

September 12, 2011

UTAH DISTRICT NEWSLETTER

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Save the Date:

September 21, 2011
Salt Lake SCORE Workshop
Salt Lake County Building Complex
Salt Lake City, UT
8:30 am to 4:30 pm
Contact: (801) 746-2269

September 28, 2011
8(a) Orientation—SBA Office
125 South State Street, 2nd floor
Salt Lake City, UT
10:00 am to 11:30 am
Contact: (801) 524-6831

Helping small businesses
start, grow and succeed.



Your Small Business Resource

2012 Small Business Nomination Criteria for: Small Business Person of the Year and Champion Awards

Small Business Person of the Year Criteria

Any individual who owns and operates or who bears principal responsibility for operating a small business may be nominated. Partners who jointly own and operate a small business may be nominated as a "team" so long as the number of individuals in the team nominated does not exceed four. A nominee for Small Business Person of the Year must own or operate a business defined as "small" under the applicable SBA size standards. Individuals who have received the small business person award at the state level within the past five years are not eligible. Nominees must also be residents of the United States or its territories and will be subject to background checks. Small businesses owned and operated by nominees must comply with federal civil rights laws.

While receipt of SBA assistance is not required, it is preferred.

1. Staying power — a substantiated history as an established business; including:
 - Number of years in business; minimum three years.
 - Sustained expansion, addition of territories, growth in square footage occupied.
 - Steady growth in net worth as evidenced by total assets less total liabilities on fiscal year end annual balance sheets over three years.
2. Growth in number of employees — a benchmark to judge the impact of the business on the job market.
 - Sustained over a minimum of three years.
 - Increase over the three years must be in excess of growth in Gross National Product.
3. Increase in sales and/or unit volume — an indication of continued growth over the last three years.
 - Consistent growth in net income as evidenced by fiscal year annual profit-and-loss statements for a minimum of the last three years.
4. Current and past financial performance — financial reports substantiate an improved financial position of the business.
 - Profit-and-loss statements for the last three years, reflecting sustained upward growth.
 - Balance sheets for the last three years, showing consistent increase in net worth and/or partners' return.
5. Innovativeness of product or service offered — an illustration of the creativity and imagination of the nominee.
 - Specific description of uniqueness of product or service.
 - Explanation of how product or service fits a niche not being adequately addressed by the competition.
6. Response to adversity — examples of problems faced in the nominee's business and the methods used to solve them, including:
 - Specific description of financial, physical, legal or other crisis.
 - Substantiation of the threat to the continuity of the business.
 - Defined actions taken by the nominee to resolve the crisis.
7. Contributions to community-oriented projects — evidence of the use of his/her personal time and resources, including:
 - Listing of specific contributions of money, time, or resources to charitable causes.
 - Membership in councils, boards and clubs providing support and services to the community.
8. If applicable, a description of the products exported and markets served.

Criteria for Champion Awards

Small Business Exporter of the Year

Any Individual who owns and operates a small business engaged in exporting may be nominated

1. Increased sales, profits and/or growth of employment because of exporting.
2. Creative overseas marketing strategies.
3. Effective solutions to export-related problems.
4. Demonstrated encouragement of other small businesses to export
5. Volunteer assistance to other small businesses entering the export market.
6. Cooperation with other businesses in the creation of export trading companies and/or introduction of unique trading relationships, products or services.

SBA Young Entrepreneur of the Year

To be considered a young entrepreneur, the individual must serve as a majority owner and operate or bear principal responsibility for operating a small business with a three year track record, and who will not have reached the age of 30 by June 1, 2012.

1. Evidence of success as measured by sales and profits.
2. Increased employment opportunities created by the nominee's business.
3. Development and/or utilization of innovative or creative business methods.
4. Demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

Jeffrey Butland Family-Owned Business of the Year

This award honors a family-owned and operated business which has been passed on from one generation to the next.

The owner must also serve as a majority owner and operator or bear principal responsibility for operating a small business with at least a 15-year track record.

1. Evidence of success as measured by sales and profits.
2. Increased employment opportunities for family members and non-family members for the nominee's business.
3. Demonstrated potential necessary for long-term business success and economic growth.
4. Voluntary efforts to strengthen family-owned businesses within the community.

Financial Services Champion of the Year

An Individual who assists small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services for small businesses may be nominated. Nominees may or may not be small business owners.

1. Outside of regular business duties, the amount and quality of assistance given small businesses to obtain financing.
2. Advocacy for changes to the financial services industry to assist small companies.
3. Encouragement of the flow of investment capital to small ventures.
4. Active support for legislative or regulatory action designed to help small firms.
5. Measurable accomplishments through the advocacy efforts of the financial services or accounting industries to advance small business interests.

