

SBA 504 – GROWING SMALL BUSINESSES, JOBS, COMMUNITIES



Certified Development Companies:

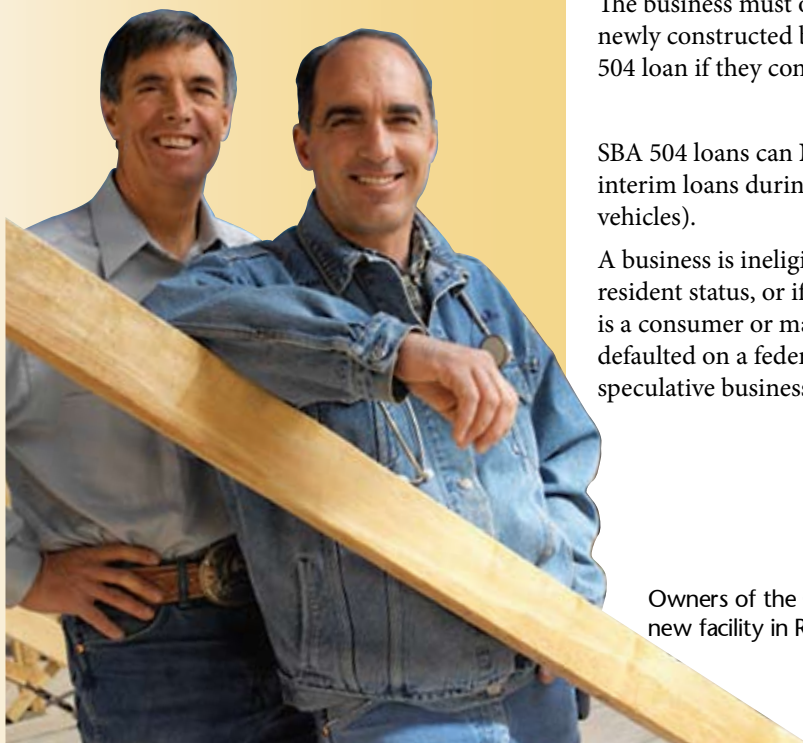
Providing SBA 504 loans nationwide & helping small businesses succeed every day.

Certified Development Companies (CDCs) offer America's small businesses affordable, long-term financing for real estate, machinery and equipment purchases through the U.S. Small Business Administration's ***504 Loan Program***.

SBA 504 loans are designed to help entrepreneurs finance their facilities and are also an important economic development tool. Small business expansion benefits communities through ***job creation, business growth*** and ***increased tax revenues***.



Jake Armour Photography in Minneapolis, MN. Owners Jake and Hope Armour in front of their new building.



Owners of the Comstock Large Animal Hospital during construction of their new facility in Reno, NV

SBA 504 LOAN PROGRAM

HOW IT WORKS:

An SBA 504 loan is a partnership between a **Certified Development Company** (CDC), the Small Business Administration (SBA) and a lender. CDCs are economic development organizations that have been certified by the SBA to make loans under the Small Business Administration's (SBA) 504 Loan Program.

Working with a lender, the CDC provides up to 40% of the financing for commercial real estate purchases and new construction. A lender must partner with the CDC to typically provide 50% of the financing, while the entrepreneur ends up paying as little as 10% down.

The CDC works with the small business borrower to process, approve, close and service the SBA 504 loan. Funding is provided by the CDC issuing a 10- or 20-year debenture bond that is sold to investors on Wall Street. This gives small business owners access to capital at low, fixed interest rates — usually available only to large corporations. Debenture bonds are attractive to investors since they are backed by the SBA and fully guaranteed by the U.S. Treasury.

WHO IS ELIGIBLE:

An entrepreneur has to be operating a for-profit business, organized as a corporation, sole proprietorship, partnership, LLC, etc., located in the U.S. that, with affiliates, has a tangible net worth of **less than \$8.5 million** and profit after taxes of **less than \$3 million**.

The business must occupy at least 51% of its facility for existing buildings or 60% of a newly constructed building. Two or more unrelated small businesses can receive an SBA 504 loan if they combine to meet occupancy requirements.

SBA 504 loans can **NOT** be used for working capital, mortgage broker fees, bridge/ interim loans during the construction period, business inventory or rolling stock (i.e. vehicles).

A business is ineligible if it is owned by persons who do not have permanent legal resident status, or if the business has restrictions on patronage, is government-owned, is a consumer or marketing cooperative, is engaged in loan packaging, has previously defaulted on a federal loan, is engaged in political or lobbying activities, or is a speculative business.

GROWING SMALL BUSINESSES, JOBS, COMMUNITIES

PROJECT SIZE:

Most growing businesses are adding staff as they expand and look for larger facilities. **This is when the SBA 504 loan is the perfect choice for financing.** SBA 504 loan size is linked to job creation. A small business owner must create and/or retain jobs OR meet a public policy or community development goal (i.e. minority, veteran or women-owned business) to qualify for an SBA 504 loan. In general, an entrepreneur can borrow \$65,000 in SBA 504 loan funding for each job created and/or retained within two years.

There is no limit to the total project cost, however, a CDC can lend you up to 40% of the project cost with a dollar cap of **\$1,500,000**, depending on the type of project. CDCs can go as high as **\$2,000,000** of SBA 504 financing for public policy or community development projects* and up to **\$4,000,000** for eligible manufacturing projects and for projects that incorporate energy saving technologies for sustainable design.

**For complete details on the types of projects that qualify for public policy and community development goals, visit www.nadco.org.*

SBA 504 LOAN SPECIFICS:

SBA 504 loans are for terms of either **10** or **20** years. The interest rate for these loans is fixed when the SBA sells the debenture bond to fund the loan.

The small business owner's payment includes a loan loss subsidy fee and program fees that are rolled into the monthly payment. **These loan fees are financed as part of the loan and are not an out-of-pocket expense for the entrepreneur.**

SBA 504 loans are fully amortized and have no balloon payments. *There is a prepayment premium for the first half of the loan term that decreases each year.*

SBA 504 STRUCTURE:

A bank or other lender typically finances 50% of the project cost and takes a first mortgage (lien) position on the assets financed. The first mortgage lender provides a commercial loan at current market rates and fees for their share of the project. The lender also provides the construction loan (also known as a bridge or interim loan) that is paid off from the proceeds of the SBA 504 loan. The CDC finances up to 40% of the project cost and takes a second mortgage position, while the **small business owner provides a down payment that can be as low as 10%.**

Since 1980, over 105,000 SBA 504 loans have been made nationwide representing financing of over \$50 billion, and resulting in the creation or retention of over 2 million jobs.



Owners of Seafood Connection, Inc. in San Jose, CA.



Staff in front of their new building at Anderson Engineering, Plymouth, MN.



Owner of Knowlwood Restaurants in front of his restaurant in Irvine, CA.



Tuscaloosa, Alabama

Smith's Machine is impacting the local community by improving and diversifying the local economy, stimulating business development, and bringing additional income into the community.

This SBA 504 loan helped finance a growing, domestic manufacturing firm.

57 jobs were created as a result of this business expansion.

Smith's Machine has been in the business of providing machined parts to various manufacturing entities since 1974. The company began working with car manufacturers and their suppliers several years ago. In order to accommodate the new business, they had to expand their physical plant, including building and machinery to meet the demands for services.

In 2007, to improve shop efficiency and increase capability, the company began exploring the opportunity of acquiring new high tech equipment such as, a 5-axis machining center and mill turn lathes. Thru referrals, the business greatly expanded from other companies needing parts from this particular machine. Smith's Machine welcomed the new business and began manufacturing additional products.

By 2008, a second manufacturing location was needed along with a significant amount of additional equipment to meet the needs of their expanding customer base. Using an SBA 504 loan, Smith's Machine purchased a second manufacturing facility that they renovated, as well as acquiring an additional \$4,000,000 worth of new equipment.

Bank Partner: The Bank of Tuscaloosa

Bright Beginnings Early Learning Center

ALASKA

Eagle River, Alaska



The owner of **Bright Beginnings Early Learning Centers** in Alaska has obtained numerous SBA 504 loans to purchase several properties. Susan DeLoach credits the SBA 504 loans she received as the catalyst that helped her childcare business grow.

DeLoach's first childcare center opened in 1988 in Oregon, where she purchased a building through what she calls a "difficult" conventional loan process. After moving to Alaska, she bought four sites with the help SBA 504 loans over several years, eventually closing one location to concentrate operations in the Anchorage area.

The SBA 504 loans have enabled DeLoach to employ 100 workers at her various sites, which serve children from six weeks to 11-years-old. "This is really the only way that a small business like ours would have been able to purchase the buildings to operate in."

"It has been extremely helpful to Bright Beginnings as a company," said DeLoach, who was named the SBA's Small Business Person of the Year for Alaska in 2006. "I wish I had known about it years before."

Bank Partner: Zions Bank

The expansion of Bright Beginnings Early Learning Centers has enabled the business owner to employ 100 workers at her various sites.

35 jobs were created as a result of this business expansion.

ARIZONA

Fairytale Brownies



Phoenix, Arizona

What started with humble beginnings is now the nation's largest gourmet mail-order brownie business.

And, Fairytale Brownies supports KaBOOM!, the national non-profit organization dedicated to creating a place to play within walking distance of every child in America.

19 jobs were created as a result of this project.

Friends since they discovered each other on the kindergarten playground, Eileen Spitalny and David Kravetz made a pledge in high school to share their love for chocolate and brownies with the world. Following their dream in 1992, they started **Fairytale Brownies** in a friend's catering kitchen using Kravetz' Mom's 50-year old secret family brownie recipe.

In October 2006, using an SBA 504 loan to accommodate their extraordinary growth, they moved their bakery to a new 26,000-square-foot facility. Visitors can watch the baking through viewing windows. The company has 40 year-round employees and 130 employees during peak season.

They now oversee their direct-mail gourmet brownie business in a facility where they bake over 2.5 million brownies annually. Fairytale Brownies are baked from scratch using fine ingredients like imported Callebaut Belgian dark chocolate, premium grade AA butter and farm fresh eggs. The brownies are individually wrapped, hand-packed in attractive signature purple packaging and shipped worldwide.

What started with humble beginnings is now the nation's largest gourmet mail-order brownie business.

