

Issue Sponsor:



2015 Utah SBA Award Winners

Small Business Person of the Year

Cory Robison
Chief Executive Officer/Manager
Stonehenge Care LLC

Small Business Exporter of the Year

Michael Lundwall
Owner
Invent-A-Part Inc.

SBDC Service Excellence & Innovation

Jim Herrin
Director
Salt Lake Region Small Business Development Center

Minority Small Business Person of the Year

JoAnn Jex
President
Rio Vista Management

Federal Agency/Government Contracts

Michelle Stratton
Army Corps of Engineers
Sacramento, California

Utah District Volunteer

Salt Lake SCORE Chapter

Innovation Small Business

Mike Green
President
G. O. Green Enterprises Inc.

Rural Small Business

Martin James
Founder and CEO
Slide Ridge Honey

Veteran Advocate

Brian Garrett
Sr. VP, Director of Military Relations
Zions Bank

Woman-Owned Small Business

Sabrina Morales
Chief Executive Officer
Linguistica International Inc.

Top SBA National Credit Union Lender

Mountain America Credit Union.

Top Dollar Volume Lender

Celtic Bank.

Top Number Volume Lender

Zions Bank

EDITOR'S NOTE: Honoree profile stories in this section were furnished to *The Enterprise* by the Utah District Office of the SBA.

SBA UTAH 2015

Small Business Person of the Year

'Caring' should be his middle name



Cory Robison

CEO/Manager, Stonehenge Care LLC

One of Cory Robison's first full-time jobs nearly ended about as quickly as it began.

Not long after being hired, Robison's employer closed the company's doors due to financial hardship. Shortly thereafter, his five fellow workers convinced him to test and apply for a license to take over the business. So, in February 1997, during a torrential downpour, Robison drove to Ogden and incorporated C&R Stone Inc.

Today, the company enjoys 10 times its 1997 revenues, and most all the original partners and employees are still with the business ... because Robison cared enough to turn the business around.

But C&R Stone is just the preface in this story. Robison is a people person, and during his time with a slow-pitch softball team, he developed friendships and trusted relationships with fellow players who would eventually become his own team of business partners. It was during these years that Robison's transition from masonry to health-care evolved.

Robison and Wyatt Cloward purchased their first assisted living center in 2006 and sold it in 2011. During that five-year period, they formed Stonehenge Care, named after the famous ancient aggregation of rocks that, for some, was thought of as a place of healing, restoration and rejuvenation. Beginning in 2008, Stonehenge Care built the first of four assisted living facilities along northern Utah's Wasatch Front. A fifth facility is nearing completion and two more are in active development.

In each case, Robison has used an SBA 504 loan to build a state-of-the-art facility. The company is well known for its facility amenities, quality staff and caring attitude — all a reflection of Robison's personal commitment to caring about, and for, others.

Since its true start-up in 2008, Stonehenge Care has grown from zero revenues to nearly \$20 million

in 2014, and the company expects 50 percent growth in 2015. Employee numbers have increased from just the two owners to more than 400 in just six years. Keys to the company's success have been innovative business strategies, such as the new facilities; state-of-the-art services; higher staffing ratios compared to the competition; and more resources dedicated to care than at other facilities.

Robison's dedication to caring also extends to the company's involvement in community activities. Stonehenge has participated in supporting the Red Cross, Big Brothers and Big Sisters, Boys and Girls Club, and Boy Scouts of America. The company also supports local college athletics and high school events.

The personal endorsement of a 20-year friend pays tribute to a business owner who is both admired and respected by all who know him: "His relationships with his customers, employees and vendors are the most important thing to him. Cory does not look for situations where only he comes out a winner. Rather, he looks for opportunities to provide a winning situation for those around him and proceeds with faith that he will be taken care of in the long run. Cory personifies what I view as a great businessman: a smart, diligent, caring person who wants those around him to succeed more than himself."

The SBA Utah District is pleased to honor Cory Robison as Utah's 2015 Small Business Person of the Year.





**MOAB VALLEY INN,
MOAB, UTAH:**

- Saves **\$9,700** and **160,000 kwh/year**
- Received **\$11,540** in incentives
- Payback before incentives: **2.4 years**;
payback after incentives: **1.2 years**

There's always room for energy efficiency.

Moab Valley Inn isn't just serving guests, they're saving money. With the help of our wattsmart® Business program, the Inn upgraded to energy-efficient LED lighting. They used our cash incentives to start saving and the changes have been boosting their bottom line ever since. Your business can benefit too by upgrading lighting*, HVAC, compressed air systems and more. To learn more, call 1-800-222-4335, contact a participating vendor or visit wattsmart.com.

*Please call us before you start your project.



Let's turn the answers on.

Pictured from left to right: Colby Lilly and Tim Gardner, maintenance department with Moab Valley Inn, Debra Dull, customer and community manager, Rocky Mountain Power and Dave Seibert, maintenance supervisor, Moab Valley Inn.

Adjusting to an evolving business climate

On behalf of the U.S. Small Business Administration, welcome to our 2015 Small Business Week Awards. SBA is pleased to recognize the people and companies who represent the best of what Utah has to offer in the world of small business. Many small companies have proved they can indeed excel at what they do, even when facing the prospect of having to do business in different ways to cope with a constantly changing business environment.

Our Small Business Week winners this year include a diverse, yet accomplished, group of companies in healthcare, technology, agriculture and construction, as well as individuals who advocate for, and assist, those who are either starting and operating a small

business, or are considering doing so. We are pleased to honor each one and know there are many more we could honor who are just as deserving.

In many ways, being a business owner is more challenging than ever. The rapidly evolving factors of competition, regulation, technology, finance and other business areas all combine to keep companies and their owners in a constant state of adaptation and change.

As a federal agency, SBA works hard to monitor business climate changes, and then strives to develop programs or services to assist small companies in coping with these changes. Additionally, we strive to refine our internal processes and procedures to streamline the time

and effort required to both access our services and to comply with the regulations associated with our programs.