Home-Based Business Champion of the Year

An Individual who has experienced the rewards and difficulties of owning a home-based business and has volunteered to improve the climate for these businesses may be nominated. Nominees may or may not be current small business owners.

1. Volunteer efforts to improve the conditions for home-based businesses.
2. Entrepreneurial training, policy development efforts, or financial or business planning specifically tailored for home-based businesses.
3. Demonstrated interest in home-based businesses by an owner or former owner.
4. Measurable accomplishments in advancing home-based businesses, such as adoption of public policy or expansion of program.

Minority Small Business Champion of the Year

An individual who has fulfilled a commitment to the advancement of small business opportunities for minority business owners may be nominated. Nominees may or may not be small business owners.

1. Volunteer efforts beyond business/professional responsibilities to advance minority small business interests within the community, state and/or nation.
2. Demonstrated efforts to improve conditions in the minority small business community as a whole, not solely for individual personal advancement.
3. Volunteer efforts to provide professional services to the minority small business community in legal, legislative, managerial or financial capacity.
4. Demonstrated accomplishments in advising minority small business groups of opportunities within the overall business community.
5. Other accomplishments demonstrating the nominee's merit as an effective advocate for minority small business interests.

Veteran Small Business Champion of the Year

An Individual who has fulfilled a commitment to the advancement of small business opportunities for veterans for the U.S. armed forces may be nominated. Nominees may or may not be veterans.

1. Active support for legislative or regulatory action designed to help small businesses.
2. Evidence of increased business opportunities for veterans as a result of the nominee's actions.
3. Advisory activities to improve awareness of small business opportunities among veterans' groups.
4. Advocacy of special consideration for veteran-owned small businesses in government policymaking.
5. Demonstrated success in obtaining support within the community for the establishment of veteran-owned small businesses.
6. Other accomplishments demonstrating the nominee's effective advocacy of veteran-owned small businesses.

Women in Business Champion of the Year

An individual who has fulfilled a commitment to the advance of women's business ownership may be nominated. Nominees may or may not be small business owners.

1. Active support for legislative or regulatory action designed to help small businesses.
2. Efforts to increase business and financial opportunities for women.
3. Legal, financial or managerial assistance provided to enhance women's business ownership.
4. Voluntary efforts to strengthen the role of women business owners within the community.
5. Advocacy of the women-owned business community as a whole, not solely for individual personal advancement.
6. Other accomplishments demonstrating effectiveness in improving the environment for the creation and expansion of businesses owned and operated by women.

SBA Entrepreneurial Success Award

Individuals must own and operate businesses initially launched as small businesses according to SBA size standards and subsequently developed into large businesses; and they must have received SBA assistance to help the business grow.

1. Staying power—a substantiated history as an established business.
2. Growth in number of employees—a benchmark to judge the impact of the business on the job market.
3. Increase in sales and/or unit volume—an indication of continued growth over the last three years.
4. Current and past financial performance—financial reports substantiate an improved financial position of the business.
5. SBA Assistance
6. Innovativeness of product or service offered—an illustration of the creativity and imagination of the nominee.
7. Response to Adversity—examples of problems faced in the nominee's business and the methods used to solve them.
8. Contributions to community-oriented projects—evidence of the use of his/her personal time and resources.

For details on this nomination, please go to:

<http://www.sba.gov/about-offices-content/2/3154>

2012 Small Business Week Nominations

Where are the nominations to be sent?

Nominations must be submitted to the U.S. Small Business Administration district office in the state or territory where the nominee is located. (Utah District Office for Utah Nominations)

U.S. Small Business Administration
125 South State Street
Salt Lake City, UT 84138
Attention: Georgia Yoshida—(801) 524-3217

What is the deadline for nominations?

All nominations for Small Business Person of the Year must be postmarked or hand delivered to the appropriate SBA District Office **no later than November 10, 2011.**

What information must the nomination package contain?

Nominations must be typewritten on one side of 8 1/2" x 11" white stationery, collated and secured in a 11/2" binder. Incomplete nomination packages will not be considered. All evaluation/selection criteria must be specifically addressed. A complete nomination package will also include, in the following order:

