

Focus | SMALL BUSINESS

pages 9-20

Karen S. Woodbury Utah Small Business *Person of the Year*



After over 20 years of technical and managerial experience working in the U.S. Air Force ICBM Program in Utah, Karen Woodbury felt the entrepreneurial spirit that takes hold when people believe in themselves and their potential for success.

From humble beginnings in 2003 as a one-woman company, Woodbury Technologies has grown to include nearly 200 employees who support the Air Force, Army and Defense Information Systems Agency in information technology, training and courseware, medical services, communications, aerospace engineering and program management in 10 states.

Woodbury has been described by her employees, clients, teaming partners, protégés and friends as visionary, and a caring, responsive and rewards-driven leader. Her foundation for company success is her commitment to integrity, hard work, dedication, responsibility, patience and caring she learned in her youth. Her goal is that each employee will feel the care and commitment of company management, and ultimately be able to say that “Woodbury Technologies was the best company I ever worked for.”

Since being accepted into SBA’s 8(a) Business Development Program in May 2006, Woodbury has leveraged the 8(a) program to accelerate company growth. From 2008 through 2011, WTI’s employee base increased nearly 350 percent and revenues increased more than eightfold to \$1.6 million per month. Woodbury Technologies is now the sixth largest woman-owned company in Utah.

A tireless community volunteer and generous contributor to worthy causes, Karen Woodbury embodies the true entrepreneur’s creed of both doing well and doing good.



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Tom Christopoulos is 2012 financial services champion



Christopoulos

When he graduated from college, Tom Christopoulos probably had little idea his future career would result in fostering hundreds of millions of dollars in economic growth and helping create thousands of new jobs. But that is exactly what has happened over the past 30 years as SBA's 2012 Financial Services Champion placed an indelible mark on the business community in Northern Utah.

Following receipt of a degree in international relations from Brigham Young University and an MBA in organizational development from Pepperdine University, Christopoulos immersed himself as an investment analyst for a number of industries and quickly became aware of the important role financing played in the success of business.

Seeing a need for support of economic development activities, and to foster an increase in direct investment in small businesses, Christopoulos created the Utah Economic Alliance in 1996, and served as its first president. Through a series of economic development positions with Layton City, Morgan County and Ogden City, he has continued to help shape the economic growth landscape along the Wasatch Front that includes over \$270 million in combined property tax revenue and capital funding for business growth, as well as over 6,000 new jobs.

Feeding his entrepreneurial drive, Christopoulos founded Singleedge Inc. in 2001, a data center that he grew into a large regional facility before selling it to ViaWest.

Seeing a continuing need for small business access to financing, Christopoulos founded the Ogden Reinvestment Co. (ORC) in 2009 to make capital available to small businesses that did not qualify for traditional funding. An ORC colleague says of Christopoulos: "His relentless passion and vision translates into everything he engages in."

As a volunteer board member of the Utah Certified Development Corp., an SBA certified 504 lender, Christopoulos has promoted, assisted and supported hundreds of loan requests that have generated more than \$120 million in financing to over 300 companies.

His passion for making small-business financing more accessible, and the economic growth that comes with a vibrant small business community, has made Christopoulos a vibrant and vital part of Utah being named as The Best State for Business in the nation.

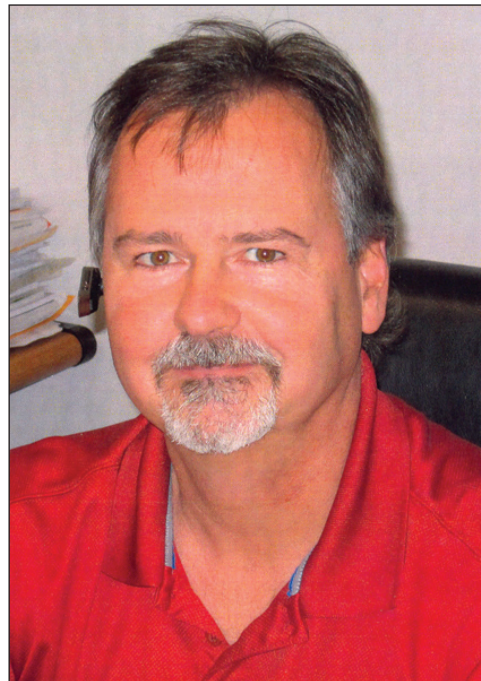
Small Business Exporter of the Year: Export Computer Exchange

Where do all those used computers go when a company upgrades their equipment? That's a question Chris Newberry, owner of Export Computer Exchange in Cedar City, could answer with a simple statement — to about 65 countries throughout the world.

