



Utah 2011 Annual Report

Director's Message Stan Nakano, District Director

The small business community continued to rebound during 2011, bringing with it a record demand for SBA-backed lending throughout Utah.

For fiscal year 2011 (10/1/10 to 9/30/11), the SBA guaranteed 1,561 small business loans for over \$435 million, an all-time dollar record for Utah. Our lending partners include banks, credit unions and certified development companies, each one helping SBA meet the funding needs of small companies here in Utah.

Along with record lending support, the SBA's Utah District saw demand for its product and service offerings increase due to several new agency initiatives and programs introduced during fiscal year 2011 that included:

An expanded partnership with the U.S. Department of Commerce to provide exporting assistance through www.export.gov.

A new Women's Contracting Program to help women business owners more effectively compete for government contracts in underserved industries.

Increased loan limits for our two most popular lending options, the 7(a) and 504 loan programs.

Expanded access to refinancing existing SBA 504 loans to ease cash flow pressures on small businesses.

The most comprehensive improvements to our government contracting programs in the last two decades.

Honoring our 2011 Small Business Week awardees in May, hosting a June visit from SBA's Ombudsman, Esther Vasser, who held a regulatory roundtable with small business owners, and supporting over \$182 million in government contracting for 8(a) and HUBZone firms in Utah were all 2011 highlights for the Utah SBA District.

Finally, our ongoing success would not be possible without the diligent support of our major Resource Partners, including SCORE, the Small Business Development Center Network, the Women's Business Center, and the Utah Procurement Technical Assistance Center Network. We are fortunate to be associated with all of these partners and others we work with throughout the year.

We are excited about the future and look forward to continuing a legacy of serving the small business community as we strive to help companies start, grow and succeed throughout Utah in FY 2012.

Small Business Award Winners

Small Business Person of the Year
Andrew Caprio, Monet Medical, Inc.

*Small Business Development Center
Service Excellence and Innovation Center
Award*
Lowell Baggaley, Sandy SBDC

Veteran Small Business Champion of the Year
Johnnie B. Janes, Architect

Minority Small Business Champion of the Year
Gonzalo Palza, Centro de la Familia de Utah

*Jeffrey Butland Family-Owned Business of the
Year*
Scott & Allen Frost, Blue Mountain Meats, Inc.

*Home-Based Business Champion of the Year
&
Region VIII Winner*
Jay M. Tanner, Box C Guest Ranch

*Small Business Exporter of the Year &
Region VIII Winner*
Elend LeBaron, LiquaDry, Inc.

*Women in Business Champion of the Year &
Region VIII Winner*
Diana Kirk, Zions First National Bank

*Financial Services Champion of the Year &
Region VIII Winner*
Harris Simmons, Zions Bancorporation

Loan Approvals

Alliance Community FCU	17	\$944,300	Keybank NA	24	\$10,341,900
America First FCU	43	\$1,391,100	Liberty Bank, Inc.	8	\$1,641,000
American Bank of Commerce	12	\$8,894,500	Live Oak Banking Company	7	\$4,815,000
American Bank of the North	1	\$180,000	Meadows Bank	5	\$1,501,700
American National Bank	1	\$193,400	Mountain America FCU	140	\$18,058,900
Bancfirst	1	\$200,000	Mountain West Bank	2	\$100,000
Bank of America	1	\$2,500,000	Mountain West Small Bus. Fin.	181	\$93,674,000
Bank of American Fork	32	\$7,999,200	National Bank of Arizona	2	\$359,000
Bank of the West	3	\$1,764,100	Newtek Small Bus Finance,	1	\$3,224,800
Bank of Utah	9	\$6,322,100	Proficio Bank	5	\$3,016,500
Borrego Springs Bank, NA	2	\$1,211,000	Rock Canyon Bank	6	\$6,336,800
Brighton Bank	13	\$2,841,500	Spirit of Texas Bank, SSB	2	\$379,800
Cache Valley Bank	3	\$122,300	State Bank of Southern Utah	43	\$2,846,900
Capital Community Bank	3	\$357,600	Sunfirst Bank	1	\$2,000,000
Celtic Bank Corporation	45	\$37,243,600	Superior Financial Group, LLC	10	\$115,000
Central Bank	41	\$6,557,200	Town and Country Bank	1	\$60,400
Chartway FCU	25	\$784,900	U.S. Bank, NA	31	\$15,645,100
Compass Bank	1	\$370,000	United Midwest Savings	1	\$719,600
Cyprus FCU	4	\$97,500	University First FCU	21	\$4,275,000
Eastern Bank	1	\$4,620,000	USU Charter FCU	1	\$150,000
Eastern Utah Community FCU	1	\$248,000	Utah Certified Dev.Co.	65	\$38,921,000
First Chatham Bank	1	\$301,000	Utah First FCU	2	\$65,000
First National Bank of Layton	8	\$7,743,500	Vectra Bank	4	\$826,100
First Utah Bank	11	\$7,446,000	Village Bank, The	1	\$561,000
Goldenwest FCU	7	\$272,800	Wells Fargo Bank, NA	56	\$19,097,000
Grand Valley Bank	2	\$125,000	Yellowstone Bank	1	\$5,000,000
Horizon Utah FCU	3	\$45,000	Zions First Nat. Bank	549	\$76,209,300
Jordan FCU	12	\$569,100	Grand Total	1561	\$435,787,500
JPMorgan Chase Bank, NA	88	\$24,502,000			

Loans By County

County	No.	Amount
Beaver	2	\$1,371,000
Box Elder	17	\$3,080,700
Cache	45	\$7,807,500
Carbon	3	\$655,200
Daggett	0	\$0
Davis	154	\$37,023,900
Duchesne	14	\$1,088,700
Emery	2	\$475,000
Garfield	4	\$460,000
Grand	11	\$2,945,000
Iron	32	\$4,647,100
Juab	3	\$400,300
Kane	11	\$912,200
Millard	6	\$652,000
Morgan	3	\$325,000
Piute	1	\$35,000
Rich	1	\$67,000
Salt Lake	594	\$184,005,400
San Juan	2	\$1,320,600
Sanpete	23	\$7,728,300
Sevier	39	\$2,260,700
Summit	32	\$9,978,800
Tooele	21	\$11,004,700
Uintah	39	\$7,110,900
Utah	280	\$84,518,900
Wasatch	30	\$10,292,700
Washington	91	\$32,382,200
Wayne	2	\$777,500
Weber	99	\$22,461,200
Total	1561	\$435,787,500

SBA's Impact On Utah's Economy

Loan Approvals	2010	2011
7(a) Loans		
SBA Express	825	783
7(a) - regular	489	375
Patriot Express	30	36
Community Express	29	12
Rural Lender Adv.	22	12
Export Express	0	25
Other	72	72
Total 7(a)	1,467	1,315
504 Loans	211	246
Total Loans	2010	2011
Number	1,678	1,561
Amount	\$278.8M	\$435.8M
Minority	302	305
Women	214	221
Veterans	69	85
8(a) Contracts	2010	2011
Number	841	955
Amount	\$254.6M	\$160.6M
HUBZone		
Number	205	133
Amount	\$358M	\$160M
Total SBA-Utah Impact	2010	2011
7(a) Loans	\$183.4M	\$303.2M
504 Project Amount	\$233.2M	\$349.4M
8(a) Contracts	\$254.6M	\$160.6M
HUBZone	\$358M	\$160M
Total	\$774.6M	\$973.2M



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