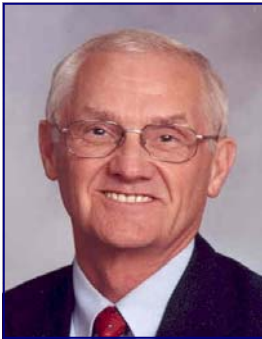


## From the Chairman



I am very pleased to bring you continuing positive economic development news in this spring issue.

Efforts to attract an existing large company to expand into our area are a very vital community function, but we are also seeing strong "grassroots" business

growth in our region. Area lenders are partnering with SEDC and the SBA to assist those who are already community members, people with vision and entrepreneurial dreams, to make business growth happen.

Congratulations to Jeff Eaton as the SEDC Lender of the Year (see article page 2). He has shown SEDC not once but twice how committed he is to developing locally-grown small businesses.

Woods and Poole Economics, Inc. (2002) indicates the counties of northwest Iowa are about 50/50 split between an increase or a decrease in population through 2010. In order to maintain or grow the population, and thus tax base and economic wealth, communities need quality businesses bringing quality jobs to Siouxland.

As can be seen from these pages, Siouxland's corner of the world in Iowa, Nebraska and South Dakota is doing a great job of growing small businesses. SEDC's quarterly activity report for this issue is so large it received a page all to itself, a first for us.

South Dakota has been ranked the friendliest state to small business in 2003 (Small Business Survival Committee's 2003 Index, found at [www.sbsc.org](http://www.sbsc.org)); Iowa was ranked the 6th lowest cost state for business (Economy.com, Inc. 2003); and Nebraska has the second-most business-friendly legal system in the country (U.S. Chamber of Commerce as quoted in the *Daily Nebraskan*, 3/23/04, [www.dailynebraskan.com](http://www.dailynebraskan.com)).

With all of the good things being said

about this part of the country, and all of the positive amenities our communities have, we need to continually work with our existing resources to create stronger communities and avoid the "brain drain" so common to many Midwest regions.

When someone comes to your office with a great business idea that maybe just needs a little polish, our local **Small Business Development Centers** (Iowa, 712-274-8733, ext. 1305; South Dakota 605-677-5287; Nebraska 402-375-7575) and **SCORE** offices (Sioux City & surrounding area, 712-277-2324; Sioux Falls area, 605-367-5757; Omaha area, 402-221-3606) are ready and waiting to help entrepreneurs direct their plans to make dreams a reality.

We are all a part of growing our communities, one small business at a time. SEDC thanks you for your continued support.

Your Economic Development Partner,

Glenn M. Ivarsen, Chairman  
Siouxland Economic Development Corporation

## In This Issue

From the Chairman.....	1
SEDC Lender of the Year.....	2
Recent SBA 504 Rate Trends .....	2
Recent Lending Partners.....	3
SEDC Board of Directors and Staff.....	3
SEDC Loan Programs.....	3
SEDC Activity Report.....	4

"The Mission of the Siouxland Economic Development Corporation is to further the economic development of Siouxland."



From left to right: Denise Schaa, Ken Beekley, Glenda Castleberry, Jeff Eaton, Vicki Foster, Glenn Ivarsen, Dusty Small.

## SEDC Lender of the Year: Jeff Eaton

Jeff Eaton, Vice President of Pioneer Bank, Sioux City, Iowa, was honored as SEDC's 2003 Lender of the Year at a reception held March 26, 2004 at the newly remodeled Pioneer Bank downtown Sioux City location.

This annual award is presented to a commercial loan officer who has shown outstanding customer service while participating with SEDC and the SBA 504 program in furthering small business development.



Sioux City, IA

Glenn Ivarsen, Chairperson of the SEDC Board of Directors, commented, "The Lender of the Year award has been created to recognize outstanding performance by private lenders. Mr. Eaton has proven to us more than once that he is a valued small business advocate committed to economic development in Siouxland."



Sioux City, IA



Sioux City, IA

and Mr. Eaton have cooperated in completing economic development projects totaling more than \$3.9 million that have created or retained 41 jobs in the Siouxland area

during the last year. These projects include a restaurant, car wash, auto body repair shop, funeral home, and insurance agency. This is the second time Mr. Eaton has received this award from SEDC, the first time being in 2001.



