



U.S. Small Business Administration

New Mexico District Newsletter

Information for the Small Business Community
Special Edition - August 2010

SBA – Your Small Business Resource

U.S. Small Business Administration

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U.S. Small Business Administration

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SBA Home Page: www.sba.gov

SBA Recovery Page: www.sba.gov/recovery

Recovery Act Website: www.recovery.gov

New Mexico's Top SBA Lenders To Be Honored At Mid-America Lender's Conference – August 16-18, 2010 New Orleans, Louisiana

Wells Fargo Bank

Wells Fargo Bank has consistently proven its commitment to addressing the capital needs of small business in New Mexico. This year is no exception. For the eleventh time in the last dozen years, Wells Fargo is being honored as the **Top Dollar Volume 7(a) Lender** by the New Mexico District Office. Wells Fargo Bank New Mexico originated 26 loans totaling approximately \$12.32 million for this award period. Accepting on behalf of Sondra Tye, Vice President of Wells Fargo Bank SBA Lending, New Mexico, is Jeff Wilson, Lending Manager (Wells Fargo, Texas).

Capital Certified Development Corporation

The top **SBA 504 Lender** is **Capital Certified Development Corporation (CDC)**. It led the state in both number and dollar amounts. For this award period, its efforts resulted in 32 businesses gaining access to approximately \$12.7 million in 504 funding. This is the third consecutive time Capital CDC has received this award. A great achievement considering it has been serving the New Mexico District for only four years. Accepting on behalf of Capital CDC are Thomas Braasch, Executive Director, and Lorena Chavez, Senior Business Development Officer for the New Mexico area.

The Bank of Clovis

The Bank of Clovis will receive the **Rising Star Award**. The New Mexico Lender is being honored for initiating and implementing an aggressive SBA guaranteed lending strategy. The bank's efforts have resulted in significant increases in the number of small businesses that have received SBA financing in eastern New Mexico. Historically, The Bank of Clovis was an occasional 504 third-party lender. In fact, it did not generate any new loans in fiscal year 2007. After meeting with the District Office, their loan officer Terry Blaschke made a commitment to attempt to originate 6 loans the next year. Not only did he keep this commitment, the bank exceeded the goal by approving 7 loans totaling over \$2.7 million during FY 2009.

The bank is now consistently ranked in the top 10 of New Mexico SBA lenders. It increased its SBA loan activity from zero loans in fiscal year 2007 to 11 loans totaling almost \$5.5 million through July of this year. Having achieved Preferred Lender Provider (PLP) status, it also now offers the full range of 7(a) and 504 loan products to small business clients. This accomplishment is even more impressive given that the bank only has 2 branches located in rural northeastern New Mexico. The Bank of Clovis is truly a Rising Star and a valued member of the SBA lending family in New Mexico! Senior Vice President Terry Blaschke will accept the award on behalf of The Bank of Clovis.

Century Bank

Century Bank is being recognized as **one of the Top Three American Recovery Capital (ARC) Lenders in SBA's Region VI (AR, LA, OK, NM & TX)**. Century Bank has made 28 ARC loans since the inception of the program on June 15, 2009 through July 15 of this year. They have provided much needed capital to entrepreneurs struggling during these difficult economic times. Accepting on behalf of Century Bank is David Valdez, Vice President of Commercial Lending.

AVAILABLE SMALL BUSINESS RESOURCES

NM SMALL BUSINESS DEVELOPMENT CENTERS (NMSBDC) - 20 Centers Statewide

The NMSBDC network provides management and technical assistance to potential and existing businesses. To locate the nearest SBDC in your area visit their website at www.nmsbdc.org or call 1-800-281-7232.

