



Utah District Office

Information for the Small Business Community

District Director – Stan Nakano

February 2008

U.S. Small Business Administration

Utah District Office
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Save the Date:

More information can be obtained at www.sba.gov/ut and select Events Calendar

FEBRUARY 2008

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

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

SBA LAUNCHES Its RURAL LENDER ADVANTAGE INITIATIVE to foster economic growth in Utah

SBA's Utah District Office Approves the first rural Lender advantage loan in the nation

SALT LAKE CITY – The Utah District Office of the U.S. Small Business Administration (SBA) and First National Bank of Layton have approved the first loan in the nation under the Rural Lender Advantage Initiative.

The U.S. Small Business Administration's Utah District Office has launched an initiative aimed at fostering economic development in Utah's rural areas by making it easier for smaller community banks to use SBA products to finance small businesses.

Rural Lender Advantage is part of the agency's 7(a) Loan Guaranty Program and will encourage smaller, rural lenders to offer SBA loans by streamlining the application and approval processes. The program is currently open to any SBA participating lender making 20 or fewer SBA loans a year. Eventually, this program will become available to any lender that meets the eligibility requirements. The pilot will operate in Region VIII, covering Montana, North Dakota, Colorado, South Dakota, Utah and Wyoming.

"Small businesses throughout rural America rely on community banks to finance their growth because that's where they can find the strong relationship support these local institutions are particularly well-suited to provide," said SBA Administrator Steve Preston. "That's why SBA is committed to expanding access to private capital for rural entrepreneurs by becoming a better partner for America's community banks."

The key features of Rural Lender Advantage include:

- A shorter, simplified application for loans of \$350,000 or less;
- An estimated, expedited loan processing time of 3-5 days for routine loans;
- Only limited, key, financial documentation is required;
- An SBA guaranty of 85 percent if the loan is \$150,000 or less; 75 percent if the loan is larger;
- A new, user-friendly 7(a) loan web-based portal designed to meet the needs of small/rural lenders for SBA loans of \$350,000 or less;
- A simplified SBA loan questionnaire to help small or occasional SBA lenders understand eligibility criteria; and
- Specialized assistance for rural lenders on complex eligibility issues (affiliates, aliens, etc).

Rural Lender Advantage will be tested in SBA's Region VIII. If successful, the initiative may be later expanded to Regions V and VII, covering the Mid-West, and nationwide before the end of fiscal year 2008.

The new service is intended to increase SBA's market penetration in rural areas. Small businesses account for two-thirds of all rural jobs and comprise more than 90 percent of all rural establishments. However, there are almost 400 fewer banks nationwide that took advantage of SBA loan programs than there were two years ago. By streamlining the process and reducing the paperwork, SBA is intent on winning them back. *Continued on page two, second column*

Save the Date:

2/16/2008 Business Start-Up

Place: Ogden Business Information Center,
2444 Washington Blvd,

Location: Ogden

Time: 10:00am – 12:00 pm

2/20/2008 How to Start & Operate A new Business Workshop

Place: Salt Lake County Building Complex
2001 South State Street
North Building Room 4010

Location: Salt Lake City

Time: 08:30 am – 4:30 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

02/29/2008 Quick Books - Intermediate

Place: Utah Valley State College, Wasatch
Campus Room WC204

Location: Heber City

Time: 8:00am – 12:30 pm

02/29/2008 SCORE Small Business Workshop

Place: Business Information Center, 2444
Washington Blvd,

Location: Ogden

Time: 08:30 am – 4:00pm

3/19/2008 How to Start & Operate A New Business Workshop

Place: Salt Lake County Building Complex
2001 South State Street
North Building Room 4010

Location: Salt Lake City

Time: 08:30 am – 4:30 pm

3/25/2008 8(a) Orientation

Place: 125 South State Street, Room 2227

Location: Salt Lake City, UT

Time: 10:00 am – 12:00 pm

Free On-Line Training is available at

<http://www.sba.gov/services/training/onlinecourse/index.html>

Some of the courses that are available include:

Starting A Business On A Shoestring Budget, Identify Your Target Market, How To Find Start-Up Funding, Cash Flow, Marketing Your Small Business, Guide To Government Contracts, Understanding Government Taxes, Breaking Into The Trade Game, Retirement Planning

“Rural small businesses are the growth engines of their communities,” said Preston. “We are very proud to introduce Rural Lender Advantage as a financial tool to spur that growth.”