Bank Partner: Wells Fargo Bank



DeWitt, Arkansas

Arkansas Soy Energy Group, LLC received an SBA 504 loan to construct the “first and only” biodiesel facility in Arkansas with an on-site crusher, making it capable of taking locally-grown soybeans “from the field to the fuel tank” at one location.

The new facility, at Arkansas Soy Energy’s DeWitt Arkansas plant began operating in mid-2007 with the capacity to make 3.5 million gallons of biodiesel and can be expanded up to 10 million gallons. The facility is designed to produce cost-competitive biodiesel and other byproducts, and be a “significant contributor to the economy of rural southeast Arkansas.

With this new facility, the Hornbeck brothers, Jon, Jeff, and Troy, aim to create a new market for the area farmers by buying and crushing locally grown soybeans, saving their neighbors the heavy toll of transportation costs while providing “homegrown energy” that can be used in farm machinery and vehicles. Additionally, a byproduct of the process, soybean meal, can be used for animal feed.

The idea for this facility came during a trip to Argentina. The brothers, while visiting an Argentinean research company that they do business with, heard about a remote biodiesel engineering subsidiary that had built a soy-diesel plant because it was cheaper than bringing in fuel. That plant not only provided 100% soy diesel for its own vehicles, but made money. Troy Hornbeck believed, after seeing that plant in operation, that they could sell back to the same farmers who are selling them the raw soybeans. “That helps the local farmers and the local economy,” Troy said.

Bank Partner: Farmers & Merchants Bank

“This facility offers a much needed market opportunity for local farmers, and it will boost the economy in rural southeast Arkansas.”

*Marion Berry,
U.S. Representative.*

20 jobs were created as a result of this business expansion.



Hayward, California

Andrew Ly, owner of Sugar Bowl Bakery, believes in giving back to the community that helped his family when they first moved here from Viet Nam.

By nurturing his staff of 375 employees and contributing to local charities, Andrew ensures that all those involved with Sugar Bowl Bakery have an opportunity to experience the sweet life.

62 jobs will be created as a result of this project.

On their third attempt, Andrew Ly and his family escaped from Vietnam and immigrated to San Francisco in 1979, arriving with no money and no English skills. What Andrew did have was the desire to succeed and in 1984 he and his four brothers bought a tiny coffee shop and made doughnuts in the back. Such were the humble beginnings of Sugar Bowl Bakery.

Focusing on quality, taste and innovation, Andrew's baked goods garnered a loyal following and one by one, he began supplying high end hotels with his butter croissants and Danish. But, when he tried to purchase a second location in 1986 no one would finance him. Undeterred, he took ESL classes, earned a degree in accounting and learned first-hand how to do business in his new home country, all while continuing to expand his company.

By 2005, product demand had reached an all time high and Sugar Bowl Bakery was in desperate need of additional space. Andrew again sought financing, and obtained an SBA 504 loan to purchase a new, 56,000 square foot building in Hayward that encompasses administrative, sales, marketing and warehouse space.

Andrew says building ownership gives him the flexibility to easily make upgrades like adding a new production line, and lets him invest in his company's future. In 2007, Sugar Bowl Bakery's sales exceeded \$42 million and maintained seven locations. The company's trans fat-free doughnuts, frozen pastries and cakes can be found at major retailers nationwide as well as in Asia and Central America.

Bank Partner: Bank of the West

Centennial, Colorado



Liteye Systems, Inc. is a unique business that specializes in “enhancing human vision” through high-resolution, head mounted displays (HMD) and micro imaging. HMD’s, by definition, are micro displays placed before the user’s eye to deliver computer generated imaging. Examples of commonly used imaging are text, maps and schematics, but really the possibilities are infinite. These displays are designed to be used in any environment, and consume very little power.

Liteye develops and manufactures these advanced display systems for various types of businesses in the military, medical, aviation, and maintenance industries. Liteye has the capability of producing custom solutions for clients who include some of the world’s largest companies and government agencies, and is recognized as a worldwide leader of HMD technology.

Owners Rick Sondag, Kenneth Geyer and Tom Scott utilized an SBA 504 loan to purchase a 21,872 square foot, state of the art facility in Centennial where they are now capable of producing off-the-shelf products and creating “quick prototypes” for any custom job.

Bank Partner: GE Capital

Innovation is key.

Liteye Systems participates in on-going technology development efforts with assistance through government and academic programs.

4 jobs were created as a result of this business expansion.



Before



After Renovation

The restoration of the historic headquarters for the company My Boy Sam, Ltd. took nearly three years to complete, but the impressive results garnered awards from the New Milford Historical Society for the “restoration of, and adaptive reuse of a Flatiron Building,” one of the most distinctively designed buildings in Western Connecticut.

8 jobs were retained as a result of this project.

New Milford, Connecticut

When the owners of **My Boy Sam, Ltd.** purchased an historic, but derelict, flatiron building at auction in New Milford, Connecticut, they had expansion plans for their company in mind, and aspirations of preserving a piece of Connecticut history in the process.

My Boy Sam, Ltd. specializes in children’s apparel and was a leader in the development of flame retardant sleepwear for young children. When the U.S. Consumer Protection Agency was establishing tougher standards for children’s sleepwear, My Boy Sam, Ltd. developed and introduced flame retardant sleepwear that exceeded the government’s requirements. The company went on to develop complimentary flame retardant blankets as well as children’s and infant’s clothes.

The company’s success and subsequent growth necessitated the need for more space, so when the owners acquired the old 1890’s tobacco warehouse, their mission became the restoration of the old flatiron building for use as their new headquarters. With financing from an SBA 504 loan and after nearly three years of construction, the company now boasts a distinctive and historic headquarters in the heart of New Milford. The renovation of the old flatiron building saved an historic building and made a significant impact on the town of New Milford.

Bank Partner: Webster Bank

Wilmington, Delaware



Able Machine & Specialty Company, Inc. is a full service machine shop located in Wilmington, Delaware. The company runs a general and precision machining facility and has experience in the medical, automotive, rail, energy and construction industries. They specialize in both prototype and production work using state of the art machine tools and software.

In July of 2006 Able Machine obtained two SBA 504 loans - one for the purchase of land and a new building and the second SBA504 loan for the acquisition of new equipment, allowing the company to continue to offer state-of-the art machining services.

The company is distinguished by its ability to prototype and produce parts in challenging materials to extremely tight specifications. Able Machine routinely makes parts to plus or minus one-tenth of a thousandth of an inch accuracy, or thirty times smaller than a human hair.

The Company incorporates ISO 9001 practices in quality and record keeping, and is regularly given high marks from audits by customers who produce machines for FDA approved uses.

Bank Partner: Sun National Bank

Able Machine helps turn new ideas into products. "You design, we machine."

The company has developed products for R&D departments nationwide and has experience in both refining design for machining and reverse engineering.

10 jobs were created or retained as a result of this business expansion.



YES, Organics is a minority-owned business and both the buildings they purchased with SBA 504 financing are located in a Labor Surplus Area and revitalization area in Washington, D.C.

24 new jobs were created as a result of the latest project.

Washington, DC

The organics industry has grown at the breakneck pace of nearly 20% per year for the last seven years. The Cha family has built a vibrant business based on that growth with **YES, Organics**. From a single store in 1989, the company now operates six locations (two of which were purchased with 504 loans) and is the only independent natural food store chain in the Washington, DC metro area. Growth has been the key to remaining competitive and improving buying power in a rapidly growing industry.

Kathryn Rachels and her brother, Gene Cha, entered the natural food store business in 1989 with the purchase of an existing health food store on Columbia Road in North West D.C. Gene took over the daily operating duties while Kathryn provided the administrative functions (while working full-time for the Washington Metro Authority). The store was doing well, and in 1992 another business became available on Connecticut Avenue. This health food store had been in operation since 1970, but needed sprucing up and strong management intervention. Kathy, Gene, and their other brother, Gary Cha, purchased the business in 1992, and Gary became its manager.

In 1995, the principals purchased the Connecticut Avenue real estate through SBA 504 financing. A third location opened on Pennsylvania Avenue. Expansion continued in 2005 with the opening of a fourth location on 12th Street, NE. In 2008, the family purchased a Georgia Avenue location (the real estate was financed with a second 504 loan) and was in the process of opening a sixth location on 14th Street, NW.

The company has grown from 4 employees in 1995 to 50 employees today.

Bank Partners: Connecticut Ave. location: Newcourt Financial
Georgia Ave. location: United Bank

Professional Flight Training

FLORIDA

Ft. Lauderdale, Florida



Professional Flight Training (PFT) is often referred to as the leader in aviation training. For the last two decades, PFT has produced hundreds of high quality private and commercial pilots. “We have participated in this industry for many years and our business has evolved into what we believe is the ultimate experience in flight training,” says Patricia Ross, who along with her husband, Gary, runs this second generation family business.

And like most successful and growing small businesses, PFT ran short on space and decided to expand with an eye toward the future. And being located in the busy air corridor between Miami and West Palm Beach at the fifth busiest general aviation airport in the country isn't bad for business, either.

Thanks to an SBA 504 loan, PFT recently completed a \$5 million, 30,000-square-foot, state-of-the-art expansion of its training center at the Ft. Lauderdale Executive Airport. Among other innovative training aides included in the expansion is a unique flight training glass cockpit trainer which replicates the traits of a B-737-NG commercial aircraft and is exclusive to Florida. PFT also was awarded the placement of a fuel farm on its site, which is a huge boon for the facility.

Bank Partner: Wachovia Bank

Being on leased land made the Professional Flight Training expansion project a challenge to finance, but it became a reality for the business when they used an SBA 504 loan

This project is an example of the kind of flexible financing that can be arranged for small businesses with SBA 504 financing.

20 jobs were created as a result of this project.

GEORGIA

Atlas Manufacturing, Inc.



Alapaha, Georgia

Atlas Manufacturing makes light weight metal buildings.

One of Atlas's small portable buildings was the first structure located on the World Trade Center site in the days after 9/11 when a first responder who was originally from South Georgia knew exactly where they could get a light weight, durable building that could be picked up and moved.

34 jobs were retained and 6 new jobs were added as a result of this project.

In May 2008, Mark Davis, the long time general manager of Atlas Greenhouse Systems in Alapaha, received an SBA 504 loan to purchase the business from the founder who was retiring. The business, which began in 1986, employed 28 people in one of Georgia's smallest counties. Since that time, the company has grown to be one of the top five greenhouse manufacturers in the United States.

