

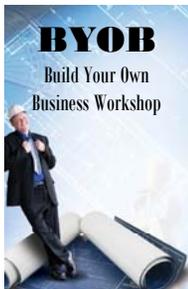
OKLAHOMA UPDATE

September 2009

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New Online Training Course

Recovery Act Opportunities: *How to Win Federal contracts*

The SBA has launched a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals and veterans.

The free training course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced last month by President Obama and being led by SBA and the Department of Commerce.

SBA and Commerce are expanding their outreach to contracting officials

across the federal government to ensure they have the tools to meet their annual contracting goals and increase opportunities to small businesses, including those owned by veterans, women and minorities, as well as those in designated HUB-Zones.

As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities.



The **Recovery Act Opportunities** course is available at www.sba.gov/fedcontractingtraining.

The course is one of more than 24 online tutorials offered by the SBA, and is available 24/7.

8(a)/HUBZone Contracting Workshop scheduled in October

L. Pat Smith, Business Development Specialist in the SBA 8(a) Program, and HUBZone Liaison will conduct a 8(a)/HUBZone Workshop Wednesday, Oct. 14 at the Francis Tuttle Technology Center, 12777 N. Rockwell Ave., Oklahoma City. The workshop will be held in Bldg. #2, Room 1060 and starts at 9 a.m. until noon. The Campus is Smoke Free. For more information, or to register, please contact Judy Robbins, 405-717-4741

H1N1 Guide for small businesses now available

SBA Administrator Karen Mills and Department of Homeland Security Secretary Janet Napolitano have announced the availability of a preparedness guide designed to assist small businesses in planning for the possibility of an H1N1 flu outbreak this fall.

To download the book-

let please visit www.sba.gov/flu

Outbreaks of H1N1 flu are occurring now across the country and will likely coincide with the return of seasonal flu this fall and winter. Employers are encouraged to put strategies in place now to protect their employees and their busi-

nesses in advance of the fall flu season. Included in the preparedness guide are tips on how to write a continuity of operations plan, steps for keeping employees healthy, frequently asked questions about the 2009 H1N1 flu and a list of additional resources that employers can access online.

Helping small businesses **start, grow and succeed.**



Your Small Business Resource

TIME TO RECOGNIZE ENTREPRENEURS FOR SBA AWARDS



National Winner!

2009 Oklahoma Small Business Person of the Year

Jeanna R. Sellmeyer

Asset Group, Inc., Oklahoma City

2009 Oklahoma Small Business Person of the Year Jeanna Sellmeyer who battled a brain tumor and overcame challenges generated by 9/11 and Hurricane Katrina to lead her environmental remediation firm to success was named **2009 National Small Business Person of the Year**.

Sellmeyer is the owner of Oklahoma City-based ASSET Group, Inc., one of the region's most successful federal construction and remediation contractors with just under 100 employees and more than \$45 million in revenues and backlogs, and project locations from California to Florida.

"Jeanna Sellmeyer is a perfect example of the grit and determination it takes to become a highly successful entrepreneur in America today," said SBA Administrator Karen G. Mills during Small Business Week ceremonies in Washington, D.C on May 19, 2009. "Hers is a story of beating the odds and coming back on top, surviving daunting obstacles to lead her environmental remediation firm and its 100 employees to a leadership position in her industry."

"In doing so, Jeanna demonstrates the qualities that make small businesses such a powerful force in the American economy, and in their communities," said Mills.

The U.S. Small Business Administration's Oklahoma District Office is accepting nominations for the state's top small business entrepreneur and champions. **Nominations are due Nov. 13.** For more information and forms, please contact Darla Booker at 405-609-8012, or email darla.booker@sba.gov.

An independent panel of judges, selected from the business community, will select the 2010 Oklahoma Small Business Person of the Year and other winners who will go on to compete for regional and national awards during National Small Business Week. Oklahoma award winners will be chosen in the following categories:

Small Business Person of the Year: For developing an outstanding, growing business; innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions.

Small Business Exporter of the Year:

Increased export sales and profits, encouraging other firms to export, increased jobs through exports, and creative overseas marketing strategies.

SBA Young Entrepreneur of the Year:

Owner will not reach 30th birthday by June 1, 2007, evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.

Jeffrey Butland Family-Owned Business of the Year:

This award honors a family owned and operated small business which has been passed on from one generation to another and must have at least a 15-year track record.

Entrepreneurial Success Award:

Must own and operate a business that was launched "small" by SBA size standards, received SBA assistance and has since grown into a large business.

Small Business Champions:

Small Business Champion awards are made to individuals or organizations dedicated to supporting small businesses. Nominees may or may

not be small business owners.

*** Financial Services Champion:** Individuals who assist small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services may be nominated.

*** Home-Based Business Champion of the Year:** Individuals who have experienced the rewards and difficulties of owning a home-based business and have volunteered to improve the climate for these businesses may be nominated.

*** Minority Small Business Champion of the Year:** Individuals who have fulfilled a commitment to support minority entrepreneurship may be nominated.

***Veteran Small Business Champion of the Year:** Individuals who have fulfilled a commitment to advancing small business opportunities for veterans of the U.S. armed forces may be nominated. Nominees may or may not be veterans.

***Women in Business Champion of the Year:** Individuals who have fulfilled a commitment to the advancement of women's business ownership may be nominated.

'BUILD YOUR OWN BUSINESS' WORKSHOPS CONTINUE THROUGH OCTOBER

Now more than ever, getting the right start in business can mean the difference between success and failure, according to Bob Steinerd, counselor with the Oklahoma City Chapter of SCORE, Counselors to America's Small Businesses. SCORE and SBA are teaming with the Oklahoma Metropolitan Libraries to offer a third series of Build Your Own Business "BYOB" workshops that run through October. The workshops are free and open to the public.