SCORE - Counselor's to America's Small Business

Albuquerque SCORE Chapter #67
(505) 248-8232; www.abqscore.org

Las Cruces SCORE Chapter #397
(505) 523-5627; www.scorelascruces.org

Santa Fe SCORE Chapter #373
(505) 988-6302; www.santafescore.org

WOMEN'S BUSINESS CENTERS

WESST Enterprise Center - Albuquerque
(505) 246-6900; www.wesst.org

WESST – Gallup
(505) 863-3192; www.wesst.org

WESST – Las Cruces
(575) 541-1583; www.wesst.org

WESST – Rio Rancho
(505) 892-1238; www.wesst.org

WESST – Roswell
(575) 624-9850; www.wesst.org

WESST – Santa Fe
(505) 474-6556; www.wesst.org

MICROLOAN LENDERS

WESST Enterprise Center (SBA Microlender)
(505) 246-6900; www.wesst.org

The Loan Fund (SBA Microlender)
(505) 243-3196; www.loanfund.org

ACCION New Mexico – Arizona – Colorado
(505) 243-8844; www.accionnm.org

NEW MEXICO USDA RURAL DEVELOPMENT OFFICE BUSINESS & COOPERATIVE PROGRAMS

6200 Jefferson NE, Room 255
Albuquerque, NM 87109.
505-761-4953

USDA Rural Development's mission is to increase economic opportunity and improve the quality of life in rural communities. For information on available rural programs call 505-761-4953 or visit the USDA's web site at <http://www.rurdev.usda.gov>.

~TRAINING OPPORTUNITIES~

ALBUQUERQUE SCORE WORKSHOP *Essentials for Starting a New Business*

3rd Friday of the month – 8:30 a.m. - 4:00 p.m.
(September 17, October 15, November 19)
Reservations: (505) 248-8232

Workshop is held at:
Albuquerque SCORE Chapter
625 Silver Ave., S.W., Ste. 320 (Conference Room)
Albuquerque, NM 87102
Fee: \$55 – Payable at the door.

This low-cost all-day workshop is for anyone considering starting a business or who has just started a business. Community volunteers including a lawyer, CPA's, insurance and advertising specialists, bankers and representatives from the SBA provide information that is critical to starting a business. A notebook containing this and other information is provided for reference purposes to each attendee. Registration can be arranged through the website. Low-cost seminars are also provided to assist business clients augment their understanding in specific areas. Recent seminars include: How to use QuickBooks Effectively in Your Business, Hiring New Employees, Using Social Media to Advance Your Business and Structuring Your Business for Maximum Tax Advantages. See our website for upcoming seminars.

FEDERAL PROCUREMENT CERTIFICATION WORKSHOP

1:00 p.m. to 3:30 p.m.
September 8, October 6, November 10, December 1

Workshop is held at:
Albuquerque Small Business Development Center
2501 Yale Blvd. S.E., Suite 302
Albuquerque, NM 87106
Workshop is free.
Please contact Barbara Sinha, NMSBDC/PTAP, at
(505) 428-1362.

Workshop is presented by the NM Small Business Development Center (NMSBDC) Procurement Technical Assistance Program (PTAP). Interested small business owners will gain valuable knowledge about the NM PTAP, SBA 8(a) & HubZone Certifications, NM Dept. of Veterans' Services Veteran & Service Disabled Certifications, U.S. General Services Administration (GSA) Schedules, and Self Certifications: Women-Owned, Minority Owned and Small Disadvantaged Business.

When written in Chinese the word crisis is composed of two characters. One represents danger, and the other represents opportunity.

~John F. Kennedy~

MINORITY ENTERPRISE DEVELOPMENT WEEK (MED Week)

SBA Assistance Available to Minority-Owned Businesses

**By Marie C. Johns, Deputy Administrator
U. S. Small Business Administration, Washington, D.C.**

Last month, the Census Bureau reported that the number of minority-owned businesses increased by 46 percent from 2002 to 2007. This is good news. These new businesses are creating jobs and driving local economic growth all across the country.

However, this is no time to lessen our commitment or resources available to help minority small businesses grow and create jobs. At the Small Business Administration, we are leveraging our three core mission areas – access to capital, opportunities in federal contracting, and business counseling – to build on the growth we've seen in minority business ownership.

Minority-owned firms struggle with access to capital, and when they do receive a loan, it is often too small, or the interest is too high. That's why, according to the Urban Institute, minority small businesses are 3 to 5 times more likely to get a loan if it is guaranteed by the SBA. Moreover, enhancements made possible by the Recovery Act have helped SBA provide support for more than 14,000 Recovery loans, worth \$5 billion, to minority-owned small firms. President Obama has called on Congress to extend funding for these successful Recovery loan programs, which ran out several weeks ago, resulting in a 60 percent drop in SBA lending. Lenders and small business owners have also been clear: now is not the time to pull back.