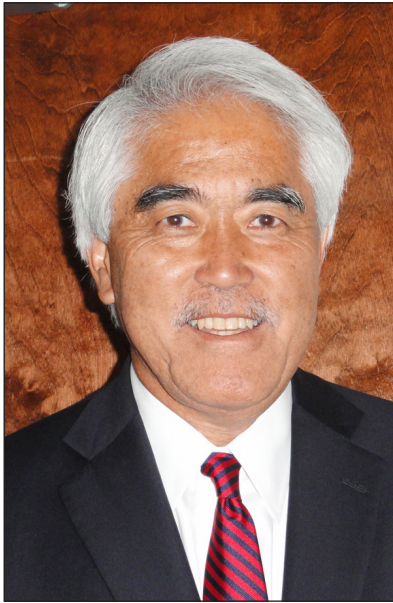
A few years ago, SBA piloted an intensive education program for business owners called the Emerging Leaders Program. Approximately 20 business owners who meet eligibility criteria are given an opportunity to gather together and learn how to better manage their companies and to plan for their future growth and success. Utah's first class of the Emerging Leaders Program began just two weeks ago and will continue throughout the summer. We are excited to see the development of this first class and look forward to their increased success.

With a healthy 2014 economy, Utah saw a record dollar amount of loans made through SBA's guaranteed lending programs — over \$480 million in fiscal 2014. The average loan size is growing, signaling a maturing small-business economy in Utah that is focused as much on business expansion as it is producing company start-ups. We thank all of our lending partners who have helped make this

possible, some of which we will honor today for their contributions.

We also want to recognize the contributions our resource partners make in helping SBA achieve our mission of assisting small businesses to start, grow and prosper. SCORE, the Small Business Development Center Network and Women's Business Center all play a vital role in counseling and training hundreds of business-minded people each year, something SBA could not do on its own. Other partners, like our state PTAC network, and federal government contracting officials help companies leverage the opportunities to be found through government contracting.

We honor all those who have helped make 2014 a successful year for small businesses throughout Utah. You are a major reason Utah continues to be recognized as one of the best places to do business in the entire country. Our winners today exemplify the end product of many people's hard work, sacrifice and teamwork. Together, we celebrate each honoree's successes.



Stan Nakano

Acting Regional Administrator
SBA Region VIII



“Thank you, Zions Bank, for being a partner in our family business.”

Richard Ellis — ELLIS FAMILY DENTISTRY

Three generations of Richard Ellis have used Zions Bank's products to help run their dental practice. “Anytime Deposits is my favorite product that we have. When you're a small business, cash flow is very important. This gets our checks in quickly, so we have the money to run our business.”

To hear the rest of their story, visit zionsbank.com/thankyou.

ZIONS BANK

WE HAVEN'T FORGOTTEN WHO KEEPS US IN BUSINESS®

Follow us on



zionsbank.com

Member FDIC

SBA UTAH 2015

Small Business Exporter of the Year Award

Print this! 3-D printer company taking on the world

An entrepreneur's vision is often questioned by a variety of people. But it only takes the right group of people to believe enough in the vision to help make it happen. That is the story of Michael Lundwall and his company, Invent-A-Part.

As a new college graduate in engineering and manufacturing technology, Lundwall started Invent-A-Part in 2009 to take advantage of the emerging technologies in 3-D printing. The company specializes in rapid prototyping services — the construction of three-dimensional scale models of new products and inventions.

From 2009 through 2012, Invent-A-Part focused its business on meeting domestic customers' needs through the company's in-house services. In 2011, Lundwall developed an inexpensive and easy-to-use 3-D printer that had strong potential for



Michael Lundwall
Owner, Invent-A-Part Inc.

mass appeal to individuals and companies. But, rather than spend the time and expense of using traditional marketing and advertising agencies, Lundwall elected to launch the new RigidBot printer via a crowdfunding campaign. He set a goal of reaching \$31,500 in 45 days. The goal was met in just 12 hours. The company even blew through a stretch goal of \$345,000 and eventually ended up raising just under \$1.1 million from 1,952 backers — 40 percent of whom live outside the U.S.

Lundwall described the effects of the crowdfunding campaign on his product development: "We basically took all that capital and threw it back into research and development to develop a better RigidBot. The machine that people pledged for on the campaign and the machine they are receiving (now) is 10 times better."

Armed with a refined product and hundreds of foreign prospects through the crowdfunding

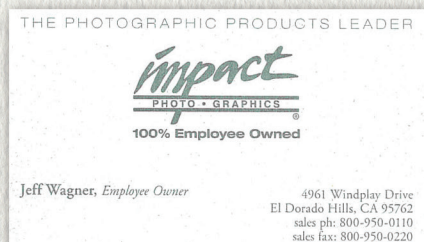
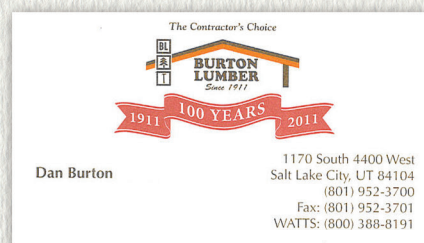
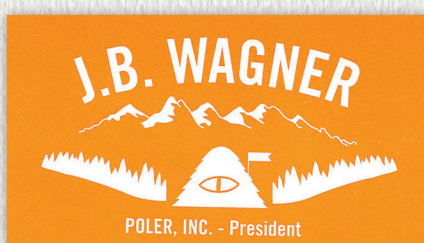
campaign, Lundwall leveraged an SBA Express loan and two SBA Export Express loans to further develop foreign sales opportunities. By the end of 2014, Invent-A-Part had sold its printers and associated services in 53 countries.

Lundwall is eager to share his exporting success with fellow business owners who are looking to expand their market. "At Invent-A-Part, we see a lot of people who have ideas and are unsure how to create their idea or get that idea to market," he said. "Most of our customers focus their marketing and product design to just U.S. markets and I always encourage them to think bigger."

