

UTAH DISTRICT NEWSLETTER

August 5, 2009

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SAVE THE DATE:

8(a): Organizational Develop-
ment—Executive Leadership
August 18, 2009
125 S. State, Rm 2402
Salt Lake City, UT
Contact Nancy Byerly
801-524-6831

8(a) Orientation
August 25,2009
125 S. State, Rm 2402
Salt Lake City, UT
Contact Nancy Byerly
801-524-6831

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Lender Payments to SBA Using Pay.gov SBA is expanding the use of Pay.gov

The SBA is expanding the required use of Pay.gov. **Effective October 1, 2009**, SBA now requires lenders to use Pay.gov for the payment of all loan guaranty fees, care and preservation of collateral expenses, lender review fees and the fees associated with the Transaction Report on Loans Services by Lender. This new requirement applies to all 7(a) long and short term loans.

Currently, the SBA requires the use of Pay.gov, Treasury's electronic payment portal, for the payment of up front guaranty fees by all lenders using the

7(a) wizard for long-term 7(a) loans.

Pay.gov is a free, secure, government-wide financial transaction portal managed by the U.S. Department of the Treasury's Financial Management Service (FMS). FMS developed this portal in partnership with the Federal Reserve Banks to offer on-line payment remittance services that the public can use for electronically remitting payments and associated data to Federal agencies.

Pay.gov is convenient,

easy-to-use and available 7 days a week, 24 hours a day.

The Pay.gov website should be used by all lenders to make payments and send data to the SBA associated with the following fees:

- Form 1544 – Guaranty Fee (the upfront fee at loan approval)
- Form 1544 – Care & Preservation of Collateral (CPC) Expenses
- Form 1544 – Lender Review Fees (Office of Credit Risk Management)

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EMPLOYEE SPOTLIGHT CHERYL RICHENS

Cheryl is the Administrative Officer for the Utah District Office. She started working with the federal government in 1991 as a tax examiner with the Internal Revenue Service in Ogden, UT.

Her family moved to Roosevelt, UT in 1994 where she went to work for the U.S Fish and Wildlife Service as an

Office Automation Clerk. Her husband decided that he wanted to go back to school and get his doctorate degree in Education Administration. That adventure took them to Las Vegas, NV in 1997. Cheryl worked in a card shop in a mall for a while before finally landing her job with the U.S. Small Business Administration in April of 1998 as an Administrative Support Assis-



tant. She has been with SBA ever since. She transferred from the Nevada District Office to the Utah District Office in 2008.
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Administrator, Karen Mill's Update

Karen Mill, Administrator, Small Business Administration, informed the SBA employees, on Friday, July 31, 2009 the Vice President mentioned an SBA loan recipient in his speech at the National Urban League Conference. He told the story of a Chicago-area salon owner, Kim Shackelford, who secured a 7(a) loan for \$150,000 while saving \$2,700 in fees due to the Recovery Act. The Vice President also announced a broader effort over the next 90 days for all federal agencies to reach out to small businesses, especially those owned by minorities, women, and veterans.

In addition to the SBA's continued outreach with SBA loans, this effort will involve a special emphasis on contracting. She mentioned in her travels around the country and speaking with various groups, she described small business contracting as a win-win. Small businesses benefit with increased volume, sales, and often immediate job growth. Federal agencies benefit by working with the country's most innovative, nimble, and responsive companies.

The Recovery Act invests billions of contracting dollars in communities across the U.S. Some of these dollars have already gone out the door, and even more are in the pipeline.

Each federal agency is rolling out plans that will help work toward the goal of 23% of overall federal contracts going to small businesses, with smaller set-aside goals for those owned by women, minorities, veterans, service-disabled veterans and more. SBA is also reaching out to governors to urge them to make a parallel commitment to small business contracting with their state-level Recovery Act dollars.

Administrator Mills encourages all SBA employees that these are important time and an opportunity for the SBA to take a lead role during this critical time.

Employee Spotlight (Continued Page 1)

trict Office in June of 2006 when her family was finally able to return to Utah. She was very happy to return to the wonderful weather in Utah and the four seasons, especially Fall and College Football. She has loved working with the two district offices in SBA. She says that she has worked with and currently works with the most amazing and wonderful people. She really enjoys being the Administrative Officer working with and helping such fantastic people. She has been married for 24 years and has three awesome children, two boys and one girl, ages 6 - 21. One child is a junior at BYU majoring in Chinese, another one will be a junior at Morgan High School. Her daughter is the youngest and most spoiled. She is six and she whoops up on her older brothers in Wii Tennis and Wii Boxing. Her husband works at Weber State University in the Continuing Education Department as the Director of External Programs.

SBA is expanding the use of Pay.gov (Continued Page 1)

- Form 172 – Fees associated with the “with the “Transaction Report on Loan Serviced By Lender”

The Pay.gov website is located at: <http://www.pay.gov> or can be accessed through <http://www.sba.gov> using the E-Payments link. For questions regarding usage of the Pay.gov web site, contact the Pay.gov Help Desk at 1-800-624-1373, Option #2.

Salt Lake SCORE Chapter to Host National Conference in Salt Lake City

On August 18-20, 2009 the Salt Lake SCORE Chapter “Counselors to America’s Small Business”, will host the Annual National leadership Conference at the Radisson Hotel. This national leadership conference provides SCORE leaders with tools, ideas and resources to help them manage SCORE offices across America. These offices provide small business counseling and workshops for hundreds of thousands of entrepreneurs. About 250 SCORE leaders, along with SBA and corporate partners, will attend.

