



U.S. Small Business Administration

New Mexico District Newsletter

Information for the Small Business Community
September 2009

SBA – Your Small Business Resource

U.S. Small Business Administration
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SBA Home Page: www.sba.gov

Your Small Business Resource

RECOVERY ACT SIGNIFICANTLY IMPACTS NEW MEXICO SBA LOAN ACTIVITY

“The U. S. Small Business Administration (SBA) New Mexico District Office has seen a significant rise in the number of loans made since President Obama signed the American Recovery and Reinvestment Act of 2009 (ARRA) in February 2009,” states John C. Woosley, SBA New Mexico District Director. “Nationwide SBA is proud that the SBA lending activity has increased by 35 percent but here in New Mexico in the 133 days from February 17 to June 30 the lending activity has more than doubled using those features of ARRA that are available to all small businesses,” indicates Woosley. “In New Mexico 133 SBA loans totaling \$39.4 million were made by the New Mexico lenders and guaranteed by the SBA during this time period, a rate of nearly \$300,000 per day. In the 140 days from the beginning of the current fiscal year, October 1, 2008, to the day before President Obama signed ARRA on February 17, 2009, SBA did \$20 million in loans in New Mexico, a rate of \$144,000 per day.

“This is good news for New Mexico small businesses and we are pleased with this increased activity in the SBA loan programs during this time,” states NM SBA District Director Woosley. “This means small businesses have been able to get access to the capital needed to improve the economy and create jobs in New Mexico during these difficult economic times.”

The enhancements to SBA loan programs have resulted in New Mexico small businesses turning to the SBA for commercial financing that will help them to weather the economic conditions and to continue to expand and create jobs. The Recovery Act temporarily eliminated fees for borrowers on its 7(a) loans and for both borrowers and lenders on the 504 loans. It also temporarily raised the guarantee on most of SBA’s 7 (a) loans as much as 90 percent, up from 75-85 percent.

Woosley also indicates, “The New Mexico SBA District Office guaranteed 203 loans totaling \$46.8 million dollars through the 3rd quarter during its current Fiscal Year 2009, through its flagship 7(a) loan program. This period covers loans made from October 1, 2008 through June 30, 2009.”

Through the Certified Development Company (CDC) loan program, also known as the 504 program, 28 loans were made during the 3rd quarter providing a total of \$30.6 million dollars in capital for New Mexico small businesses. The CDCs and their bank partners made sixteen of these loans since ARRA was enacted.

On June 15, the SBA also launched the America’s Recovery Capital (ARC) loan program. The ARC loans will provide a “bridge” for many small businesses to the better economic times ahead. The ARC Loan program provides loans of up to \$35,000 to viable but struggling small businesses to help them make debt payments. ARC loans are interest free to the borrower deferred repayment loans and are 100 percent guaranteed by the SBA. The SBA pays the interest to the participating banks.

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From the Director's Desk....



The federal fiscal year runs through 30 September so we are now in the fourth quarter, assessing how things have gone this year and thinking ahead to Fiscal 2010. There is another report in this newsletter that reviews how successfully New Mexico small businesses and the lending community have made use of the SBA provisions of the American Recovery and Reinvestment Act. The details are all there so I won't repeat them here but all of us here in the District Office are gratified to see that while nation-wide SBA lending activity is up about 35%, here in New Mexico the activity more than doubled since the President signed the Recovery Act.

The Recovery Act is, of course, a response by Congress and the Administration to the economic difficulties the nation in general and in our case specifically small businesses are experiencing and that focus is forefront in our minds. We say in Spanish, "No hay mal que por bien no venga," which now that I think of it is pretty much the same as "It's an ill wind that blows no good" and for me personally and other members of the District team one benefit of SBA's participation in the Recovery Act has been that it provided a forum for us to reach out across this state, which is the third largest District of the SBA, and have the opportunity to hear what people and businesses are experiencing as we shared Recovery Act information with those who could use it.

We have been in Clayton, Questa, Raton, Taos, Española, Aztec, Farmington, Gallup, Silver City, Las Cruces, Ruidoso, Roswell, Carlsbad, Clovis and points in between and it has been a privilege to be able to carry this information throughout the state. I especially appreciate the efforts of the Small Business Development Centers in setting up the fora where we have spoken with small business owners, lenders and community leaders about how SBA can help businesses get through these trying times.