From what started out as a bootstrapped operation in his basement in 1997, Export Computer Exchange today bundles and exports new and refurbished computers, monitors, notebooks, printers, hard drives and even computer memory to 65 countries located in every part of the globe.

From two employees in 1997 to now having five full-time staff and several contract employees, Newberry runs a lean operation that focuses on process and logistics to successfully navigate the sometimes complex world of export shipment, delivery and finance.

While many exporters have difficulty with logistics, Newberry has strategically placed warehouses throughout the country to collect used equipment and prepare it for export. On the finance side, the company requires a deposit payment by customers to



Newberry

cover expenses, and any balance must be paid in full before final delivery is made. The result is very few customer defaults and

virtually no bad debt.

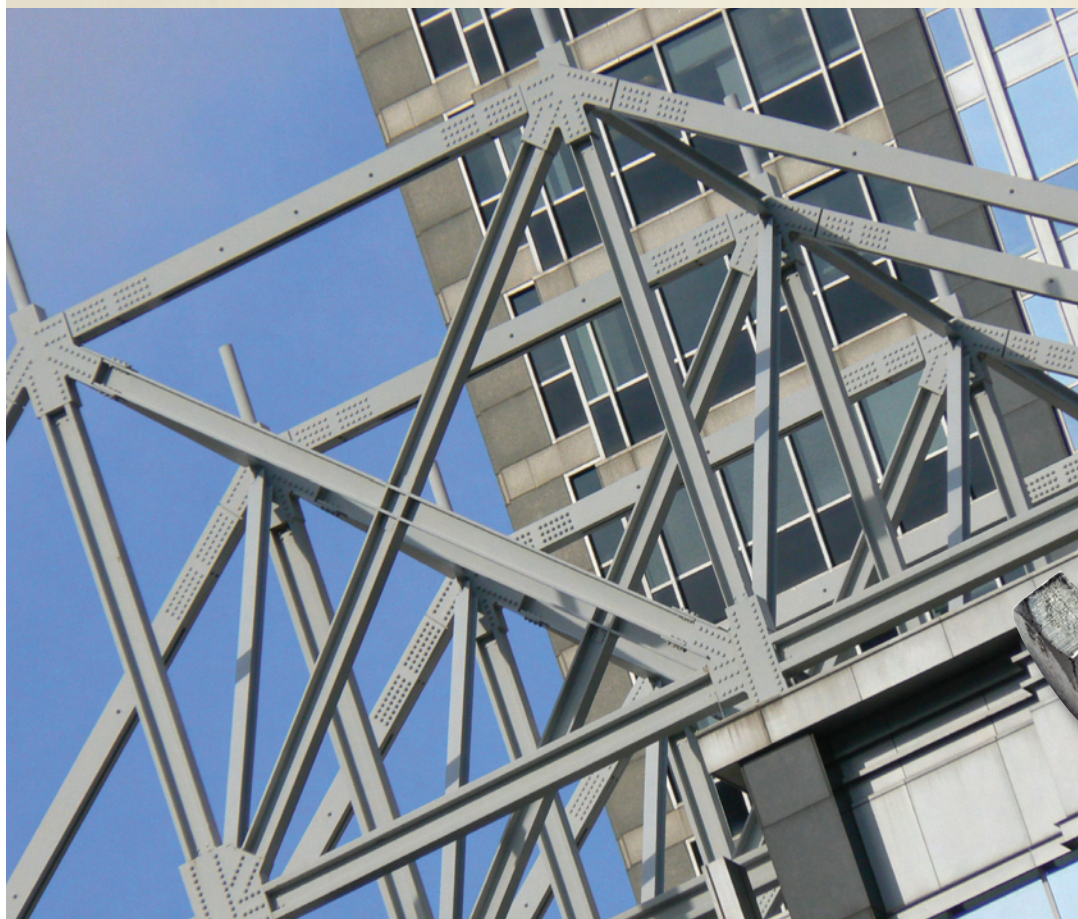
Providing people in developing nations access to affordable technology, while giving a second life to electronics considered outdated in the United States, has provided Export Computer Exchange with a worldwide market presence and growing opportunities to expand. A typical month may see over 10,000 computers and monitors shipped throughout the world. That's 10,000 pieces of used electronic equipment that will end up in businesses, homes and schools instead of in a landfill.