Although Invent-A-Part has experienced great success with exporting, the company is still learning the advantages of exporting. "We rely on the advice and knowledge from other companies in Utah to help us better our export, and in turn share that information with our clients and customers," Lundwall said. "The best way to learn is hands-on experience."

The 2009 vision of Michael Lundwall is now a 2015 reality for customers in over 50 countries.

The SBA Utah District Office is pleased to recognize Michael Lundwall as Utah's 2015 Small Business Exporter of the Year.



LEGAL SOLUTIONS FOR WHATEVER YOUR BUSINESS MAY BE.

No two businesses are exactly alike. That's why our business and real estate practice groups come up with custom solutions for each one of our clients. We take the time to understand and meet your needs — no matter your line of business. Learn more at 801-532-7080 or strongandhanni.com.



PAUL W. HESS LORI A. JACKSON CASEY W. JONES

Since 1888

Transportation • Employment • Commercial Litigation • Business Transactions • Real Estate Transactions • Healthcare Law • Insurance Coverage • Bad Faith Litigation



SBA UTAH 2015

Minority Small Business Person of the Year Award



JoAnn Jex

President, Rio Vista Management

Overcoming challenges through opportunity

When JoAnn Jex' father immigrated to the United States from Mexico, he arrived with one red suitcase and a strong work ethic as a common laborer. He later married a Mexican-American and eventually began a family. Knowing her father was working in a mine and as a janitor to support his growing family was a lesson in perseverance for Jex.

The family's meager financial circumstances left little room for many things most people in Utah take for granted. This, plus their minority status, created barriers for Jex and her siblings in two of the areas that impact societal advancement: education and jobs. Despite these challenges, Jex eventually held jobs that exposed her to the basics of bookkeeping, accounting, human resources and management.

After helping her electrician husband by serving as his unofficial "apprentice" for a period of time, Jex elected to start her own company, Rio Vista

Management, in May 2004. Focusing on construction, the company achieved modest success and then applied for the SBA's 8(a) Business Development Program. Since acceptance into the program in December 2007, the company has flourished.

Jex credits much of her success to both the work ethic and persistence she learned from her father and the support of her husband, Russ. Along the way, Rio Vista Management has seen its share of challenges and obstacles, but in every case, has risen above them to achieve a hard-earned level of success. "The 8(a) program has given Rio Vista Management the opportunity to succeed in government contracting at a time when we really needed it," Jex explained.

For her courage to start her own company and the persistence to succeed in the competitive world of government contracting, Utah SBA is pleased to honor JoAnn Jex and Rio Vista Management as the 2015 8(a) Minority Small Business of the Year.

SBA UTAH 2015

SBDC Service Excellence and Innovation Award

Higher 'AIM': Taking business ideas to the next level

Business education and counseling have always been a major emphasis of SBA's network of Small Business Development Centers (SBDCs). But there is always room for improvement, innovation and exploration of new strategies and techniques for assisting growing companies.

In an effort to better serve small companies that have strong potential to become high-impact businesses, the Salt Lake Region (Utah) SBDC staff developed a new lean start-up training curriculum called "AIM – Align your Idea to a Market" in 2014. The goal of the AIM program is to better prepare entrepreneurs for the often time-sensitive process of quickly validating a potential business idea and model before committing the company to full production.

The AIM training consists of four 2-hour classes held every other week. During the off weeks, attendees meet one-on-one with the SBDC business advisors, focusing on quick market validation at various steps of their idea, virtual prototyping and very early working prototype development.

2014 proved to be an eventful year for the Salt Lake Region SBDC in other significant ways. Capital infusion by SBDC client companies was \$14.585 million, exceeding SBDC goals by 161 percent. Client companies created 140 new jobs in 2014, which was 115 percent

of goal, and SBDC client companies increased sales by \$14.274 million in 2014, which was 362 percent of the SBDC's goals.

While many factors contributed to 2014's successes, the dedicated, capable and committed staff of the Salt Lake Region SBDC made the biggest difference.

One particular success story the Salt Lake Region SBDC had in 2014 was helping a new business raise over \$5 million to fund a land purchase, building construction and the opening of the second-largest daycare facility in Utah. Kris Heslop, senior business advisor, was

instrumental in taking the client from an idea she had during a Smart Start workshop during a time when the client was laid off from her job in 2011, to 2014 when she had a new business with 19 employees.

For their outstanding performance in 2014, the SBA's Utah District Office is pleased to honor the Salt Lake Region SBDC staff with the Small Business Development Center Service Excellence and Innovation Award for 2015. Please congratulate the center's director, Jim Herron, and his staff: Kris Heslop, Bryce Hansen, Matthias Miller and Christine Rice.



The Salt Lake Region SBDC team: Left to right, Matthias Miller, Kris Heslop, Christine Rice, Jim Herrin and Bryce Hansen.

Expansion: Make the decision that is best for your business

The decision to expand can be one of the most treacherous moves an entrepreneur can make with a start-up company. On the one hand, every business owner wants to grow. That growth can represent increased earning opportunity, validation of a product or service, more public clout and ultimately a greater return on investment. On the other hand, such expansion comes at a cost — capital, strained resources and potential cash flow pitfalls.



BOYD HUNTER

The ability of a company to fund additional inventory, addition-

al labor costs, capital expenditures, etc. can significantly impact cash and will become a very real constraint to growth. If the entrepreneur is unable to invest this needed funding or if the business is unable to secure additional financing from equity partners, banks or finance companies, then the expansion might end very badly, up to and including complete business failure.

There are some important questions to be answered anytime a company is seeking to expand. The questions

listed below are not intended to be comprehensive, but to stimulate the appropriate planning:

1. Does my current customer base provide adequate diversity to mitigate the business risk of losing any one customer? Will potential new customers improve diversity or worsen it?

2. If my costs to provide goods or services were to increase dramatically, could my revenue stream rise to compensate for the additional expense?

