

# WYOMING LENDER ALERT

February 2010

## U.S. Small Business Administration

Wyoming District Office  
100 E. "B" St., Room 4001  
P.O. Box 44001  
Casper, Wyoming 82602- 5013  
Phone: 307 261-6500  
FAX: 307 261-6535  
Web Site:  
<http://www.sba.gov/wy>

**Steve Despain, District Director**  
(307) 261-6500  
[Steven.Despain@sba.gov](mailto:Steven.Despain@sba.gov)

Bob Auflick, Dep. Dis. Director  
(307) 261-6507  
[Robert.Auflick@sba.gov](mailto:Robert.Auflick@sba.gov)

**District Office Staff:**  
Steve Lobdell, District Counsel  
(307) 261-6503  
[Steven.Lobdell@sba.gov](mailto:Steven.Lobdell@sba.gov)

Beth Hink, Bus. Dev. Spec.  
(307) 261-6502  
[Elizabeth.Hink@sba.gov](mailto:Elizabeth.Hink@sba.gov)

Marilyn Coy, Adm. Support Asst.  
(307) 261-6512  
[Marilyn.Coy@sba.gov](mailto:Marilyn.Coy@sba.gov)

Sharon Nichols, Mrkg Asst & PIO  
(307) 261-6508  
[Sharon.Nichols@sba.gov](mailto:Sharon.Nichols@sba.gov)

Steve Parker, Bus. Dev. Spec.  
(307) 261-6506  
[Stephen.Parker@sba.gov](mailto:Stephen.Parker@sba.gov)

Deb Farris, Bus. Dev. Spec.  
(307) 261-6510  
[Debra.Farris@sba.gov](mailto:Debra.Farris@sba.gov)

Dave Denke, Bus. Dev. Spec.  
(307) 261-6523  
[David.Denke@sba.gov](mailto:David.Denke@sba.gov)

Susan Rezanina, Bus. Dev Spec.  
(307) 261-6520  
[Susan.Rezanina@sba.gov](mailto:Susan.Rezanina@sba.gov)



Your Small Business Resource

## SBA Lending to Wyoming Small Businesses Up in First Quarter 2010

Stimulus funds provided to Wyoming small businesses using the SBA's guaranty loan programs during the first quarter of 2010 surpassed the same period a year ago in both number of loans and loan dollars. Total loan dollars increased to \$16.29 million from \$5.35 million a year ago, a 304.35% increase. A total of 56 loans were approved during the three-month period this year, compared to 20 for the same period last year, a 280% increase in the number of loans.

Wyoming SBA Director Steven Despain pointed to why loan vol-

ume is on the rise. The SBA received stimulus monies to help unlock the small business lending market and to get capital flowing again to America's small businesses. This allowed SBA to eliminate and reduce fees for borrowers on loans and to increase the guaranty to lenders to 90 percent and in so doing reduced their risk.

To serve potential entrepreneurs, as well as, existing small business owners SBA's Wyoming District Office also offers technical assistance through the Wyoming Small Business Development Center

Network, SCORE (Counselors to America's Small Businesses), Procurement and Technical Assistance Center (PTAC) and our Women's Business Centers. For more information on available sources of counseling and training go to <http://www.sba.gov/localresources/district/wy/counseling/index.html>.

For more information contact the Wyoming District Office at (307) 261-6500; e-mail questions to [SBAWYO@sba.gov](mailto:SBAWYO@sba.gov) or check out our website at: [www.sba.gov/wy](http://www.sba.gov/wy).

