



Utah District Office

Information for the Small Business Community

District Director – Stan Nakano

January 2008

U.S. Small Business Administration

Utah District Office
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Date of Newsletter: January 4, 2008

Volume # 1 Issue # 3

Save the Date:**1/5/2008 Business Start-Up Seminar**

Place: WSU Davis Campus 2750 No Univ
Park Blvd, Room 117

Location: Layton, UT

Time: 10:00 am – 12:00 pm

1/10/2008 Start Smart Orientation

Place: SLCC, Miller Campus, 9750 S 300 W

Location: Sandy, UT

Time: 3:00 pm – 5:00 pm

1/12/2008 Introduction To Finance

Place: WSU Davis Campus, 2750 No Univ.
Park Blvd, Room 117

Location: Layton, UT

Time: 10:00 am – 12:00 pm

1/15/2008 Hispanic Business Start-Up Seminar

Place: Ogden Business Information Center,
2444 Washington Blvd

Location: Ogden, UT

Time: 6:00 pm – 8:00 pm

1/17/2008 Start Smart Orientation

Place: SLCC, Miller Campus, 9750 S 300 W

Location: Sandy, UT

Time: 3:00 pm – 5:00 pm

1/19/2008 Business Start-Up Seminar

Place: Ogden Business Information Center,
2444 Washington Blvd

Location: Ogden, UT

Time: 10:00 am – 12:00 pm

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

NATIONAL INDIAN ORGANIZATIONS RELEASE PROPOSED RECOMMENDATIONS FOR SMALL BUSINESS ADMINISTRATION IMPROVEMENTS ON 8(A) GOVERNMENT CONTRACTING

The National Congress of American Indians (NCAI), the Native American Contractors Association (NACA), and the National Center for American Indian Enterprise Development (NCAIED) have submitted key oversight and regulatory solutions to the Small Business Administration (SBA) that would revamp and improve the 8(a) Business Development Program for all program participants in response to SBA's request during tribal consultations. The three organizations have been working on the recommendations for two years, garnering tribal and village support.

"These recommendations focus on improving SBA oversight, improving the Mentor-Protégé program for protégé firms and SBA's monitoring, and expanding all small business and 8(a) contracting opportunities through a creative and inclusive subcontracting plan," said NCAI Executive Director Jackie Johnson. "The recommendations are key to maintaining and expanding economic opportunities for tribal communities. If implemented by the SBA, they will lead to better lives for Native people."

"These recommendations improve transparency and accountability. Our proposals will enhance SBA oversight by requiring more effective reporting on compliance with 8(a) regulations," said NACA Executive Director Karen Atkinson.

Native American participation in the 8(a) program is unique because, for example, a tribal-owned 8(a) firm generates revenues and benefits for its entire tribal community, not just a few individuals.

"We strongly recommend supporting the Office of Native American Affairs at the SBA to advocate agency-wide for the thousands of tribal citizens and Alaska Natives who look to the program as one of the best opportunities for growing and diversifying their local Native economies," said Ken Robbins, President, NCAIED.

During formal consultations with the SBA, participants from Alaska Native villages and Indian tribes across the nation had the opportunity to tell their stories about the positive impact that the 8(a) program has had in remote and geographically isolated Indian communities. They also had the chance to express their hope that the program will continue for the long term to address and help reverse the legacy of poverty in Indian country and stimulate economic growth and job opportunities in Native communities throughout the country.

Key recommendations include:

- ❖ Creating a web-based system that would foster greater efficiency and visibility to enable the SBA to exert greater oversight and gather accurate data. These improvements would go a long way to help assess Native participation in small business programs and better target SBA resources.

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Save the Date:

1/24/2008 Start Smart Orientation

Place: SLCC, Miller Campus, 9750 S 300 W
Location: Sandy, UT
Time: 3:00 pm – 5:00 pm.

