



Wyoming Lender Alert

100 East B Street, Room 4001 Federal Building, P.O. Box 2839,
Casper, Wyoming 82602-2839

Tel: (307) 261-6500 Fax: (307) 261-6535 TDD: (307) 261-6527 Web: www.sba.gov/wy

January 2004

Steven Despain, District Director

Making a Difference for Small Business in Wyoming



UPCOMING EVENTS

- January 1 – HOLIDAY
- January 6 – Women’s Roundtable Meeting
Jackson
- January 7 – Women’s Roundtable Meeting
Casper and Dubois
- January 8 - Women’s Roundtable Meeting
Laramie
- January 13 - Women’s Roundtable Meeting
Sheridan
- January 15 - Women’s Roundtable Meeting
Powell
- January 19 - HOLIDAY
- January 20 - Women’s Roundtable Meeting
Cody and Cheyenne
- January 27 – WNET Call
- January 31 – Women to Women Festival - Gillette

The new web tool, located at www.sba.gov/advo/laws/law_modeleg.html, is the latest step in Advocacy’s promotion of small business friendly regulatory policy at the state level.

Ernestina (Ernie) McConnell to Retire After 19 Years With SBA



DID YOU KNOW?

State legislators, small business owners, and activists in the fight for economic development now have a new web tool in their arsenal. The Office of Advocacy’s web page on its initiative for state regulatory policy offers a wealth of information on current state laws, proposed legislation, statistics, information and much more.

Ernestina (Ernie) Pacheco-McConnell is a Senior Loan Specialist for the U.S. Small Business Administration (SBA) in the Wyoming District Office. Ernestina was born in New Mexico and moved to Casper in 1956. She has been a federal employee for 23 years, nineteen of which she has worked for the SBA. Prior to coming to work at SBA Ernie worked for the Bureau of Land Management. Ernestina and husband, Ken, have 8 children and 9 grandchildren.

She is a member of and past president of the DOES, Drove # 38, a charter member of the American G.I. Forum and a member of St. Anthony's Catholic Church. Ernestina enjoys traveling, crafts, crocheting, camping and boating but says her favorite hobby is spending time with her grandchildren. Ernestina has been instrumental in the loan processing function for the Wyoming District Office for 10 years. Ernie held several positions at SBA including: Loan Servicing Assistant, Loan Assistant, Control Clerk and cashier all leading to her present position with as a Senior Loan Specialist. She says, "I see the loan approval process as my contribution to a healthier Wyoming economy through small business starts."

Ernie's travels have led her as far as Japan visiting one of her brothers, to Las Vegas, New Mexico and anywhere her family and grandchildren are located. Ernie is a graduate of Casper College. She completed her college education while working full time at SBA and raising a family. She has also taken several classes through the University of Wyoming extension office. Ernie will be sincerely missed at SBA and we invite all of her friends, family and the banking community to join us for a celebration of her retirement on January 6, 2004 at the Dick Cheney Federal Building, 100 East "B", Room 4118. For more information contact Deb Farris at 261-6509.

REMINDER TO LENDERS

the "Soldiers' and Sailors' Civil The purpose of this Policy Notice 5000-856, issued in March 2003 was to revise SOP 50 50 and SOP 50 51 to reflect changes to SBA servicing and liquidation procedures for SBA borrowers called into active military duty. These procedures were previously discussed in Procedural Notice 5000-777. This Notice provides SBA's procedures for borrowers called into active military duty, as it relates to Relief Act of 1940" and

"Veterans Entrepreneurship and Small Business Development Act of 1999." If you have a borrower called up for active military duty, that there may be help available. For further information please call our SBA Veteran's Officer, Dave Denke at 307-261-6523.

New Report Ranks Wyoming's Small Business Friendly Banks Study Shows Nationwide Increase In Small Business Credit Card Loans

WASHINGTON, D.C. – Wyoming's top five small business friendly banks are First National Bank of Buffalo, Hilltop National Bank, First National Bank and Trust Company, Western Bank of Cheyenne, and First State Bank according to a new report issued today by the Office of Advocacy of the SBA. This ranking is part of the comprehensive "Small Business and Micro Business Lending in the United States, 2002 Edition," the seventh in an annual series.

Designed to help small firms in their search for capital, the report also analyzes bank lending patterns across the United States and across commercial bank sizes. It found that during the continuing economic recovery of 2001-2002, small business lending by banks showed only moderate increases. However, the number of the smallest business loans (under \$100,000) increased by 45%, which seems to be a result of the promotion of small business credit cards by large bank holding companies. "This report is one tool small businesses can use when they shop for loans," said Thomas M. Sullivan, Chief Counsel for Advocacy. "It also provides policymakers with data they need to make informed decisions on financial matters," he said.