## Service-Disabled Veterans! SBA Entrepreneurial Training Expanded!

Expanded entrepreneurship training programs are now available for service-disabled veterans of the wars in Iraq and Afghanistan. SBA's [Office of Veterans Busi-](#)

[ness Development](#) is supporting the expansion of the [Entrepreneurship Bootcamp for Veterans with Disabilities](#). You may review the program announcement in Adobe format

at this link:

<http://www4.va.gov/cpp/docs/EBVprogramannouncement.pdf>. This initiative will compliment small business programs like the Patriot Express Pilot

Loan Initiative. These programs are intended for veterans, service-disabled veterans, active-duty service members eligible for the military's Transition Assistance Program, reservists and National Guard members, current spouses of any of the above, the widowed spouses of a service member or veteran who died during service or of a service-connected disability.

SBA also developed a new online contracting tutorial on [SBA's home page](#), as part of its expanding services. Veterans and military spouses who own small businesses can view

this free online course to learn how to tap federal contracting opportunities.

"At this important time, veterans are returning from foreign soil in increasing numbers, and SBA's staff is working to ensure resources are available for these veterans to successfully start and run their own small businesses. As a result of leadership skills they develop during their service, veterans abilities mesh well with needed entrepreneurial skills," said SBA's Wyoming District Director, Steve Despain. "Initiatives like the Entrepreneurship Boot-

camp and our online training courses give veteran business owners additional tools they need to grow, be competitive and create jobs."

SBA's support for veterans through the [Patriot Express loan program](#), and the expansion of this program, is helping build new avenues for service-disabled veterans to achieve goals of establishing or expanding small businesses.

Please visit our website at <http://www.sba.gov/wy> for more information or contact SBA's Dave Denke at 261-6523 or email [david.denke@sba.gov](mailto:david.denke@sba.gov).

## Annual Procurement Conference Set for February 16-18, 2010

According to the Federal Procurement Data System, federal agencies awarded \$397,083,389 in Wyoming in 2009. Do you want to learn how to get your share of federal procurement dollars?

Attend the 2010 Government Resources and Opportunities for Business conference February 16<sup>th</sup> -18<sup>th</sup> in Laramie, Wyoming. Join co-hosts U.S. Senator Mike Enzi and the Wyoming Procurement Technical Assis-

tance Center at this event at the Hilton Garden Inn. The conference offers businesses:

- An opportunity to meet one-on-one with federal and state contracting officers
- A chance to network with and market products and services to federal and state government agencies and prime contractors.
- A place to increase knowledge about the government

contracting process.

- The opportunity to learn first hand what it takes to
- be successful in obtaining government contracts.

Representatives from the Bureau of Land Management, Department of Commerce, Department of Transportation, F.E. Warren Air Force Base, Department of Homeland Security, Forest Service, National Parks Service, Small Business Admini-

Attend the 2010 Government Resources and Opportunities for Business conference February 16<sup>th</sup> -18<sup>th</sup> in Laramie.

stration, U.S. Department of Transportation, University of Wyoming, Veteran's Administration, Wyoming Air National Guard, Wyoming Army National Guard, WYDOT and the U.S. Army Corps of Engineers are just a few of the state and federal contracting agencies

invited to share information with business owners.

During the conference business owners will have a tremendous opportunity to meet one-on-one with contracting officials to talk about products they buy and any special requirements they may have.

Register on line [www.wyen.biz](http://www.wyen.biz) or for more information, call the Wyoming Procurement Technical Assistance Center (PTAC) 1-866-253-3300, email [nstahla1@uwyo.edu](mailto:nstahla1@uwyo.edu) or [debra.farris@sba.gov](mailto:debra.farris@sba.gov) or call Deb Farris, SBA at 307-261-6510.



307 261-6505

## Disaster Assistance Available for Small Businesses

Small, non-farm businesses in the Wyoming county of **Platte** and the neighboring counties of **Albany, Converse, Goshen, Laramie** and **Niobrara** are eligible to apply for low interest disaster loans from the U. S. Small Business Administration. "These loans offset economic losses because of reduced revenues caused by the hailstorms that occurred from June 6 through August 15, 2009 in Platte County," announced Alfred E. Judd, Director of SBA's Disaster Field Operations Center - West.