1/29/2008 8(a) Orientation

Place: 125 South State Street, Room 2227
Location: Salt Lake City, UT
Time: 10:00 am – 12:00 pm

2/2/2008 Business Start-Up Seminar

Place: WSU Davis Campus, 2750 No Univ. Park Blvd, Room 117
Location: Layton, UT
Time: 10:00 am – 12:00 pm

2/5/2008 Business Planning Course

Place: Ogden Business Information Center, 2444 Washington Blvd
Location: Ogden, UT
Time: 6:00 pm – 9:00 pm

2/9/2008 Introduction To Marketing

Place: Ogden Business Information Center, 2444 Washington Blvd
Location: Ogden, UT
Time: 10:00 am - 12:00 pm

2/12/2008 Hispanic Business Start-Up Seminar

Place: Ogden Business Information Center, 2444 Washington Blvd
Location: Ogden, UT
Time: 6:00 pm – 8:00 pm

2/16/2008 Business Start-Up Seminar

Place: Ogden Business Information Center, 2444 Washington Blvd
Location: Ogden, UT
Time: 10:00 am – 12:00 pm

2/26/2008 8(a) Orientation

Place: 125 South State Street, Room 2227
Location: Salt Lake City, UT
Time: 10:00 am – 12:00 pm

The Utah District Office would like to take this opportunity to thank all of our lenders, resource partners, and 8(a) participants for making 2007 such a wonderful year. We wish you all the best in 2008.



Federal Recycling Program



Printed on Recycled Paper

National Indian Organizations Release Proposed Recommendations for Small Business Administration Improvements on 8(a) Government Contracting – Continued

- Creating milestones for the mentor-protégé program. Although only a dozen tribal and Alaska Native mentor-protégé agreements exist, all see the benefit of setting milestones for mentors in assisting their protégés in building their business capacity through the relationship. Performance and progress measurements will allow both parties to benefit, clarify expectations, and facilitate oversight by the SBA.
- Establishing milestones and improved reporting for all sole source 8(a) joint venture contract awards to a mentor/protégé joint venture.
- Expanding contracting opportunities for all tribal and Alaska Native contractors and other small and minority contractors, for example by recommending implementation of a subcontracting plan for large contracts awarded to small businesses.

The Federal contracting agencies have not reached the government-wide contracting goals of awarding 23% of all federal contract dollars to small businesses and 8% of all contract dollars to small disadvantaged businesses. “We feel it is incumbent upon these Federal agencies, the SBA and all small businesses to work hard – together – to achieve the important social and economic policy objectives that the Congress intended to be met by requiring such levels of federal expenditures through our nation’s small and small disadvantaged businesses,” said Greg Dumontier, NACA, Chairman. He added, “We are looking forward to doing our part to help the 8(a) program reach its full potential by continuing to refine these recommendations and provide further input as the SBA’s consultations and 8(a) rulemaking progress.”

SBA and Nationwide Launch Small Business Disaster Preparedness Guide

The U.S. Small Business Administration and Nationwide Mutual Insurance Company have teamed up to launch a disaster planning guide for small business owners. The 10-page guide provides information business owners need to develop an effective plan to protect customers and employees in the event of a disaster. The guide provides key disaster preparedness strategies to help small businesses identify potential hazards, create plans to remain in operation if the office is unusable, and understand the limitations of their insurance coverage.

“The most successful recovery efforts are always preceded by good planning,” said Jovita Carranza, SBA Deputy Administrator. “The more preparation that businesses complete before a disaster, the better able they are to rebuild and reopen quickly after a disaster.”

“Disasters can have a devastating impact on small businesses,” said Windsor. “How quickly those businesses can get up and running after a disaster can have a significant impact on a community’s ability to recover. Understanding this, the SBA and Nationwide have created this guide to help business owners get their arms around the disaster planning process, and convince them to mitigate their risk.”

