Mountain West
Small Business Finance

ANNUAL REPORT 2006

small business



small business
BIG IDEA

504: THE MAGIC OF 504

504 is not just another government-guaranteed program, it goes above and beyond to provide small business an invaluable source of financing.

504 Serves a Unique Market Niche

> Targets the most dynamic and job-rich sector of our economy: small, independently-owned companies

> Focuses exclusively on financing owner-occupied commercial real estate for small businesses

> Provides optimally-structured financing at the time small businesses are ready to grow

The Advantages of Two Mortgages

> Loans are structured to have a first mortgage from a bank (usually 50 percent), a second mortgage 504 loan (usually 40 percent), and a minimum 10 percent down payment from the small business

> Provides a financing package that conventional lenders alone cannot match

> Combines and provides expertise of both the Certified Development Company and the bank

> Leverages the SBA's position with $2 of private investment for every $1 of SBA-guaranteed funds

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BIG SUCCESS

Radius Engineering



Radius Engineering is a local business that packs a global punch. On display in the lobby of their recently-constructed facility are large twisted objects that look like sculpture but turn out to be jet engine propeller blades—just a sampling of the kinds of composite parts manufactured at Radius.

Beyond the lobby, the busy production area is surprising serene. This, according to CFO Dave Anderson (r.), is because of major efforts in soundproofing. It is so quiet, in fact, that all non-manufacturing work is done in a circular enclave of offices nested right in the center of the manufacturing action. CEO, Dimitrije Milovich (l.) is especially proud that the Radius facility is one of only a handful of privately-owned buildings in the U. S. that expect to receive LEEDs (Leadership in Energy Efficiency and Design) certification.



"Financing from Mountain West allowed us to build a facility that met our very specific philosophical and business criteria. Not only were they knowledgeable and efficient, but I felt they really shared our vision and dream."

Dimitrije Milovich
President, Radius Engineering

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BIG COMMITMENT

Mountain West Small Business Finance is dedicated to improving the economic climate for small businesses in the communities we serve. We also believe that in the long run, businesses are only as strong as the communities they serve. Therefore, MWSBF makes it a priority to support business and to give to organizations that make our community better for all of us.

ECONOMIC DEVELOPMENT

Utah Microenterprise Loan Fund
UMLF provides loans to small businesses that cannot obtain financing elsewhere. Most of the loans are "new market" loans, in which ownership is usually women- or minority-based. UMLF has funded almost 450 small businesses in Utah, lighting the way to a brighter future for underrepresented entrepreneurs.

Mountain West Small Business Finance provides the Utah Microenterprise Loan Fund (UMLF) with both financial and operational support, and its employees serve on UMLF loan committees and board of directors.

Utah Entrepreneur Challenge
Initiated and organized in 1999 by students in the University of Utah David Eccles School of Business, the Utah Entrepreneur Challenge is a seven-month competition for ambitious future business-owners. The U's school of business provides Challenge teams access to resources, mentors, educational forums and a series of speakers to aid them in their business creation and implementation. Offering the largest cash prize in the United States for a competition of this type, the Utah Entrepreneur Challenge also provides winning teams with advice and counsel from business experts and financial consultants.

MWSBF's contributions to the Utah Entrepreneur Challenge assure that the program is available to students attending Utah's rural colleges and universities.

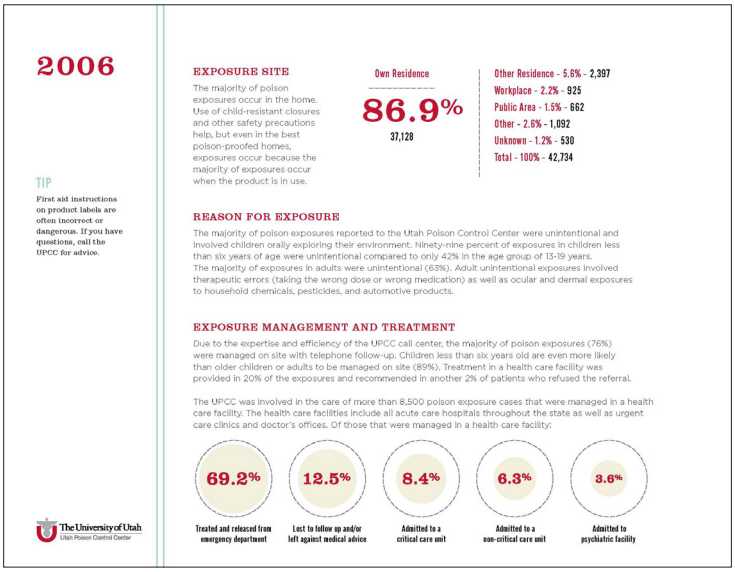
Utah's Rural Business Conference
This conference, which is held each year in a different Utah city, is hosted by Senator Robert Bennett and the Utah Rural Development Council. Rural entrepreneurs from all over the state attend the conference to gain access to special resources and learn about solutions to the unique challenges faced by rural small business.

MWSBF is a charter sponsor of the Utah Rural Business Conference and has, over the years, provided both financial and technical assistance.