Davis joined the company as a salesman in 1992 after graduating from Valdosta State College with a degree in Business Management. He soon moved into the production area where the company, in its 80,000 square-foot plant/warehouse, makes greenhouses for commercial, hobby, and educational growers.

After Davis completed the purchase of the company, he changed its name to **Atlas Manufacturing Inc.**, to denote its product diversification. As for larger markets, Davis said he is trying to expand sales in the Northeast. The company does all engineering in house as well as its product catalogs. It is also expanding the use of its web site which Davis calls one of his major sales. "When a customer calls us on the phone, our web site allows us to show our product line very clearly to them," explained Davis. "Its (web site) as close to being in our display area as you can get."

Greenhouses are produced from light weight tubular steel that range from 3,000 square feet up to modular units that contain some 100,000 square feet of space. The greenhouses are covered by 8 millimeter poly-carbonate panes that basically have the qualities of glass. In addition to heating and cooling systems for its greenhouses, the company has diversified into new lines of steel buildings with up to 40-foot clear spans.

Bank Partner: Community Bank

Miyake Concrete Assessories, Inc. HAWAII



Lahaina, Hawaii

When David and Irene Miyake established **Miyake Concrete Accessories, Inc.** (MCAI) in 1979, it was a small supplier of wire and concrete fasteners. Following his vision and desire to provide the best service, pricing and expertise to Maui's communities, David and his team built MCAI into one of Maui's largest locally-owned building supply companies.

When MCAI decided to expand out west to the new Lahaina Business Park, they partnered with their bank and a Certified Development Company to participate in the SBA's 504 Program to acquire its new 12,600 s.f. Lahaina location. The Lahaina location currently has seven employees with the majority hired from the local community. In total, MCAI provides 65 jobs for the islands it serves.

Today, MCAI has five locations on the islands of Maui and Oahu. It offers a much wider selection of inventory; lumber, plywood, drywall, doors, plastering, framing, windows, propane gas, hardware and more. The addition of a residential bonding and home planning department rounds out the company to be a "one-stop shop" for building needs.

Bank Partner: Bank of Hawaii

Miyake Concrete Associates has been a long-standing community partner; its owners and several employees are actively involved in their community's activities whether it is as volunteer coaches or main sponsor for a sports team.

7 jobs were created as a result of this business expansion.



Caldwell, Idaho

Samed and Merzin have not forgotten their roots in Bosnia and the hard work it has taken to build their business.

Product quality and customer service are the primary focus at C. Brothers Steel. The brothers bring honesty, integrity, knowledge and skill to every project and their success is based on client satisfaction

24 jobs were created as a result of this project.

C. Brothers Steel, Inc. is a full service steel fabrication and erection company specializing in industrial, commercial and institutional projects. The company is owned by two brothers, Samed Ceric and Merzin Ceric. Samed oversees the entire business operations, while his brother Merzin is the company's superintendent, project manager, and monitors the field.

The brothers found success in America through hard work. At the end of the war in Bosnia, Samed, moved to Germany at the age of 15 to complete schooling for welding. There, he worked for a steel company, putting his new skills to work for the next 5 years. At the age of 20, Samed and his wife immigrated to the United States with all of their possessions contained in two bags.

Knowing very little English, Samed went to work for Rule Steel, a steel manufacturing company in Caldwell, ID. From there he joined the ironworkers union working on structural steel and was quickly promoted to foreman. Samed returned to Rule Steel working in quality control and then was eventually promoted to shop foreman. To supplement his income he was a self-employed welder and he also operated a janitorial company to raise enough capital to start his own steel business. In 2003, Samed left Rule Steel and started Samed's Fine Fencing and his current business evolved from there.

C. Brothers Steel, Inc. leased a warehouse and office on two separate properties where they operated until they reached maximum production capacity due to size constraints. Their SBA 504 loan enabled the company to purchase an existing building in Caldwell. Their new and much larger facility allows for larger projects, improves efficiency and increases earning potential.

The company has doubled in growth each year. Their market base includes not only Idaho, but Washington, Oregon, Nevada, Montana, and California. They have a diverse customer base working as a sub contractor for several big name commercial contractors in the area. They currently employ 30 to 50 people and gross nearly \$5 million in annual revenue.

Bank Partner: Intermountain Community Bank



Holstein & Lawton, Iowa

The owners of **Char-Mac Assisted Living**, Jeanine and Stanley Chartier, have utilized the SBA 504 Loan program to finance two assisted living facilities, both located in rural communities. The Chartiers began their project with the goal of constructing facilities and providing services that allow the residents to maintain a high quality of life and as much independence as possible, while keeping them close to home in the rural setting they are accustomed to.

Char Mac Assisted Living, Inc. started in 1998 as an assisted living facility on farmland adjacent to the rural town of Lawton, Iowa (population 697). There were no other similar facilities in the area, so people who could no longer live alone had to leave their homes in small towns or farms and move to larger, more metropolitan areas to find assisted living facilities.

The Lawton facility offers a total of 41 rooms and employs 30 local people. Jeanine is the Administrator and Stanley is the Business Manager. The SBA 504 project funds were used for construction and equipment.

The community was very supportive of this project with the City of Lawton annexing the land and providing utilities to the site. A community member also provided the land on which the facility was built so he would have a nice place, close to home, to care for his wife who had Alzheimer's disease. The rear of the facility faces a corn field, which is just the way the residents like it.

The second facility located in Holstein, Iowa (population 1470) opened in November, 2005. This facility offers a total of 34 rooms and employs 25. Again, the need for this type of facility was strong due to the rural nature of the town and lack of other similar resources. This second SBA 504 loan was used for the purchase of the land, building, machinery and equipment.

Bank Partners: Holstein Facility - American National Bank, Holstein;
Lawton Facility - American National Bank of Lawton

The owners of Char-Mac Assisted Living have accomplished their goal of offering high quality services that enable residents to live as independently as possible in the communities they call home.

Business owner, Jeanine Chartier was the 2008 recipient of the National Center for Assisted Living (NCAL) Administrator of the Year Award.

55 jobs were created as a result of these two projects.



Chicago, Illinois

Gourmet Kitchens, Inc. owners, Lisa and Farzad, are always working to stay ahead of the curve in their business. GKI's double digit growth can be attributed to their innovative, flexible, and trend-setting management style.

On the horizon for the company is the expansion of their fresh food products nationwide.

100 jobs were created as a result of this project.

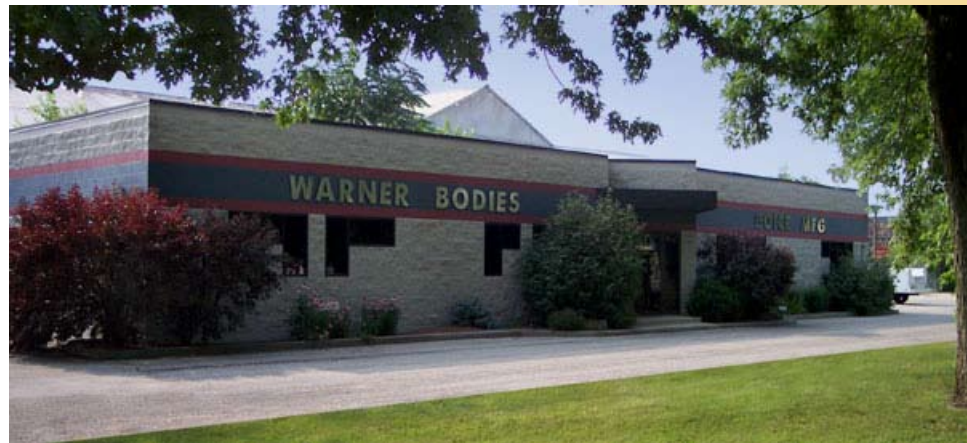
It was over 20 years ago when, discouraged with the lack of quick, healthy, and fresh dining options, Lisa Johnson and Farzad Shahsavarani, contemplated the idea of “healthy fast food” and formulated it into a business plan. Even with no prior experience in the food business, the couple persisted with their idea and it wasn't long before they turned that idea into reality.

Since 1987, Lisa and Farzad have transformed their company **Gourmet Kitchens, Inc.** (GKI) from a restaurant to a corporate catering company and then to a multi-million dollar food manufacturer. At its inception, GKI had seven employees. The company now has over 400 employees and reached over \$40 million in sales in 2008.

All of their product lines offer retail clients the convenience of either a pre-packaged meal or the capability of producing a high-quality gourmet meal with no additional ingredients or seasoning needed. GKI now manufactures an average of 400 different fresh food products sold to chain and independent retailers throughout the Midwest and GKI has begun distributing nationwide with select frozen appetizers.

When they made the switch from catering to food manufacturing, GKI had to become a USDA-approved facility. The company's 7000 square foot facility was not adequate. The couple obtained SBA 504 financing for the purchase of a 70,000 square foot commercial building which they remodeled into a state-of-the-art facility food manufacturing, warehousing and distribution facility.

Bank Partner: New Century Bank



Noblesville, Indiana

Warner Bodies manufactures and installs utility truck cabs and hoists, trailer-towing haulers and fire and rescue trucks.

Founded in 1939, Warner Bodies had 80 employees, but added 15 more when it bought the fabrication division of Metro Products of Indianapolis. Included in the purchase was Metro's Langsenkamp division of food processing, chemical and pharmaceutical equipment.

To accommodate the new employees and their CNC turret presses, laser and other fabrication equipment, Warner Bodies obtained an SBA 504 loan to build a new 30,000 square foot production facility next to its longtime plant in Noblesville.

The acquisition provided their truck manufacturing division with state-of-the-art manufacturing equipment and experienced employees.

Bank Partner: Community Bank of Noblesville

Important new manufacturing jobs were added to the Noblesville economy when Warner Bodies expanded their plant to make room for the new product line it purchased from an Indianapolis-based company.

15 jobs were created as a result of this business expansion.

KANSAS

Westwind Wood Specialties, Inc.



Quinter, Kansas

With their most recent expansion, Westwind Wood Specialties, Inc. will create eleven new jobs adding to their current base of twenty-nine employees for a total of forty jobs for a small community in Kansas.

11 jobs were created as a result of this project.

