



U.S. Small Business Administration

# New Mexico District Newsletter

Information for the Small Business Community  
December 2009

SBA – Your Small Business Resource

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SBA Home Page: [www.sba.gov](http://www.sba.gov)

SBA Recovery Page: [www.sba.gov/recovery](http://www.sba.gov/recovery)

Recovery Act Website: [www.recovery.gov](http://www.recovery.gov)

Your Small Business Resource

## Updates on SBA Incentives Provided by the American Recovery & Reinvestment Act

With the enactment of the American Recovery and Reinvestment Act (ARRA) on February 17, 2009, SBA received \$730 million to initiate incentives that would improve the ability of our nation's Small Business to access capital and thus stimulate the economy. SBA's participation in ARRA included:

- *Eliminated borrower fees on 7(a) and 504 loans and lender fees on 504 loans;*
- *Provided 90% guarantees for many SBA guaranteed loans;*
- *Increased the surety bond guarantee from \$2 million to \$5 million, up to \$10 million in some cases;*
- *Permanently expanded the 504 loan program to allow refinancing certain projects;*
- *Created a new ARC Loan program to give small businesses suffering immediate financial hardship temporary relief by offering deferred-payment loans to be used for principal and interest on existing qualifying debt;*
- *Increased funding for licensed Small Business Investment Companies; and,*
- *Increased funding for SBA Microlenders.*

Through the first week of December 2009, SBA approved 286 ARRA facilitated 7(a) and 504 loans providing approximately \$125 million to small businesses in our state. New Mexico lenders also made 24 ARC loans totaling \$780,090. Since March 2009, the average weekly loan dollar volume in New Mexico increased by 173% compared to pre-ARRA January and February 2009 loan volumes.

Due to the incredible demand, ARRA funding for fee-relief and 90% guarantees is near exhaustion. Therefore, on November 23, 2009, SBA began a transition period to return to pre-ARRA terms and conditions for 7(a) and 504 loans. Stakeholders were notified via the release of Procedural Notice #5000-1131. It explains how any remaining ARRA incentives will be applied to current and future loan applications.

In summary, through January 15, 2010 applications for new requests can be submitted as either "Recovery Act loans" or "non-Recovery Act loans." Those proposed as "Recovery Act loans" will be placed in a queue to await any availability of ARRA funding. There are separate queues for 7(a) and 504 loans. Priority for ARRA incentives are given to increases on previously funded ARRA loans.

The choice of whether or not to line up for ARRA funding is entirely up to the borrower and their lender. At any time, an application may be withdrawn from its queue and re-submitted as a "non-Recovery Act loan" request. It will then be subject to pre-ARRA guarantee percentages and SBA guarantee fees, which can found on the SBA website at: <http://www.sba.gov/financialassistance/>. However, once a "non-Recovery Act loan" is approved, it cannot be reconsidered for ARRA incentives.

Applicants and lenders can determine where they stand in the queue by accessing SBA's website at: [www.sba.gov/recoveryq](http://www.sba.gov/recoveryq). For more information or assistance, please contact the SBA District Office.

## From the Director's Desk....



The fiscal year for the federal government ended 30 September giving us an opportunity to reflect on the year gone by and think about FY 2010. I am very pleased by the reaction we had in New Mexico to the SBA provisions of the American Recovery and Reinvestment Act. New Mexico is part of SBA's Region VI, which comprises Texas and all the states that touch it. In Texas lending was up 48% comparing the period from 1 October 2008 through 16 February 2009, the day before President Obama signed the Recovery Act and the period from 17 February to 30 September 2009. In the other states of Region VI, the increase was in the 30% range. Nation-wide, the increase was approximately 70%. In New Mexico, we increased our lending activity an amazing 139%. I am very grateful to our lending and small business communities for that incredible response.

We have also seen unprecedented interest in SBA's contracting programs, 8(a) and HUBZone. The response has been so great that we had to move the venue of our monthly contracting orientation to the new WESST facility on Broadway because there was not enough space in the conference rooms in our own building for the attendance we were getting. As the highest net per capita recipient of federal dollars outside the District of Columbia, New Mexico is an important federal contracting state and I am pleased to see that response also. After a several year hiatus, New Mexico once again has a Procurement Technical Assistance Program (PTAP) so that should be a further help to our small businesses interested in government contracting and other services the PTAPs can provide.