The sterling reputation and trust the company enjoys has fostered much word-of-mouth advertising among its foreign customer base, and resulted in not-so-rare visits from buyers who visit the Cedar City-based company from the other side of the world to see the operation first-hand.

For having the vision to make the world his oyster, and leveraging an idea into a profitable worldwide business, the SBA is pleased to recognize Chris Newberry as Utah's 2012 Small Business Exporter of the Year.

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Owners of three Bluff enterprises are family-owned business champions

Three brothers operating two family-owned businesses may seem like an odd combination. But, Steve Simpson, Barry Simpson and Craig Simpson have been making that equation work for more than 42 years.

From humble beginnings in the remote location of Bluff, the Simpsons have managed to grow William W. Simpson Enterprises Inc. into one of Southeastern Utah's most popular and unique retail attractions among the surrounding state and national parks. Capitalizing on their parents' sheer determination and commitment to hard work, honesty and love for the Navajo people and their lands, the Simpson brothers grew up with the family business starting in 1969, experiencing all the hard lessons and rewards along the way.

The original business focus, a leased filling station on the south side of Blanding, **Entrepreneur Launch Pad is champion of collaboration**

Two unemployed middle-management job seekers determined to take control of their own career destiny in February 2009 served as the genesis for a true collaborative success story. The two job seekers and eight other out-of-work individuals who were exploring the possibility of starting a business formed Entrepreneur Launch Pad (ELP) to provide mutual support, networking opportunities and education, and to enlist the guidance and support of the northern Utah business community.

A presentation to the group in June 2009 by Kaysville Small Business Development Center (SBDC) director Brent Meikle provided the springboard for other SBA Resource Partners to be involved. As word-of-mouth news of the initial ELP group spread, meeting space became tight. By October 2009, a second group was meeting at the Sandy SBDC, and the Salt Lake City SCORE (Service Corps of Retired Executives) chapter soon became involved.

Three years later, ELP has grown to include over 800 participants who have attended weekly sessions in six locations that span a 75-mile radius in Northern Utah. Many attendees are referred through the five SBDC branches, two SCORE chapters and Utah's Women's Business Center. Collateral counseling and training provided by these SBA Resource Partners help leverage ELP's overall popularity and success, and Resource Partner staff and volunteers help run the weekly meetings, give presentations and recruit other community business partners to support ELP.

Dozens of business have been started by ELP participants that include everything from importing and marketing Australian consumer products to developing and marketing Facebook apps. A company that developed a new personal security device recently received a \$1.7 million order.

The cross-fertilization of organizational capacity, ideas and support for the entrepreneurial community has resulted in stronger communication and collaborative cooperation among Utah's SBA Resource Partners as they have come together to support SBA's mission of helping small businesses start, grow and succeed.

has given way to three thriving businesses: Twin Rocks Trading Post, a wonderland of museum-quality native art produced by Navajo-area artists; twinrocks.com, the online outlet for the Trading Post; and, Twin Rocks Café, a family style restaurant featuring regional and traditional favorites for local residents and travelers visiting the area's national and state parks. Barry and Steve co-manage the Trading Post and online businesses, while Craig manages the café.

