRUS FCU	2	\$65,000	6	\$170,000
EASTERN BANK				
EASTERN UTAH COMMUNITY FEDERAL CU				
FIRST CHATHAM BANK				
FIRST NATIONAL BANK OF LAYTON, THE				
FIRST UTAH BANK	3	\$234,300	6	\$724,100
FRONTIER BANK, FSB				
GOLDENWEST FCU	2	\$180,500	2	\$180,500
GRAND VALLEY BANK			1	\$300,000
HORIZON UTAH FCU D/B/A HORIZON CU				
JORDAN FCU			4	\$152,400
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	3	\$811,600	13	\$3,279,400
KEYBANK NATIONAL ASSOCIATION	1	\$25,000	3	\$65,000
LEWISTON STATE BANK				
LIBERTY BANK, INC.				
LIVE OAK BANKING COMPANY				
MEADOWS BANK				
MERCER SAVINGS BANK			1	\$900,000
MOUNTAIN AMERICA FCU	10	\$901,000	23	\$1,433,000
MOUNTAIN WEST BANK	1	\$150,000	2	\$399,600
MOUNTAIN WEST SMALL BUSINESS FINANCE	12	\$6,536,000	39	\$20,996,000
MUTUALBANK			1	\$50,000
NARA BANK.			1	\$980,000
NATIONAL BANK OF ARIZONA			1	\$100,000
NATIONAL J A C L U CU			1	\$108,500
NEWTEK SMALL BUS. FINANCE INC.			1	\$1,250,000
PROFICIO BANK	1	\$629,000	1	\$629,000
ROCK CANYON BANK fka WESTERN COMMUNITY BANK			1	\$200,000
SPIRIT OF TEXAS BANK, SSB				
STATE BANK OF SOUTHERN UTAH	5	\$296,400	8	\$492,400

LENDER	December Loan Numbers	December Total Dollars	YTD Loan Numbers	YTD Dollars
SUPERIOR FINANCIAL GROUP, LLC				
THE VILLAGE BANK				
TOWN AND COUNTRY BANK				
U.S. BANK NATIONAL ASSOCIATION	3	\$2,740,000	7	\$4,036,500
UNITED MIDWEST SAVINGS				
UNIVERSITY FIRST FCU			2	\$120,000
USU CHARTER FCU				
UTAH CERTIFIED DEVELOPMENT COMPANY	6	\$1,766,000	22	\$9,391,000
UTAH COMMUNITY FCU				
UTAH FIRST FCU				
WASATCH PEAKS FCU (formerly Alliance Federal CU)	1	\$20,000	3	\$112,700
WELLS FARGO BANK, NATIONAL ASSOCIATION	7	\$6,245,900	22	\$11,188,700
ZIONS FIRST NATIONAL BANK	38	\$3,325,400	92	\$8,063,000
<b>TOTALS</b>	104	\$24,749,800	294	\$73,361,200