1. A single cover page stating –
 - the nominee's full name, title, business and home addresses with telephone and fax numbers, and e-mail address;
 - the award for which the nomination is being made;
 - the nominator's name, title, place of business, business address and telephone number and e-mail address; and
 - a one-paragraph description of the nominee's business, if applicable.
2. A completed background form (SBA Form 3300, Award Nomination Form) which is available through SBA field offices. For "team" nominations for any of the above Small Business Champion Awards, a background form is required for each team member.
3. An original 8" x 10" or 5" x 7" photo of the nominee; or a digital photo – at least 300 dpi; photocopies are not acceptable.
4. Four to five additional photos of the nominee's company, employees at work.
5. A nomination letter, to include a concise statement of the qualities and performance that merit the award, not to exceed four pages.
6. A brief biography of the nominee, not exceeding one page.
7. A business profile, not exceeding one page, if applicable
8. The nominee's business financial statement – including balance sheets, profit-and-loss statements and financial reports – not exceeding 12 pages, on 8 1/2" x 11" paper – for the last three years, if applicable.
9. Any other supporting documentation deemed significant by the nominator, including news clips, letters of recommendation and other evidence of the appropriateness of the nomination. Supporting documentation must not exceed 10 pages. Videos will not be considered.
10. A completed SBA Form 2137 Award Nomination Consent Form, which is available at SBA offices.
11. For Small Business Exporter of the Year, the nomination package must include a description of the products exported and markets served.

For ADDITIONAL INFORMATION ON THE NOMINATION PROCESS, PLEASE GO TO:

<http://www.sba.gov/about-offices-content/2/3154>

2012 Small Business Week Nominations

SBA & Agility Recovery Solutions Host Free Webinar on the “10 Basic Steps toward Business Disaster Preparedness”

WASHINGTON – Businesses nationwide are currently in the process of recovering from a year of costly natural disasters. Insurance industry experts say insured catastrophic losses have exceeded \$17 billion during the first half of 2011, more than the \$13 billion total for all of 2010.

Recent hurricanes, floods and wildfires are reminders that business owners should have a plan to protect their assets, recover quickly and be ready for the next emergency. During National Preparedness Month, the U.S. Small Business Administration and Agility Recovery Solutions are hosting weekly webinars aimed at helping business owners take responsibility for the economic well-being of their own companies, as well as their communities.

On Wednesday, September 14, James Rivera, SBA’s associate administrator for the Office of Disaster Assistance will talk about the essential items business owners should include in their business continuity plans. The presentation will include an overview on preparing a supply chain, developing a communications plan, and assessing risk.

SBA has partnered with Agility to offer business continuity strategies for entrepreneurs via their “PrepareMyBusiness” website. Visit www.preparemybusiness.org to access past webinars and get additional preparedness tips.

The SBA provides disaster recovery assistance in the form of low-interest loans to homeowners, renters, private nonprofits and businesses of all sizes. To learn more, visit www.sba.gov/disaster.

WHO: James Rivera, Associate Administrator, SBA Office of Disaster Assistance

WHAT: “10 Commandments of Disaster Preparedness” will be presented by Rivera. A question and answer session will follow.

WHEN: Wednesday, September 14 at 2:00 p.m. until 3:00 p.m. EDT

HOW: Space is limited. Register at <https://www1.gotomeeting.com/register/767371552>

Registration Opens for 29th Annual MED Week Conference

WASHINGTON – Registration for the 29th annual Minority Enterprise Development (MED) Week conference that will bring business leaders and top minority business owners to Washington in September is now open, the U.S. Small Business Administration (SBA) announced today.

The MED Week conference, hosted jointly by SBA and the U.S. Department of Commerce’s Minority Business Development Agency will take place Sept. 27-30, at the Marriott Wardman Park Hotel in Washington, D.C.

The theme for this year’s MED Week event is “*Emerging Industries & Markets: A Blueprint for Success*,” and its focus will be on helping minority-owned small businesses expand their operations and establish a presence in the global marketplace while helping them weather current economic climate.

“MED Week celebrates the accomplishments of outstanding minority entrepreneurs and leaders and provides a platform for small, minority-owned businesses to learn about business growth strategies, receive premier training and networking opportunities,” said SBA Administrator Karen G. Mills.

“MED Week is more important than ever before as minority-owned firms are seen as a valuable asset and significant source of job creation for the country,” said MBDA National Director David Hinson. “Business owners, corporations, federal agencies will all be in attendance seeking to be a part of the solution to ‘Win the Future’ for America.”

Keynote speakers include Health and Human Services Secretary Kathleen Sebelius, and U.S. Housing and Urban Development Secretary Shaun Donovan. Corporate executives from Honda, General Motors, Chrysler, Northrop-Grumman, Raytheon and Lockheed Martin also will participate in industry-specific workshops on increasing supplier diversity. The conference also will include sessions on high-speed rail construction projects, public utilities and green business.

SBA will present workshops on improving access to its lending and government contracting programs, and increasing business growth by using social media. SBA will participate in a roundtable entitled “*Doing Business with the Government*.” There will also be a business expo and tradeshow, business-to-business matchmaking sessions and a Small Business Town Hall to discuss the Small Business Jobs Act. For more information on MED Week workshops, or to register for the conference, visit www.medweek.gov.