3. Will the potential expansion stretch my debt to equity beyond the limits of any existing loan cov-

enants?

4. How long will it take for my cash flow to normalize after the expansion? Does the company have adequate cash reserves or access to working capital lines to weather this timeline? What if the timeline takes longer?

5. What impact would an expansion have on both my short-term and long-term return on investment? Is the return acceptable versus other investment opportunities? How much could my assumptions change before the return is not acceptable?

6. What is my market and is it expanding? Or, would my expansion require me to take business from competitors? If the expansion would require me to take business from competitors, what might their response be and do my plans allow for some reduction to my growth as they respond?

7. Does my existing labor force have the capacity and/or scalability to support expansion? If not, what does the pool of additional workforce look like? Are there capable people available for my current salaries or would I be required to hire at higher rates?

8. Are my current facilities adequate to handle an increase in production? If so, what additional equipment would be needed to manage the expansion? If not, what would a move to a larger space cost in terms of lost productivity, lost employees who do not want to move, and to the overall cost of a move?

9. Can I ensure that the quality of the product can be maintained if I expand? What would be the impact on existing business if a drop in quality resulted from the expansion?

One of the keys to a successful expansion is appropriate forecasting. If you do not feel that you have the ability to model the expansion, seek out professional assistance. Make sure that the model can be stress-tested with more stringent scenarios and find out how far the forecast can be pushed before the model breaks. The breakpoint will be individual to your expectations of acceptable



TAB KNOWS BUSINESS

As your business grows, the complexities of transactions become greater. That's when you need the right tools to keep the wheels of commerce rolling with strong cash flow and solid controls. TAB Bank offers a suite of custom financial solutions to help you do just that. Check out all we have to offer:

- A/R Financing
- Asset-Based Lending
- Revolving Lines of Credit
- Equipment Loans and Leases
- Business Accounts and Card Solutions
- Treasury Management Services

CONTACT US TODAY TO LEARN MORE!

1-888-440-4541
arfsales@tabbank.com

tabbank.com



SBA UTAH 2015

Utah District Volunteer Award

SCORE-ing a Fresh Start

In his middle 20s, Ian Acker didn't like where he'd been — or what he'd become — and wanted to change his future. Recently graduated from the Balance House Treatment Center in Salt Lake City, Acker wanted to truly change his life and others' lives so they wouldn't need to return to substance abuse rehab again.

After making friends with one of the staff at Phoenix House in Boulder, Colorado, and seeing the success the institution had with a strong programmatic emphasis on physical fitness, Acker elected to focus on helping others who had graduated from rehab by involving them in a similar physical fitness program — and Fit to Recover was born.

With no business experience, very limited funds and not knowing where to start, Acker and his parents engaged the Salt Lake Chapter of SCORE in 2012 to get help. Acker was introduced to SCORE counselor Douglas McNeil, a retired banker and business owner, and together they created a plan and then set it in motion.

The plan involved initially forming an LLC

that was later converted to a corporation and 501(c)3 not-for-profit status in November 2014. An online crowdfunding initiative in October 2014 raised \$25,000 and two months later the company leased almost 6,000 square feet near 1300 South and 800 West in Salt Lake City.

Following some rapid renovations, a grand opening was held on Jan. 4, 2015, to service nearly 150 clients between 18 and 30 years of age.

see SCORE pg. F13



The Salt Lake City chapter of SCORE has 37 mentors. Representing the local chapter are, left to right, Eric Marx, Blane Hemmert, Doug McNeil, Wayne Stoker, Penny Breiman, Ron Baron, Ron Tucker and Mark Long.

Financing Utah For Generations



BANK of UTAH

Experience. Service.



Commercial Real Estate
Construction, Development, Equipment
Retail, Multi-Family, Industrial, Hospitality, Office

Norm Fukui
435-723-9313
nfukui@bankofutah.com

YOU HAVE A GREAT IDEA FOR YOUR SMALL BUSINESS.



FINANCE IT
WITH A SECOND
GREAT IDEA—AN
SBA 504 LOAN!

- Purchase land and equipment
- Construct or renovate a building
- Low monthly payments
- 10- to 20-year fixed rates
- As little as 10% down

 **Mountain West**
Small Business Finance

GROWING SMALL BUSINESSES, JOBS, COMMUNITIES

801.474.3232 | mwsbf.com

Utah's #1
Small Business
Lender

For operating capital needs, talk to us about the extremely favorable rates of SBA Community Advantage (7a) Loans.