"SBA eligibility covers both the economic impacts on businesses dependent on farmers and ranchers that have suffered agricultural production losses caused by the disaster and businesses directly impacted by the disaster," Judd said.

Small, non-farm busi-

nesses, small agricultural cooperatives and most private, non-profit organizations of any size may qualify for Economic Injury Disaster Loans (EIDLs) of up to \$2 million to help meet financial obligations and operating expenses which could have been met had the disaster not occurred.

"Eligibility for these working capital loans is based on the financial impact of the disaster only and not on any actual property damage. These loans have an interest rate of 4%, a maximum term of 30 years, and are restricted to small businesses without the financial ability to offset the adverse impact without hardship," Judd added.

By law, SBA makes EIDLs available when the U. S. Secretary of Agriculture designates an agricultural disaster. Secretary Tom Vilsack declared

this disaster at the request of Governor Dave Freudenthal.

Businesses primarily engaged in farming or ranching are not eligible for SBA disaster assistance. Agricultural enterprises should contact the Farm Services Agency (FSA) about the U. S. Department of Agriculture (USDA) assistance made available by the Secretary's declaration.

Information and application forms are available from SBA's Customer Service Center by calling (800) 659-2955, emailing [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov), or visiting SBA's Web site at [www.sba.gov/services/disasterassistance](http://www.sba.gov/services/disasterassistance).

Hearing impaired individuals may call (800) 877-8339.

Applicants may also apply online using the Electronic Loan Applica-

The deadline to apply for these loans is **August 24, 2010.**

tion (ELA) via SBA's secure Web site at

<https://disasterloan.sba.gov/ela>.

The deadline to apply for these loans is August 24, 2010.

### Tri- County Fire &

The first four years of being in business was a struggle for Bill Cathcart. He is now in his fifth year and feeling much better about Tri-County Fire & Safety. He purchased the business in October 2004 after speaking with Leonard Holler at the Small Business Development Center and then going to The Converse County Bank and spoke to Tom Sanders, the President, about an SBA 7(a) loan. It was a slow process to get the business organized and get liability insurance in place. At first, when he went out on jobs to check fire extinguishers in the schools, hospitals, etc., he had to initially find the extinguishers and then remember where they were located throughout the buildings for his next check. It was slow for Bill to get to know his customers.

Bill said he strives to be proficient in his work and will even take calls at 10pm at night or when he is out camping with his wife, Carley, daughter, Lola, who is three, and son, Ace, who is five. The community knows Bill now and will drop off fire extinguishers on his front porch to be refilled, even if he isn't home, and then pick them up when they come back through town; they know they can depend on him. Bill outfits the fire department with safety clothing and provides medical bags, he also installs kitchen suppression equipment and works close with the Fire Marshall keeping up with all standards of the Fire Codes. Every three years he gets certified for portable fire extinguishers, but has to go out of state for this, Wyoming doesn't provide certification.

Bill has a high school

### Safety

diploma and has pretty much taught himself, or had on the job training, to become what he is today, Tri-County Fire & Safety. He has been a volunteer fire fighter for 11 years, drives ambulance part-time, and has worked as a Medical Technician Firefighter (MTF) and then a security Emergency Medical Technician Intermediate (EMTI).

Bill says the sky is the limit for him moving forward, there is a huge market for sprinkler and fire alarm systems. If he could hire a few good workers, he could do this and then move on to hydrostatic testing. You will find Bill Cathcart at 908 S. 5<sup>th</sup> Street in Douglas, Wyoming or you can call him at 307 358-3871 or call his cell phone 307 351-4277.



### Calendar of Events

- Feb 2 Women's Roundtable Newcastle
- Feb 3 Women's Roundtable Casper
- Feb 4 Women's Roundtable Laramie /Jackson

- Feb 11 Women's Roundtable Buffalo
- Feb 16-18 Procurement Conf, Laramie
- Feb 17 Women's Roundtable Wheatland

- Feb 25 Women's Roundtable Worland