The focus of the family businesses has always been supporting and promoting the art and people of the Greater Colorado Plateau. Native art has been broadly interpreted to include traditional Native cuisine, as well as handmade rugs, baskets, jewelry and folk art. Regional food favorites, such as the Navajo Taco and Shepherd Sandwich, have been complemented by the Café's own creation, Navajo Pizza, a tasty combination of traditional Navajo fry bread and home-style pizza.

The pride of Twin Rocks Trading Post



Steve, Barry and Craig Simpson

and Twin Rocks Café has always been their artists and employees. With fully 90 percent of their staff being Navajo, having a stable employer in an area of profound and ongoing employment challenges is a blessing to the local economy.

The vision and drive of company

founders William and Rose Simpson have been ingrained in today's company and in the couple's three sons. Like the Native Americans they strive to honor, Craig, Barry and Steve Simpson can rightfully be considered three of the jewels of the American Southwest.

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Sandra Lanier is home-based business champion of the year for 2012

The economic trauma of a major employer leaving town would devastate many small communities, but Ephraim has learned to fight back. Shortly after a large computer manufacturing facility shut down in the late 1980s, a group of displaced workers attended Snow College to retrain. While there, they formed a support group named Second Time Around (STA) to help each other stay in school and become successful once again.

With the help of Snow College advisor Sandra Lanier, the group decided they needed to take hold of their own destiny by starting their own businesses. Retaining the initials STA, they formed the Sanpete Trade Association in June 1987. Nearly 25 years later, the cooperative association, commonly known as the Ephraim Co-op, is still led by Lanier as president. She is aided by a dedicated board of directors, many of whom have home-based small business ownership experience.

Since 1987, the Ephraim Co-op has helped more than 700 small business ventures, the vast majority being home-based companies, start, grow and succeed throughout Sanpete County and surrounding counties. Serving as a launch-pad of sorts to enable home-based businesses to bring their products to market, the co-op now has a membership base of nearly 175 companies.

With co-op members producing a wide variety of products from goat milk soap to

Dutch oven catering and spice manufacturing, the Ephraim Co-op's location at the busiest intersection on Highway 89 in the center of Sanpete County provides an excellent opportunity for members to showcase their wares.

Through a combination of training, counseling and opportunities to learn more about Internet marketing to open up global markets, co-op members are given a pathway to business success and self-sufficiency.

For all they have done to promote and support the needs of home-based businesses, SBA is pleased to recognize and honor the Ephraim Co-op and Sanpete Trade Association with the 2012 Utah Home-Based Business Champion of the Year award.



Eddie Yujra is minority small business champion of the year

Entrepreneurs are often so involved with their own company's priorities and demands that there's seemingly little time available to give back to the community. For Eddy Yujra, such time constraints are a non-issue.

Born, educated and married in South America, Yujra and his wife Luz immigrated to the U.S. to attend college. During his studies in business information systems at Brigham Young University from 2002 to 2007, he worked for BYU as a Web developer and Web project manager.

Following graduation, Yujra started his own Web design and Internet strategies company in 2008. Despite the demands on his time with a new business startup, Yujra has been continuously motivated to assist other Hispanics in achieving their dream of business ownership.

Yujra's volunteer efforts have affected literally hundreds of Hispanics of all ages who were looking for knowledge, counseling and a way to move their dreams forward. He has been involved with Community Action Services, Provo's Centro Hispano, Utah Valley's MicroBusiness Mentor Program, the Orem Small Business Development Center, Zions Bank, Teens ACT and the Hispanic Chamber of Commerce. In each instance, Yujra sought to bring together people and resources to help each organization be more effective in providing an avenue for minority achievement in small business.

His willingness to give back has involved thousands of hours since 2007



Yujra

teaching classes, mentoring, hosting networking meetings, giving one-on-one counseling and even providing many clients with free websites and Web design services.

For many entrepreneurs, creating a professional legacy is often primarily focused on how successful their business ventures are. For Yujra, that success and legacy are greatly magnified by truly championing and effectively addressing the needs of current and aspiring Hispanic business owners in Utah County.