I am also very pleased with the interest we have seen in SBA's contracting programs, 8(a) and HUBZone, as well as the support we provide for all small businesses interested in doing work for the largest customer in the world, the United States Government. We recognize that a key role SBA plays in the Recovery Act is helping businesses prepare themselves for the infrastructure projects that will create jobs and economic activity in New Mexico and across the nation as they roll out. With the contracting programs, increased Surety Bonding capacity and the help of our Resource Partners, we know we can be of service to small businesses. It is especially exciting that after a several year hiatus, New Mexico once again has a Procurement Technical Assistance Program (PTAP) that will also be an

important partner to SBA in supporting small business contracting activities. The PTAP is under the leadership of Wendy Ederer, whom we know very well since she was our instructor for the Emerging 200 initiative in 2008, and for the first sessions of the 2009 class, until she was rather abruptly snatched away by the PTAP. Don't worry, we continue to be friends.

It seems like this year has just flown by especially the months since the passage of the Recovery Act. I encourage all those who read this letter to keep an eye on SBA's participation in the Act at www.sba.gov/recovery, as well as the President's site, recovery.gov and most other agencies have their Recovery Act participation covered at their agency web site with the addition of /recovery. We all have high hopes for a strong finish to 2009, and to being really able to see the fruits of all the labor that is being expended as we move into 2010.

Let me know if there is anything we can do to help.

John C. Woosley
New Mexico District Director

.... RECOVERY ACT CONTINUED FROM PAGE 1

The increased guarantee percentages and fee eliminations for the 7(a) and 504 loans, as well as the ARC loan, are available for a limited time until the funding provided by ARRA runs out, so Woosley encourages the small business community to investigate what SBA provisions of ARRA they are eligible for and not delay if they intend to apply. SBA, together with the New Mexico lending community, is providing access to capital to the small business community.

Information on the enhanced SBA programs and the new ARC loan program is available on the SBA website at <http://www.sba.gov/recovery>. Individuals may also contact the SBA NM District Office at (505) 248-8225 or via the Toll-Free SBA NM Hot Line at [\(800\) 726-3632](tel:8007263632), and then select Option 2, followed by selection of Option 3. The telephone number is staffed from 8 a.m. to 4:30 p.m. Monday to Friday.

TEAM WORK

... is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results.

ANDREW CARNEGIE

ARC LOAN: FREQUENTLY ASKED QUESTIONS

FOR BORROWERS:

What is an ARC Loan?

- The America's Recovery Capital, or ARC, loan program is designed to give **viable** small businesses suffering **immediate financial hardship** some temporary financial relief so they can keep their doors open and get their cash flow back on track.
- The ARC loan program is a new, temporary program authorized by the Recovery Act.
- An ARC loan is a deferred-payment loan of up to \$35,000, to be used for principal and interest payments on existing, qualifying debt/loans.
- ARC loans are 100% guaranteed by SBA and have no SBA or lender fees associated with them (unless the lender must secure collateral as part of the loan).
- There are no interest charges to the borrower. The SBA will pay the monthly interest at the rate of Prime plus 2% to the lender on behalf of the borrower. The current rate is published in the Federal Register.
- There is a disbursement period of up to six months followed by 12 months with no repayment of the ARC loan principal. After the 12-month deferral period, the borrower pays back only the ARC loan principal over a period of five years.

How is "viable" defined and who defines it? What constitutes "immediate financial hardship"?

- **Viable** means the business is an established, for-profit business with evidence of profitability or positive cash flow in at least one of the past two years. An analysis of financial statements going back three years is also used.
- **Immediate financial hardship** means that there must be evidence to show a change in the financial condition such as declining sales, frozen credit lines, difficulty meeting payroll, paying rent, difficulty making loan payments or perhaps something else. Your lender must analyze and confirm that a hardship exists. The SBA has several categories for determining hardship status, such as loss or reduction of revenue in preceding year, increase in business costs in the preceding year, changes in operating ratios, loss of working capital or short-term credit lines, and/or inability to restructure debt due to recent credit restrictions.
- There are additional eligibility requirements. Please contact your SBA lender for details.

What loans/debts are "qualifying" and eligible to benefit from ARC? Can the proceeds be used to make payments on another SBA-guaranteed loan?