Recovery Stimulus Package For Small Businesses

On Tuesday, July 21, 2009 the Sprague Branch of the Salt Lake Library held a workshop on the Recovery Act and what it means to small business. Representatives from the Utah District Office of SBA, Utah Microenterprise Loan Fund, and Wells Fargo Bank were there to talk about their programs and answer questions from interested patrons.

Paula Eames, SBA provided an overview of the new ARC Loan Program, and emphasized what lenders consider when making a loan, and resource for small business counseling.



LENDER	April Loan Numbers	April Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	11	\$310,000	62	\$1,927,000
AMERICA WEST BANK	0	0	2	\$2,367,300
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	0	0
AMERICANWEST BANK	0	0	11	\$2,141,000
BANCO POPULAR NORTH AMERICA	0	0	8	\$2,795,100
BANK OF AMERICA, NATIONAL ASSOCIATION	0	0	0	0
BANK OF AMERICAN FORK	4	\$715,000	13	\$2,721,300
BANK OF THE WEST	0	0	1	\$335,000
BANK OF UTAH	4	\$747,200	14	\$3,246,900
BARNES BANKING COMPANY	0	0	1	\$500,000
BEACH BUSINESS BANK	0	0	1	\$975,000
BEEHIVE CU	3	\$150,000	23	\$833,000
BRIGHTON BANK	0	0	2	\$205,000
CACHE VALLEY BANK	0	0	0	0
CAPITAL COMMUNITY BANK	0	0	0	0
CAPITAL ONE BANK (USA), NATIONAL ASSOCIATION	0	0	0	0
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	0	0
CELTIC BANK CORPORATION	0	0	33	\$13,481,600
CENTENNIAL BANK	0	0	1	\$700,000
CENTRAL BANK	3	\$137,000	9	\$662,100
CIT SMALL BUSINESS LENDING CORPORATION	0	0	0	0
COMERICA BANK	0	0	0	0
COMMUNITY WEST BANK	0	0	1	\$375,000
COMPASS BANK	0	0	2	\$1,122,000
CONTINENTAL BANK	0	0	0	0
CYPRUS FCU	2	\$40,000	10	\$380,000
DESERET FIRST FCU	2	\$65,000	22	\$855,700
FIRST COMMUNITY BANK	0	0	0	0
FIRST UTAH BANK	2	\$135,000	5	\$430,000
FRONTIER BANK, FSB	1	\$50,000	7	\$865,000
GOLDENWEST FCU	2	\$74,400	19	\$614,400
GRAND VALLEY BANK	0	0	1	\$115,100
GRANITE FCU	1	\$30,000	5	\$170,000
HERITAGEWEST FCU	2	\$80,000	18	\$745,000
HORIZON UTAH FCU D/B/A HORIZON CU	2	\$90,000	9	\$275,000
INNOVATIVE BANK	0	0	0	0
IRWIN UNION BANK AND TRUST COMPANY	0	0	0	0
JORDAN FCU	4	\$146,900	21	\$732,100
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	3	\$93,500	5	\$165,700
KEYBANK NATIONAL ASSOCIATION	1	\$10,000	14	\$2,394,200
LEHMAN BROTHERS BANK, FSB	0	0	0	0
MOUNTAIN AMERICA FCU	38	\$2,272,900	341	\$14,275,100
MOUNTAIN WEST BANK	0	0	2	\$341,800
MOUNTAIN WEST SMALL BUSINESS FINANCE	17	\$6,605,000	73	\$31,376,000
NATIONAL CITY BANK	1	\$2,000,000	1	\$2,000,000
NEVADA COMMERCE BANK	0	0	2	\$3,272,000
PACIFIC CITY BANK	1	\$1,237,500	1	\$1,237,500
PNC BANK, NATIONAL ASSOCIATION	0	0	0	0
PRIME ALLIANCE BANK	0	0	0	0
SAEHAN BANK	0	0	0	0
SOUTHWEST COMMUNITY FCU	1	\$25,000	3	\$60,000
STATE BANK OF SOUTHERN UTAH	2	\$388,300	7	\$1,081,000
SUNFIRST BANK	0	0	0	0
SUPERIOR FINANCIAL GROUP, LLC	0	0	5	\$52,500
TEMECULA VALLEY BANK	0	0	1	\$610,000

LENDER	April Loan Numbers	April Total Dollars	YTD Loan Num- bers	YTD Dollars
THE FIRST NATIONAL BANK OF LAYTON	1	\$162,500	4	\$805,500
THE HUNTINGTON NATIONAL BANK	0	0	2	\$522,000
THE VILLAGE BANK	0	0	0	0
U.S. BANK NATIONAL ASSOCIATION	2	\$217,000	21	\$2,587,000
UNITED MIDWEST SAVINGS BANK	0	0	0	0
UNITED WESTERN BANK	0	0	0	0
UNIVERSITY FIRST FCU	2	\$85,000	5	\$620,000
UPS CAPITAL BUSINESS CREDIT	0	0	0	0
USU CHARTER FCU	1	\$40,000	1	\$40,000
UTAH CENTRAL CREDIT UNION	0	0	2	\$100,000
UTAH CERTIFIED DEVELOPMENT COMPANY	5	\$1,399,000	44	\$22,831,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	0	0
UTAH FIRST FCU	1	\$50,000	10	\$430,000
VECTRA BANK COLORADO, N.A.	0	0	3	\$175,000
WACHOVIA SBA LENDING, INC.	0	0	0	0
WASHINGTON MUTUAL BANK	0	0	0	0
WEBBANK	0	0	0	0
WELLS FARGO BANK, NATIONAL ASSOCIATION	3	\$1,665,800	27	\$7,953,900
ZIONS FIRST NATIONAL BANK	62	\$6,250,100	375	\$25,821,400
TOTALS	184	\$25,272,100	1250	\$158,321,200