

NEWSLINE EIGHT

Volume 15 October 2009

SBA's Monthly
News Update
SERVING
COLORADO
MONTANA
NORTH DAKOTA
SOUTH DAKOTA
UTAH
WYOMING

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office

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Helping small businesses
start, grow and succeed.



Your Small Business Resource

It is a privilege to assist small business and serve the nation as SBA Regional Administrator.
By Daniel Hannaher

When I began my journey several months ago, hoping to become the SBA's Region VIII Administrator, I never imagined how exciting the ride would be and how many roads I would travel! I am thrilled to be a part of the U.S. Small Business Administration, an agency that is so vital to the economic well-being of our nation—especially during the national economic downturn. Having been a small business owner myself, you can be assured that I really do understand the challenges you face on a daily basis. The nearly 750,000 entrepreneurs that live and work in our six state region are the foundation of their communities. It is my personal mission that the SBA become an even stronger advocate for our small business community—both rural and urban, in big cities and small. In fact, the SBA's support allowed my business in Fargo, North Dakota to expand, thrive, and more recently - survive. I operated a small furniture business in Fargo. The last two years were a challenge, to say the least. Just knowing that there is an organization out there like the SBA to provide financial and important. I know that President Obama and Administrator Karen Mills have made small business growth a foundation of their economic recovery plan. I am grateful to them for this opportunity to serve, because this agency will play a critical role in implementing those policies. I also want to personally thank Stan Nakano, the district director in Utah, for serving as the acting regional administrator for seven months. Stan did an outstanding job of keeping the regional office on track during this transition period. Since my appointment was announced on August 12th, I have already met with many small business owners, lenders and elected officials to discuss how the SBA can better serve their communities and constituents. The good news is that this agency has a very good reputation in the business community. I realize that the SBA cannot stand on its laurels and must continue to effectively implement the small business provisions of the American Recovery and Reinvestment Act. The ARRA gave this agency over \$730 million to help spur business activity and job creation across the nation, and we're seeing concrete results. With over 98 percent of all businesses in Region VIII being small businesses, the work that we do is vital to their success and survival. One of my first goals as regional administrator is to visit each district office and listen to the needs of our many constituents to learn what their goals and expectations are for the coming months and years. Running a small business has taught me that listening to your customers, and understanding their needs, is the only way to make them a customer for life. I am going to use this same philosophy as regional administrator. I look forward to working with each of you over the coming months and years. You can reach me at; daniel.hannaher@sba.gov.



WYOMING DISTRICT OFFICE



FREE Procurement Training. The SBA and the Wyoming Procurement Technical Assistance Center & Gro-Biz, will host a free procurement work-

shop on Tuesday, October 27th from 6:00 pm to 8:00 pm at the Laramie County Library, 2200 Pioneer Ave., in Cheyenne. Participants will hear contracting officers from five different federal agencies talk about the process they go through to buy products and services from small businesses. You'll have an opportunity to meet one-on-one with these representatives, and get some tips regarding how your business can better market to federal agencies. Attendees will also learn about the free assistance that is available from the Wyoming GRO-Biz Procurement Technical Assistance Center to help you obtain government contracts. The SBA will provide information on its contracting and business development programs. To register please call Natasha at (307) 637-5029 or go on line at www.wyen.biz and select classes then local.

MONTANA DISTRICT OFFICE

SBA To Hold Statewide Lender's Conference. The Montana District Office, in conjunction with Prospera Business Network, is holding a statewide lender's conference on October 28th & 29th at Chico Hot Springs in Pray, MT. Participants will learn about the new SBA SOP 50 10 5(b) changes and highlights, navigating through SBA's e-lending site, as well as Recovery Act Highlights and much more. Participants will be treated to an evening mixer on the Wednesday, October 28th which will be an excellent opportunity to network with the conference presenters and other lenders from across Montana. For registration and more information, contact the Montana District Office at 406-441-1081.

SOUTH DAKOTA DISTRICT OFFICE

QuickBooks Training. The Sioux Falls Small Business Development Center (SBDC) is offering two classes of QuickBooks training. On Wednesday, October 21st, the class will cover the basics of QuickBooks Pro, and on Wednesday, November 18th, the SBDC will offer the advanced version of QuickBooks Pro. Both sessions will be held on the campus of Southeast Technical Institute in Sioux Falls - 2205 N. Career Avenue at the University Center, Room 185, from 7:00 pm–9:30 p.m. Cost for each session is \$20. For more information and to register, please contact the SBDC at (605) 367-5757.

SBA SMALL BUSINESS ECONOMIC HOTLINES REMAIN OPEN TO ASSIST REGION VIII SMALL BUSINESS COMMUNITY.