For his strong commitment to the Hispanic small business community, SBA is pleased to recognize Eddy Yujra as Utah's 2012 Minority Small Business Champion of the Year.



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Ranked by Amount of Loans Approved in 2011

Company Name Address	Phone Fax Web	Amount of Loans Approved in 2011 # of Loans Approved by SBA in 2011	Amount of SBA Loans Warehoused in 2011 # of SBA Loans Warehoused in 2011	Loan Range	Type of Lender	SBA Officer
Mountain West Small Business Finance 2595 E 3300 S Salt Lake City	801-474-3232 801-493-0111 mwsbf.com	\$97.4 million 200	\$566.3 million 1670	\$250,000 to \$10 million	SBA 504 Certified Development Company	Scott Davis
Zions Bank One S Main Salt Lake City	801-844-7909 801-844-8626 zionsbank.com	\$77.3 million 555	\$718.3 million 6882	\$10,000 to \$2 million	Preferred Lender	Cece Mitchell
Mountain America Credit Union West Jordan	801-325-6440 DND macu.com	\$35 million 129	\$35 million 129	\$10,000 to \$5 million	PLP, 7a, 504, Express	David Doria
Wells Fargo 299 S Main St Salt Lake City	801-246-1616 866-670-4584 wellsfargo.com	\$19 million 56	DND DND	DND	Financial Services Company	James M. Hilton Ryan Furstenu
Cyprus Credit Union 3876 W Center View Way West Jordan	801-260-7600 801-260-7630 cypruscu.com	\$16.9 million 11	\$1.65 million 10	\$5,000 to \$2.9 million	Credit Union	Paul Turner
U.S. Bank 448 E 6400 S Salt Lake City	800-431-7101 602-222-4580 usbank.com/sba	\$15.6 million 31	DND DND	\$350,000 to \$12.5 million	SBA, PLP Lender	Michele Sauk Kevin Corless
Bank of American Fork 195 E 6100 S Murray	801-838-9871 801-838-9898 bankaf.com	\$8 million 32	\$20.2 million 92	\$25,000 to \$5 million	Preferred Lender	Richard L. Gray
State Bank of Southern Utah 377 N Main St Cedar City	435-865-2300 435-865-2230 sbsu.com	\$7.9 million 42	\$64.3 million 217	\$7,000 to \$8 million	504, 7a, SBA Express, Export Express, Patriot Express	Clint Penrod
First National Bank of Layton 207 S Main St Bountiful	801-292-3900 801-299-1055 fnbutah.com	\$7.7 million 7	\$7.7 million 7	up to \$5 million	SBA Preferred	Clark Irwin
Central Bank 75 N University Ave Provo	801-655-2152 801-375-1007 cbutah.com	\$6.5 million 41	DND DND	up to \$5 million	7a, all Express Loans	Deborah Lamb Kent Johnson
Goldenwest Federal Credit Union 5025 S Adams Ave Ogden	801-337-8342 801-337-8379 gwcu.org	\$5.1 million 11	\$21.4 million 132	\$5,000 to \$6 million	Credit Union	Brian Hoxer Eric Woltavis Paul Callan David Beckett
First Utah Bank 3826 S 2300 E Salt Lake City	801-272-9454 801-272-9458 firstutahbank.com	\$4 million 11	\$3.7 million 11	\$25,300 to \$1.8 million	PLP, Express, Patriot, 504	Scott Snow
America First Credit Union 4646 S 1500 W Riverdale	801-827-8216 801-827-8625 americafirst.com	\$1.6 million 60	\$13 million 410	DND	PLP, CLP, Express, Patriot Express	Ilene Dickamore

DND= Did Not Disclose N/A= Not Available

Please note that some firms chose not to respond, or failed to respond in time to our inquiries.

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Stan Nakamura is minority small business person for 2012

Twelve years after starting his company with five people and a dream, Stan Nakamura has an enlightened perspective on what it means to be the owner of a business that now involves over 170 people scattered across eight states.