The Recovery Act has also been a critical tool in helping minority-owned small firms compete for and win federal contracts. Already, billions of dollars in Recovery contracts have been awarded to socially and economically disadvantaged firms that participate in SBA's 8(a) program. Meanwhile, the SBA and its resource partners train and counsel hundreds of thousands of minority business owners each year.

Throughout the month of August, minority business owners can learn about the tools and resources available to them at Minority Enterprise Development Week (MED Week) events being held in various cities across the country, including Albuquerque. At these events minority business owners can network, learn from each other, and find out ways to grow their business and create jobs. For more information on attending a MEDWeek event near you, visit www.medweek.gov.

As one of the fastest growing segments of the small business community, minority-owned businesses are key to the strength of our economy and our global competitiveness. From loans, to contracting, to counseling and business development, SBA will continue to ensure that minority-owned small businesses and entrepreneurs continue to have the tools to grow, drive our economy, and create jobs.

*28th Annual MED Week Conference
August 23-27, 2010, Omni Shoreham Hotel, Washington, D.C.*

*New Mexico MED Week Awards Celebration
Date to be announced – For additional information contact the
New Mexico SBA District office at (505) 248-8225.*

~BUSINESS ROUNDTABLES ~

The Albuquerque SCORE Chapter is facilitating No-cost Business Roundtables in conjunction with organizational partners, whereby attendees can exchange professional feedback from peer businesses. The Roundtables meet monthly for 1 1/2 hours and are used by attendees as their no-cost Board of Advisors. Currently, there are two Roundtable groups with Greater Albuquerque Chamber of Commerce members and one Roundtable group of SCORE clients. Albuquerque SCORE offers to facilitate a Roundtable with any organized business group that would like to start such an arrangement for their members. For additional information on dates, times and locations, please call the Albuquerque SCORE Chapter at (505) 248-8232.

New Mexico Franchise Opportunities: A Seminar for Veterans, Women and Minorities

The New Mexico Department of Veterans' Services (NMDVS) is teaming up with several business organizations to present this seminar on **August 14th, from 8:00 a.m. to 3:00 p.m. at the Hotel Albuquerque, 800 Rio Grande Blvd. N.W., Albuquerque, NM.** For information please contact Lloyd Calderon at (505) 841-2956.

Native-Focused E200 Executive Training Program at Midpoint

New Mexico was selected to administer the 2010 SBA e200 Initiative at two locations; Albuquerque and Gallup. The following firms are half way through the executive training program and have completed the Business Assessment and Finance Modules.

Albuquerque Participants:

Barnett-Aldon Ironworks, Inc.
B-Squared Engineering Associates, Inc.
Cervantes Food Products, Inc.
Employers Pro Advantage, Inc.
Ortega's Appliance Service Today
Rock Gap Engineering
Saigan Construction, Inc.
Serafina Technical Consulting LLC
Shipping, Receiving, Fulfillment Services, Inc.
Southwest Native Graphic & Printing, Inc.
Tsay Construction & Services, LLC

Gallup Participants:

Care Express Transportation, Inc.
Enchantment Physical Therapy
5 Star Oil & Gas, LLC/5 Star Security, Inc.
Herbert's Welding, Inc.
iina 'ba' Inc.
Navajo Tractor Sales, Inc.
Powerline Technologies, Inc.
Precious Life Home Care, LLC
Red Horse PM
Round Rock Trading Post
Simple Bookkeeping
Nova Corporation
Total Office Solutions, Inc.



FYTD 2010
(10/1/2009 - 7/31/2010)