- The only eligible purpose for use of ARC loan proceeds is to make periodic payments of principal and interest on qualifying small business loans.

- Small business loans/debts qualifying and eligible for assistance with ARC loans include:
 - Secured & unsecured conventional loans (mortgages, term and revolving lines of credit)
 - Capital leases
 - Notes payable to vendors/suppliers/utilities
 - Development Company Loan Program (504) first mortgage loans
 - Credit card obligations for business purposes
- ARC loans cannot be used to make payments on another SBA-guaranteed loan, with the exceptions of loans made with an SBA guaranty after Feb. 17, 2009.

Can ARC loans be used to pay a home equity line of credit and credit card debt?

- ARC loans can be used to pay home equity lines of credit and credit card obligations if the debt is for business purposes that meet 7(a) standards. Documentation requirements for assistance with home equity and credit card debt are stringent. (Contact your SBA lender for details).

How do I obtain an ARC loan?

- A small business should talk first to their current lender about obtaining an ARC loan.
- ARC loans are made by commercial lenders (ARC loans are not made by the SBA itself).
- Banks and credit unions that are not currently SBA lenders can become SBA lenders in order to make ARC loans.
- SBA district offices can assist lenders in becoming approved SBA lenders.

Where can I get more information or speak with someone at SBA about ARC loans?

- For more about ARC loans go to www.sba.gov.

Is my business right for an ARC loan?

- The ARC loan program is intended to give existing, viable small businesses that are suffering immediate financial hardship some temporary financial relief so they can keep their doors open and get their cash flow back on track, retain existing jobs, and ultimately grow in the future.
- Examples of financial hardships include declining sales or revenues or difficulties in paying the operating expenses of the business.
- ARC loans are not designed for new small businesses.

I've been making my business loan payments on time. Am I still eligible for an ARC loan? Can I use an ARC loan to establish a line of credit?

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Subject to eligibility and your lender's credit criteria, you may be eligible for an ARC loan to pay principal and interest on your existing small business loan(s), freeing up your income to pay other operating expenses. For more information, please speak with your SBA lender.

- ARC loans are for making principal and interest payments on qualifying small business loans and are not a general line of credit for a business.

When will ARC loans be available?

- ARC loans will be available and SBA will begin accepting applications from lenders beginning June 15.

How long do I have to obtain an ARC loan?

- ARC loans are available through SBA-approved lenders as long as funding is available or through Sept. 30, 2010, whichever comes first. For more information on the ARC loans program and eligibility requirements go to www.sba.gov.

FOR LENDERS:

When will I receive additional guidance and details regarding how to administer ARC loans? How will I know if my borrower is eligible? How do I know whether a business is "viable"? How do I know what constitutes "immediate financial hardship"?

- A detailed Procedural Guide is available at www.sba.gov. FAQ's for borrowers provided above contain summary information

Will lenders be paid interest on ARC loans?

- The lender will bill the SBA, and the SBA will pay Prime plus 2% to the lender on behalf of the borrower.

When will the ARC loans be available? When will the SBA begin accepting loans?

- ARC loans will be available and the SBA will begin accepting applications for ARC loans on June 15.

I have heard that ARC loans are relatively risky. Will ARC loan defaults impact my risk rating?

- The SBA understands that ARC loans will carry greater risk than other SBA loans, and we expect a higher default rate than 7(a) loans. The SBA will be closely monitoring the ARC Loan portfolio. Performance of a Lender's ARC loan will be taken into account as part of a Lender's contribution to SBA's mission in determining the satisfactory performance of a lender.

Where are the forms I will need for administering the ARC loans?

- Forms are available along with the lender guidance at www.sba.gov

When can I get trained on providing ARC loans?

Where should I go for questions?

- SBA district offices are ready to begin training lenders and answering questions. If you are not already an SBA lender, please contact your local SBA district office: <http://www.sba.gov/localresources/index.html>

Will the SBA's electronic submission method for delegated lenders be available for the ARC program?

- Yes, delegated SBA lenders should use the electronic submission system, e-Tran. Non-delegated SBA lenders will submit applications to the SBA's existing 7(a) Loan Guaranty Processing Center in Citrus Heights, California.

COMING SOON!

Look for upcoming nomination information regarding the

2010

Small Business Week

Awards

Here is an opportunity for you to nominate an Outstanding Small Business Owner and/or Small Business Advocate

For further information please call Susan Chavez or Sandra Duran Poole at (505) 248-8225.