As we go into the winter months we are all concerned about the impact of H1N1 (Swine) Flu on our operations. I stood in line for an hour and a half to get my seasonal flu shot in October and as soon as H1N1 vaccines are available to the general public I will be looking for one of them. I encourage everyone who reads this to get your shots also. We have already had a number of deaths in New Mexico from H1N1. I am personally satisfied that the risks of getting the vaccine are far outweighed by the risk of not getting it.

Thinking about the flu got me remembering about a far darker period in human history when John Donne wrote his essay about, "No man is an island." He makes the point that we are all "a part of the main." It reminds me of how we are all part of a team working together to serve the New Mexico small business community. The SBA has its resource partners; the Small Business Development Centers, SCORE and WESST. We also have many other

organizations that we work with: ACCION, The Loan Fund, the New Mexico 8(a) and Minority Business Association, the New Mexico Department of Veterans' Services, New Mexico Native American Business Enterprise Center and the American Indian Chamber of Commerce of New Mexico, the Albuquerque Hispano Chamber of Commerce and many more. All are "a piece of the continent," pulling together in support of job and wealth creation through small business.

We express our thank you to all of those who serve New Mexico's small businesses for doing what you do and of course to the small businesses themselves for giving us a mission. I look forward to working with all of you during 2010.

John C. Woosley  
New Mexico District Director



The chief business of the American people is business.

Calvin Coolidge, *Speech in Washington, Jan. 17, 1925*  
30th president of US (1872 - 1933)

## ~TRAINING OPPORTUNITIES ~



### Albuquerque SCORE Workshop

#### "Essentials for Starting a New Business"

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

(Jan. 15, 2010, Feb. 19, 2010, Mar. 19, 2010)

Reservations: (505) 248-8232

Workshops are held at:

Albuquerque SCORE Chapter

625 Silver Ave., S.W., Suite 320 (Conference Room)

Albuquerque, NM 87102

Fee: \$55 – Payable at the door.

*We wish everyone a Merry Christmas and  
A Happy New Year!*

*We thank our lenders, resource partners and the  
small business community for their support!*

**HAPPY HOLIDAYS!**



The U.S. Small Business Administration honored 14 small businesses participating in its Albuquerque Emerging 200 Initiative (e200) at a graduation ceremony on November 12, 2009, at the Albuquerque Convention Center.

“We are delighted, along with our co-sponsors, to bring the Emerging 200 Initiative, and its MBA-style environment and program, to small businesses in Albuquerque,” said John C. Woosley, SBA’s New Mexico District Director. “We have had a great Class of 2009. They have brought great commitment and enthusiasm to the program and dedicated their precious time to learning, sharing and building their businesses. We feel that each of them will have a brighter future armed with some new knowledge, tools, and networking contacts as a result of their participation. The Albuquerque economy will benefit from their continued success.”

The NM District Office was honored to have Penny K. Pickett, SBA Associate Administrator for the Office of Entrepreneurial Development in Washington, D.C., join in the e200 ceremony and present the graduates their certificates and awards during her visit to New Mexico.

Albuquerque was one of 15 cities nationwide participating in the program. The program identified inner-city businesses nationwide that showed high potential for growth. The program provided them with the network, resources and motivation required to build a sustainable business.

InnerCity Entrepreneurs hired Stacy Sacco of Stacy A. Sacco & Associates to conduct the free 80 classroom-hour executive training. The program addressed organization management, financial management, growth strategies and management, market development and strategic planning. Mentoring sessions were also included. Sacco worked with the e200 small business owners to produce a three-year strategic growth plan with benchmarks and performance targets for their individual businesses.

Program graduates are:

- ❖ Analytica F. E. A., Inc. - Martha Navarro, V.P. of Operations
- ❖ Apple Canyon Gourmet Company - Anna Shawver, President/CEO
- ❖ Breakthru Communications, LLC - Barbara Kline, President
- ❖ Bridges, Inc. - Stacy Ertle, MS, LPCC, Director
- ❖ Data Basis, LLC - Orlando V. Correa, President/CEO

- ❖ Edgewood Aggregates, LLC – Nancy G. Holt, Managing Member
- ❖ Focus Ink, Inc. - Nancy Denker, Owner/President
- ❖ NM Travel Health - Francine Olmstead, MD, CEO & Medical Director
- ❖ Shykon, LLC - Crystal Trujillo, President
- ❖ SolutionWerx - Lisa Adkins, President
- ❖ StatIQ Solutions, LLC - John Whisenhunt, Partner/CEO
- ❖ Stubblefield Screen Print Company – Patrick Segura, Owner/President
- ❖ Valliant Printing - Keiko Johnson, Owner/President
- ❖ Welch’s Boiler Service, Inc. - Keith Welch, General Manager/Owner



(Bottom Row L-R, Penny Pickett, SBA AAOED, A. Shawver, J. Welch, B. Kline, P. Segura, O. Correa, S. Sacco, e200 Instructor, J. Woosley, SBA NM DD; Top Row L-R, J. Whisenhunt, K. Johnson, L. Adkins, S. Ertle, Dr. F. Olmstead, N. Denker)

Lisa Adkins, President of SolutionWerx, was elected spokesperson for the 2009 graduating class.