Hard copies of the guide will be distributed by SBA field offices, its resource partners around the country and disaster field offices. Nationwide will make additional copies available to its agents for distribution. An electronic version of the guide will be available online at www.sba.gov/services/disasterassistance/disasterpreparedness/index.html, and at www.nationwide.com

Nationwide, based in Columbus, Ohio, is one of the largest diversified insurance and financial services organizations in the world, with more than \$160 billion in assets. Nationwide ranks #104 on the *Fortune 500* list. The company provides a full range of insurance and financial services, homeowners, life, farm, *Continued on page 3, left hand column.*

SBA and Nationwide Launch Small Business Disaster Preparedness Guide-Continued

commercial insurance, administrative services, annuities, mortgages, mutual funds, pensions, including auto, motorcycle, boat, long-term savings plans and health and productivity services. For more information, visit www.nationwide.com.

The SBA is the federal government's primary post-disaster economic recovery agency. Homeowners may borrow at favorable rates up to \$200,000 to repair or replace damaged real estate. Individuals may borrow up to \$40,000 to cover losses to personal property.

Non-farm businesses and non-profit organizations of any size may apply for up to \$1.5 million to repair or replace disaster damaged business assets and real property. Small businesses that suffered economic losses as a direct result of the declared disaster may apply for a working capital loan of up to \$1.5 million. To learn more about the SBA's disaster assistance program, visit the Web site at <http://www.sba.gov/services/disasterassistance/index.html>.

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Lender Window Decals Available

Please contact Paula Eames (801) 524-3228 or Pat Fewkes (801) 524-3218 to obtain the following Lender Window Decals:

SBAExpress Lender (mcs-0018),
SBA Preferred Lender (mcs-0019)
Patriot Express Lender (mcs-0024)

Banking URL Change

The URL for SBA's Lending web page, www.sba.gov/banking, has a changed: www.sba.gov/aboutsba/sbaprograms/elending/index.html. The old URL will continue to function for the immediate

UTAH SUPPLIER DEVELOPMENT COUNCIL

The USDC was organized in 1981 with Deseret Medical (now Becton-Dickinson), Thiokol, Hercules (now Alliant Tech) and Western Electric (now part of the U.S. West companies) and the University of Utah as founders and incorporators. This group quickly grew to 13 Charter Member companies.

Originally established to fully develop Small Disadvantaged, Hub-Zone, Veteran and Woman-owned Business Enterprises as suppliers to large businesses, the USDC now promotes their current mission utilizing specific activities such as:

- Developing company policies that are widely and visibly supported by top management.
- Sponsoring Trade Fairs
- Continual identification of Utah's Small, Disadvantaged, Women-Owned, HUBZone, and Veteran-Owned Businesses
- Maintaining a listing of these organizations
- Supporting Trade Fairs
- Making Site visits to small firms
- Making training available to increase management skills in small firms
- Training buyers and other large business personnel
- Sensitizing the community to the worth of Utah's Small, Disadvantaged, Women-Owned, Hubzone, and Veteran-Owned Businesses
- Encouraging maximum participation by Large firms in Small Business Programs
- Informing Small Business of the requirements and needs of Large firms and Government entities
- Interface between Councils, Chambers of Commerce, ISM, community and political leaders, etc.

Overview of the Organization

The council is the only purchasing group in the state dedicated to providing large companies and Government entities the maximum practical exposure and opportunity for the purchase of goods and services from Utah's Small Dis-advantaged, Women-Owned, HUBZone, and Service Disabled Veteran-Owned Businesses.

There are several types of membership available in USDC. Large companies, state and local Government entities are dues paying Members with voting privileges of USDC. Federal Government agencies are Affiliated Members of USDC. Small business concerns are encouraged to join as Associate Members for a nominal membership fee.

The Council is a volunteer organization with no paid staff or central office location. Officers and Directors are elected by the Membership and effect the day-to-day operations of the corporation as well as all other corporation activities. This is done with the generous and able representation of small firms to the council through the Associate In-Put Committee.