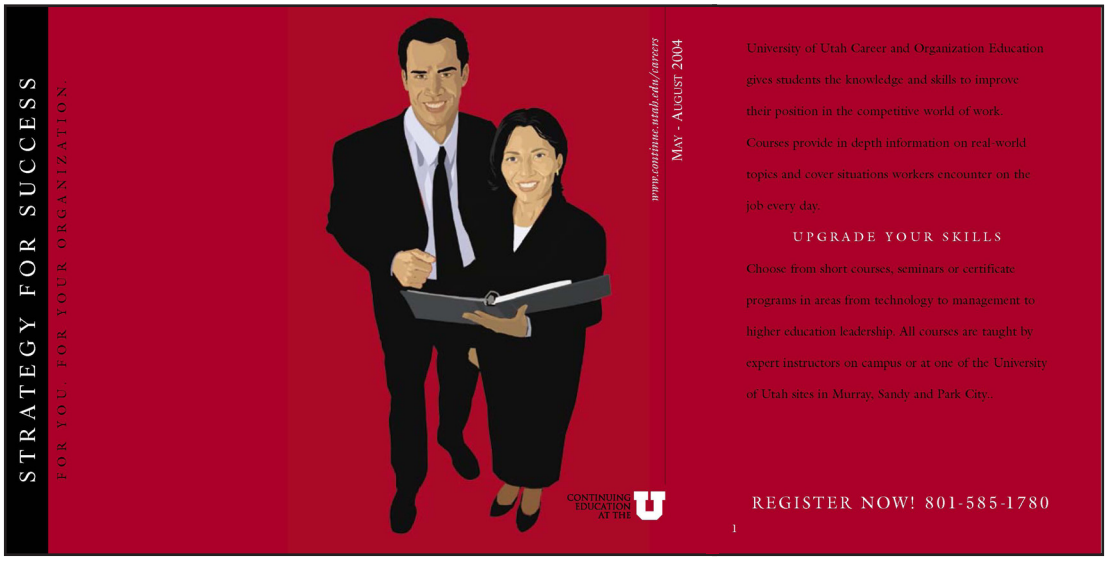
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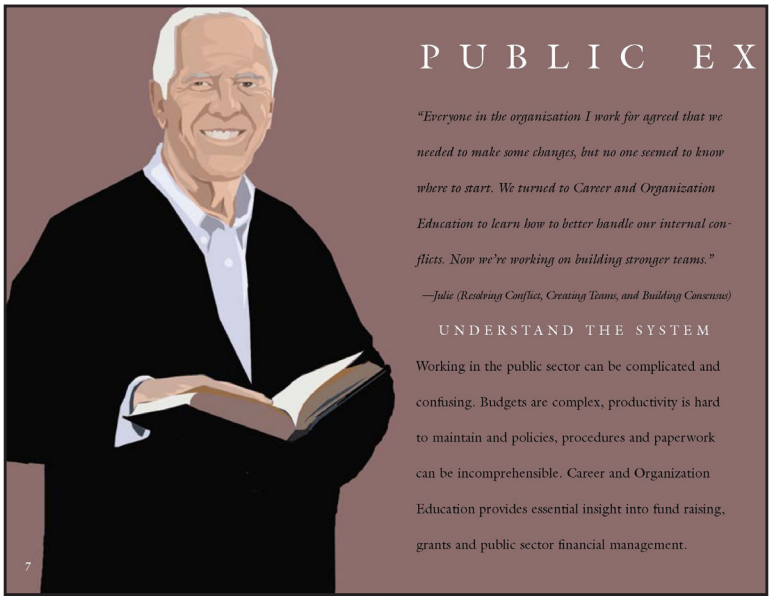






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Exploring your interests, making new friends and trying something new.

What's cool?

Creative arts, music, cooking, science, sports, photography, film-making, dance and computers.

What's cool?

Choices. From half-day classes to day camps in Salt Lake, Sandy, Murray and Park City.

What's cool?

Club Ute! Day camps for kids and teens that offer new adventures every week.

What's cool?

Classes for kids of all ages through University of Utah Youth Education.

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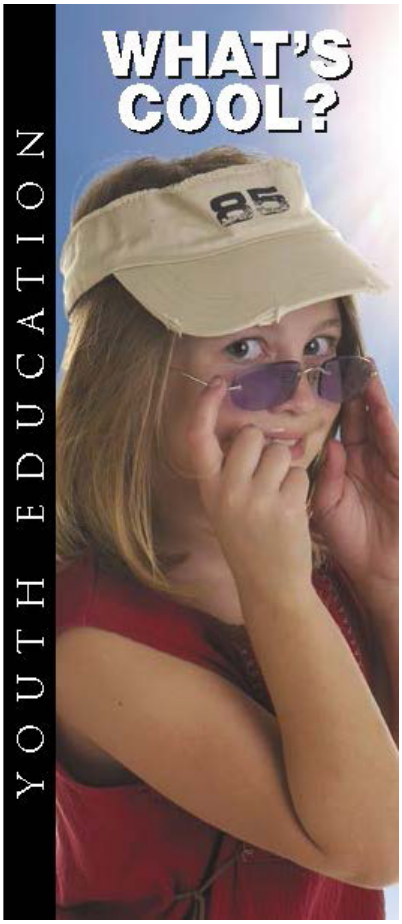
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