



News

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FOR IMMEDIATE RELEASE

Jerry Sullivan Named SBA's Financial Services Advocate of the Year

HELENA, MT –Jerry Sullivan, President of Flint Creek Valley Bank of Philipsburg, has been named SBA's 2004 Montana Financial Services Advocate of the Year. Sullivan will be honored, along with a cast of outstanding entrepreneurs and advocates, at SBA's annual Small Business Week Awards Luncheon on May 7, 2004, at Missoula's Doubletree Inn.

A native of Butte, Montana, Jerry Sullivan graduated from Western Montana College in Dillon. He began his banking career with First Security Bank in Helena where he worked for 15 years. During this time he attended and graduated from the Pacific Coast School of Banking at the University of Washington and the University of Oklahoma ABA Graduate Commercial Lending School. Sullivan was hired by Flint Creek Valley Bank in 1989, and is currently the President and CEO. Flint Creek Valley Bank has a branch in Drummond and also opened a bank in Butte named Granite Mountain Bank. Sullivan is very involved with the economic vitality of these three communities and their surrounding areas in southwest Montana and has been a driving force for economic development.

Business financing in this part of the state can be especially difficult given the population demographics and recent losses of large basic industry employers in the area. But, Flint Creek Valley Bank and Granite Mountain Bank have stepped up to the plate by being more receptive to the needs of local businesses and having a deeper and more personal understanding of the success factors needed to create successful new business ventures and business expansions in these areas. This lending has created desperately needed jobs and income in the area.

Sullivan is involved in numerous activities outside of his normal business duties at the bank that lead to additional financing for small businesses. He has been a guest speaker at NxLevel courses in Butte where he explains different loan programs and lending policies and has also taught classes through Butte Local Development for low-income borrowers that may be interested in starting businesses. Sullivan is an active member of the American Bankers Association (ABA) and has on several occasions lobbied before congressional financial committees with regard to banking issues affecting small businesses. Sullivan is an active member of the Montana Banking Association and is currently their representative to the ABA on the Government Relations Council.

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Financial Services Advocate of the Year

He is also active in the Philipsburg Rotary Club, Philipsburg Chamber of Commerce, Butte Kiwanis, and the Butte Chamber of Commerce. These affiliations put him in direct contact with the area business community enabling him to assist area businesses and understand their problems.

Sullivan was nominated by John Donovan of the Butte Small Business Development Center. Other award winners being honored include: William Woody of Nightingale Nursing Services, Inc. of Missoula – Montana Small Business Person of the Year; Jack Morgenstern of Century Companies, Inc. of Lewistown – First Runner-up Small Business Person of the Year; Jennifer Keck of Big Sky Travel Nurses, Inc. in Conrad – Woman owned Business of the Year; Frederick “Rick” Larson of Employee Benefit management Services, Inc. – Entrepreneurial Success Award; Ryan Deskins of R&R Pressure Washing of East Helena – SBA Young Entrepreneur of the Year; Kim Wild of TowHaul Corporation, dba Smith Equipment USA of Belgrade – National Small Business Exporter of the Year; Mandi Luce-Heinle and Sarah Ann Hamlen of Innovative Marketing Solutions, LLC of Hathaway – Main Street Business of the Year; Sheryle Shandy of Billings Food Bank & Montana Harvest Kitchens/Montana Harvest Gift Boutique in Billings – Home-Based Business Advocate of the Year; Flathead Business Journal of Kalispell – Small Business Journalist of the Year; Craig Smith of the Fort Peck Community College in Poplar – Minority Small Business Advocate of the Year; Joe Fletcher of the Great Falls Job Service Workforce Center – Veteran Small Business Advocate of the Year; and Joy Ott of Wells Fargo Bank Montana, N.A. in Billings – Women in Business Advocate of the Year.

For more information on SBA programs and services, contact the Montana SBA District office at (406) 441-1081 or log onto www.sba.gov/mt.

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