Cosponsors of the e200 program in Albuquerque are:

- ❖ ACCION New Mexico – Arizona - Colorado
- ❖ Albuquerque Hispano Chamber of Commerce
- ❖ City of Albuquerque/Economic Development Dept.
- ❖ Albuquerque SCORE/Chapter 67
- ❖ Albuquerque Small Business Development Center at CNM
- ❖ American Indian Chamber of Commerce of NM, Inc.
- ❖ Greater Albuquerque Chamber of Commerce
- ❖ National Association of Women Business Owners – Northern New Mexico Chapter
- ❖ NM Department of Veterans’ Services
- ❖ NM 8(a) & Minority Business Association
- ❖ NM Manufacturing Extension Partnership
- ❖ South Valley Economic Development Center
- ❖ South Valley Small Business Development Center
- ❖ The Loan Fund
- ❖ WESST Corp

For more information on the 2010 e200 program or any SBA programs and services, please contact the New Mexico District Office of SBA in Albuquerque at (505) 248-8225 or visit our website at [www.sba.gov/nm](http://www.sba.gov/nm).

## Jess Knox, SBA Associate Administrator for the Office of Field Operations Visits New Mexico

Jess Knox, Associate Administrator for the Office of Field Operations, met with local lenders, resource partners, congressional delegation representatives and other individuals during his visit to Albuquerque, New Mexico on November 24 and 25.

Mr. Knox met with twenty-four lender representatives during the Q & A session held on November 24, 2009, in Albuquerque, NM. This session was followed by a meeting with representatives from the New Mexico Small Business Development Center Network, SCORE and WESST - Women's Business Center. His mission was to establish rapport and gather feedback from our lending and resource partners on how the SBA loan programs and services are working for their clients.

Mr. Knox also had the opportunity to meet with a 2008 e200 graduate. He obtained feedback on how the participant firm benefitted from program participation.

## New Mexico Small Business Development Center Celebrating 20<sup>th</sup> Anniversary

The New Mexico Small Business Development Center Network (NMSBDC) will be celebrating its 20<sup>th</sup> Anniversary on January 28-29, 2010, in Santa Fe, NM. The NMSBDC will be honoring its clients, partners and stakeholders.

The SBA New Mexico District Office congratulates the network for its 20 years of service to the small business community in New Mexico. The SBA District Office is proud to have the NMSBDC as one of its resource partners.

The NMSBDC Network consists of 20 centers located statewide. The SBDCs deliver confidential one-on-one management and technical assistance to prospective and existing small businesses.

***Congratulations for 20 Years of Service  
To The New Mexico Small Business Community!***

## Available Small Business Resources

### NMSBDC – 20 Centers Statewide

They provide management and technical assistance to potential and existing businesses. To locate the nearest SBDC in your area visit their website at [www.nmsbdc.org](http://www.nmsbdc.org) or call 1-800-281-7232.

### SCORE - Counselor's to America's Small Business

Albuquerque SCORE Chapter #67  
625 Silver Ave. SW, Suite 320, Albuquerque, NM 87102  
(505) 248-8232; [www.abgscore.org](http://www.abgscore.org)

Las Cruces SCORE Chapter #397  
Loretto Towne Center  
505 S. Main St., Suite 125, Las Cruces, NM 88001  
(505) 523-5627; [www.zianet.com/score.397](http://www.zianet.com/score.397)

Santa Fe SCORE Chapter #373  
Montoya Federal Bldg., Room 207  
120 S. Federal Place, Santa Fe, NM 87501  
(505) 988-6302; [www.santafescore.org](http://www.santafescore.org)

### Women's Business Centers

WESST Enterprise Center  
609 Broadway Blvd. NE, Albuquerque, NM 87109  
(505) 246-6900; [www.wesst.org](http://www.wesst.org)

WESST – Gallup  
107 S. First St., Gallup, NM 87301  
(505) 863-3192; [www.wesst.org](http://www.wesst.org)

WESST – Las Cruces  
P.O. Box 444, Las Cruces, NM 88004  
(575) 541-1583; [www.wesst.org](http://www.wesst.org)