Top SBA Lenders in Utah

Ranked by Number of SBA Loans Approved in 2014

Page 1

Rank	Company Name Address	Phone Web	Number of SBA Loans Approved in 2014	Number of SBA Loans Warehoused in 2014	Loan Range Type of Lender	SBA Officer
1	Zions Bank 1 S. Main St. SLC, UT 84133	801-844-7909 zionsbank.com	359	2,666	\$10,000 to \$5 million PLP, 7(a), 504, Express, Export, Veteran Advantage	Cece Mitchell
2	Wells Fargo Bank 299 S. Main St. SLC, UT 84111	801-238-5060 wellsfargo.com	265	N/A	Average - \$150,576.22 N/A	James Hilton Jason White Ryan Furstenau
3	Mountain West Small Business Finance 2595 E. 3300 S. SLC, UT 84109	801-474-3232 mwsbf.com	149	1,620	\$200,000 to \$15 million SBA Certified Development Company	Scott Davis President
4	Mountain America Federal Credit Union 7181 S. Campus View Dr. West Jordan, UT 84084	801-325-6440 macu.com	147	1,269	\$25,000 to \$5 million Preferred Lender (PLP)	Seth Wheatley AVP SBA Operations
5	US Bank 448 E. 6400 S., Ste. 312 SLC, UT 84107	801-284-5911 DND	73	0	\$100,000 to \$10 million 7(a) and 504 programs	Kevin Corless
6	JPMorgan Chase 201 S. Main St., 3rd Fl. SLC, UT 84111	801-715-7361 DND	72	N/A	\$10,000 to \$5 million PLP	Nate Hawes Manager Keler Softe, Specialty Finance Officer
7	Celtic Bank 268 S. State St., Ste. 300 SLC, UT 84111	801-363-6500 celticbank.com	63	0	\$50,000 to \$5 million Utah Industrial Bank SBA PLP Lender	Craig R. Calafati
8	Utah Certified Development Co. 5333 S. Adams Ave. Ste. B Ogden, UT 84405	801-627-1333 utahcdc.com	51	DND	\$50,000 to \$5.5 million SBA Certified Development Company (504 Lender)	Robert D. Richards
9	First Utah Bank 3826 S. 2300 E. SLC, UT 84107	801-478-2305 firstutahbank.com	43	153	\$10,000 to \$5 million PLP, Express, 504, USDA	Cody Jarrett
10	Central Bank 75 N. University Ave. Provo, UT 84601	801-655-2152 centralbankutah.com	42	117	Up to \$5 million PLP, Express, 7(a), 504, Export, Veterans Advantage	Deborah Lamb
11	State Bank of Southern Utah 377 N. Main St. Cedar City, UT 84720	435-865-2300 sbsu.com	36	177	\$7,000 to \$1.6 million Express	Eric Sawyer
12	University Federal Credit Union 361 W. 500 S. Bountiful, UT 84010	801-463-3599 ucreditu.com	29	29	\$25,000 to \$5 million SBA Certified	Steve Mathews
13	Town & Country Bank 405 E. St. George Blvd. St. George, UT 84770	435-673-1150 tcbankutah.com	25	0	\$25,000 to \$5 million CLP	Any bank loan officer in the Sandy or St. George
14	America First Credit Union P.O. Box 9339 Ogden, UT 84409	800-999-3961 americafirst.com	19	252	Up to \$5 Million 7(a), SBA 504, Express	Mike Crossley Jr.
15	Bank of American Fork 33 E. Main St. Amer. Fork, UT 84003	801-838-9871 bankaf.com	17	93	\$75,000 to \$5 million Preferred Lender	Richard L. Gray
16	Goldenwest Credit Union 5025 S. Adams Ave. Ogden, UT 84403	801-621-4550 gwcw.org	12	7	\$15,000 to \$2.6 million Preferred Lender; PLP, CLP, SBA Express, Export Express	David Beckett