Sgt. Bluff, IA

Mr. Eaton has been in the Siouxland lending industry for over nine years, serving as both a personal banker and a commercial loan officer. He is a graduate of Morningside College and is a member of the Downtown Sioux City Rotary Club and Leadership Sioux City Board of Directors.

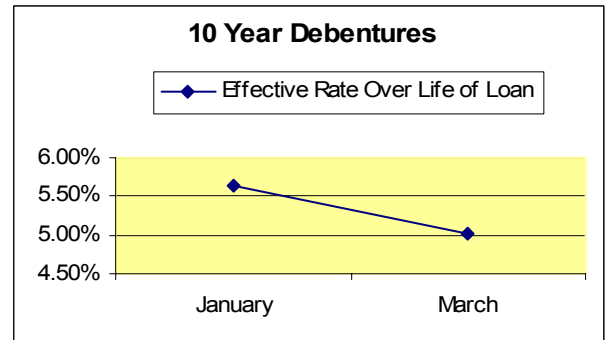
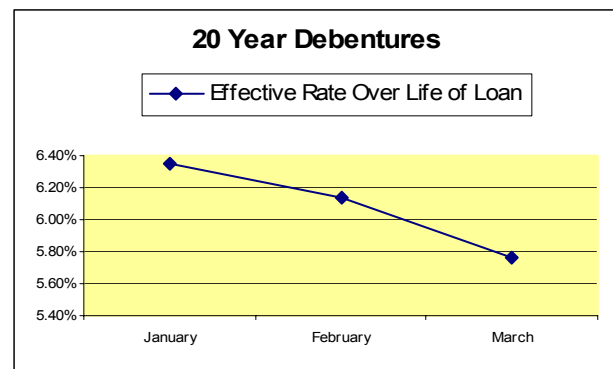
Past award recipients include Dale Vander Berg, Peoples Bank; Jon Wilcke, American National Bank; Jim Plagge, Northwestern State Bank; Rich Magnuson, American Bank; and Cal Cleveringa, American State Bank (retired).

Mr. Eaton has been in the Siouxland lending industry for over nine years, serving as both a personal banker and a commercial loan officer. He is a graduate of Morningside College and is a member of the Downtown Sioux City Rotary Club and Leadership Sioux City Board of Directors.



Sgt. Bluff, IA

## Recent SBA 504 Rates



## Recent Lending Partners

SEDC thanks the following lenders for participating in our loan programs during the past few months:

Paul Albert  
Peoples Bank, Rock Valley, IA

Mike Broek  
Iowa State Bank, Hull, IA

Don Burwitz  
American Bank, Le Mars, IA

Merrill Hale  
Dakota County State Bank, South Sioux City, NE

Brad Knepper  
Liberty National Bank, Sioux City, IA

Clark Pennings  
Iowa State Bank, Orange City, IA

Tom Schaack  
First National Bank, Vermillion, SD

Robert Scheitler  
Primebank, Le Mars, IA

Nate Solberg  
Community First National Bank, Vermillion, SD

Dennis Van Oort  
Iowa State Bank, Ireton, IA

Dale Vander Berg  
Peoples Bank, Sioux Center, IA

Jon Wilcke  
American National Bank, Merville, IA

Kevin Wolterstorff  
First National Bank, Sioux Center, IA

### SEDC Board of Directors & Officers

Glenn Ivarsen, Chairman  
Dusty Small, Vice Chairman  
Grant Haight, Treasurer & Servicing Committee Chair  
Merle Long, Secretary  
Max Spain, Past Chair  
Bruce Kolbe, Past Chair

Kenneth A. Beekley, Asst. Secretary		
Rick Aadland	Gil Bremicker, Jr.	Craig Broyhill
Paul Clousing	Ted Colt	Deane Davenport
George Frangedakis	Merrill Hale, Loan Committee Chair	
Don Klynsma	Randy Kramer	Grant Mears
Kory Menken	Scott Miller	Kiley Todd
Scott Utech	Virgil Van Beek	Mauri Welte
Ron Will	Bill Wilson	

*Emeritus:* Fred Davenport, Jr., James Sherman, Kay Lagan, Past Chair  
*Ex-Officio:* SEDC Attorneys and Auditor  
SIMPCO Executive Director  
City of Sioux City Econ. Dev.  
City of SSC Administrator