Troy Deaton, was the plant manager for Precision Woods Specialties in Ohio for ten years prior to moving to Quinter, Kansas to start **Westwind Wood Specialties, Inc.** with his father, Dale Deaton. The business began in 2000 and has enjoyed tremendous sales growth since that time. In 2007 the company experienced a 150% growth in sales.

The principal product Westwind Wood Specialties manufactures is raised panel, wooden cabinet doors and drawers made from the finest hardwood available from Canada and the U.S. However they offer a range of other quality wood products that are sold all across the country.

In 2005, Westwind Wood Specialties used an SBA 504 loan to purchase high tech industrial equipment to enable the company to expand its manufacturing capabilities and cut production costs. Presently the sales growth and projections show that the business needs an additional manufacturing facility, so they are again utilizing the SBA 504 loan program to build another manufacturing facility and purchase equipment.

Troy Deaton projects a sales growth increase of 95% over 2007 sales due to expanding the sales territory for their products. With the new facility and additional high tech manufacturing equipment, Westwind Wood Specialties will be able to manufacture more products to meet the continued demand.

Bank Partner: State Bank



Louisville, Kentucky

When the owners of Champion Gymnastics and Power Cheer, two businesses that provided gymnastics and cheerleading training in Louisville, realized they had a lot in common, they decided to combine forces, follow their dreams and become the owners of their own specialized sports facility for the children of Louisville - **All About Kids**.

They located three acres of undeveloped land and constructed a 39,700 square foot building that included a 5,000 sq. ft. swimming pool and bath area, gymnasium, studios and office space. Their new building provides facilities not only for their existing businesses but also allowed them to begin a special program called Fun Fins for swimmers. There was even room in their new facility to lease space to a karate academy.

Not only did the children of Louisville end up with a one-stop center for athletic activities, but the project resulted in the creation of 24 new jobs for the community.

Bank Partner: Republic Bank

All About Kids is the brain child of two successful business owners - one a woman and the other an African American - who combined their talent, expertise and ambition to build a specialized sports center for the children in Louisville to enjoy.

24 jobs were created as a result of this project.



Broussard, Louisiana

Ideal Steel had already outgrown their space when they applied for an SBA 504 loan to purchase land and construct their new facility.

Their SBA 504 loan assisted a successful, domestic manufacturer continue to expand their operations.

30 jobs were created as a result of this project.

In March of 2002, the three founders of **Ideal Steel, L.L.C.** began exploring the idea of a start-up, pre-engineered metal building manufacturing company.

In June of 2002, the group tapped a fourth individual to head up the manufacturing division and formed the “Ideal Team” of professionals. The first pre-engineered building sold by Ideal Steel, L.L.C. was manufactured and delivered in November 2003 from a 39,000 square foot facility in Broussard, Louisiana.

By the middle of 2005, the company had run out of adequate manufacturing space and needed more office space for their additional support staff. At this time, plans were in the works for an owner occupied facility to meet existing needs and allow space for future expansion.

Ideal Steel’s obtained an SBA 504 loan for the purchase of approximately 16.7 acres of land and the construction of a new 8,708 square foot office and 103,143 square foot warehouse facility.

Their new facility is also located in Broussard, Louisiana.

Bank Partner: Teche Federal Savings Bank



Saco, Maine

Everybody remembers their first amusement park thrill ride, and millions of those memories started at **Funtown/Splashtown USA** in Saco, Maine.

Ken Cormier and his wife Violet founded the business in 1967 on the site of their Marvel Drive-In, Maine's first fast food restaurant. Over the years the couple and their family have spent millions upgrading and expanding the park until Funtown/Splashtown has become Northern New England's premiere theme park. The park entertains over 300,000 visitors each year, while providing over 600 jobs and generating millions of dollars in revenue for itself and for area businesses.

Each year the company employs hundreds of high school and college kids making them Maine's largest employer of teenagers. In 1998 Funtown/Splashtown was able to build "Excalibur," a brand new roller coaster and castle - complete with a moat - with the assistance of an SBA 504 loan. Once completed, "Excalibur" was voted one of the top ten roller coasters in the world.

Bank Partner: Key Bank

Ken Cormier, owner of Funtown/Splashtown points to an unpretentious miniature kiddie train ride through two-dimensional cut-outs of houses and commercial buildings.

"It's so simple. And yet look at those kids, they're happy! They're excited. As adults we often forget what it's like to be a kid, what excites them. We have to look at a child on one of the kiddie rides to keep our goal in perspective. It's about our children, it's about our families."

20 jobs were retained and **23** jobs were created as a result of this project.

MARYLAND

Drinkmore Delivery, Inc. & Drinkmore Custom Water Inc.



Gaithersburg, Maryland

Prior to the purchase of a new facility, Drinkmore Delivery was unable to “manufacture” their own water.

With the purchase of a new building and installation of water purification equipment using SBA 504 financing, the company was able to control both cost and product quality. Hence, a distributor was converted to a manufacturer with an SBA 504 loan.

24 jobs are expected to be created by this project.

DrinkMore Delivery Inc. was founded in 1995 by Bob Perini and his brother John to capitalize on the rapid growth of the bottled water industry. Their bottling facility manufactures and distributes high-quality water to both residential and commercial clients in the Metropolitan Washington DC area.

The firm owns extensive water purification equipment, bottling equipment, loading robots, and various racks and vehicles to deliver the product. A ten step purification process turns tap water into high quality bottled water.

A sister company, **DrinkMore Custom Water** designs, produces and delivers custom labeled bottled water to a variety of clients including law firms, caterers, health clubs, schools, the US Senate, Microsoft, the Naval Academy, Ben and Jerry’s, Best Buy, Catholic University and others. With its in-house pressure sensitive labeling capability, they are able to provide customized labels for both large and small clients.

In the ten years since opening, the firm has grown very quickly and profitably serving over 10,000 customers. In both 2002 and 2003, the company was named to the Inc. 500 list of 500 fastest growing companies. In 2002 they received the Mass Mutual Blue Chip award for small business excellence, and have received numerous other awards for community investment, social responsibility and volunteerism.

Prior to obtaining an SBA 504 loan and purchasing their own building, the company’s leased facility did not allow them to “manufacture” their own water. The company was purchasing purified water from others which they labeled and delivered. Additionally, the storage space in the leased facility was limited due to low ceiling heights. The company purchased state of the art purification and bottling equipment which was installed in the new plant.

Bank Partner: M&T Bank

Chelsea, Massachusetts



Typically, when we dine out at an American restaurant, we are served a bread plate. Most often the source of the bread is not the restaurant bakery but rather a “par-baked” bread bakery. The process consists of baking bread products to 90% of completion. They then are quickly frozen and shipped to distributors and end users such as your favorite restaurant where they are reheated and served with all the aroma of fresh baked goods.

When General Mills purchased Pillsbury in 2001, it automatically acquired **Signature Breads**, a par-bakery, located in Chelsea, a small suburb of Boston. Signature Breads operated in its own 260,000 square foot building and had a work force of 270, speaking more than a dozen languages. Although it sold approximately two million cases of bread a year, the company was small by General Mills standards and, five years later, the company was put up for sale.

In these situations, the company is often bought by a competitor; manufacturing is moved to the buyer’s existing facility; employees are laid off; and the building sold. Fortunately, in this instance, General Mills had tapped one of its veteran employees, Tony Rodriguez as plant manager. Tony had been very successful in bringing the operation up to new level of profitability. Not wanting to preside over the end of the company, he decided to buy it.

After gathering a small group of investors, Tony persuaded General Mills, that from a community relations point of view, it would be best if the firm was sold as a going concern. General Mills agreed and after a somewhat lengthy process the acquisition of the facility and the operating company was completed with some relatively innovative financing. The SBA 504 program was utilized for the fixed assets purchase. Additional financing for working capital came from a variety of sources.

Today, the company is doing very well, still has a polyglot workforce, and the bank is advertising its role in saving the company in a series of radio ads.

Bank Partner: Salem Five Cent Savings Bank

When General Mills purchased Pillsbury back in 2001, it also became the new owner of Signature Breads located in Chelsea, Massachusetts. The bakery was subsequently put up for sale in 2003 and the prospect of the bakery continuing to operate in its existing facility were slim.

Innovative financing with an SBA 504 loan and a dedicated team of new owners saved the bakery and the jobs of over 270 people in Chelsea.

270 jobs were retained as a result of this project.

MICHIGAN

Fiber By-Products



White Pigeon, Michigan

Fiber By-Products is a great example of how a small family-owned business born of necessity, evolved into an innovative, successful and beneficial enterprise.

Not only did the transformation of the business over time result in greater local employment, but the recycling of a waste byproduct of manufacturing into an alternative energy source, benefits the planet.

28 jobs were created as a result of this project.

Fiber By-Products, a wood fiber recycling company, was founded in 1992 in Goshen, Indiana by Dale and Barbara Schrock. The Schrocks entered into the industry to gain access to a large source of wood shavings needed for their farm where they were raising ducks at the time. Fiber By-Products collects wood shavings and scrap wood, processes it into animal bedding and fiber for industrial and commercial uses.

The Schrocks found they had more products than storage space and wanted to expand the company's capabilities. After much research, manufacturing wood pellets became the choice for expansion. The wood pellets are burned as an alternative energy source and are used for home heating, commercial locations and greenhouses, etc.

In order to accommodate the company's growth, the Schrock's utilized an SBA 504 loan to purchase a 14.67-acre tract of real estate with two buildings totalling 43,500 square feet of space and including scales and truck washer bays in White Pigeon, Michigan. The Schrock's also built two cold storage buildings (each 65 x 300 ft.) on this property.

Wood pellet manufacturing is now Fiber By-Products primary product, and is sold wholesale directly to dealers and distributors. Their pellets are a premium hardwood sold under the brand name ProPellet™. The company still processes wood waste for other uses that are sold primarily to the consumer.

The company has grown dramatically since its founding, starting out with only one employee working 30 hours a week to now employing 37.

Bank Partner: Goshen Community Bank

Duluth, Minnesota



Epicurean Cutting Surfaces manufactures professional-grade cutting surfaces for residential kitchens. The unique cutting boards have been a hit in the gourmet market and are now carried by major retailers Bed, Bath & Beyond; Crate & Barrel; and Target.