As a former controller for another 8(a) participating company for more than 10 years, Nakamura was focused on a very specific set of business objectives. Those objectives and concerns have grown dramatically, as NexOne has grown from a small Utah startup in 2000 to a prosperous business today.

The company's big break came with the 2002 Salt Lake Olympics, when Olympic organizers approached the company to solve newly discovered internal communication needs. "We happened to be in the right place at the right time," said Nakamura, recalling the urgency of the situation and the company's efforts to deliver a timely solution.

Financial success from its Olympics project enabled NexOne to expand into the call center arena, and take advantage of the growing trend by companies to outsource this business function. Later, two acquisitions were made of companies that specialize in space-based communications technology.

Suddenly, Nakamura found himself having to blend the business cultures of three organizations into one company family. "One of our major goals was to create a company culture that supports a sustainable work-life balance for our staff," he explained. "That means we needed to focus on being both professional, yet flexible to address



Nakamura

employee needs."

The success in creating a sustainable company culture has enabled NexOne to minimize employee turnover, attract a great staff and to professionally support its customer base. Clients include the Department of Energy, the Air Force Academy and both the Army and Air Force.

Being a successful 8(a) participant, Nakamura is mindful of what it takes to navigate the government contracting arena. "Identifying an effective niche in products and services, expanding our geographical footprint and having great people who really deliver what NexOne promises have all been critical components to our success," he said.

As NexOne prepares to graduate from SBA's 8(a) Business Development program in 2013, Nakamura is confident the company is on solid footing: "Despite the challenges along the way, we've enjoyed many successes, and have been fortunate to create a company we are all proud to be a part of."

When asked how his perspective of business ownership has changed since he started NexOne in 2000, Nakamura is quick to respond: "I used to think it was mostly about the numbers. But, I've come to realize it's mostly about the people. If the employees are happy, the numbers will take care of themselves."

SBA is pleased to recognize and honor Stan Nakamura as Utah's Minority Small Business Person of the Year for 2012.

Diana George is women in business advocate for 2012

When Diana George looks at the universe of business, she often sees it as a sea of opportunity for women to dive in and partake of the many options available to them. Since joining Zions Bank in late 2010 as vice president and Women's Financial Group manager, George has been constantly working to provide women with opportunities to start, grow and improve their companies.

With 15 years of banking experience and working with women clients, George has both seen and known the challenges women face in trying to compete in the rough and tumble world of business. In response, she and her Women's Financial Group spearheaded the very successful sixth annual Smart Women Smart Money Conference for 2011 that attracted over 1,600 participants to learn about business success, sales techniques, financial tools and personal finance.

Under the auspices of Zions Bank Womens Financial Group, George also managed the award of six 2011 Smart Women Grants totaling \$18,000. Additionally, she oversees the donated office space and equipment that Zions Bank has made available to the local chapter of the National Association of Women

Business Owners (NAWBO). This space helps many women entrepreneurs who work out of their homes, but need access to a professional office setting for client meetings.

A champion of SBA lending to women-owned businesses throughout Utah, George and her group were significant contributors to Zions Bank making 30 percent of their 555 SBA working capital loans to women in fiscal 2011.

Not content to focus all her professional efforts at the office, George has been involved in small-business financial advocacy efforts with national professional organizations, has served as a financial education volunteer with Reality Town and Junior Achievement since 2003, and utilizes her banking background to assist nonprofit groups with financial advice while serving as a board member of the Utah Nonprofits Association.

For all of her efforts to provide myriad business and financial opportunities to women throughout Utah, SBA is pleased to recognize Diana George as the 2012 Women in Business Advocate of the Year.



George

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Len Erickson is 2012 Utah Small Business Development Center Service Excellence and Innovation Center Award winner

Most entrepreneurs and small businesses will eventually experience difficult times and significant challenges, especially during their early years. And, in most cases, those businesses won't feel they have many options to turn to for help. For Len Erickson and the staff of the St. George Small Business Development Center, such challenges have been a clarion call to action.