2009 NATIONAL MED WEEK AWARD WINNERS

Minority Small Business Persons of the Year

Cyrus Sinor, P.E. and Lawrence Kai-Yun Yeh, P.E., co-CEOs of International Public Works, LLC (IPW), Charleston, SC

National 8(a) Graduate of the Year

Sundra L. Ryce, President, SLR Contracting & Service Company, Inc., Buffalo, NY

Administrator's Leadership Award

Mary Parks, Acting Associate Administrator
Office of Small Disadvantaged Business Utilization (OSDBU)
U.S. General Services Administration

Administrator's Leadership Award

Kevin Boshears, Associate Administrator
Office of Small Disadvantaged Business Utilization (OSDBU)
Department of Homeland Security

Abe Venable Legacy Award for Lifetime Achievement

Judith Roussel, District Director for SBA's Chicago District Office & Acting Regional Administrator

**2009 SMALL BUSINESS WEEK
AWARD WINNERS!**

New Mexico Small Business Person of the Year

Michele E. Justice, President & CEO
Personnel Security Consultants, Inc.
Albuquerque, NM

Jeffrey Butland Family-Owned Small Business of the Year

Kenneth L. Suazo, President/CEO; Dawn Harder, Executive VP & CFO; Isaac L. Suazo, VP - Operations; Julian E. Suazo, VP - Marketing & Sales; Maria E. Montoya, Board Chairman; Annabelle E. Suazo, Administration
David R. Harder, Installation of FastDitch Vallecitos, NM

Small Business Exporter of the Year

Karl E. Halpert, President/CEO
Private Label Select Ltd. Co., Ranchos de Taos, NM

SBA Young Entrepreneur of the Year

Jason Michael Burns, Owner
Recapturing Vehicles, LLC, Rio Rancho, NM

Region VI Prime Contractor of the Year

Ricardo & Renee Araiza, Founders
R-Con Construction, Inc., Las Cruces, NM

Home-Based Business Champion of the Year

Bette A. Bradbury, Regional Manager
WESST New Mexico • Arizona • Colorado
Santa Fe, NM

Financial Services Champion of the Year

M. Don Kidd, President & CEO
Western Commerce Bank, Carlsbad, NM

Minority Small Business Champion of the Year

Joseph P. "Phil" Castillo, Chief Operations Officer
Albuquerque Hispano Chamber of Commerce

Veteran Small Business Champion of the Year

Dennis E. Kelly, Counselor – SCORE
Albuquerque Chapter

Women in Business Champion of the Year

Kay Ballinger, Financial Advisor
Catalyst Financial Management, LLC
Albuquerque, NM

Small Business Journalist of the Year

Brook E. Stockberger, Business Editor
Las Cruces Sun-News, Las Cruces, NM

**SBDC Service Excellence & Innovation Center
ENMU – Roswell Small Business Development
Center (SBDC)**

New Mexico SBA Loan Volume Leader

First Community Bank

New Mexico SBA Loan Dollar Leader

Wells Fargo Bank

New Mexico 1st Mortgage Lender of the Year

Citizens Bank of Las Cruces

**CITIZENS BANK
OF LAS CRUCES
NEW MEXICO 1st MORTGAGE
LENDER OF THE YEAR AWARD**

Congratulations to the Citizens Bank of Las Cruces for being selected as New Mexico's 1st Mortgage Lender of the Year.

Citizens Bank of Las Cruces was evaluated on a blend of loan dollars, loan counts and 'Signature Deal.' It ranked #14 and moved to our #2 ranked SBA 504 Lender in one year! They have worked with the Enchantment Land Certified Development Company, Las Cruces Branch Office. They increased their lending 172% in dollar volume and 300% in loan numbers;

FY 2008	6 loans for \$2,368,327
FY2007	2 loans for \$869,577

Lund Galbraith, Senior Vice President, Business Banking
Justin Harper, President/CEO
Citizens Bank of Las Cruces
505 S. Main Street
Las Cruces, NM 88001

**WELLS FARGO BANK
NEW MEXICO SBA LOAN DOLLAR
LEADER AWARD**

The SBA New Mexico District Office congratulates Wells Fargo Bank for being *New Mexico's SBA Loan Dollar Leader*. Wells Fargo Bank has been an Award winner in SBA lending for ten consecutive years.