Five district offices in Region VIII have launched their first-ever **Small Business Economic Hotlines** in response to the concerns raised by the nation's small business community during these uncertain economic times. The purpose of this hotline is to give small business owners a single phone number they can call with business related questions. Calls to these phone numbers will be promptly returned by SBA staff in the different district offices. "Small businesses across our region have raised concerns about how they can survive given today's economic situation," states Dan Hannaher, Region VIII Administrator. "I believe it is critical that the SBA in each state provide a single phone number for our small business community to get the answers they need on questions relating to surviving in this environment. Our business experts from the Small Business Development Centers, SCORE, and other education organizations can advise them on ways to enhance their marketing plans, re-evaluate their business plans, and look for new sources of financing. Many of these services are "free of charge." The hotline numbers are as follow: Colorado (303) 844-2607 X 401; Montana (406) 441-1095; South Dakota (605) 330-4243 Ext 10; Utah (801) 524-3204; Wyoming (307) 261-6505.

THE AMERICAN RECOVERY ACT IS WORKING!

The American Recovery and Reinvestment Act of 2009 has had a very positive affect on stimulating economic growth since it was signed by President Obama on February 17th. We have come a long way since last year at this time when lines of credit froze at banks and credit unions across the country. The turnaround we have been able to achieve is exceptional. As a point of comparison, consider the fact that in January and February we saw about \$165 million in loan volume per week (nationally), but since the Recovery Act passed, we have seen an average of \$275 million per week. That's an increase of more than 60%, totaling more than \$11 billion in lending support since March. Last month, in fact, was our biggest lending month since August of 2007, with \$1.9 billion! During FY 2009, in Region VIII, the SBA approved 4,542 7(a) and 504 loans worth an amazing \$874 million. Congratulations to the Utah Office which led the region with 2,248 total loans worth \$303 million. The Recovery Act allowed the SBA to eliminate most loan fees and provide a 90 percent guarantee to the banks. Since February, more than 1,200 lenders have gotten back into SBA lending, half of whom hadn't participated since 2007. Region VIII has become one of the top producers for ARC and Dealer Floor Planning loans. All of these programs were designed to stimulate economic development and job creation. We still have a long way to go, but we know that if we keep up this positive momentum, we will help America's 25 million small businesses continue to lead us out of recession and into recovery.

NORTH DAKOTA DISTRICT OFFICE

Women's Business Training. On October 14th, from 11:30am – 1:00pm, the SBA and the West Fargo Chamber of Commerce will host a Brown Bag Workshop entitled “*The New 4 P's: Marketing to Women in the Global Marketplace.*” Many marketing efforts target the male gender despite the fact that more women are in the forefront of making buying decisions at home and in the workplace. This brown bag workshop will provide strategic insight on ways to market to this fast growing consumer segment. The workshop will be held in the training room at the West Fargo Police Department, 800 4th Avenue East. Presenters are Susan Mickelson and Jessica Magness with Simmons Flint Communications. Cost is \$10 when you RSVP by 12 noon the day before; otherwise \$12. For more information, contact the West Fargo Chamber at 701-282-4444.

UTAH DISTRICT OFFICE

The 4th Annual Utah Procurement Symposium, sponsored by the Governor's Office of Economic Development, will be held on Thursday, October 22nd from 7:15 am to 2:00 pm. This year the symposium will be held at the Davis Conference Center, 1551 North 700 West, in Layton, Utah. Several topics will be addressed in breakout sessions, including Procurement, and 'Set Asides/Socio-Economic Certifications.' Breakouts will include participants from the SBA's Utah District Office – Steve Price, Deputy District Director, and Nancy Byerly, Business Development Specialist. For additional information on this event, please contact the Event Coordinator, Myrna Hill at (801) 538-8775 or email her at ptac@utah.gov.

COLORADO DISTRICT OFFICE HIRES TWO NEW EMPLOYEES



Lonnie Koyama is a Business Development Specialist working in the 8(a) Business Development Program. Prior to coming to the SBA Lonnie worked as a Management Analyst at Buckley Air Force Base. Lonnie graduated with a BS in Management Science from The Metropolitan State College of Denver. Lonnie also has certifications in IT and is a certified black belt in 6 sigma. He is married and in the process of adopting 3 children. He also has a 28 year old son. Lonnie enjoys gardening and has won the “Best Landscaped yard” for his neighborhood. He also served for 4 years in the Marine Corp. Welcome to the SBA Lonnie.



Jim Kidd is a new Business Development Specialist working in the 8 (a) Business Development Program. Previously, Jim worked as a site director for the SBDC both in Delta, Colorado and in New York City. Jim has a BS degree in Bio Chemical Engineering and Business from Kansas State University. He has owned and sold two viable small businesses in his lifetime. He is also a honorable discharged veteran, Master Saddle Maker, and Skier. Jim Kidd brings 20 years of consulting experience to the agency!