WESST – Rio Rancho  
4001 Southern Blvd SE, Suite B,  
Rio Rancho, NM 87124  
(505) 892-1238; [www.wesst.org](http://www.wesst.org)

WESST – Roswell  
200 W. First St., #527, Roswell, NM 88203  
(575) 624-9850; [www.wesst.org](http://www.wesst.org)

WESST – Santa Fe  
3900 Paseo Del Sol, Suite 322A  
Santa Fe, NM 87505  
(505) 474-6556; [www.wesst.org](http://www.wesst.org)

The Loan Fund  
423 Iron, SW, Albuquerque, NM 87103  
(505) 243-3196, [www.loanfund.org](http://www.loanfund.org)

ACCION New Mexico – Arizona – Colorado  
20 First Plaza NW, Ste. 417, Albuquerque, NM 87102  
(505) 243-8844, [www.accionnm.org](http://www.accionnm.org)

## SBA Renews Partnerships with Chambers



(L-R – John C. Woosley, SBA NM District Director, Ted Pedro, Executive Director, American Indian Chamber of Commerce of NM, & Gina Euell, Board Chair of the American Indian Chamber of Commerce of NM)

### SBA Renews Partnership With The American Indian Chamber of Commerce & Native American Business Enterprise Center

The SBA New Mexico District Office and the **American Indian Chamber of Commerce of New Mexico (AICCNM)** and the **New Mexico Native American Business Enterprise Center (NMNABEC)** renewed their partnership on November 12th by entering into an agreement formalizing their commitment to helping the Native American and small business community across New Mexico.

The entities signed a Strategic Alliance Memorandum (SAM) to formalize their partnership to work together in providing information and assistance to the Native American small business community and small businesses across the state. The purpose of the SAM is to develop and foster mutual understanding and strengthen the working relationship between the SBA, AICCNM and NMNABEC.

#### Contact Information:

American Indian Chamber of Commerce of NM  
2401 12<sup>th</sup> Street, NW, Suite 5 South  
Albuquerque, NM 87104  
(505) 766-9545, [www.aiccnm.com](http://www.aiccnm.com)

NM Native American Business Enterprise Center  
2401 12<sup>th</sup> Street, NW, Suite 5 South  
Albuquerque, NM 87104  
(505) 766-9545

## Albuquerque Hispano Chamber of Commerce & SBA Sign Strategic Alliance Memorandum on December 9th



(L-R – Alex Romero, President & CEO, Albuquerque Hispano Chamber of Commerce, John C. Woosley, SBA NM District Director)

On December 9<sup>th</sup> the SBA and the Albuquerque Hispano Chamber of Commerce (AHCC) signed a Strategic Alliance Memorandum (SAM) at a ceremony held at the Albuquerque Hispano Chamber of Commerce.

Both SBA and the AHCC will work together to contribute to the expansion of small business development in the area. The SBA New Mexico District Office has had a strong working relationship with the AHCC through the years in assisting the small business community.

“With the joint signing of this agreement we will celebrate the continuing strong relationship that SBA has with the Albuquerque Hispano Chamber of Commerce. With this renewed partnership we will work together with the AHCC to increase SBA services to the Hispanic and small business community,” states SBA NM District Director John Woosley.

“We have enjoyed a long standing relationship with the SBA; we’re proud to continue this alliance and we look forward to our collaboration in support of small business” stated Albuquerque Hispano Chamber of Commerce President and CEO Alex Romero.

#### Contact Information:

Albuquerque Hispano Chamber of Commerce  
1309 4<sup>th</sup> Street, SW  
Albuquerque, NM 87102  
(505) 842-9003  
[www.ahcnm.org](http://www.ahcnm.org)