In 1997, brothers Dave and Greg Benson teamed together with their friend Tony Ciardelli to form the company TrueRide, which soon became one of the premier designers and builders of skate parks in the country. They found their next venture lying in the corner of their factory. It turns out the material used for skate parks is an ideal cutting surface and is also the perfect way for the environmentally conscious team to put their excess material to good use.

The cutting surfaces are composed of multiple layers of eco select paper that are soaked in a food-safe resin. The result is a solid, durable material that is dishwasher safe and approved by the National Sanitary Foundation (NSF). Better yet, it has the same knife-friendly feel of wood.

When major retailers signed on for distribution, Epicurean needed to expand their manufacturing facilities. That's when they turned to SBA 504 financing to expand their factory.

Bank Partner: Republic Bank

In 2008, Epicurean Cutting Surfaces received both the Minnesota and Upper-Midwest Region V Small Business Exporter of the Year Awards from the U.S. Small Business Administration. This prestigious honor is given to a small business that has increased sales, profits and/or growth of employment because of their creative, successful approach to exporting.

28 jobs were created as a result of this project.

MISSISSIPPI

Yogi Bear's Jellystone Park Camp Resort



Pelahatchie, Mississippi

The Town of Pelahatchie received the Governor's Community Project of Excellence Award for the Best Rural Impact Project in the State of Mississippi.

The award was for Yogi Bear's Jellystone Park Camp Resort.

20 jobs were created by this project.

An entrepreneurial businessman saw a way to bring business into a rural area of the state of Mississippi when he applied for an SBA 504 loan to purchase land and develop a campground resort and water park in Pelahatchie.

The project is called **Yogi Bear's Jellystone Park Camp Resort** and is situated on a 162 acre site at Pelahatchie Lake. The resort currently consists of 300 recreational vehicle camping sites, ten cabins, a conference center, a water park, tennis courts, a picnic pavilion, a 5,000 square foot game room and other recreational facilities. In addition to the beauty of the park, there are also local attractions to enjoy and activities are scheduled from March through November for park visitors.

The park brings visitors in from near and far to enjoy a day or longer at the park. The impact has been so positive that the business has already received several matching fund awards from local and state sources to continue to improve the park.

Bank Partner: United Bank, Osseo, Wisconsin

St. Louis, Missouri



Michael and Cindy Miller, majority owners of **International Mulch Company (IMC)**, saw an opportunity to take rubber tires that had outlived their useful lifetime and transform them into a completely new product. Knowing that there are tens of millions of tires in scrap yards around the country with an additional 290 million tires discarded each year in the U.S., they knew this was a business that could flourish.

International Mulch Company (IMC) is the leader in recycled rubber products for residential and commercial groundcover applications. Its ever-growing line of products, give once discarded tires a second life, beautifying homes, businesses, parks and play areas across the country and around the world. The company manufactures long lasting quality synthetic mulch, using recycled rubber to which a durable, non-fading rich color is applied. In the consumer market, IMC products are available in over 200 retail outlets and in over 500 Lowe's stores. They also have agreements with Ace Hardware and Menards where they reach thousands of retail stores nationwide.

In 2004 IMC utilized the SBA 504 loan program for the first time in purchasing their headquarters in St. Louis, MO. They are also conditionally approved for two more SBA 504 loans, as they look to purchase another location and equipment in Godfrey, Illinois. Overall, in a relatively short period IMC has established itself in the marketplace as having an extremely favorable product that is in high demand.

Bank Partner: Southwest Bank

Since its inception, International Mulch has constantly been developing new uses and applications for recycled rubber. The company is proud of the countless consumers who have embraced recycled rubber.

Early in 2008 the company passed a milestone, having recycled 100,000,000 pounds of rubber.

42 jobs were created as a result of this project.



Bozeman, Montana

The transformation in the area since Lone Mountain Gymnastics moved their business in the new location has been dramatic. The lot was run down with three older buildings and was an eye-sore.

Since that time, all the buildings have been remodeled and new businesses have moved in. None of these improvements would have been possible without the courage it took for the Turczyns to buy and remodel the first old warehouse.

11 jobs were created as a result of this project.

Jeff and Suzie Turczyn ran their gymnastics facility, **Lone Mountain Gymnastics** from a leased location until 2005. The business leased a 6,300 sf building which became woefully inadequate for their needs. They typically had a waiting list of 140 students each year. The ceiling was too low for a business of this nature, causing concerns for injury to students who work on the high bar and other apparatus typically used by a gymnast. There was limited parking and viewing room for parents who wanted to stay and observe. The transition between classes with parents picking up and dropping off their children was also cause for concern due to traffic problems and the potential existed for injury to a student being hit by a car.

After two years of researching their options, the Turczyns obtained an SBA 504 loan to purchase an 18,000 square foot warehouse on leased land that they modified for their purposes into a first class gymnastics facility. They also added a swimming pool. Then in 2007 the Turczyns used a second SBA 504 loan to purchase the land.

Jeff and Suzie's clients come from all walks of life in the community. Back in 2005 there were approximately 670 students participating at their facility. Lone Mountain Gymnastics has since dramatically grown their enrollment to over 1,400. Their new facility allows the company to offer more classes and they have also begun offering a 3 day a week pre-school program. They can also host gymnastics and swim meets in their new facility.

Bank Partner: First Interstate Bank

Omaha, Nebraska



Renze Display began in 1895 when Gus Renze bought floats from the Mardi Gras parade to be transformed into displays for Omaha's popular autumn Knights of Ak-Sar-Ben Parade. Gradually, the company diversified its products and offered sign services by the 1920s. In 1935 Maynard Buchanan bought Renze Display. Maynard's grandson, Doug Buchanan, has worked at Renze since 1978 and purchased the company in 1987.

Today, Renze Display focuses on creating visual displays for events, exhibits, and environments. The company's long list of clients includes major corporations such as Con Agra, Sprint, Berkshire Hathaway, Union Pacific Railroads, the University of Nebraska, and many more.

Renze Display used an SBA 504 loan to purchase and renovate an 84,000 square foot building that allowed the company to consolidate all aspects of production. The company previously operated out of four separate buildings that occupied 72,000 square feet. The new facility allows the administrative, planning, production, and storage branches to be housed at one central location. Now the team of employees at Renze can process an order, design the requested graphic, produce and show the display, transport it, and then keep it in storage until further use, all under one roof.

Bank Partner: Bank of Bennington

While Renze Display has evolved dramatically over the past 113 years of business, the company still upholds its original values.

Renze Display continues to support the culture and economy of Omaha and Nebraska at large. Many beautiful displays which grace the airports, museums, and public buildings of Nebraska are Renze Display products.

5 jobs were created as a result of this project.



Las Vegas, Nevada

Evergreen opened its new recovery facility in 2007, and since then thousands of tons of material have been recovered and returned to the global marketplace.

40 jobs were created or retained as a result of this project.

Evergreen Recycling was started in 1997 by Rob Dorinson. Evergreen offers recycling collection services to all waste generators including the commercial, industrial, hospitality and construction sectors of the local economy. Evergreen plans to expand its services to the government, educational and office environments as contributing sectors to recycling and the sustainability of our planet and thereby bringing everyone into this worthwhile endeavor.

Evergreen opened its state of the art material recovery facility in Las Vegas in August 2007 with the assistance of an SBA 504 loan. Since then thousands of tons of material have been recovered and returned to the global marketplace. Their automated facility has enabled them to reduce the unit cost of disposal for their construction and commercial clients and has positioned Evergreen Recycling for a major breakthrough in increasing the statewide recycling rate.

The future is bright at Evergreen as it has begun planning for its newest project; a single stream sorting facility designed specifically for industrial and commercial recycling. Evergreen is dedicated to maximizing all opportunities for its customers to enjoy the best service possible while reducing their environmental impact with the added bonus of reduced disposal costs

Bank Partner: Irwin Bank



Plymouth, New Hampshire

Alex Ray is the owner and founder of The Common Man Family of Restaurants. Ray opened the first Common Man in Ashland, NH in 1971, and has since built a thriving hospitality business throughout New Hampshire that includes 14 restaurants, The Company Store, and **The Common Man Inn & Spa**, employing more than 800 people.

In 2002, The Common Man Family embarked on a huge challenge. Ray purchased a 60,000 square foot, defunct mill in the town of Plymouth, New Hampshire. Plymouth is a small town (pop 3,700) and the home of Plymouth State University.

The mill had been built in 1906 for the Solon Company, which manufactured wooden paint paddle sticks. The Solon Company closed its doors in 2001, leaving an abandoned building at a highly visible site in the Town of Plymouth. Ray was concerned that the building would be torn down and a “box” building would be put up on a site that was an anchor for downtown Plymouth Main Street.

After touring the building, Ray saw the possibility of converting the building to an inn. Using an SBA 504 loan to finance the project, he succeeded in retaining 90 percent of the original building and ingeniously transformed a dilapidated mill into the 37-room Common Man Inn & Spa, which includes event facilities and a restaurant.

The project won “Grow Smart” and “Main Street” awards and provides what many consider to be a new “center” for the town of Plymouth.

Bank Partner: Meredith Village Savings Bank

A dilapidated mill built in 1906 was ingeniously transformed into the 37-room Common Man Inn & Spa, which includes event facilities and a restaurant.

The project won “Grow Smart” and “Main Street” awards and provides what many consider to be a new “center” for the town of Plymouth.

66 jobs were created by this project.



Irvington, New Jersey

Alfredo Ciotola has good reason to be pumped up these days.

Despite a sluggish economy, the owner of Frontline Industries, an Irvington manufacturer is doing just fine selling and repairing pumps and seals to his customers.

15 jobs were retained and 2 were created as a result of this project.

When Alfredo Ciotola emigrated from Italy to the U.S. in 1970, he worked for Con Edison for ten years while studying Mechanical Engineering at nights at the City College of New York. Then in 1980, an opportunity came along to buy a valve repair shop which he purchased and moved to Irvington. He quickly began offering repairs of pumps and mechanical seals in order to attract more customers. The business, **Frontline Industries**, began to grow and evolved into a firm that provides custom engineered mechanical solutions to companies using industrial equipment.