Top SBA Lenders in Utah

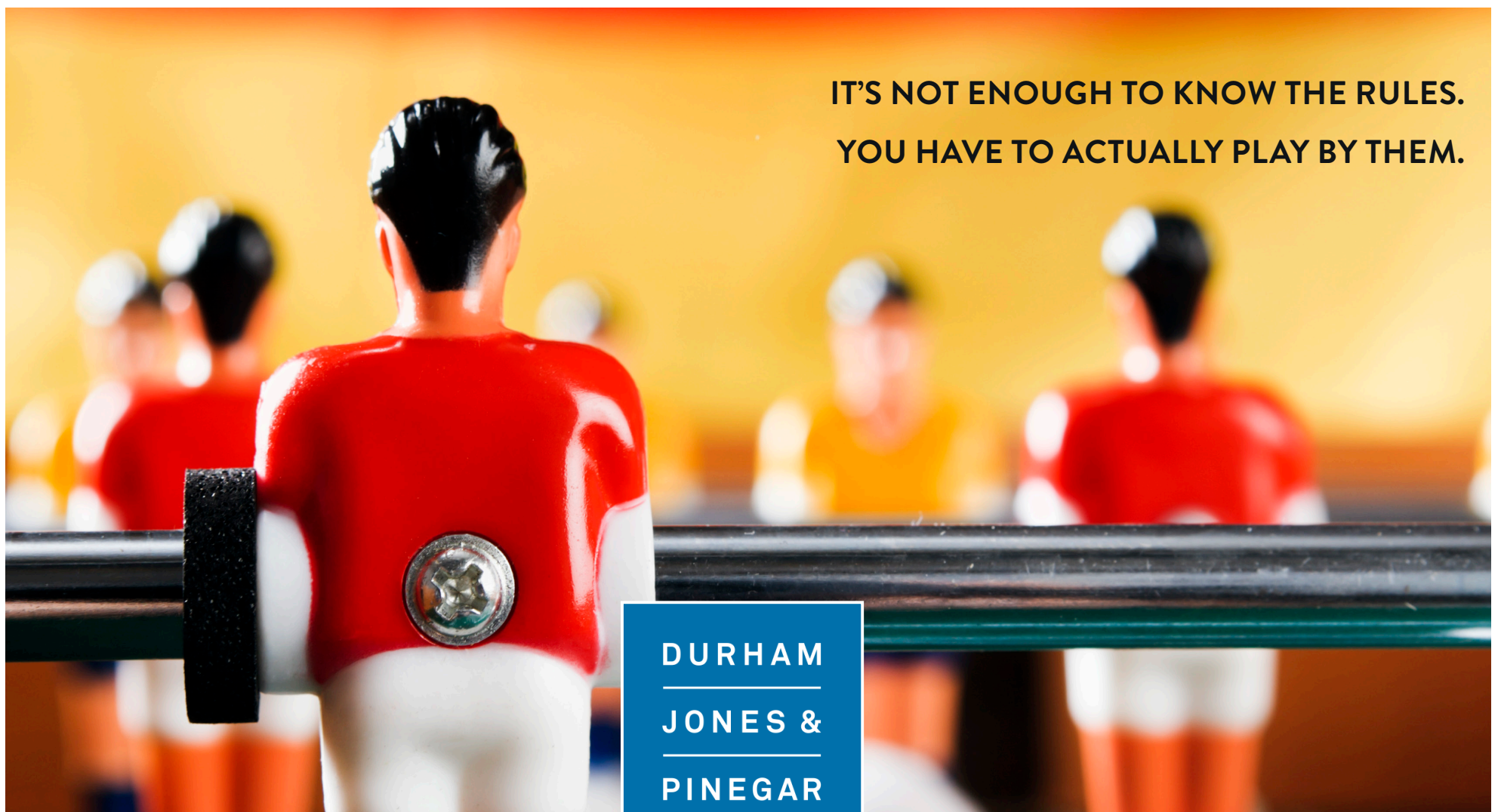
Page 2 - from previous page

Ranked by Number of SBA Loans Approved in 2014

Rank	Company Name Address	Phone Web	Number of SBA Loans Approved in 2014	Number of SBA Loans Warehoused in 2014	Loan Range Type of Lender	SBA Officer
17	AmericaWest Bank 10757 S. River Front Pkwy. Ste.150 South Jordan, UT 84095	801-208-4090 awbank.net	8	DND	DND Preferred Lender	Commercial Relationship Managers
18	Cyprus Credit Union 3876 W. Centerview Way West Jordan, UT 84084	801-260-7600 cypruscu.com	7	46	\$10,000 to \$250,000 DND	Bennion Gardner
19	Utah First Federal Credit Union 200 E. S. Temple SLC, UT 84111	800-234-0729 utahfirst.com	5	22	\$15,000 to \$1 million Credit Union	Jeff Stringham
20	Bank of the West 142 E. 200 S. SLC, UT 84111	801-519-7823 bankofthewest.com	DND	DND	\$150,000 to \$25 million SBA	Brian Clegg
21	Bank of Utah 2605 Washington Blvd. Ogden, UT 84401	801-409-5057 bankofutah.com	0	0	\$100,000 to \$5 million PLP	Rachel Phillips



DND=Did Not Disclose N/A=Not Applicable
Please note that some firms chose not to respond, or failed to respond in time to our inquiries.
All rights reserved. Copyright 2015 by Enterprise Newspaper Group
The Enterprise strives for accuracy in its list publications. If you see errors or omissions in this list, please contact us at lists@slenterprise.com



**IT'S NOT ENOUGH TO KNOW THE RULES.
YOU HAVE TO ACTUALLY PLAY BY THEM.**

**DURHAM
JONES &
PINEGAR**

EXPERTISE • VISION • INTEGRITY

djplaw.com | 801.415.3000

SALT LAKE CITY | LEHI | OGDEN | ST. GEORGE | LAS VEGAS

SBA UTAH 2015

2014 Leading Lender Awards

TOP SBA NATIONAL CREDIT UNION



Mountain America Credit Union had another banner year in 2014, once again achieving top credit union lender status nationally by making 151 SBA loans totaling nearly \$27 million. By comparison, the No. 2-ranked credit union lender nationally produced 28 loans totaling only \$9 million.

In Utah, Mountain America approved 117 loans totaling over \$19

million. Nationally, the credit union made 107 loans for \$150,000 or less — a 26 percent increase over the previous year, representing 71 percent of approved loans. Mountain America operates under SBA's Preferred Lender Program and Express Lender designations which authorizes lenders to unilaterally make credit decisions without having to submit loan applications to SBA for review and approval. These streamlined programs significantly reduce the time required to approve financing.

TOP NUMBER VOLUME



SBA has recognized the past year's achievements of Zions First National Bank. Based on the number of loans approved in 2014, Zions was the top producer of 7(a) Guaranty loans in Utah.

The bank has demonstrated its commitment to small business by being the most active SBA lender in Utah for over two decades. In 2014, Zions approved 265 SBA-guaranteed loans to Utah businesses, totaling nearly \$40 million. Nationally, the bank's impact was 349 loans totaling nearly \$54 million, of which 258 loans — 74 percent of approvals — were for \$150,000 or less.

The locally based bank has been an active SBA lender since 1973 and has delegated authority with Preferred Lender Program, Express Lender and Export Working Capital Program Preferred Lender status. SBA designates its most experienced lenders as Preferred Lenders, which enables them to provide much faster loan approvals.



TOP DOLLAR VOLUME

Based on nearly \$43 million in approved SBA loans in 2014, Celtic Bank produced more dollar volume than any SBA guaranty lender in Utah. Nationally, Celtic approved 897 SBA loans totaling \$268 million, making it the seventh most active SBA lender in the country based on number of loans.

While the bank makes loans up to \$5 million, 80 percent of Celtic's

approvals are for \$150,000 or less, underscoring its commitment to assist small businesses.

Based in Utah, Celtic has been an SBA lender for 15 years and has Preferred and Express Lender status, designations given the most experienced lenders and enabling them to provide expedited loan approvals.



Proud to be

**UTAH'S
#1 SBA 7(a)
LENDER**

Headquartered in Salt Lake City, Utah, Celtic Bank was named the #1 SBA 7(a) lender in Utah by the SBA Utah District Office for FY 2014. Celtic Bank was also named the 8th largest SBA lender nationwide for FY 2014.

Celtic Bank is a nationwide lender and leading provider of small business loans including SBA 7(a) and 504 loans, USDA loans, express loans, asset-based financing, commercial real estate loans and commercial construction loans.

CONTACT US TODAY!

1-877-532-3315

<http://pages.celticbank.com/Enterprise.html>



SBA UTAH 2015

Federal Agency Support for Government Contracts Award



Michelle D. Stratton
Army Corps of Engineers

Continuing a tradition of service

Michelle Stratton's passion and love of working for the Army and serving the people of America dates back to her family's roots. Her family has been involved with the military since the Civil War. Her great-great-grandfather was in the Union Army in Pennsylvania.

Stratton is continuing that record of service as the deputy of the Small Business Office for the Sacramento District, U.S. Army Corps of Engineers (USACE). The office is responsible for coordinating set-aside acquisitions with the SBA and contracting officers. The Sacramento office serves eight western states and awards over \$300 million in contracts to small businesses each year.