Wells Fargo is being recognized as the *New Mexico SBA's Loan Dollar Leader* because it infused the most capital in terms of dollars in small business loans in 2008.

We congratulate Wells Fargo Bank for being the number one 7(a) loan volume leader through the first two quarters of Fiscal Year 2009 (October 1, 2008 – March 31, 2009). They led the SBA New Mexico District Office's 7(a) semi-annual lender rankings with 17 loans totaling approximately \$3.3 million to New Mexico small businesses.

In Fiscal Year 2008 (October 1, 2007 – September 30, 2008), Wells Fargo was New Mexico's number one 7(a) dollar leader for the year, having provided capital through SBA guarantees to New Mexico small businesses of \$12.4 million.

The SBA New Mexico District Office thanks Wells Fargo for their commitment to small business.

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We especially want to thank Sondra Tye, VP/Business Development Officer of Wells Fargo Bank SBA Lending and her service team for continuing to provide assistance with SBA loan programs to the small business owners in New Mexico. She accepted the award on behalf of the program at Small Business Week earlier this year.

FIRST COMMUNITY BANK NEW MEXICO SBA LOAN VOLUME LEADER

The SBA New Mexico District Office congratulates First Community Bank for being New Mexico's SBA Loan Volume Leader for the third consecutive year.

First Community Bank is being recognized as the *New Mexico SBA's Loan Volume Leader* as it provided the greatest number of loans to New Mexico small businesses in 2008. At the end of FY 2008, First Community led the District lender rankings in both the number of 7(a) and 3rd party 504 partner loans. Utilizing both SBA programs, they approved 54 loans totaling \$18.5 million.

We also congratulate First Community Bank for being the number one 3rd party 504 loan leader through the first two quarters of Fiscal Year 2009 (October 1, 2008 – March 31, 2009).

Through the first six months of the fiscal year, the bank has made 12 7(a) and 504 loans totaling approximately \$3.2 million to New Mexico small businesses.

In 2008, First Community Bank was also recognized and honored by the Small Business Administration at the 14th Annual Mid-America Lender's Conference held in San Antonio, Texas, August 12-13, 2008. First Community Bank joined lenders from Arkansas, Louisiana, New Mexico, Oklahoma, and Texas that were honored for their efforts in utilizing the SBA loan products in providing assistance to their small business communities. First Community Bank was presented the '*TOP Producing 7(a) SBA Lender Award*' for using SBA's Loan Programs to achieve the highest volume of 7(a) loans made in the New Mexico SBA District Office service area for the award period.

Ron Sanchez, Regional President, Bob Furey, Senior VP/Manager, Business Banking, Susan Yulo and their commercial lending team were recognized for their outreach efforts to target underserved markets and the veteran community and for their commitment to New Mexico's small business community during Small Business Week. Bob Furey and Ron Sanchez accepted the award on behalf of First Community Bank.

AVAILABLE TRAINING

SBA 8(a) Business Application Workshop

1st Thursday of the month - 1:00 p.m. to 3:00 p.m.
(October 1, 2009, August 6, 2009, November 5, 2009, December 3, 2009)

Phone reservation: (505) 248-8228

WESST Enterprise Center

609 Broadway Blvd. N.E., Albuquerque, NM 87102

Workshop is free.

FREE Online Course: Finance Primer: Guide to SBA's Loan Guaranty Programs SCORE Essentials for Starting a New Business

3rd Friday of the month – 8:30 a.m. - 4:00 p.m.

(September 18, 2009, October 16, 2009, November 20, 2009)

Reservations: (505) 248-8232

625 Silver Ave. S.W., Ste. 320, Albuquerque, NM 87102

Fee: \$55 – Payable at the door.

A business has to be involving, it has to be fun, and it has to exercise your creative instincts.

Richard Branson

ALBUQUERQUE NATIVE NAMED TO SBA SENIOR STAFF

Penney K. Pickett has been selected to serve as the Associate Administrator for the Office of Entrepreneurial Development at agency headquarters in Washington, D.C. Most recently, Pickett served as Senior Advisor to recently appointed SBA Administrator, Karen Gordon Mills. Pickett previously worked as Business Director for the Telecommunications Development Fund. Other previous employment included working as President of the Washington, D.C., Technology Council. She has earned a bachelor's degree from Agnes Scott College and a Master's degree from the University of New Mexico.