The ranking, located in table 3A of the report, is based on Consolidated

Reports of Condition and Income (call reports), which banks submit to their federal regulators. Call report data is considered the most useful when analyzing a bank's commitment to small business lending in the state. The report does not rank bank participation in SBA guaranteed loan programs. The call reports and Community Reinvestment Act (CRA) reports provide the data for the full study. Both the call report and CRA data provide useful information, but they are not comparable. The Office of Advocacy, the "small business watchdog" of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues. For the full report, visit the Office of Advocacy website at www.sba.gov/advo.

Invited agencies include:

Army & Air Force Exchange Service Bighorn Canyon NRA Buckley AFB, CO Bureau of Indian Affairs Bureau of Land Mgmt Bureau of Prisons Bureau of Reclamation Dep't of Agriculture Dep't of Commerce Department of Defense Department of Trans. Department of Treasury Ellsworth AFB, SD Envrn Protection Agcy F.E. Warren AFB, WY Federal Aviation Admin Federal Highway Admin Federal Prison Indust. Forest Service Fort Laramie, NPS General Services Admin Grand Forks AFB, ND Grand Teton Nat'l Park	Hill AFB, UT Housing & Urban Dev Malmstrom AFB, MT McChord AFB, WA Mountain Home AFB, ID NASA-Johnson Space Ctr National Park Service Office of Surface Mining University of Wyoming US Army Corps of Eng. US Dept of Energy US Fish & Wildlife Services US Geological Survey US Postal Service USAF Academy, CO USDA-Agriculture Research Service USDA-NRCS USPFO for WY Veteran's Administration Warren Air Force Base Western Area Pwr Admin Wyoming Air Nat'l Guard Yellowstone Nat'l Park
---	--

Why Should You and Your Clients Attend?

- The perfect opportunity to meet one-on-one with federal and state contracting officers.
- Meeting professionals, contractors, and small businesses in one place saves time and money.
- Increase your knowledge about the government contracting process.
- A chance to market your business to the US Government and Prime Contractors.

**When and Where:
 Complex-Gillette, WY
 February 18-19, 2004**



**PROCUREMENT
 CONFERENCE**



Senator Mike Enzi

**2004 GRO-Biz Conference
 Government Procurement
 Opportunities for
 Small Businesses**



Senator Mike Enzi and GRO-Biz invite small businesses to a once-a-year event marketing your business to federal and state contracting agencies and prime contractors. More than 60 federal and state contracting agencies will be available to talk about the supplies and services which they buy and the procurement process.

Registration fee:

Entire Conference \$ 90
 Additional person \$ 45
 Phone Registration through UW Conferences,
 toll free 1-877-733-3618 ext. 1 or 307-766-2124
 Fax: 307-766-3914

Register online: www.gro-biz.com

Other Registration information:

Gro-Biz
1400 East College Drive
Cheyenne, WY 82007
Toll free (in Wyoming) 1-866-253-3300
or 307-637-4990
grobiz@wyoming.com

For exhibit info, call 307-362-2110

To see further information, and to review previous conferences, visit:

www.gro-biz.com

GRO-Biz Partners:
Defense Logistics Agency
Small Business Development Center
University of Wyoming
Wyoming Business Council
Small Business Administration



YOU ASK SBA

Q: Can SBA refinance an existing loan?
Can SBA refinance a SBA guaranteed loan to a new guaranteed loan?

A: Yes you can refinance an existing loan if a substantial cash flow benefit will occur and the borrower has kept his loan current and we can verify with transcripts and other documents. A substantial cash flow benefit is defined as at least a 20% improvement in the company's cash flow as measured by the changes in the debt service requirements between the existing and new debt structures of the debt being refinanced that remains in effect over the terms of the refinanced debt.

Refinancing an existing SBA guaranteed loan can be accomplished but it is more difficult than refinancing a non-SBA loan. We try to do everything we can to work with the SBA loan that is already in place (and

existing lender). Sometimes this means lowering the interest rate, lengthening the term or doing some short restructure of deferments. We are also required to contact the existing SBA lender to see if any or all of these changes can be made without a new SBA loan. So, yes, an existing SBA guaranteed loan can be refinanced if a substantial cash flow benefit will occur and the borrower has kept his existing loan current and we can verify with the existing SBA lender that the old loan can not be restructured, SBA can consider a new loan.



Happy New Year from all of us!



Steve Despain

Bob Aylick

Susan Perca

Ernie McConnell

Deb Farris

Jeff Snedden

Ramona Kuhn

Dave Denke

Beth Hink

Sharon Nichols

Marilyn Coy

Mahlon Sorenson

Stephen Parker