USDC business is accomplished through regular monthly business meetings held by the Board. The Associate Member meeting is a luncheon meeting held 11:30 am to 1:00 pm at different business locations, usually on the third Thursday of every month. Check the USDC Calendar for current times, dates and locations for these meetings (http://www.usdcutah.com/meeting_information.php). Each Large business member company is encouraged to actively participate on the committees, as officers and/or as board members in order to accomplish the required tasks. Since USDC has no paid staff, participation is necessary to keep the council in place and active.

The Utah Supplier Development Council (USDC) welcomes you as a participant in the effort to fairly include Small Dis-advantaged, Women-Owned, HUBZone, and Service Disabled Veteran-Owned Business concerns in the economic activities of this community.

For more information or to become a member please select the following link: <http://www.usdcutah.com/index.php>

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Lender	December Loan Numbers	December Total Loan Dollars	YTD Loan Numbers	YTD Loan Dollars
AMEGY BANK NATIONAL ASSOCIATION	0	0	1	\$96,500
AMERICA FIRST FCU	16	\$475,000	48	\$1,310,000
AMERICA WEST BANK	0	0	3	\$745,000
AMERICANWEST BANK	5	\$1,080,000	12	\$2,725,000
BANCO POPULAR NORTH AMERICA	11	\$4,038,500	17	\$6,648,700
BANK OF AMERICAN FORK	1	\$400,000	4	\$2,093,500
BANK OF UTAH	1	\$54,000	5	\$569,000
BEEHIVE CU	5	\$160,000	11	\$400,000
CAPITAL ONE BANK	4	\$175,000	13	\$560,000
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	2	\$100,000
CELTIC BANK CORPORATION	7	\$4,015,000	19	\$11,435,000
CENTRAL BANK	0	0	3	\$221,700
CIT SMALL BUSINESS LENDING CORPORATION	1	\$560,000	2	\$971,000
COMERICA BANK	0	0	1	\$150,000
CONTINENTAL BANK	0	0	1	\$150,000
DESERET FIRST FCU	3	\$85,000	7	\$215,000
FIRST UTAH BANK	1	\$100,000	3	\$140,000
FRONTIER BANK, FSB	0	0	1	\$100,000
GOLDENWEST FCU	5	\$155,000	8	\$235,000
GRANITE FCU	1	\$25,000	4	\$180,000
JORDAN FCU	2	\$75,000	4	\$135,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	15	\$1,474,500	48	\$2,955,000
KEYBANK NATIONAL ASSOCIATION	1	\$50,000	6	\$1,794,800
LEHMAN BROTHERS BANK, FSB	0	0	3	\$1,460,900
MOUNTAIN AMERICA FCU	53	\$1,844,200	170	\$6,069,700
MOUNTAIN WEST BANK	2	\$226,000	4	\$536,000
MOUNTAIN WEST SMALL BUSINESS FINANCE	16	\$7,699,000	49	\$21,280,000
NORTHERN UTAH CAPITAL, INC.	8	\$3,197,000	22	\$8,754,000
SALT LAKE CITY CU	1	\$25,000	2	\$55,000
SILVER STATE BANK	0	0	2	\$272,500
STATE BANK OF SOUTHERN UTAH	3	\$555,000	6	\$726,100
SUPERIOR FINANCIAL GROUP, LLC	0	0	1	\$5,000
TOOELE FCU	1	\$27,000	2	\$62,000
U.S. BANK NATIONAL ASSOCIATION	7	\$1,099,700	21	\$3,924,200
UNITED WESTERN BANK	0	0	1	\$1,740,000
WACHOVIA SBA LENDING, INC.	2	\$1,630,200	2	\$1,630,200
WASHINGTON MUTUAL BANK	2	\$63,500	8	\$271,500
WEBBANK	4	\$635,000	12	\$2,332,000
WELLS FARGO BANK, NATIONAL ASSOCIATION	10	\$1,083,800	24	2,736,100
ZIONS FIRST NATIONAL BANK	40	\$4,397,100	216	\$18,837,700
Totals	228	\$35,404,500	768	\$104,623,100