The quality of a leader is reflected in the standards they set for themselves.

Ray Kroc

RESOURCE PARTNER INFORMATION!**SCORE—Counselor's to America's Small Business**

Albuquerque SCORE Chapter #67
625 Silver Ave. S.W., Suite 320
Albuquerque, New Mexico 87102
(505) 248-8232
www.abqscore.org

Las Cruces SCORE Chapter #397
Loretto Towne Center
505 S. Main Street, Suite 125
Las Cruces, New Mexico 88001
(505) 523-5627
www.zianet.com/score.397

Santa Fe SCORE Chapter #373
Montoya Federal Bldg., Room 207
120 S. Federal Place
Santa Fe, New Mexico 87501
(505) 988-6302
www.santafescore.org

**New Mexico Small Business Development Centers
20 Centers Statewide**

NMSBDC is a partnership of the SBA, the state of New Mexico, the New Mexico Association of Community Colleges, the private sector..... and YOU!" Whether you have an established business or want to start a new one, you can obtain FREE, confidential assistance. www.nmsbdc.org, 1(800) 281-7232

WESST – 6 Centers Statewide

WESST participates in the SBA's Women's Business Center Program which is funded in part through a cooperative agreement with the SBA. Through the Women's Business Center Program women business owners and entrepreneurs can access training programs, management and technical assistance, and counseling services. WESST offices are located in Albuquerque, Gallup, Las Cruces, Rio Rancho, Roswell and Santa Fe. WESST is also a micro lender under SBA's microloan program. Visit their website at www.wesst.org for additional information on available assistance or call the Toll Free number, 1(800) 469-3778.

You can't overestimate the need to plan and prepare. In most of the mistakes I've made, there has been this common theme of inadequate planning beforehand. You really can't over-prepare in business!
Chris Corrigan

Veteran's Assistance

Veterans Business Outreach Program



The Veterans Business Outreach Program (VBOP) is designed to provide entrepreneurial development services such as business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business. The SBA has four organizations participating in this cooperative agreement and serving as Veterans Business Outreach Centers (VBOC).

U.S. Export Assistance Centers

U.S. Export Assistance Centers, located in major metropolitan areas throughout the United States, are one-stop shops ready to provide your small-or medium-sized business with local export assistance. Receive personalized assistance by professionals from the U.S. Small Business Administration, the U.S. Department of Commerce, the U.S. Export- the U.S. Export-Import Bank and other public and private organizations. It is a partnership that makes it easier to get the help you need to compete and succeed in the global marketplace. For more information, please contact:

U.S. Small Business Administration
Dennis R. Chrisbaum, Regional Manager
Export Solutions Group
Office of International Trade
U.S. Export Assistance Center
1625 Broadway Ave., Ste. 680
Denver, CO 80202
(303) 844-6622 ext. 18

Financial Assistance

ACCION New Mexico • Arizona • Colorado (ACCION) is a non-profit organization that increases access to business credit, makes loans and provides training which enable emerging entrepreneurs to realize their dreams and be catalysts for positive economic and social change in the community. ACCION offers loans between \$200 and \$150,000. ACCION uses a "stepped lending" model in which many clients start with a smaller first-time loan. Once clients establish a strong repayment history, they may apply for larger loans.

The Loan Fund

Founded in 1989, The Loan Fund is a private, tax exempt organization that provides loans for business startups, operations and expansion, as well as training and consulting to entrepreneurs and non-profits throughout New Mexico and the Navajo Nation. Business loans range from \$5,000 to \$150,000 or more for qualified businesses. The Loan Fund is also an SBA 504 participant.

2009 e200 Class Nears Completion

The New Mexico SBA's *2009 Emerging 200 Initiative* is well on its way! Sixteen small business owners started the program in April. Fourteen have completed three quarters of the curriculum.

The objectives of *e200* are to identify 200 inner-city businesses nationwide that show significant growth potential and provide them with a network, resources and motivation necessary to build a sustainable business within a designated inner-city geographic location.

Albuquerque was one of ten locations selected to participate in the inaugural SBA's *Emerging 200 Initiative (e200)* in 2008. The program was extended into 2009, and Albuquerque was again selected to participate along with five new cities that include Detroit, Dallas, Denver, Jacksonville and Portland.