LENDER	August Loan Numbers	August Total Dollars	YTD Loan Numbers	YTD Dollars
ALLIANCE COMMUNITY FCU	1	\$77,500	16	\$874,300
AMERICA FIRST FCU	2	\$135,000	40	\$1,321,100
AMERICAN BANK OF COMMERCE D/B/A AMBANK	1	\$650,000	12	\$8,894,500
AMERICAN BANK OF THE NORTH	0	0	1	\$180,000
AMERICAN NATIONAL BANK	0	0	1	\$193,400
BANCFIRST	0	0	1	\$200,000
BANK OF AMERICA	0	0	1	\$2,500,000
BANK OF AMERICAN FORK	1	\$100,000	31	\$7,939,200
BANK OF THE WEST	0	0	3	\$1,764,100
BANK OF UTAH	1	\$1,259,000	9	\$6,322,100
BORREGO SPRINGS BANK, N.A.	0	0	2	\$1,211,000
BRIGHTON BANK	2	\$250,500	12	\$2,341,500
CACHE VALLEY BANK	0	0	2	\$72,300
CAPITAL COMMUNITY BANK	0	0	3	\$357,600
CELTIC BANK CORPORATION	0	0	44	\$37,143,600
CENTRAL BANK	4	\$375,800	35	\$5,678,000
CHARTWAY FCU	3	\$100,000	23	\$736,400
COMPASS BANK	0	0	1	\$370,000
CYPRUS FCU	0	0	4	\$97,500
EASTERN BANK	0	0	1	\$4,620,000
EASTERN UTAH COMMUNITY FEDERAL CU	0	0	1	\$248,000
FIRST CHATHAM BANK	0	0	1	\$301,000
FIRST NATIONAL BANK OF LAYTON, THE	0	0	8	\$7,743,500
FIRST UTAH BANK	0	0	10	\$5,678,000
FRONTIER BANK, FSB	0	0	0	0
GOLDENWEST FCU	1	\$15,000	6	\$242,800
GRAND VALLEY BANK	0	0	2	\$125,000
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	3	\$45,000
JORDAN FCU	2	\$71,000	11	\$564,100
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	14	\$2,339,200	79	\$20,808,600
KEYBANK NATIONAL ASSOCIATION	1	\$4,400,000	22	\$9,551,900
LEWISTON STATE BANK	0	0	0	0
LIBERTY BANK, INC.	0	0	7	\$1,485,000
LIVE OAK BANKING COMPANY	1	\$375,000	7	\$4,815,000
MEADOWS BANK	0	0	5	\$1,501,700
MOUNTAIN AMERICA FCU	12	\$2,127,100	134	\$16,612,800
MOUNTAIN WEST BANK	1	\$75,000	2	\$100,000
MOUNTAIN WEST SMALL BUSINESS FINANCE	19	\$12,085,000	163	\$85,962,000
NATIONAL BANK OF ARIZONA	0	0	2	\$359,000
NEWTEK SMALL BUS FINANCE, INC.	1	\$3,224,800	1	\$3,224,800
PRIME ALLIANCE BANK	0	0	0	0
PROFICIO BANK	1	\$820,000	5	\$3,016,500
ROCK CANYON BANK fka WESTERN COMMUNITY BANK	2	\$431,000	5	\$6,269,800
SPIRIT OF TEXAS BANK, SSB	0	0	2	\$379,800
STATE BANK OF SOUTHERN UTAH	5	\$242,700	40	\$2,361,900
SUNFIRST BANK	0	0	1	\$2,000,000

LENDER	August Loan Numbers	August Total Dollars	YTD Loan Numbers	YTD Dollars
SUPERIOR FINANCIAL GROUP, LLC	0	0	9	\$107,500
THE VILLAGE BANK	0	0	1	\$561,000
TOWN AND COUNTRY BANK	0	0	1	\$60,400
U.S. BANK NATIONAL ASSOCIATION	1	\$10,000	28	\$13,690,600
UNITED MIDWEST SAVINGS	0	0	1	\$719,600
UNIVERSITY FIRST FCU	3	\$1,301,500	19	\$4,090,000
USU CHARTER FCU	0	0	1	\$150,000
UTAH CERTIFIED DEVELOPMENT COMPANY	5	\$3,716,000	60	\$32,735,000
UTAH COMMUNITY FCU	0	0	0	0
UTAH FIRST FCU	0	0	2	\$65,000
VECTRA BANK	0	0	4	\$826,100
WELLS FARGO BANK, NATIONAL ASSOCIATION	7	\$2,231,400	52	\$18,427,700
YELLOWSTONE BANK	0	0	1	\$5,000,000
ZIONS FIRST NATIONAL BANK	40	\$3,049,200	513	\$71,818,900
TOTALS	131	\$39,461,700	1452	\$404,531,600