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

		<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <b>FY 2009 TOTALS</b> </div>		<b>New Mexico District Loan Activity</b>	
Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s	
<u>7(a) Loan Activity</u>					
Western Commerce Bank	36	\$8,453,000	1	2	
Wells Fargo Bank	33	\$9,445,800	2	1	
Bank of the Southwest	33	\$5,043,200	3	5	
Century Bank	30	\$2,956,200	4	8	
BBVA Compass Bank	27	\$6,196,000	5	3	
First Community Bank	18	\$2,220,300	6	10	
New Mexico Bank & Trust	11	\$934,500	7	20	
The Bank of Clovis	10	\$4,220,000	8	6	
Mountain America FCU	10	\$315,000	9	30	
Superior Financial Group	10	\$90,000	10	40	
Main Bank	6	\$3,889,100	11	7	
First Savings Bank	6	\$2,005,800	12	11	
MyBank	4	\$397,000	13	24	
Bank of the Rio Grande	4	\$358,000	14	28	
First New Mexico Bank - Las Cruces	4	\$171,800	15	36	
Excel National Bank	3	\$5,454,500	16	4	
CIT Small Business Lending	3	\$2,501,000	17	9	
First American Bank (formerly The 1st National Bank)	3	\$1,850,400	18	13	
American Heritage Bank	3	\$827,900	19	21	
Pioneer Bank	3	\$380,000	20	26	
Western Bank (Lordsburg)	3	\$105,000	21	38	
Live Oak Banking Company	2	\$1,950,000	22	12	
Newtek Small Business Finance	2	\$1,841,000	23	14	
The First National Bank of New Mexico	2	\$1,102,600	24	18	
Western Bank of Clovis	2	\$495,700	25	22	
SouthWest Bank*	2	\$358,400	26	27	
Peoples Bank	2	\$260,000	27	31	
Citizens Bank of Las Cruces	2	\$249,000	28	33	
Western Bank - Alamogordo	2	\$211,600	29	34	
Bank of America	2	\$60,000	30	41	
United Bank of El Paso del Norte	2	\$45,000	31	42	
Mainstreet Lender 7(A), LLC	1	\$1,585,000	32	15	
Small Business Loan Source	1	\$1,332,000	33	16	
Community South Bank*	1	\$1,209,000	34	17	
Innovative Bank	1	\$995,000	35	19	
Bank of the West	1	\$480,000	36	23	
Southwest Securities, FSB	1	\$384,000	37	25	
James Polk Stone National Bank	1	\$325,000	38	29	
Valley National Bank	1	\$250,000	39	32	
Liberty Bank	1	\$200,000	40	35	
Lea County State Bank	1	\$150,000	41	37	
Community 1st Bank-Las Vegas	1	\$105,000	42	39	
Sandia Laboratory FCU	1	\$28,000	43	43	
Borrego Springs Bank*	1	\$25,000	44	44	
<b>Totals</b>	<b>293</b>	<b>\$71,455,800</b>			



**FY2009  
TOTALS**

**New Mexico District  
Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s
<b>504 CDC Participation</b>				
Capital CDC	32	\$14,267,000	1	1
Enchantment Land CDC	14	\$5,669,000	2	2
<b>Total</b>	<b>46</b>	<b>\$19,936,000</b>		
<b>504 3rd Party Lender Participation</b>				
First Community Bank	5	\$3,473,817	1	1
Los Alamos National Bank	4	\$1,123,386	2	9
Zions First National Bank	3	\$1,562,775	3	6
Bank of the West	3	\$1,445,871	4	7
New Mexico Educators FCU	3	\$890,000	5	12
Sandia Laboratory FCU	2	\$2,830,110	6	2
First American Bank (formerly The 1st National Bank)	2	\$2,631,335	7	3
Ironstone Bank*	2	\$2,279,119	8	5
Western Commerce Bank	2	\$988,951	9	10
BMC Bank & Trust Limited	2	\$862,000	10	13
New Mexico Bank & Trust	2	\$530,000	11	16
The Loan Fund	2	\$383,975	12	18
The Bank of Clovis	2	\$380,175	13	19
BBVA Compass Bank	1	\$2,475,000	14	4
Union Savings Bank	1	\$1,325,000	15	8
The First National Bank of Santa Fe	1	\$959,728	16	11
Western Heritage Bank	1	\$617,526	17	14
Pioneer Bank	1	\$562,059	18	15
Four Corners Community Bank	1	\$498,500	19	17
US NM Federal Credit Union*	1	\$296,834	20	20
International Bank	1	\$262,610	21	21
Wells Fargo Bank	1	\$254,600	22	22
Alerus Financial, NA	1	\$215,000	23	23
First Federal Bank (Washington Federal S&L)	1	\$194,184	24	24
The Bank of Las Vegas	1	\$77,013	25	25
<b>Total</b>	<b>46</b>	<b>\$27,119,568</b>		
<b>TOTAL SBARELATED LOAN ACTIVITY - thru 3rd Qtr</b>				
7(a) Loans	293	\$71,455,800		
504 Loans - CDCs	46	\$19,936,000		
<b>SBA NM LOAN TOTAL</b>	<b>339</b>	<b>\$91,391,800</b>		
504 Loans - 3rd Party Lenders	46	\$27,119,568		
<b>TOTAL NM CAPITAL</b>		<b>\$118,511,368</b>		