The turning point for the company came in 1999, when Ciotola received three patents on the Big Boy® Line of Couplings he designed. “On our repair calls I observed the poor quality of couplings that were on the market,” said Ciotola. “I felt compelled to develop something that was superior. Basically, the coupling connects the motor to a pump which allows a machine to function properly. A superior coupling means that our customers get maximum production from their machines and in the long run less maintenance costs.”

The development of the Big Boy® Line of Couplings enabled Ciotola to take his company to the next level. What he didn’t count on was running out of space at his 11,000 square foot facility in Irvington. Needing a new facility to keep up with the company’s growth, Ciotola found a 27,000 square foot facility also in Irvington and purchased it with financing from an SBA 504 loan.

As a result of utilizing SBA’s 504 loan program, Ciotola was able to secure a \$3.3 million to purchase a 27,000 square foot facility in Irvington. The new space allows the company to plan for future growth.

Today, Frontline Industries employs 17 people with a staff that includes engineers, highly qualified technicians, and trained machinists.

Bank Partner: Bank of America

Las Cruces, New Mexico



Ann and Chuck Perez opened Designs by Ann in 1986. Ann, an interior designer, grew the business while Chuck managed the finances and the operation. Ann found early success in providing architects and builders with a location for them to send their customers to choose interiors for their businesses and homes in El Paso, Texas. She formalized the operation by founding El Paso Designers Mart in 1988 to meet her clients' needs.

El Paso Designers Mart evolved into a full service product and services business catering to builders and homeowners . With several Las Cruces based builders and homeowners already among their customers, the Perez's began to consider expansion into Las Cruces.

Ann found an old appliance store/service center that would suit their needs after a complete overhaul. The Perez's received an SBA 504 loan to purchase and renovate the property and the company hired ten new employees to staff the sales, administration, warehouse and field departments.

Bank Partner: State National Bank

The owners of El Paso Designers Mart found an old appliance store/service center in Las Cruces that was available for sale.

After a complete renovation, the company was able to hire ten new employees to staff the sales, administration, warehouse and field departments.

10 new jobs were created as a result of this project.



Polyshot Corporation is a small manufacturer that developed a production system that eliminates waste in the plastic injection molding process.

In fact, it holds multiple patents and is one of only twenty companies worldwide that manufacture this type of system.

18 jobs were created as a result of these projects.

West Henrietta, New York

Polyshot Corporation, manufacturers of runnerless molding systems for plastics injection molding, was founded by Douglas Hepler in 1990 with two employees. The business began operations in a 2,500 square foot facility manufacturing runnerless molding systems which eliminates plastic waste by producing parts not connected with a “runner.” One-third of their customers are manufacturers of plastic health care products. Polyshot also supplies systems to consumer and electronic plastic manufacturers.

The business was very successful, and in March of 2000, Polyshot Corporation received an SBA 504 loan to purchase 4.5 acres and construct a 12,500 square foot manufacturing facility in West Henrietta. The company continued to invest in new machinery and equipment and quickly exceeded the manufacturing capacity of the facility. Polyshot recently applied to the SBA for a second 504 loan to construct a 16,200 square foot addition to the existing structure, which will consist of 15,000 square feet of manufacturing space. Overhead bridge cranes will also be installed to allow Polyshot to manufacture larger systems.

Bank Partner: M&T Bank in 2000 and First Niagara Bank in 2008



Winston-Salem, North Carolina

Back in the mid-1990s, the Calhoun brothers were running a landscaping business in Winston-Salem when they noticed that their Latino employees had no local sources for the all-natural, fresh tortillas that were a staple back home. As sons of retired missionaries, who had spent their childhood years in Mexico, their familiarity with Mexican culture and fluency in Spanish, provided them an edge when they decided to start their own tortilla business.

When researching their prospective business, the brothers traveled all the way to Guadalajara to study local tortilla-making. They came back home feeling confident that a tortilla business could be profitable in North Carolina. They opened **La Tortilleria** in 1996 as a one-product shop, manufacturing corn tortillas and distributing them to local stores.

By 1999, the company had moved out of manufacturing tortillas and entered a new growth phase as a distributor/broker with an expanded product line. In December 2006, with the assistance of an SBA 504 loan, the Calhouns bought a 92,000-square-foot building in Winston-Salem to serve as headquarters for La Tortilleria, a distributor of authentic Latino food.

Their business now offers 2,500 distinctive products and rings up annual sales of \$35 million. Many products are sold under the name of its own proprietary brand, "Cuervito Morado" (Purple Crow). The business continues to serve small tiendas, but its clients also include hundreds of Wal-Marts, KMarts, and other large stores.

Bank Partner: Bank of America

Not only have customers been loyal to La Tortilleria, but so have their employees.

Among the predominately Hispanic work force, there is very little turnover; in fact, seven current employees have been with the business from the beginning. All workers have health insurance, and the company recently established a 401(k) retirement program.

85 jobs were created as a result of this project.

NORTH DAKOTA

American Defense Industries



Grand Forks, North Dakota

Much of American Defense Industries' (ADI) materials are purchased from the surrounding communities and its sales mean new money for the area's economy.

In addition, ADI utilizes local business to complete any additional manufacturing services it needs.

32 jobs were created as a result of these four projects.

In the past ten years the way that defense products are manufactured has changed dramatically. On the cusp of those changes is **American Defense Industries (ADI)**, a manufacturer of components, functional accessories and conversion kits for military vehicles of all types. ADI knows that it can incorporate the latest technology to produce the best products because it was formed around a group of professionals that has worked in this industry for over 20 years.

According to ADI CEO, Timothy J. Pribula, "In the first full year of operation [it] was on target to complete approximately 100 individual defense contracts."

A new facility and new equipment are making it possible for ADI to grow and thrive in Grand Forks. What made the new facility and equipment possible were SBA 504 loans for four projects. "This financing allowed me to focus on buying the right equipment and building the proper sized building that will allow American Defense the opportunity to grow into the future." The new 36,000 square foot building means that ADI can now compete all stages of manufacturing with a wide range of operations.

Pribula and ADI believe in fostering relationships among its employees and with their customers and the community. "At American Defense Industries, relationships within the company and with our customers are the most important aspect of doing business." This commitment to community means that the 504 financing not only benefits the business, but the community as well.

"The soldier in the field uses our products and it is important that they receive the best equipment possible." This attention to the customer and its keen eye for business mean that American Defense Industries is poised to succeed.

Bank Partner: First State Bank



Cleveland, Ohio

Phoenix Steel Service, Inc. is a flat rolled steel service center located in Cleveland. Founded in 1998, the Company moved into its current location in January of 2004 and completed the installation and start up of a new Pro Eco Slitting Line in December of 2004.

When Phoenix Steel Service, Inc. initially began business, it was a steel broker, or wholesaler, that purchased steel in master coil form from various mills and sold it to other service centers in the Midwest region of the U.S. From the beginning, however, it was the goal of management to migrate away from this business model and to ultimately provide fully processed steel directly to manufacturing companies. In order to achieve its objective, the Company began to purchase processing services from a variety of facilities throughout the Midwest and to market its products directly to manufacturing companies in the same area.

During its first 6 years of business, the Company strived to build both tonnage volume and internal systems. Following the purchase of its current 102,000 square foot facility with the help of an SBA 504 loan, Phoenix Steel Service completed its vertical integration plans to become a comprehensive Steel Service Center.

Their new equipment has tremendous capability. With a run speed of 900 lineal feet per minute this equipment provides Phoenix with ample processing capacity to accommodate future needs. A semi-automatic packaging line prepares the finished goods for shipping, while the installation of a computerized bar coded tracking system ensures full traceability of all material. .

In a span of only 7 years, Phoenix Steel Service, Inc. has grown from a single employee to its current level of 27 employees and has positioned itself as a premier distributor and processor of flat rolled slit coil in Northeast Ohio

Bank Partner: Key Bank

The consolidation of processing into one location along with increased level of quality and production control has provided Phoenix Steel Service with growth opportunities that were not previously available to the Company and that are expected to continue - and multiply - in the future.

8 jobs were retained and 16 jobs were created as a result of this project.



Tulsa, Oklahoma

Community Care College has impacted Tulsa's economy in two significant ways: first, by creating a new workforce of trained, skilled technicians who were previously unemployable and, secondly, by creating nearly 70 new jobs in less than 6 years.

70 jobs were created as a result of these two projects.

In 1995, the owner of **Community Care College (CCC)** began training dental hygienists in her home garage. Shortly thereafter, the school was sited by the State of Oklahoma as an unlicensed facility and temporarily closed for business.

Despite this challenge, Teresa Knox, owner and founder, never conceded defeat. In fact, the college not only gained licensure, but soon earned distinction as the only accredited medical technical school in Oklahoma. With financing from an SBA 504 loan, CCC purchased a vacant, three-story, 65,516 square foot building on nearly 4 acres in Tulsa in 2003.

Community Care College's story is one of phenomenal success. Prior to receiving the SBA 504 loan, CCC had 23 employees and limited net worth. The company now employs 89 and has expanded to two additional campuses becoming a premier, private technical college in Oklahoma offering certificates and Associate of Applied Science Degrees in Health Service Administration, Business Administration and other programs.

Clary Sage College of Cosmetology, Spa and Esthetics just north of the CCC's main campus opened in 2007 and is a dually licensed and an accredited college for the spa industry. A second SBA 504 loan was used to finance Oklahoma Technical College (OTC), slated to open in 2009. The campus will provide certificate programs in the automotive and welding industries in a remodeled, formerly vacant car dealership just south of the main campus.

Bank Partners: Summit Bank for first 504 loan
Bank of Oklahoma for the second 504 loan

Salem, Oregon



In 1989, Jay Brown started a business to embroider promotional items and silk screen shirts. In the Mid-1990's he sold the silk screening portion of the business to an employee, while retaining the embroidery business. In 1998 Jay incorporated his business, **Promotions West**, leasing a building and staying there until deciding to "buy versus lease" when he purchased a 6,257 square feet facility just down the street in Salem with an SBA 504 loan.

Half of the Promotions West business is contract embroidery work. Companies, such as NIKE, contract with Promotions West to embroider proprietary logos or names to sports garments for collegiate, professional and national sports teams. The balances of the company's business are promotional items manufactured or sourced to the buyer's specifications and including hats, gloves, and jackets. Promotions West also acts as a distributor for larger promotional items.