**New Mexico
Lender Rankings &
Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$\$
7(a) and ARC Loan Activity				
Century Bank	42	\$2,847,600	1	9
Bank of the Southwest	28	\$8,933,000	2	2
BBVA Compass Bank	27	\$3,529,200	3	7
Wells Fargo Bank	23	\$11,128,200	4	1
Western Commerce Bank	23	\$3,619,900	5	8
First American Bank	14	\$4,193,800	6	6
The Bank of Clovis	10	\$5,005,000	7	4
Community 1st Bank Las Vegas	9	\$516,000	8	28
MyBank	8	\$760,000	9	25
First Savings Bank	6	\$857,000	10	23
Excel National Bank	5	\$4,772,500	11	5
New Mexico Bank & Trust	5	\$1,174,700	12	20
Superior Financial Group	5	\$50,000	13	36
Live Oak Banking Company	4	\$5,138,000	14	3
Main Bank	4	\$2,335,000	15	10
Bank of the Rio Grande	4	\$655,000	16	27
Pioneer Bank	4	\$410,000	17	29
Citizens Bank of Las Cruces	3	\$2,113,500	18	11
Bank of the West	3	\$918,500	19	22
Valley National Bank	3	\$315,000	20	31
First New Mexico Bank - Las Cruces	3	\$94,600	21	33
Mountain America FCU	3	\$57,000	22	35
Community South Bank	2	\$1,666,000	23	13
Four Corners Community Bank	2	\$1,368,900	24	18
American State Bank	2	\$834,000	25	24
Union Savings Bank	2	\$585,000	26	27
Bank of America	2	\$40,000	27	41
United Western Bank	1	\$1,875,000	28	12
First Western SBLC, Inc.	1	\$1,602,000	29	14
Ridgestone Bank	1	\$1,600,000	30	15
American Business Lending, Inc.	1	\$1,500,000	31	16
Celtic Bank Corporation	1	\$1,471,300	32	17
First New Mexico Bank - Deming	1	\$1,318,300	33	19
CIT Small Business Lending Corp.	1	\$1,112,000	34	21
The First National Bank of New Mexico*	1	\$666,000	35	26
Western Bank of Clovis	1	\$349,900	36	30
Newtek Small Business Finance	1	\$100,000	37	32
United Central Bank*	1	\$90,000	38	34
Borrego Springs Bank	1	\$50,000	T-39	T-38
Lea County State Bank	1	\$50,000	T-39	T-38
Vectra Bank Colorado NA	1	\$50,000	T-39	T-38
AmBank	1	\$35,000	42	42
Grants State Bank	1	\$16,000	43	43
American Heritage Bank	1	\$10,100	44	44
Totals	263	\$75,813,000		
504 CDC Participation				
Capital CDC	22	\$7,947,000	1	1
Enchantment Land CDC	15	\$5,573,000	2	2
Front Range Regional Econ Dvpm Corp dba Colorado Lending Source, LLC	1	\$3,933,000	3	3
Total	38	\$17,453,000		
504 3rd Party Lender Participation				
Ironstone Bank	5	\$2,197,983	1	4
Century Bank	5	\$1,342,339	2	7
New Mexico Bank & Trust	4	\$1,505,652	3	5
Western Commerce Bank	2	\$1,442,500	4	6
Bank of America	2	\$1,003,000	5	8
Los Alamos National Bank	2	\$904,300	6	9
US New Mexico FCU	2	\$543,400	7	11
NM Educators FCU	2	\$255,400	8	16
The Loan Fund	2	\$207,705	9	19
Silverton Bank Insurance Services, LLC	1	\$6,500,000	10	1
Grants State Bank	1	\$2,618,700	11	2
Bank of the Southwest	1	\$2,359,601	12	3
Bank of the West	1	\$862,500	13	10
The Bank of Clovis	1	\$467,635	14	12
Citizens Bank of Las Cruces	1	\$410,000	15	13
First Community Bank	1	\$355,000	16	14
Western Bank of Clovis	1	\$278,500	17	15
International Bank	1	\$225,000	18	17
Peoples Bank*	1	\$214,097	19	18
Zions First National Bank	1	\$173,116	20	20
Bank '34	1	\$84,000	21	21
Total	38	\$23,950,428		
TOTAL SBA RELATED LOAN ACTIVITY FOR FY 2010				
		FYTD 10		FYTD 09
7(a) Loans	230	\$74,727,500	225	\$54,342,900
504 Loans - CDCs	38	\$17,453,000	34	\$14,787,000
SBA NM LOAN SUBTOTAL	268	\$92,180,500	259	\$69,129,900
ARC Loans**	33	\$1,085,500	4	\$140,000
SBA NM LOAN TOTAL	301	\$93,266,000	263	\$69,269,900
504 Loans - 3rd Party Lenders	38	\$23,950,428	34	\$20,592,784
TOTAL NM CAPITAL		\$117,216,428		\$89,862,684

* First Appearance in Quarterly Lender Rankings in FY2010

** ARC Loan Activity was authorized to begin 6/15/09