Steinerd said that at the beginning of the recession, people seemed apprehensive about starting a business. "Now, we are seeing more people looking at entrepreneurial opportunities as the economy appears to stabilize, credit becomes more available, and prospective small business owners see

opportunities that arise as consumer demand awakens.

The BYOB Workshops are designed to introduce entrepreneurs to the mechanics of starting a business and developing a good business plan. "We know that the success of a business is dependent upon how well a business is planned and funded," Steinerd said. "We will also acquaint attendees with new loan programs and changes implemented by the U.S. Small Business Administration in response to the Recovery Act."

Several hundred entrepreneurs have attended the BYOB Workshops since they began about a year ago. "We consider ourselves mentors to small business, and, especially during turbulent times, mentors matter," said Steinerd. "In addition to the work-

shops, current or future business owners can sign up for free 'one-on-one' counseling with one of our score volunteers."



2009 RECOVERY ACT



SBA Recovery Efforts Impact to Date:

Loan Volume Has Increased 60 Percent: As of September 11, SBA has supported \$10.2 billion in small business lending with the approval of \$7.5 billion in loans since Feb. 17. Since the signing of ARRA, weekly loan dollar volume has risen 60 percent in the 7(a) and 504 programs, compared to the weekly average before passage.

More Lenders Making Loans: From Feb. 17 to September 11, more than 1,100 lenders that had not made a loan since Oct. 2008 made 7(a) or ARC loans. Of those, over half had not made a loan since at least 2007.

Broad Support to Small Businesses: A significant share of loans supported by Recovery Act funding has gone to rural (26 percent), minority-owned (19 percent), women-

owned (19 percent), and veteran-owned (9 percent) businesses.

Secondary Markets Uptick with 7(a) Loans: After months of reduced activity and lower premiums, the SBA 7(a) secondary market is picking up and premiums are beginning to recover. From May to August, the average monthly loan volume settled from lenders to broker-dealers in the 7(a) secondary market has been \$335 million.

ARC Loans Reaching Small Businesses: As of Sept. 11, SBA has approved over 2,200 ARC loans totaling over \$72 million.

OKLAHOMA TOP 10 SBA LENDERS & CDCs THROUGH AUGUST—FY 2009

Top volume lenders by number of loans

Rank	Lender	Number of Loans	Total Loan Amount
1	BancFirst	97 loans	\$21,623,100
2	Arvest Bank	30 loans	\$8,263,100
3	MidFirst Bank	24 loans	\$1,878,400
4	Borrego Springs Bank, N.A.	20 loans	\$830,000
5	JP Morgan Chase Bank, N.A.	18 loans	\$1,670,200
6	ONB Bank & Trust Company	12 loans	\$4,101,100
7	Citizens Security Bank & Trust Company	12 loans	\$1,939,000
8	AVB Bank	11 loans	\$1,775,700
9	Innovative Bank	10 loans	\$265,000
10	Great Plains National Bank	9 loans	\$1,287,700

Top volume CDCs by number of loans

Rank	CDC	Number of Loans	Total Loan Amount
1	Rural Enterprises of Oklahoma, Inc.	11 loans	\$4,680,000
2	Small Business Capital Corporation	10 loans	\$7,261,000
3	Tulsa Economic Development Corp.	9 loans	\$3,298,000
4	Metro Area Development Corporation	4 loans	\$1,126,000

Top volume lenders by dollar value of loans

Rank	Lender	Number of Loans	Total Loan Amount
1	BancFirst	97 loans	\$21,623,100
2	Arvest Bank	30 loans	\$8,263,100
3	First Financial Bank	3 loans	\$4,536,000
4	ONB Bank & Trust Company	12 loans	\$4,101,100
5	Live Oak Banking Company	2 loans	\$4,000,000
6	Security Bank	5 loans	\$3,019,400
7	Regent Bank	4 loans	\$2,733,800
8	First Community Bank Central Texas, N.A.	3 loans	\$2,355,000
9	Bank of the Lakes, N.A.	3 loans	\$2,089,000
10	Commerce Bank, N.A.	4 loans	\$2,000,000

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Top 10 Oklahoma SBA Loans in August 2009

2009/08/12

Vassal Well Service, LLC, TULSA
\$1,560,000.00
ARVEST BANK

2009/08/14

Brickman Fast Line, Inc., OKEENE
\$998,000.00
FARMERS & MERCHANTS NATIONAL BANK

2009/08/19

Plastic Surgery & Dermatology, OKC
Oklahoma City
\$995,100.00
WELLS FARGO BANK

2009/08/05

Williams Chevrolet-Pontiac, STIGLER
\$986,500.00
FIRST NATIONAL BANK

2009/08/31

Oklahoma Export, OKC
\$830,000.00
BANK OF OKLAHOMA

2009/08/17

Alva Ampride Convenience Store, ALVA
\$815,000.00
COMMUNITY BANK

2009/08/11

Cici's Pizza, ARDMORE
\$480,000.00
FIRST COMMUNITY BANK

2009/08/04

eMarket LLC, Tulsa
\$385,000.00
TULSA ECONOMIC DEVELOPMENT
CORPORATION

2009/08/27

Meats & 'N More, LLC, WAGONER
\$382,500.00
ARVEST BANK

2009/08/28

Kyra Jean Vineyard, Tulsa
\$350,000.00
MIDFIRST BANK