"I have loved all 34 years that I have worked for the federal government. As the deputy for the Small Business Office USACE, I get great pleasure helping small businesses learn the process of getting a contract with the Army Corps of Engineers," she explained. As the deputy, Stratton uses outreach fairs, capability briefings and conferences to develop sources for the different categories of projects awarded by the

Sacramento District. She also manages and monitors the district's subcontracting program, and coordinates compliance reviews to assist large businesses in meeting USACE goals.

Stratton is a sustaining member in the Society of American Military Engineers and a longtime member of the National Contracting Management Association. She is also the vice chairman on the board of directors for the Department of Defense Western Regional Small Business Council.

Seeing a firm grow and graduate through the 8(a) program gives Stratton her greatest joy, knowing that companies in America are able to foster economic development within their communities.

During her off hours, Stratton can be found skiing with her family, boating out on the lake, reading a good book or just having fun with friends and family.

For her continuing support of Utah's small-business federal contracting, the Utah SBA District Office is proud to recognize Michelle D. Stratton with the 2015 Utah District Federal Agency Support for Government Contracts Award.

SBA UTAH 2015

Innovation Small Business Award



Mike Green
President, G. O. Green Enterprises Inc.

Shifting gears

Economic recessions have various effects on any company caught up in one. Some companies are slow to adapt and eventually decline, then die. Others flounder through, become impaired, but are lucky enough to survive. Then there are the companies that treat challenges as opportunities to diversify, grow and prosper. G.O. Green Enterprises Inc. is one of those companies.

Started in 1989 by Garth Green, G.O. Green Enterprises did business as Southwest Plumbing Supply, a sole proprietorship, in Cedar City. Son Mike Green starting working at the company at age 8 and by the time he was a very experienced 18, Green was manager of the HVAC branch. Seeing how successful Internet sales could be by selling overstocked and stale inventory on eBay, Green spearheaded the start of a major Internet initiative in 2004 when the company invested \$1 million in a software package to manage all aspects of the business, including Internet sales.

Garth Green retired in 2005 and Mike became one of three new owners during the building boom.

When the recession hit in 2009, the company quickly changed direction to keep its employees working. Green hired a handful of Southern Utah University graduates to help create a management training program involving the company's successful Internet business. They expanded services to include website development, marketing, call center support and order fulfillment services.

By 2012, the company had rebranded itself back to its original G.O. Green Enterprises name and had added nearly a dozen online companies and other sales platforms. Today, the company is a global retailer of plumbing, craft supplies, home décor items, home goods and sporting equipment.

Mike Green's vision, initiative and persistence has helped create a company that employs 120 people in 12 locations and has a double-digit annual growth rate.

For using innovative strategies to successfully reposition the company during challenging economic times, SBA is pleased to recognize G.O. Green Enterprises with the 2015 Utah SBA Innovation Small Business Award.

HUNTER

from page F6

risk, but keep in mind that acceptable risk might be driven by outside parties, such as lenders, investors or others.

Any forecast should include not just earnings and returns, but cash flow. Assumptions will need to be made for product or service demand, cost of goods and/or labor, movements in interest rates, market conditions, regulatory changes, competition, etc. As noted above, each of these assumptions should be adjustable in the model so that varying scenarios can be created. While it may be tempting to use an optimistic scenario, it

would be much better to use a very conservative, or even a worst-case, scenario when making the expansion decision.

When seeking additional financing, either in the form of equity or debt, these models will be very beneficial to the solicited party. However, keep in mind that they might bring different perspectives than you had thought of and that your models might have to be adjusted to accommodate their varying positions.

In the end, growth, managed properly and well planned, can lead to significant reward. Find a good advisor, good lending partners and ultimately good customers and such growth can be more easily achieved and lead to both

short-term success and long-term stability.

Boyd Hunter is a CPA and is the CFO and COO of TAB Bank in Ogden. He partici-

pates in the strategic planning functions of the bank and oversees the accounting, finance, information technology, project management, cash management and deposit operations of the bank.

SCORE

from page F7

Along the way, several SCORE counselors were involved to take advantage of their expertise in organizational structures, finance, marketing, legal, budgets and taxes. McNeil has mentored Acker and coordinated SCORE's assistance throughout the entire time, often spending 25 hours or more a month as mentor, counselor and board advisor to the fledgling company.

"It has been very gratifying to see the progress Ian has made over the

last couple of years. Is he totally ready to take on the challenge of operating Fit to Recover on his own? No, not yet. But, he's learning and the company is growing," said McNeil. "SCORE's motto is 'For the Life of Your Business,' and in the case of Fit to Recover, helping someone succeed whose business is literally about helping other people save themselves from the scourge of addiction gives our motto added meaning."

For its dedicated efforts in assisting small-business owners in starting and operating their companies, SBA is pleased to present the Salt Lake SCORE Chapter with the 2015 Utah District Volunteer Award.



**NEED
MONEY
NOW
BANKS
TURNED
YOU DOWN**

Don't be embarrassed! We Have \$ Money \$ To Loan for...

- Real Estate Acquisitions (Commercial and Residential)
- Real Estate Development (Commercial and Residential)
- Bridge Loans
- Equipment Purchases
- Start Up Businesses
- Hard Money (High Risk Ventures)
- Collateralized Business Lines of Credit

**Funding
loans
from
\$100,000 to
\$5,000,000
plus!**

- ◆ We lend on existing equipment, receivables, notes, and or, the real estate you presently own. We're local, and our fees and rates are highly competitive.
- ◆ We'll look at any scenario you may want to present to us as long as the collateral and terms make sense!
- ◆ We can work with any credit, good or bad, depending on the collateral.

The Maxon Group and First Equity Financial have teamed up to serve all your lending needs.



Call Today
801.808.5433
Ask for Mark

SBA UTAH 2015

Rural Small Business Award

'Bee'ing true to himself

Martin James was 9 when he convinced his mother to enroll in a beekeeping class at Utah State University. With the professor's permission, James was able to accompany his mother to classes. His fascination with bees had begun but would never truly be satisfied until he reached adulthood.