Nineteen competent and promising entrepreneurs completed the program last year. The knowledge and experience they have acquired is encouraging for future participants and provides constructive feedback to program administrators.

Stacy A. Sacco, MBA, with S.A. Sacco & Associates, provides guidance and has served as the program's instructor and facilitator since June. He replaced Wendy Ederer of Cornerstone Consulting, who left to take a position as Program Manager of the New Mexico Small Business Development Center Procurement Technical Assistance Program.

The small business program participants are:

- Analytican F.E.A.; Martha Navarro, Vice President
- Apple Canyon Gourmet; Anna Shawver, President
- Breakthru Communications, LLC
Barbara Kline, Owner
- Bridges, Inc.; Stacy Ertle, Director
- Data Basis, LLC; Orlando Correa, President
- Edgewood Aggregates, LLC
Nancy Holt, Managing Member
- Focus Ink, Inc.; Nancy Denker, Owner
- NM Travel Health; Francine Olmstead, President
- Solution Werx, Inc.; Lisa Adkins, President
- StatIQ Solutions, LLC; John Whisenhunt, Owner
- Stubblefield Screen Print Co.
Patrick Segura, President
- Shykon, LLC; Crystal Trujillo, Owner
- Valliant Printing; Keiko Johnson, President
- Welch's Boiler Service, Inc.
Keith Welch, Partner

Program graduation is scheduled for November.



SBA APPOINTS

NEW REGIONAL VI ADMINISTRATOR

The U.S. Small Business Administration (SBA) has announced the appointment of Yolanda Garcia Olivarez as the regional administrator for Region VI, which is headquartered in Dallas and includes Texas, Arkansas, Louisiana, New Mexico and Oklahoma.

"Both the SBA and small businesses of Region VI will benefit greatly from Yolanda's business development and financial services background," said SBA Administrator Karen Mills in welcoming Olivarez. "With her experience in both international business and community development, as well as her commitment to serving the community, Yolanda will be a tremendous asset and advocate for small businesses and entrepreneurs across the region, especially at this critical time when so many are facing tough challenges as a result of the recession."

"I am honored to have this chance to put my lending and business background to work for our country and the tens of thousands of small businesses across this five-state region," Olivarez said. "Small businesses represent the American spirit of entrepreneurship and are a key asset in driving job creation and our competitiveness in the global market, and I will work tirelessly to make sure they continue to have access to opportunities to help them grow, prosper and make our communities stronger."

The five-state region consists of more than 548,000 square miles and includes the district offices of in Little Rock, Ark.; New Orleans, La.; Albuquerque, N.M.; Oklahoma City, Okla.; Dallas/Fort Worth, El Paso, Harlingen, Houston, Lubbock, and San Antonio, Texas; and a branch office in Corpus Christi, Texas.

Olivarez has spent more than 35 years in the trade, commerce and financial services industries. Since 1995, she has been a senior vice president/commercial lender and business development officer at Wells Fargo Bank. She also served as a commissioner for the Port of Corpus Christi for 12 years where she was in charge of public finance bond projects for state and federal government entities. Olivarez was the first woman to chair the commission in its 75 year history.

She has served on various boards and commissions and has been recognized for her service by the National Museum of Mexican Art's 2009 Sor Juana Women of Achievement Award, the Wall of Honor for Del Mar College, the League of United Latin American Citizens, and the Advance Selena Award. Olivarez has been active in the March of Dimes, United Way, American Heart Association, Texas Tomorrow Fund, Costal Bend Bays and Estuaries, the Corpus Christi Community Development Housing Corporation, Christos Spohn Hospital Board and the Catholic Finance Diocese of South Texas. Olivarez and her husband, Ronnie, are the proud parents of daughter Sofia Anna.

We thank the New Mexico lenders and the New Mexico Small Business Resources for their support and assistance to the small business community!



