

## From the Chairman



The past 2 years have been difficult for banks, businesses and organizations like SEDC that work with both banks and borrowers to get capital into the hands of small business owners. However, it appears as though SEDC has weathered the storm and has managed to

find some bright spots in 2010. SEDC closed 30 loans totaling \$10,686,000. The average size loan approved during 2010 increased by \$266,302 for an average loan size of \$538,032. Loan applications approved totaled 31 with SBA 504 financing of \$16,679,000. SEDC was also able to bring an experienced commercial lender on board as a Business Development Officer. The newest addition to the SEDC staff is Dean Lafrentz. See information on Dean's role with SEDC in the adjacent article.

SEDC would like to extend their sincere gratitude to our many loyal customers. Not only do we pledge to continue to provide our customers with the quality service and performance they deserve, we believe that with the growth in our staff, we will be able to provide a higher level of service and performance. For those of you that have not utilized SEDC's programs, we encourage you to consider doing so. Please contact us if you would like us to meet with your staff or if you have a project that you want SEDC to assist with.

Your Economic Development Partner,

Dusty Small, Chairman  
Siouxland Economic Development Corporation

## SBA 504 Workshops

SEDC is making plans to expand the number of SBA 504 workshops. Locations, dates and times are still in the works. Information will be available in the next few months.

## SEDC Addition



Dean Lafrentz comes to SEDC with over 20 years of banking experience. As the Business Development Officer Dean is out making contacts to banks and Economic Development Corporations throughout the area. If you would like to learn more about the loan programs available at SEDC, contact Dean at 712-224-2897 (office), 712-269-2500 (cell) or e-mail him at [dean@siouxlandedc.com](mailto:dean@siouxlandedc.com)

## SBA 504 Interest Rates

	<u>10 Year</u>	<u>20 Year</u>
January 2011	4.71%	5.74%

- ◆ The interest rate posted is for those borrowers who have received an SBA Authorization in 2011
- ◆ Please contact SEDC for the effective interest rates for those borrowers who have received an SBA Authorization prior to 2011

## SEDC Loan Programs

### **SBA 504 Program**

Maximum Amount:	\$5,000,000 (\$5,500,000 in certain situations)
Use of Proceeds:	Fixed Assets (land, building, equipment)
Interest Rate:	Fixed for the life of the loan
Term:	10 or 20 years based upon economic life of the assets financed
Typical Structure:	50% Bank, 40% SBA 504 Debenture, 10% Local Equity Injection (15% or 20% equity injection is required in certain circumstances)
Fees:	One time fee of approx. 3% of the loan (capitalized as part of the loan).

### **RLF (Revolving Loan Fund)**

Maximum Amount:	The lesser of \$100,000 or 25% of the total project cost (term loan for the borrower)
Use of Proceeds:	Fixed Assets or Working Capital
Interest Rate:	2% fixed below primary lender's rate
Term:	Must match life of financed assets
Typical Structure:	65% Bank, 25% RLF, 10% Equity Injection
Fees:	One time fee of 1% of the RLF loan, an annual fee of 1/2% of declining RLF balance, and all loan closing costs.

### **SBA Microloan**

Maximum Amount:	\$35,000
Use of Proceeds:	Working capital, inventory, fixtures, leasehold improvements, and equipment
Interest Rate:	Currently 10% fixed
Term:	Maximum maturity of 6 years
Typical Package:	100% Microloan
Fees:	\$20.00 credit report fee and all loan closing costs

## **SEDC honored as Top Volume Lender by SBA**

During the Holiday Board Meeting in December, Tom Harbison from the Des Moines SBA office awarded SEDC a 2010 Top Volume SBA Lender Award. SEDC has received this award every year since 1989. We anticipate and expect the next fiscal year to be filled with exciting new opportunities.





**Siouxland Economic Development Corporation:**  
**“Your Partner In Small Business Development Finance”**  
*Serving Siouxland since 1979.*