Currently Promotions West employs eleven employees, who work in the remodeled building originally designed to be a winery. High-lights of the remodeling effort are new offices, showroom area, employee break area, and a manufacturing space with skylights and state of the art lighting systems.

Bank Partner: US Bank

Promotions West employees organize and manage much of the manufacturing process and the success of the business.

After moving into the new facility Jay and the employees participated in a team building project, creating a vegetable garden on the property with the harvest shared between the employees and their families.

11 jobs were retained and **9** jobs were created as a result of this project.



Malvern, Pennsylvania

The three principals of Xoxide, Inc. had good ideas but absolutely no experience.

However they had the determination and desire to put their plans to work.

They succeeded in building a basement business into a \$30 million enterprise, employing seventy-five full time employees.

75 jobs were retained and 6 new jobs were added as a result of this project.

Xoxide, Inc was founded in 2001 by three Marple Newtown High School Students. The oldest founder was seventeen. They started out trying to sell computer cases directly to computer stores but quickly found out that due to their young age and lack of experience, sales were extremely difficult to find. They pooled \$2,000 and established an on-line sales site. Their sales were bolstered by their ability to manufacture an automotive tachometer, which was also used to display computer performance. They were fortunate to have had the new product featured on several high tech news sites on the net and on cable television.

The business grew rapidly and soon needed space to stock a large amount of inventory. The principals decided to fund their capital needs by not taking any money out of the business. They were able to use their parents' basements and garages as well as three tents to store their inventory. The company focused on marketing and creating communities and online message boards to interact with their customers.

In 2003, they were able to lease a 5,000 square foot facility and in 2004, they made a decision to expand their business to other markets. They opened several new e-commerce stores, which has since been expanded to over ten sites selling everything from pet supplies to auto parts. In 2005, they once again outgrew their facility and were able to secure a mortgage to purchase a 12,000 square foot facility.

By 2007, their employment reached 75 and their inventory nearly doubled. It was at this time that they obtained an SBA 504 loan to purchase and fit-out a 45,000 square foot facility in Malvern, PA. In 2008, Xoxide received recognition as a Gold Honoree by Bizrate. They received outstanding scores in product delivery, on time delivery, and customer service.

Bank Partner: First National Bank of Chester County

Bayamon, Puerto Rico



Since August 2007, Puerto Rico has had access to the world's most advanced cancer treatment system at the **Caribbean Tomotherapy Center** in Bayamon. They were the first facility in Latin America to install a TomoTherapy Hi Art treatment system and treated over 300 cancer patients in the first year.

The TomoTherapy® Hi•Art® treatment system is a first-of-its-kind cancer radiation therapy solution, integrating advanced CTrue™ imaging and 360° delivery features for greater accuracy and precision. The system evaluates, adapts and targets radiation treatments to a patient's tumor, while helping limit damage to surrounding tissues.

The TomoTherapy treatment delivery unit has a CT scanner that allows true images of a patient's anatomy to be created and transposed on the treatment plan. Radiation is then delivered with unprecedented confidence that tumors will receive their intended dosage from one day to the next.

Recently the Center was able to acquire its second TomoTherapy Hi Art machine using an SBA 504 loan making it possible to help twice as many patients and employ more people.

Bank Partner: First Bank

The availability of the TomoTherapy treatment system in Puerto Rico has given the Caribbean TomoTherapy Center the ability to give patients the chance to embrace hope, health and a new life.

13 jobs were created as a result of this project.



Cranston, Rhode Island

In the last decade, Concord Health Services has grown from less than a dozen employees to 175 currently adding valuable jobs to the community.

Additionally, with the restrictions and increases in health care costs, the services provided by this small business allow more patient independence, as well as safety and care.

20 jobs were created as a result of this project.

Concord Home Health Services (CHS) was founded in 1997 by David DiFilippo, and he has been responsible for the company's growth and transition over the last 11 years from private home care to a full service agency with 175 employees.

The company provides private in-home health services. Caregivers include companions, homemakers, CNA's, RN's, physical therapists, and occupational and speech therapists. The primary coverage area for services is Rhode Island.

The company offers important services such as Rise and Shine or Wake and Tuck (assistance with wake up and daily preparation or evening visit), Helping Hands (assistance throughout the day with activities and errands), Someone to Watch Over You (overnight care and morning assistance) or Around the Clock (24-hour assistance with a free weekly nursing evaluation and medication management). CHS also includes skilled Medicare services such as assessment, catheter care, diabetic teaching, bathing and personal care, wound care/dressing changes and nutrition counseling.

The continued growth of the business over the years created the need for more space. With the assistance of an SBA 504 loan, Concord Health Services was able to finance the construction of a 4,371 square foot office building that has provided the company with much needed expansion space.

Bank Partner: Bank of Fall River

Carolina Academy for Educational Excellence

SOUTH CAROLINA



Greenville, S. Carolina

Carolina Academy for Educational Excellence is a privately owned comprehensive education center established in 2002. It specializes in customized one-on-one lessons in all subjects for students in grades K-12. It is owned by Ellen Goldman, who made the decision in 2002 to leave public school education and open Carolina Academy.

Carolina Academy does not use prescribed programs, nor does it group students for tutoring sessions. Students are given individual instruction for an entire session. Because of these customized education plans, sessions are constantly focused on moving forward and meeting the students' personal academic objectives.

The concept and mission of Carolina Academy came from Ms. Goldman's intense passion for teaching children, her classroom experiences as a certified elementary school teacher.

Student numbers fluctuate, as do tutorial hours, but Carolina Academy is currently helping 40 to 80 students per week in tutorial sessions. The staff currently ranges between 12 and 15 tutors. The success and growth of the Carolina Academy led the owner to purchase and renovate a building to permanently house its operations and provide space for future growth with an SBA 504 loan.

Bank Partner: Pinnacle Bank of Greenville

Ellen Goldman's top priority as owner of Carolina Academy for Education Excellence, continues to be the superior quality of the Academy's instruction. Her belief is that parents, teachers, and tutors must all work together to ensure that students are consistently moving forward as confident, independent learners.

5 jobs were retained and 5 jobs were created as a result of this project.

SOUTH DAKOTA

Rausch Brothers Monument Company, Inc.



Big Stone City, South Dakota

The expansion project for Rausch Brothers Monument Company resulted in the creation and retention of over 47 jobs and an increased tax base to the local community.

They have also opened branch offices in Sioux Falls, South Dakota, Aberdeen, South Dakota and Sheldon, Iowa.

47 jobs were created or retained as a result of this project.

Rausch Brothers Monument Company, Inc. has been a family owned business for over 55 years. It has been owned and operated by the Rausch family since 1948. The first generation of Rauschs were stockholders and incorporators of Steiner Rausch Quarry as well as the monument company. Michael Rausch, the company's President has been with the business since 1978.

The company's primary business was selling monuments and statues until 1997 when they diversified by adding granite counter top sales. Between 1997 and 2003, Rausch Brothers Monument Company expanded rapidly and realized they needed more space to handle the increased business.

The company obtained a SBA 504 loan to finance the addition of 7,500 square foot to their facility to accommodate their expanding production needs. They also added two Yukon Bridge saws and a Marmo Meccanica line polisher. Rausch Brothers Monument Company has continued to improve their technology, increase their sales and add employees. They have also expanded their market area to Iowa and Wisconsin.

Bank Partner: Minnwest Bank Central



Nashville, Tennessee

EnergyLogic manufactures alternative energy furnaces and boilers that are fueled by used oil, transmission, and hydraulic fluid as well as diesel fuel. The burned material is used to heat air or water. The products provide customers an environmentally-safe manner for recycling oil onsite while reducing or eliminating heating bills and reducing emissions.

Their products are sold through an independent dealer network and are available throughout the U.S. and internationally. Primary customers include commercial and industrial entities that produce waste oil from on-site producers. Examples include auto repair shops, auto dealers, oil change centers, fleet maintenance facilities, heavy equipment dealers, car washes, and any industrial generator of used oil features, such as automated fuel management and/or used oil management systems.

The company utilized an SBA 504 loan to purchase the building they had been leasing allowing them to establish a permanent home in Nashville.

There are 4-5 major competitors in the industry. In 2001, EnergyLogic was number 5 on the list of providers. They are now listed as number 2 on the list. EnergyLogic management believes they have a high quality product that is very safe, and their Research & Development department is always working on potential improvements, especially in reducing emissions.

Bank Partner: Southeast Community Capital

EnergyLogic belongs to the trade organization working to promote the use of oil recycling systems. The goal of the Used Oil Management Association is to increase awareness about the dangers of water pollution as a result of improper oil disposal.

The organization is also working with manufacturers to increase the efficiency of the units and reduce emissions.

10 jobs were created as a result of this project.

TEXAS

Central Texas Express Metalwork



San Antonio, Texas

Central Texas Express Metalwork continues to inject new business into the local economy, due to the dedicated staff, quick, reliable turnaround on projects, and hard-working, humble owners.

23 jobs were retained and **1** new job was created as a result of this project.

When you step into the office of **Central Texas Express Metalwork**, you are greeted with friendly faces, a professional environment and a family of employees. Kara Clayton and Joe Kortsch, owners of Central Texas Express Metalwork, bought the company in 2005 from the previous owner who wanted to retire. At the time, Express Metalwork consisted of seven employees in an under-managed business and a small, broken-down shop in the roughest neighborhood of South San Antonio.

During the first three weeks of owning the business, the company received a contract that helped double their business and soar past their business plan projections for that year. Larger contracts called for more employees. Clayton and Kortsch created a night shift, a Sunday shift, and hired as many workers as they could find in order to meet the increasing demand for their services.

In their second year of business, the owners decided it was time to move to a better location. Their main focus: their employees. Kara and Joe were able to purchase a larger facility and new equipment with the help of the SBA 504 Loan Program. The new facility provides a, "secure, comfortable work space for our employees, as well as puts a professional face on the company," says Joe Kortsch, former college professor turned business owner.

Clients from all over San Antonio contract with Express Metalwork for their assistance in providing steel infrastructures for buildings, accessories for work trucks, maintenance barges for the Riverwalk, and much more. Express Metalwork has been a part of numerous San Antonio projects, including the Center for the Intrepid (a hospital for wounded war veterans), the San Antonio Zoo, the Toyota dealership, and various schools and hospitals around the area.