About a dozen years ago, James decided to turn his lifelong love of beekeeping into a profession. Despite already having a successful floor covering business, James started Slide Ridge Honey in 2002 with a commitment to make it his full-time focus. The family-owned business originally sold raw honey, but James knew the increasing numbers of beekeepers in his local area would not be good for the long-term financial health of the business.

James' experience as a business owner had proved that a company's uniqueness and originality would give it the opportunity to thrive in a competitive marketplace. So, the company started renting some of its hundreds of beehives to California almond growers and Idaho onion farmers to pollinate their blossoms.

James' drive for sustained success fed the innovation that went into building his own vinegar reactor, a project that took seven years. The reactor enabled the company to produce its own quality honey wine vinegar — a product that is sold by only a few companies in the

world. Slide Ridge Honey's product has proved to be very successful, and has garnered rave reviews by food critics worldwide. The company's honey wine vinegar is currently sold in 14 states and through the company website.

Slide Ridge Honey continues to innovate, based on James' boundless energy and creativity. Additional vinegar flavors, a line of mari-

nades and other new products are currently in development.

For employing successful efforts to diversify the company, provide for a broader revenue base and create opportunities for continued growth, SBA is pleased to recognize Slide Ridge Honey with the 2015 Utah Rural Small Business Award.



The Slide Ridge Honey family, left to right, Mike James, Kelli Bess, Martin James and Karla Bingham — all siblings.

SBA UTAH 2015

Veteran Advocate Award



Brian Garrett

Senior Vice President and
Director of Military Relations,
Zions Bank

Proud to serve

When military veterans describe the challenges they may be dealing with, Brian Garrett knows about virtually everything the veterans tell him. As a 22-year U.S. Air Force veteran himself, Garrett has been on multiple deployments both within the U.S. and overseas, overseeing 200-plus personnel as a first sergeant.

Garrett's military background is a perfect match for his position as Zions Bank's senior vice president and director of military relations. He is responsible for quality of life programs for the bank's veterans, guardsmen and reservists. He also manages Zions Bank's Military Banking products and services and provides support for the bank's military internship program.

Being involved in the community is a full-time commitment by Zions Bank and Garrett serves on multiple boards and committees that strive to meet the needs of veterans. "The care of veterans is a team sport," said Garrett, acknowledging Zions' ongoing

involvement on multiple fronts within the veteran community. "It takes all of us to make it happen.

"We've even arranged for one of our military deployed employees to watch his child play competitive sports via video streaming over the Internet. It's so important to keep that feeling of closeness when duty temporarily separates dads or moms from the rest of the family.

"Jobs for veterans have always been a priority focus for us," added Garrett. "In addition to participating in over 15 veteran job fairs, Zions Bank created a 12-week paid internship program for service members and veterans. We've had managers who will fight to get one of our interns, because they know how good they are." Fifty service members have participated in the program with a nearly 100 percent retention rate within Zions Bank or a partner organization.

For his contributions to Utah's veteran community, SBA is pleased to recognize Brian Garrett of Zions Bank as the 2015 Utah Veteran Advocate of the Year.

SBA UTAH 2015

Woman-Owned Small Business Award



Sabrina Morales
CEO, Linguistica International Inc.

Giving voice to the world

When Sabrina Morales was helping family and friends navigate and use services in the medical and social service arenas, she was frustrated with the lack of professional interpreters to assist non-English speakers. Feeling confident she could provide a professional solution, Morales founded Linguistica International in 2001.

With a focus on helping non-English speakers communicate with their medical and social service providers, the company has the capability to support over 200 languages and dialects, and has clients throughout the United States.

Using a relatively small core of company management, Linguistica International utilizes a team of over 4,800 over-the-phone interpreters and 1,600 translators, with a service delivery commitment of mere seconds to connect medical and social service providers with their non-English-speaking patients. All of the company's interpreter staff are based in the U.S. and must pass rigorous training standards. Linguistica's formula for success has worked well, and the company's client base and revenues continue to grow with help from existing clients increasing their use of Linguistica's services.

Morales was fortunate to be selected for the first Utah class of Goldman Sachs' "10,000 Small Businesses" training initiative in 2013. "After every single session, I went into my office and changed something, and then changed something else," Morales remembered. "I love the fact that I can help people that need a job. We hired an Arabic interpreter a couple of years ago.

"Her English was perfect and she was a very qualified individual who had been looking for a long time. She started crying when we offered her a position, and I thought, 'What a rewarding opportunity! First, we are helping her, and then she is going to help others.' The fact that we are doing something that is so relevant to humanity is very rewarding."

For her work in community and professional organizations to further the interests of those who are not English-speaking-capable, for her dedication to providing needed interpreting and translation services, and for her employment of hundreds of talented foreign language speakers and writers, the SBA Utah District Office is pleased to present Sabrina Morales with the 2015 Woman-Owned Small Business Award.

WE CREATE

**BUSINESS
SUCCESS**

STORIES

Utah CDC helps small businesses expand, create jobs, and build our local Utah economy,

ONE BUSINESS and
ONE JOB at a time.

Contact us today to see if an SBA 504 Loan is right for your growing business. We're your SBA partner anywhere in Utah...we'll come to you!

www.UtahCDC.com
info@utahcdc.com
(801) 627-1333



Wire Transfer
 Business Internet Banking
 Direct Deposit
 Sweep Accounts
 Business Bill Payment
 Remote Deposit Capture
 Positive Pay
 Direct Deposit
 Cash Management
 Merchant Services
 Wire Transfer
 Remote Deposit Capture
 Cash Management
 Business Bill Payment
 Business Checking Accounts
 Merchant Services
 Direct Deposit
 Business Bill Payment
 Merchant Services

Keeping everything in order.

First Utah Bank offers all of the business banking tools you'll need, along with a team of people who are ready to help you use these products to run your business more efficiently. We're just the right size, positioned to give you the attention you deserve.



www.firstutahbank.com 801 308 2212