To find a list of eligible lenders, go to www.sba.gov/ut, then to the link under “Spotlight” entitled “NEW! Rural Lender Advantage”. Inside that link, there is a current list of eligible lenders in Utah. Business owners can also contact Blaine Andrus at the Utah District Office at 801-524-3226 for more details

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Bill Manger Associate Administrator for Field Operations Visits Utah District Office



Bill Manger Associate Administrator, Field Operations with Stan Nakano, District Director for Utah.

Bone chilling cold weather couldn't keep newly appointed Associate Administrator for Field Operations, Bill Manger, from visiting the Utah District Office in January. His two-day visit was brim-full, including meetings with congressional staff, SBA's PCR at Hill Air Force Base, and with the Chairman of NADCO. In the meetings, Manger addressed many of SBA's hot issues, including the Rural Lender Advantage loan program, business ownership and government procurement progress for women, HUBZone needs, guaranty fees, and loan center issues. He also took time to talk and listen to the Utah District Office staff over lunch.

One of the highlights of Manger's visit to Utah was his presentation at a roundtable discussion, the final event of his visit. The roundtable consisted of lenders, 8(a) contractors, SBA's resource partners, and community minority leaders.

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Spotlight of the Month

SUH'DUTSING TECHNOLOGIES HISTORY

In early 2002 the Cedar Band of Paiutes Tribe was approached by a local IT company who wanted to partner with a Native American company. They researched the opportunity, and in about 7 months time put Suh'dutsing Technologies, LLC together. By the time they established the company and got all the certifications and licensing in place, the other company went out of business.

They had an IT company and no one to run it. So in the spring of 2003 they decided to run it themselves

They got the state of Utah to help and found a mentor company to help. They started the company with a \$3,400 grant from SUU Rural Development for marketing and about \$4,000 cash start up money from the Cedar Band of Paiutes.

They immediately started marketing the company in October of 2003, knocking on the doors of federal agencies and IT companies in Washington DC with no success. Three months later while attending a Res 2004 Conference in Las Vegas NV in February 2004, sponsored by the National Center for American Indian Enterprise Development, they did a presentation in front of about 20 representatives from various federal agencies. At that conference they received their first contract with the Department of Interior. It was through the establishment of this contract that gave them the jump start for the company. Starting in September 2004, they started putting hardware and software equipment task orders against the contract and it hasn't stopped since.

The company was started to stimulate economic development on the reservation. The primary objective was to make a profit. They have no natural resources to develop, no gaming in Utah, no other source of income, and no jobs. Suh'dutsing Technologies is their casino.

In 2005, Suh'dutsing received some distinguished honors based on previous year's revenues. From the time they started delivering on the first task order in September to December 2004, they made the top list of 8(a) companies in the U.S. ranked at #22, based on revenues in 2004.

They also made the list of the top Native American owned business in the U.S. and are ranked #27 among all American Indian owned companies throughout the country. All of this within 4 months time, Suh'dutsing Technologies

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has been fortunate enough to stand on its own merits and does not wish to put any type of debt hardship on the Cedar Band of Paiutes. They have a very strong management team, with Travis N. Parashonts, as President & CEO, the founder of the company. He directs and steers the company in the direction it is going. The management team has been critical to their success and has over 40 years of combined experience in IT and government. Since September 2004 through the end of 2005 the company has more than doubled its productivity and continues to grow in 2006 and 2007.

Suh'dutsing Technologies has the capacity to do data entry; administration and office support; customer support; IT help desk support; data processing; data storage; data warehousing; hardware/software sales; equipment sales; network administration, inbound and outbound services, call centers; facilities management; systems analysis; Systems Integration; solutions; capital planning; management training; administrative management; consulting services; Engineering services; Project management; programming; Network Installation O&M; system designs; supporting and developing JAVA and Oracle applications; and other computer related services.