Bank Partner: Chase Bank

Escalante, Utah



When Escalante Sawmill, the town's largest employer closed in March 2002, the town was in serious trouble. The company had been operating in this small, rural area in the Southernmost reaches of Utah for years. With a population of only about 800, some say Escalante is the most remote spot in the continental U.S. based on distance from an interstate highway.

With the timber industry in disarray and on the decline in early 2002, Escalante Sawmill was in danger of being shut down. The company had lost a number of timber sales and the timber that was being offered by the forest service was increasingly small diameter material which their mill was not equipped to economically handle and sell it at a profit. The out-of-state owner of the mill decided he wanted to sell and the manager and four of his brothers agreed to purchase the mill. The new owners changed the name to Skyline Forest Resources.

With an SBA 504 loan and a number of other financing partners, the employees purchased the mill and a critical piece of equipment called a "micromill" which is a portable unit that handles the same workload as the main mill and is much cheaper to operate. It is designed to process small-diameter logs that otherwise would pose a wildfire hazard by collecting and drying out on the forest floor. Its modern advantages helped the mill reopen and reengineer its mission. It also allowed Skyline to reemploy much of Escalante, Utah's jobless population. Additionally, retaining wood processing facilities in Utah is an important component of an infrastructure that allows landowners to effectively practice proactive forest management.

Bank Partner: Wells Fargo

Through the collective efforts of many, the newly designed Escalante sawmill with its attendant 65 jobs re-opened in July of 2002 under the name of Skyline Forest Resources.

An industry in a small town was saved, and in essence, the community and its cultural and social make up were also saved.

65 jobs were retained as a result of this project.



Bethel, Vermont

Country Animal Hospital is now able to provide a greater level of veterinary care for the pets of residents of Bethel and surrounding towns.

Laurie, Jeff and their staff at Country Animal Hospital understand the special role pets play in families and have positioned their practice to be partners in the care of their clients beloved pets.

15 jobs were retained and **7** new jobs were created as a result of this project.

Laurie Barcelow, DVM and her husband Jeff Barcelow established **Country Animal Hospital** in 1990 treating small companion animals such as dogs, cats, rabbits and hamsters, and exotic animals such as reptiles, ferrets and birds.

The success and growth of the practice resulted in the need for more space and an expansion was planned. With the help of an SBA 504 loan, the Barcelow's purchased 6.7 acres of land and constructed a 5,684 sq. ft. building in Bethel, Vermont. New equipment was also part of the purchase. The new facility accommodates 24-hour emergency treatment and monitoring. The hospital also provides a broad spectrum of diagnostic procedures through in-house testing and the use of external laboratories. They work closely with other local practices when special diagnostic procedures are required. The facility includes a well-stocked pharmacy, in-hospital surgery suite, in-house x-ray capabilities, a closely supervised hospitalization area, and indoor boarding kennels with outdoor walking areas.

Laurie, Jeff and their staff at Country Animal Hospital understand the special role pets play in families and have positioned their practice to be partners in the care of their clients beloved pets. Country Animal Hospital has patients from many towns surrounding Bethel in Vermont and also in New Hampshire.

Bank Partner: Northfield Savings Bank

Alexandria, Virginia



Dutch-born Willem Polak developed his love of boats at the age of 16, when he sailed from Amsterdam to Nigeria aboard a Dutch freighter. Today, Mr. Polak runs **Potomac Riverboat Company**, a successful riverboat company that transports nearly 300,000 passengers annually. Of his fleet of ten boats, four have been acquired with 504 financing.

Mr. Polak conceived of the Potomac Riverboat Company in the early 1970's. Driving through Washington, DC one evening observing the monuments, he remembered from his childhood that the Dutch, French, and British all show their monuments from the water. Entrepreneurial at heart, he seized the opportunity and built his first vessel in 1974 modeled after a Dutch canal boat. The fleet has grown to 10 boats offering a variety of services to locals and visitors alike. Several vessels ferry visitors up and down the Potomac River for scenic views of the monuments and attractions. The Cherry Blossom, a replica of a Mississippi River paddle wheeler and the company's first 504 project, is available for charter. Other vessels ferry passengers from Alexandria to George Washington's home, Mount Vernon.

The most recent 504 project financed the construction of two water taxis which are providing hourly service across the Potomac River from the Alexandria waterfront to National Harbor Place in Maryland. The City of Alexandria, a quaint and historic tourist destination, feared a loss of revenue to the new Harbor Place because of traffic congestion on the roadways between the two areas. The obvious solution to Polak was a water taxi service to make the quick 20 minute water crossing.

Bank Partners: Wachovia Bank, PNC Bank and BB&T

Potomac Riverboat Company's vision became a reality when the owner established a water taxi service. The company has doubled the number of passengers it transports annually, added to its growing staff, and assisted the City of Alexandria, Virginia in not only retaining but boosting its tourist trade.

30 jobs were created as a result of this project.



Pasco, Washington

Mid-Columbia Pet Emergency Service now has a permanent home with state-of-the-art equipment, intensive care units and a surgery suite where it is serving the 4-legged residents of rural Pasco, Washington.

17 jobs were created as a result of this project.

In the past, customers had difficulty finding **Mid-Columbia Pet Emergency Service** or were unclear about what it does. The Pasco, Washington-based veterinarian practice, which provides overnight and emergency pet care, previously leased space in daytime clinics since opening in 1996. That meant little visibility and much confusion.

“It was always cloudy. Everybody thought we were part of the clinics that we were operating out of,” said Dave Richardson, one of the practice’s veterinarians. “We needed to distinguish ourselves.”

The opportunity to do that came through an SBA 504 loan, which enabled Richardson and the practice’s six other veterinarians to purchase 4.6 acres of land in Pasco and construct a 3,500-square-foot building.

The new clinic includes exam rooms, isolation and intensive care units, treatment areas and a surgery suite. To accommodate doctors working 24-hour weekend shifts, it has a shower, kitchen and small sleeping room.

The clinic saw a 25% increase in the number of patients during its first year of operation. The growth was a pleasant surprise to Richardson, who said the new location has provided not just a higher profile but also a sense of ownership among staff. “Before, we were a presence in the yellow pages and that was it,” he said. “Now we’ve got a home. This is our clinic.”

Bank Partner: Sterling Savings Bank

Benwood, West Virginia



Leveltek, Inc. was created in 1992 by Jim Kelly and Nick Yavelak. The company operated in a 12,000 square foot building located in Triadelphia, WV. This private manufacturing company offers a patented stretch leveling system to improve the flatness of specialty metal coils on a toll processing basis.

By 1999, the company had outgrown their 12,000 square foot building and used 504 SBA loan to purchase a new 28,000 square foot building in Benwood, West Virginia. They also used the funds to modify, improve and upgrade their stretching equipment.

Every pound of metal that Leveltek receives from the customer is returned, and the only measurable effects on the coil are a slight reduction in width, and a slight increase in length. Leveltek markets and sells nationally and internationally.

They also have another plant in LaPorte, Indiana with a total of 35 employees. Because of Leveltek's capabilities, many of their customers choose Leveltek as a full-service toll-processor, opting to stretch-level their coils at Benwood and then ship the coils to LaPorte for slitting and cut-to-length processing.

Bank Partner: BB&T

The technology Leveltek, Inc. utilizes a process that restores metal coils to perfection - coils that would otherwise end up as scrap metal.

The process performs at a level unmatched in the industry, and coils are returned to customers without a mark or scratch on the stretched surface.

20 jobs were created as a result of this project.



Green Bay, Wisconsin

Cherney Microbiological Services is a woman-owned business and is a leading testing lab, specializing in product and environmental testing for routine and harmful bacteria.

The company has over 250 clients, and a staff of over 40.

40 jobs were created as a result of this project.

Debra Cherney started Cherney Microbiological Services in 1989. It is one of the few woman-owned businesses in a science-based industry. Cherney is a leading testing lab, specializing in product and environmental testing for routine and harmful bacteria. They work with clients in the dairy, food, meat, vegetable, bakery, cosmetic, nutritional supplements, and chemical industries. Cherney also provides proficiency testing, technical training, consultation, and research on a customized level.

Deb Cherney began the operation at the Green Bay Chamber of Commerce business incubator. At that time she had only two employees. While in the center, they expanded several times. With their consistent growth, came the need for more laboratory space and more equipment.

Cherney Microbiological Services took advantage of an SBA 504 loan in 2000 and constructed a new building in the I-43 Industrial Park.

Cherney Microbiological Services' growth has been nothing short of explosive - growing 30%-40% a year for the last four years. They have created over 40 jobs in the community, and plans are in-the-works for expanding their building and their business.

Cherney has over 250 clients in the United States, Canada, and Argentina.

Bank Partner: Bank Mutual

Emit Water Discharge Technology WYOMING



Sheridan, Wyoming

Emit Water Discharge Technology's primary business activity is the manufacturing and operation of skid-mounted water treatment facilities used for treating water produced from coal bed methane wells in Wyoming and Montana. Once installed on site, these highly efficient, self contained units boast a "field" life in excess of 20 years.

The company's services encompass the entire water management chain from water gathering, through treatment and distribution to disposal of the wastes generated during the treatment process.

The SBA 504 Loan Program was used for the construction and manufacturing of eight water treatment field units destined for producing coal bed methane wells in northeastern Wyoming. Each unit is custom designed to the unique field conditions, produced water chemistry, environmental characteristics, and producer/landowner specifications.

Bank Partner: Sheridan State Bank

Emit's water treatment technology is a proven, economical and efficient process that works without the generation of hazardous wastes or large by-product streams.

10 jobs were created or retained as a result of this project.

SBA 504 LOAN – SMALL BUSINESS FINANCING FOR REAL ESTATE



CDCs: Growing Small Businesses, Jobs, Communities

PHOTOS - Small Business Owners Who Utilized SBA 504 Loans:

Upper Left: Kevin Hartford and Ed Newell, owners of Alle-Kiski Industries in Leechburg, PA .

Upper Right: Charles Negaro owner of Chabasco Bakery, New Haven, CT.

FRONT COVER:

Left: Jenny Behlings owner of Jenny's Floral, Custer, SD .

Middle: Kevin R. Burton, DDS, owner of Burton Family Dental, Greenville, NC.

Right: Steve Bachmeier owner of Belgrade True Value Hardware, Belgrade, MT



For more information, visit www.nadco.org