### SEDC Staff

Kenneth A. Beekley, Executive Vice President  
Ken@simpco.org  
Glenda Castleberry, Vice President/Loan Manager  
Glenda@simpco.org  
Vicki Foster, Assistant Loan Manager  
Vicki@simpco.org  
Denise Schaa, Loan Assistant  
DSchaa@simpco.org

### **Siouxland Economic Development Corporation**

428 Insurance Centre  
P.O. Box 447  
Sioux City, IA 51102  
Telephone: 712-279-6286  
Fax: 712-279-6920  
Web Site: www.siouxlandedc.com

## SEDC Loan Programs

### SBA 504 Program

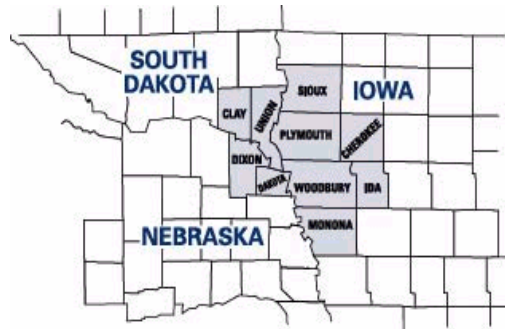
Maximum Amount: \$1,000,000 (\$1,300,000 in certain situations) or 40% of total project cost (the lesser)  
Use of Proceeds: Fixed Assets (land, building, equipment)  
Interest Rate: Approx. 1% above 10 yr. Treasury Note  
Term: 10 or 20 years based upon economic life of the assets financed.  
Typical Structure: 50% Bank, 40% 504 Debenture, 10% Local Injection  
Fees: One time fee of approx. 3-4% of the loan (can be capitalized as part of the loan).

### RLF (Revolving Loan Fund)

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

### SBA Microloan

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



## Spotlighting Our Activity Report January 1, 2004—March 31, 2004

Location	Business Type	Lending Partner	Total Project Costs	Private Funds	SEDC/SBA Funds	Funding Program	Jobs Created/Retained
Sioux City, IA	Restaurant	Primebank, Le Mars, IA	\$2,191,402	\$1,081,300	\$780,000	SBA 504	35
South Sioux City, NE	Mfg./Installation/ Servicing HVAC Systems	Dakota County State Bank, South Sioux City, NE	\$199,878	\$98,367	\$72,000	SBA 504	5
Akron, IA	Restaurant	Peoples Bank, Rock Valley, IA	\$155,000	\$75,000	\$80,000	SBA 504 & SEDC RLF	4
Moville, IA	Car Wash	American National Bank, Moville, IA	\$477,243	\$235,888	\$147,000	SBA 504	1
Emerson, NE	Beauty Salon	N/A	\$1,000	\$0	\$1,000	SEDC MLN	0
Sioux City, IA	Restaurant	Liberty National Bank, Sioux City, IA	\$1,452,820	\$717,350	\$592,000	SBA 504	0
Vermillion, SD	Fitness Center	First National Bank, Vermillion, SD	\$341,694	\$158,100	\$115,000	SBA 504	4
Hull, IA	Dentist	Iowa State Bank, Hull, IA	\$346,522	\$136,000	\$99,000	SBA 504	4
South Sioux City, NE	Jeweler	Dakota County State Bank, South Sioux City, NE	\$77,000	\$39,175	\$29,925	SEDC RLF	2
Vermillion, SD	Photography Studio	Community First National Bank, Vermillion, SD	\$217,700	\$107,430	\$89,000	SBA 504	1
Sioux City, IA	Pallet Mfg. & Distribution	American Bank, Le Mars, IA	\$594,532	\$299,958	\$236,000	SBA 504	6
Sheldon, IA	Custom Hog Feeding	Iowa State Bank, Orange City, IA	\$167,597	\$81,998	\$61,000	SBA 504	1
Rock Valley, IA	Dairy	First National Bank, Sioux Center, IA	\$882,332	\$436,409	\$315,000	SBA 504	0
Rock Valley, IA	Used Car Sales	Peoples Bank, Sioux Center, IA	\$150,000	\$72,500	\$63,000	SBA 504	0
Le Mars, IA	Custom Hog Feeding	Iowa State Bank, Ireton, IA	\$747,965	\$361,500	\$262,000	SBA 504	1
TOTALS:			\$8,002,685	\$3,900,975	\$2,941,925		64