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UTAH PROCUREMENT TECHNICAL ASSISTANCE CENTER (UPTAC)

UPTAC offers a variety of services to assist Utah businesses in becoming more competitive in the government and commercial marketplace. Some of the services include [training](#), [bid preparation](#) including [bid notification assistance](#), [counseling](#), and [marketing events](#). UPTAC sponsors and co-sponsors several workshops annually, ranging from basic procurement training to elements of a government cost proposal.

Certification Workshops

This workshop deals with the issue of certification in the contracting process. The certification pertains whether you are a small business, woman-owned business, or minority-owned business. The workshop discusses the types of certification programs that are available in Utah and what the requirements are.

Basic Federal Procurement Workshops

These workshops provide a basic orientation to the federal procurement process such as marketing to the federal government, getting on mailing lists, and different dollar thresholds and processes.

Special Contracting Programs

This workshop is generally geared to the Small Business Innovative Research (SBIR) program and the Small Business Technology Transfer (STTR) programs. We conduct both an

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introduction to the SBIR and STTR programs and a more advanced course. The first course is an introduction to SBIR/STTR, and talks about how the programs work, how the government advertises the programs and how to be an effective competitor. The advanced workshop provides hints and tips for award winning, discusses developing a cost proposal, and discusses the requirement for a commercialization plan.

BID PREPARATION

Federal Acquisition Regulations (FAR)

The FAR is the primary instrument that governs all federal contracting actions. It consists of procurement policies and many detailed procedural and administrative requirements that apply to all procurements by Federal executive agencies. Small businesses should refer to parts 13 and 19, which discuss issues that deal specifically with small business entities. You may review a copy of the FAR on the Internet at: <http://farsite.hill.af.mil/> or <http://www.arnet.gov/far/>.

DOD Specifications and Standards

Products sold to the federal government frequently require compliance with specific Federal or Military Specifications and Standards. The Utah Procurement Technical Assistance Program has access to a complete library of Federal, Military, and DoD Adopted Industry Standards and Specifications via an internet service. You may also be able to find many specs/standards at: http://www.assistdocs.com/search/search_basic.cfm

Historical Data

It is sometimes advantageous to review what contracts have been issued in the past for items, who the contract was awarded to, and at what price. UPTAC has an Internet subscription service that can be accessed for you.

Bid Notification Assistance

The Utah Procurement Technical Assistance Program maintains a Computerized Bid Notification System (CBNS) that matches company capabilities, interests, products, services, etc., to current procurement actions contained in various governmental purchasing databases including:

- **Federal Business Opportunities (FedBizOps)** A listing of proposed federal government procurement actions over \$25,000 in value as well as contract awards over \$25,000 that may represent subcontracting opportunities

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- **DLA Bids** - Small dollar purchases (under \$25,000) of commodities for various Department of Defense agencies initiated by the six (6) Defense Logistics Agency Buying Centers
- **Federal Acquisition Computer Network (FACNET)** - Purchasing actions initiated by federal agencies for goods and services being accomplished through Electronic Data Interchange (EDI)
- **USABID** - Procurement leads from many state and local government agency Internet websites
- **Construction Leads** - A comprehensive database of construction projects available for bidding in the Intermountain region
- **Foreign Trade Opportunities** - Database of foreign business opportunities reported through the Department of Commerce's TOPS network by the various U.S. consulates throughout the world

Customized search profiles can be developed that scan these purchasing databases on a daily basis to provide Utah businesses bid opportunities. Reports are prepared and sent via FAX or EMAIL each business day, at no charge, for Utah companies registered in the CBNS.

MARKETING EVENTS -- Utah Supplier Development Conference (USDC)

The Utah Supplier Development Conference is an event sponsored by the Utah Procurement Technical Assistance Center and others. The intent of this conference is to provide an opportunity for Utah businesses to market and have access to buyers from a multitude of large businesses and government agencies. The Conference also has workshops throughout the day, and provides participants with a Directory of Buyers.

For more information on the UPTAC please e-mail them at uptac@utah.gov or go to the website at http://goed.utah.gov/business_development/PTAC/index.html. ###

Upcoming Events:

Export Finance Event – 21 Feb 08 Contact Steve Price for more information. 801-524-3215

Governor's Second Annual Economic Summit – March 20, 2008. Contact Steve Price for more information. 801-524-3215.