Seeing a need to diversify the local economy and to help mitigate the economic downside of the recent recession, Erickson and his staff have embarked on an aggressive curriculum of expanded counseling efforts, comprehensive training and new business development efforts.

Erickson helped develop the Dixie Business Alliance to create a centralized system for better matching local counseling resource organizations to high-priority business clients. As a result, clients are better served and each counseling organization has seen an increase in their clients' progress.

Seeing a need for better access to entrepreneurial training, especially in rural areas, Erickson and the St. George SBDC developed the "My Bizsmart" online new business training program. With 10 modules, 35 video segments, a college textbook, live training and an extensive research library, My Bizsmart enables anyone with access to a computer and the Internet to participate. The program has also been adopted statewide by the Utah SBDC network for widespread access.

Working in cooperation with USTAR, the St. George SBDC has seen significant success with its business incubator. The program is expanding from two to six businesses, and focuses on jump starting high-tech and innovative startup companies with strong growth potential.

Over the last 18 months, the St. George



Erickson

SBDC has seen the number of new business startups more than double, client sales tripled to over \$12 million, and new job creation among their client base nearly doubled. For existing small companies, the Business Check-Up program has been implemented to help identify and rescue struggling businesses which otherwise would likely have failed.

For all their efforts to expand their scope of services, and to effectively leverage their resources to the great benefit of their community and clients, the SBA is pleased to honor the St. George SBDC and its director, Len Erickson, with the Utah 2012 Small Business Development Center Service Excellence and Innovation Center Award.

A message from the SBA district director

The small business community plays an important role in the economic health of Utah and the nation. They contribute to the economic vitality of Utah every day in a number of ways.

Innovation. Utah is one of the leading states in the nation for small business startups generated from university research and development. Many patents are licensed to small companies that develop products for use by government agencies, or are offered for sale to the general public. Some of these products are focused on developing environmentally friendly solutions to today's challenging business, energy and climate issues. The University of Utah recently overtook MIT to become America's No. 1 research institution when it

comes to creating startup companies based on university technology, and it achieved the top ranking with a fraction of the research budget of other major universities.

Employment. The nearly 60,000 small businesses in Utah that have employees account for 49 percent of all private sector jobs in the state. Small businesses make up almost 97 percent of the state's employers.

Job Creation. A recent study conducted by the Kauffman Foundation revealed that new companies account for an average of three million new jobs across the U.S. each year, while more established companies have a net job loss of one million jobs a year on a combined basis. Small startup companies are the engine that drives the U.S. jobs market.

Economic Diversity. Even during the depths of the so-called "Great Recession," Utah's unemployment has never exceeded 7.5 percent, compared to many western states having double digit unemployment

over the last two to three years. Utah's well-diversified economic base involving thousands of small businesses in many industries has provided a cushion against large employment swings.

Budget Stability. Lower unemployment means a stronger tax base, as companies and individuals continue to generate taxable income. While Utah has endured some budget belt-tightening over the last several years, it continues to remain fiscally responsible regarding spending. Many neighboring states continue to have major budget deficits.

Community. The Utah small business community includes many vibrant and active chambers of commerce, an entrepreneurial attitude and a philanthropic heart, in large

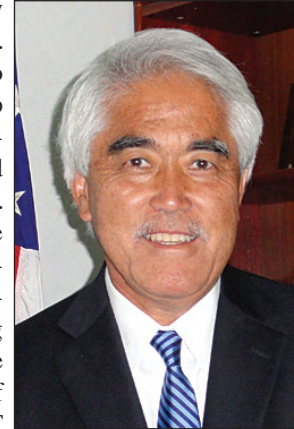
measure due to the contributions of thousands of successful small-business owners and their employees who desire to ensure Utah remains a desirable place to live and work.

Small businesses continue to rebound, bringing with it a record demand for SBA-backed lending throughout Utah.

For fiscal year 2011 (Oct. 1, 2010 to Sept. 30, 2011), 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 businesses in Utah.

Our ongoing success would not be possible without the diligent support of our major resource partners, including SCORE, the Small Business Development Center and the Women's Business Center.