**FYTD 2009
10-1-08 - 8-31-09**

**New Mexico District
Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s
<u>7(a) Loan Activity</u>				
Western Commerce Bank	33	\$7,592,800	1	2
Bank of the Southwest	30	\$4,682,300	2	5
Wells Fargo Bank	29	\$7,924,800	3	1
BBVA Compass Bank	27	\$6,591,000	4	3
Century Bank	25	\$2,538,400	5	8
First Community Bank	17	\$2,070,300	6	9
New Mexico Bank & Trust	11	\$934,500	7	18
Mountain America FCU	10	\$315,000	8	26
Superior Financial Group	10	\$90,000	9	37
The Bank of Clovis	8	\$3,980,000	10	6
Main Bank	6	\$3,889,100	11	7
First Savings Bank	6	\$2,005,800	12	10
My Bank	4	\$397,000	13	22
Excel National Bank	3	\$5,454,500	14	4
American Heritage Bank	3	\$827,900	15	19
Bank of the Rio Grande	3	\$195,000	16	33
First New Mexico Bank - Las Cruces	3	\$136,800	17	35
The First National Bank of New Mexico	2	\$1,102,600	18	15
CIT Small Business Lending	2	\$1,035,000	19	16
Western Bank of Clovis	2	\$495,700	20	20
Pioneer Bank	2	\$330,000	21	24
Peoples Bank*	2	\$260,000	22	27
Citizens Bank of Las Cruces	2	\$249,000	23	29
Western Bank - Alamogordo	2	\$211,600	24	31
Western Bank (Lordsburg)	2	\$70,000	25	38
Bank of America	2	\$60,000	26	39
United Bank of El Paso del Norte	2	\$45,000	27	40
Mainstreet Lender 7(A), LLC*	1	\$1,585,000	28	11
First American Bank (formerly The 1st National Bank)	1	\$1,360,000	29	12
Small Business Loan Source	1	\$1,332,000	30	13
Live Oak Banking Company	1	\$1,150,000	31	14
Innovative Bank	1	\$995,000	32	17
Bank of the West	1	\$480,000	33	21
Southwest Securities, FSB	1	\$384,000	34	23
James Polk Stone National Bank	1	\$325,000	35	25
Valley National Bank	1	\$250,000	36	28
Newtek Small Business Finance	1	\$241,000	37	30
Liberty Bank	1	\$200,000	38	32
Lea County State Bank	1	\$150,000	39	34
Community 1st Bank-Las Vegas	1	\$105,000	40	36
Sandia Laboratory FCU	1	\$28,000	41	41
Totals	262	\$62,069,100		



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New Mexico District
Loan Activity

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s
504 CDC Participation				
Capital CDC	28	\$12,099,000	1	1
Enchantment Land CDC	12	\$4,879,000	2	2
Total	40	\$16,978,000		
504 3rd Party Lender Participation				
First Community Bank	5	\$3,473,817	1	1
Los Alamos National Bank	4	\$1,123,386	2	8
Zions First National Bank	3	\$1,562,775	3	5
Bank of the West	3	\$1,445,871	4	6
Sandia Laboratory FCU	2	\$2,830,110	5	2
First American Bank (formerly The 1st National Bank)	2	\$2,631,335	6	3
BMC Bank & Trust Limited	2	\$862,000	7	11
New Mexico Bank & Trust	2	\$530,000	8	14
The Bank of Clovis	2	\$380,175	9	16
New Mexico Educators FCU	2	\$205,000	10	20
BBVA Compass Bank	1	\$2,475,000	11	4
Union Savings Bank	1	\$1,325,000	12	7
The First National Bank of Santa Fe	1	\$959,728	13	9
Western Commerce Bank	1	\$891,226	14	10
Western Heritage Bank*	1	\$617,526	15	12
Pioneer Bank*	1	\$562,059	16	13
Four Corners Community Bank	1	\$498,500	17	15
International Bank	1	\$262,610	18	17
Wells Fargo Bank	1	\$254,600	19	18
Alerus Financial, NA	1	\$215,000	20	19
First Federal Bank (Washington Federal S&L)	1	\$194,184	21	21
The Loan Fund	1	\$95,475	22	22
The Bank of Las Vegas	1	\$77,013	23	23
Total	40	\$23,472,390		
TOTAL SBA RELATED LOAN ACTIVITY - thru 3rd Qtr				
7(a) Loans	262	\$62,069,100		
504 Loans - CDCs	40	\$16,978,000		
SBA NM LOAN TOTAL	302	\$79,047,100		
504 Loans - 3rd Party Lenders	40	\$23,472,390		
TOTAL NM CAPITAL		\$102,519,490		