Lender	January Loan Numbers	January Total Loan Dollars	YTD Loan Numbers	YTD Loan Dollars
AMEGY BANK NATIONAL ASSOCIATION	1	\$85,000	2	\$181,500
AMERICA FIRST FCU	13	\$370,000	61	\$1,680,000
AMERICA WEST BANK	4	\$1,128,000	7	\$1,873,000
AMERICAN BANK OF COMMERCE D/B/A AMBANK	2	\$178,300	2	\$178,300
AMERICANWEST BANK	7	\$835,000	19	\$3,560,000
BANCO POPULAR NORTH AMERICA	6	\$5,766,900	23	\$12,415,600
BANK OF AMERICA, NATIONAL ASSOCIATION	1	\$10,000	1	\$10,000
BANK OF AMERICAN FORK	1	\$100,000	5	\$2,193,500
BANK OF UTAH	1	\$200,000	6	\$769,000
BEEHIVE CU	3	\$115,000	14	\$515,000
CAPITAL ONE BANK	2	\$100,000	15	\$660,000
CAPITAL ONE, NATIONAL ASSOCIATION	2	\$150,000	4	\$250,000
CELTIC BANK CORPORATION	4	\$1,069,000	23	\$12,504,000
CENTRAL BANK	1	\$540,000	4	\$761,700
CIT SMALL BUSINESS LENDING CORPORATION	0		2	\$971,000
COMERICA BANK	0		1	\$150,000
CONTINENTAL BANK	0		1	\$150,000
CYPRUS FCU	1	\$100,000	1	\$100,000
DESERET FIRST FCU	3	\$85,000	10	\$300,000
FIRST UTAH BANK	2	\$375,500	5	\$515,500
FRONTIER BANK, FSB	0		1	\$100,000
GOLDENWEST FCU	9	\$260,000	17	\$495,000
GRANITE FCU	0		4	\$180,000
HORIZON UTAH FCU D/B/A HORIZON CU	1	\$30,000	1	\$30,000
JORDAN FCU	3	\$98,000	7	\$233,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	16	\$695,700	64	\$3,650,700
KEYBANK NATIONAL ASSOCIATION	3	\$596,000	9	\$2,390,800
LEHMAN BROTHERS BANK, FSB	0		3	\$1,460,900
MOUNTAIN AMERICA FCU	52	\$1,831,600	222	\$7,901,300
MOUNTAIN WEST BANK	1	\$17,500	5	\$553,500
MOUNTAIN WEST SMALL BUSINESS FINANCE	10	\$7,478,000	59	\$28,758,000
NEVADA STATE BANK	1	\$50,000	1	\$50,000
SALT LAKE CITY CU			2	\$55,000
SILVER STATE BANK			2	\$272,500
SOUTHWEST COMMUNITY FCU	2	\$70,000	2	\$70,000
STATE BANK OF SOUTHERN UTAH	2	\$79,000	8	\$805,100
SUPERIOR FINANCIAL GROUP, LLC	0	0	1	\$5,000
TOOELE FCU	4	377,200	6	\$439,200
U.S. BANK NATIONAL ASSOCIATION	5	\$1,871,400	26	\$5,795,600
UNITED WESTERN BANK	0		1	\$1,740,000
UTAH CERTIFIED DEVELOPMENT COMPANY	4	1,488,000	26	\$10,242,000
WACHOVIA SBA LENDING, INC.		\$0	2	\$1,630,200
WASHINGTON MUTUAL BANK	1	\$50,000	9	\$321,500
WEBBANK	1	\$145,000	13	\$2,477,000
WELLS FARGO BANK GRAND JUNCTION-DOWNTOWN, NATIONAL ASSOCIATION	0	0	1	\$539,700
WELLS FARGO BANK, NATIONAL ASSOCIATION	2	\$726,000	25	\$2,922,400
ZIONS FIRST NATIONAL BANK	43	\$2,659,200	259	\$21,496,900
Totals	214	\$19,730,300	978	\$133,591,700.