Utah is fortunate to have a small-business community that provides added value to Utah's lifestyle, economic vitality and entrepreneurial drive.



Stan Nakano

from page 7

down after recent layoffs gave the perception that the reductions were not based on merit but on personal opinion. After commissioning an employee survey, Bair opened up lines of communication, initiated quarterly call-ins and revamped a troubled pay-for-performance system. Before long, employee morale soared as the FDIC was listed number three of the "Best Places to Work in the Government for 2010," among more than 200 comparable federal organizations.

• **Salt Lake Community College** professor of management **Don Gren** has received the **2012 Teaching Excellence Award** for the Western Council of Business Schools and Programs (ACBSP Region 7). As a regional recipient, Gren will now be considered for the 2012 ACBSP International Teaching Excellence Award, to be announced in June.

FINANCE

• **Grandeur Peak Global Advisors**, Salt Lake City, said it

has now **surpassed \$200 million in assets under management.** Of that total, roughly \$140 million is in the Global Opportunities Fund and \$60 million is in the International Opportunities Fund. Both funds are new and have limited operating history. The firm's bias is toward small and micro cap companies. Grandeur Peak Global Advisors, LLC is an employee-owned investment adviser.

• **The U.S. Small Business Administration** is inviting experienced early stage investment fund managers to apply for licensing as **Early Stage Innovation Funds** as part of SBA's Small Business Investment Company capital investment program. Licensed Early Stage Innovation Funds can receive SBA-guaranteed funding to match their privately raised capital up to a maximum of \$50 million. Early Stage Innovation Funds must invest at least 50 percent of their investment dollars in early stage small businesses. More information on the Early Stage Innovation Fund initiative and

the regulations governing SBICs may be found at www.sba.gov/inv/earlystage. For more information about the SBA's Investment Division, SBIC program, Impact Investment Initiative and Early Stage Innovation Funds, go to www.sba.gov/INV.

HEALTH CARE

• **Health Choice**, a managed care organization that is part of the IASIS Healthcare system, has signed a five-year contract with the **Utah Department of Health** to provide health care services to Medicaid beneficiaries, effective April 1. The initial service area includes Davis and Salt Lake counties.

• **Intermountain Healthcare's** board of trustees has named Utah business leaders **Scott Anderson** as chairman and **Bruce Reese** as vice chairman of the Intermountain board. They succeed Kem Gardner, chairman, and Doug Black, vice chairman, who remain on the board after completing five-year terms in those

positions. Anderson is president and chief executive officer of Zions First National Bank. Reese is president and chief executive officer of Hubbard Radio LLC, which operates 21 radio stations in Chicago, Washington, D.C., Minneapolis/St. Paul, St. Louis and Cincinnati. He has held this position since Hubbard Radio's formation and acquisition of Bonneville International in April 2011. Prior to joining Bonneville, Reese practiced law in Washington, D.C. and Denver.

• **Randall J Olson, M.D.**, CEO of the **John A. Moran Eye Center** at the University of Utah, has received the **Binkhorst Medal of Honor** presented by the American Society of Cataract and Refractive Surgery. The medal is given to an individual whose career has made significant contributions to the science and practice of ophthalmology and established that person among the world's most prominent ophthalmologists. Olson is a specialist in the research of intra-ocular lens complications,

teleophthalmology and corneal transplantation techniques.

INSURANCE

• **SentryWest Insurance Services**, Salt Lake City, has **chosen Ogden as the site for its sixth Utah location.** **Jason Call** manages the new office. A graduate of Weber State University, he obtained his Certified Insurance Counselor designation in 2010 and was given the Young Agent of the Year award in 2011 by the Utah Association of Independent Insurance Agents. Call is currently serving as the co-president of the Utah Northern chapter of the Utah Association of Independent Insurance Agents. SentryWest, founded in Salt Lake City in 1976 is an independent general lines insurance agency specializing in business insurance, including property and casualty and employee benefits as well as personal insurance offerings for home, auto and personal health.

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