**Spotlighting Our Activity Report**  
 FYE Oct. 1, 2009—Sept. 30, 2010

Location	Industry	Total Project Costs	SBA/SEDC Funds	SBA/SEDC Program
Allen, NE	Convenience Store	\$ 300,000	\$ 40,000	RLF
Remsen, IA	Assisted Living	\$ 2,956,054	\$ 1,034,619	504
Le Mars, IA	Bowling Alley	\$ 300,000	\$ 120,000	504
Sioux City	Architectural Firm	\$ 1,000,000	\$ 400,000	504
Orange City, IA	Bakery	\$ 192,000	\$ 67,200	504
Spencer, IA	Marketing Firm	\$ 462,890	\$ 185,156	504
Sioux Center, IA	Cafe	\$ 276,000	\$ 96,600	504
Lawton, IA	Restoration/Sale of Classic Autos	\$ 1,936,000	\$ 774,400	504
Sioux City, IA	Hotel	\$ 10,000,000	\$ 1,948,000	504
Orange City, IA	Interior Design, Consulting & Sales	\$ 101,800	\$ 30,000	RLF
Remsen, IA	Carpentry/Custom Furniture	\$ 22,000	\$ 15,000	Microloan
Bancroft, IA	Screen Printing & Embroidery	\$ 141,000	\$ 56,400	504
Rock Valley, IA	Hardware Store & Equip. Rental	\$ 1,252,000	\$ 500,800	504
Sheldon, IA	Laundry & Dry Cleaning	\$ 203,922	\$ 81,569	504
Sioux City, IA	Plumbing, Htg. & Cooling	\$ 465,000	\$ 162,750	504
So. Sioux City, NE	Funeral Home	\$ 515,115	\$ 206,046	504
Le Mars, IA	Restaurant	\$ 550,000	\$ 192,500	504
Rock Valley, IA	Consignment Shop	\$ 110,000	\$ 22,000	RLF
Arnolds Park, IA	Bakery/Café/Grocery Store	\$ 46,500	\$ 35,000	Microloan
Sioux City, IA	Restaurant	\$ 665,000	\$ 266,000	504
Sioux City, IA	Restaurant	\$ 880,000	\$ 264,000	504
Sgt. Bluff, IA	Auto Repair	\$ 595,000	\$ 238,000	504
Orange City, IA	Restaurant	\$ 1,140,000	\$ 456,000	504
Sheldon, IA	Restaurant	\$ 800,000	\$ 320,000	504
Hawarden, IA	Plastic Injection Molding	\$ 1,000,000	\$ 350,000	504
Sioux City, IA	Temporary Staffing Services	\$ 175,000	\$ 70,000	504
Sioux City, IA	Movie Theatre	\$ 545,000	\$ 186,000	504
Okoboji, IA	Paint & Glass Shop	\$ 1,440,064	\$ 576,026	504
Alton, IA	Contract Hauling Truck Business	\$ 548,769	\$ 219,508	504
Sioux City, IA	Hair & Skin Salon / Electrolysis	\$ 18,000	\$ 15,000	RLF
Crofton, NE	Convenience Store & Service Station	\$ 192,000	\$ 67,200	504
Okoboji, IA	Insurance	\$ 255,110	\$ 102,044	504
Rock Valley, IA	Construction Company	\$ 117,000	\$ 23,400	RLF
Sioux City, IA	Real Estate & Escrow Company	\$ 955,000	\$ 382,000	504
Sioux Center, IA	Construction Company	\$ 302,500	\$ 121,000	504
<b>TOTALS</b>		<b>\$ 33,129,724</b>	<b>\$ 10,425,517</b>	

## SEDC Board of Directors & Officers

Dusty Small, Chairman (Thompson Electric Co.)  
Merle Long, Vice Chairman (IA-NE State Bank)  
Grant Haight, Treasurer & Servicing Committee Chair  
(US Bank)  
Don Klynsma, Loan Committee Chair (Henjes, Conner,  
Williams, P.C.)  
Glenn Ivarsen (retired from MidAmerican Energy)  
Bruce Kolbe, Past Chair (retired from Pioneer Bank)  
Kenneth A. Beekley, Asst. Secretary (SEDC)

Emeritus: Fred Davenport, Jr., James Sherman,  
Kay Lagan  
Ex-Officio: SEDC Attorneys and Auditor  
SIMPCO Executive Directors  
City of Sioux City Econ. Dev.  
City of SSC Administrator  
Siouxland Chamber of Commerce

Jon Wilcke (Meta Bank)  
Paul Clousing (Sioux Center City Manager)  
Ron Jones (Security National Bank)  
Kory Menken (N. Sioux City Economic Dev.)  
Mark Monson (Woodbury County Supervisor)  
Dick Kirchoff (City of LeMars)  
Art Silva (retired from Art Silva Toyota)  
Steve Martin (Pacific City Graphics)

Gil Bremicker, Jr. (retired Cherokee City Administrator)  
Erin Hoekstra (Great Southern Bank)  
Randy Kramer (Kramer & Associates, LLC)  
Pam Miller (NE Nebraska Community College)  
Tom Padget (City of Sioux City Council)  
Ron Will (retired from Wells Fargo)  
Brian Kroll (Pioneer Bank)



From L to R: Jackie, Dean, Denise, Ken, Becky and Adam

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Dean Lafrentz, Business Development Officer	dean@siouxlandedc.com	712-224-2897
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