

## 504 LOAN

### Outback Well Service, Inc. Committing to getting it right the first time in Belfield, ND

According to John Ewoniuk, North Dakota has over 3,000 oil wells and produces nearly 90,000 barrels of crude oil per day, and he should know; he has worked in the North Dakota oil industry for over 25 years.

A Belfield native, John Ewoniuk went to work on an oil-drilling rig right out of high school. Soon he transitioned into the oil well servicing area, quickly moving up the ranks from floor hand, to crew chief, to area manager.

For 14 years as an area manager, John was responsible for 50 employees, monthly safety meetings, budgeting and more. Now, nearly 29 years after taking his first job in the oil servicing business, John Ewoniuk is getting used to a new position in the industry - business owner.

**John and Shelly Ewoniuk** are in their second year as owners and operators of **Outback Well Service, Inc.** They began the preparation and planning for their new business in 2003. The Ewoniuks ordered a new well servicing rig, took on an experienced crew and began the pursuit of business by focusing on John's contacts within the industry. In addition, Shelly settled in as the manager of all accounts receivable/payable, payroll and the daily operations of the office.

By the end of 2005, they turned to **George Wald, President, and Ken Dukart, Vice President, of Great Plains National Bank of Dickinson** to

provide the knowledgeable assistance needed to prepare a financial strategy for the future of Ewoniuk's company. After much research, Ken Dukart found that the best plan for the business was to utilize an SBA 504 loan. In cooperation with **Dakota Certified Development Corporation**

and help from loan officer, **Jeff Vye**, the Ewoniuks were able to secure financing that according to John "Allowed them to have a stronger collateral position with the bank and improvements with their cash flow."

With financing in place, expansion began in their second year of business and a second oil servicing rig is now in operation. The success of the business undoubtedly lies in the Ewoniuks commitment to quality service and safety. The safer the rigs; the more efficient they are and John Ewoniuk is certified in over 20 safety areas. John emphasizes, "It's all about safe working practices, eliminating hazards, job planning, no downtime and getting it right the first time."

The Ewoniuks contribute much of their success to their employees and family, stating, "Without their great loyalty and hard work, it would not have been possible to have a successful business."

In North Dakota, the over 3,000 oil servicing wells need to look no further than John and Shelly Ewoniuk of Outback Well Service, Inc. for a hard working, loyal and successful company to do business with.



*Outback Well Service Inc emphasizes their commitment to safety with over 29 years experience in the oil servicing business.*

## CLEANING UP IN RUGBY, ND.



Len and Consuela Reinert owned and operated a cleaning business in Washington, but were eager to raise their family in a community that was not surrounded by drive-by shootings and poor school systems. After reading an article about North Dakota being one of the best states to raise a family, Len and Consuela Reinert picked up and moved to North Dakota from Tacoma, WA. Thus, in the home of the Reinert's, **REICO Cleaning & Restoration** began in 2002.

What started as an air duct cleaning company quickly grew with the addition of carpet and upholstery cleaning. The Reinerts also grasped an additional growth opportunity and started providing smoke and fire restoration. With these added areas of expertise, the Reinert's home could no longer facilitate their growing business.

Finding the best financing options can be challenging but with the assistance of **Jonie Johnson, Assistant Vice President of Merchants Bank**, the Reinerts were able to take advantage of the **Rural Development Intermediary Relending Program (IRP)** offered through **Dakota Certified Development Corporation** and meet their growth needs with the purchase of a new building.

Currently, REICO has three full-time/part-time staff that are certified in carpet cleaning, upholstery cleaning, and fire, smoke and water damage restoration. Certification is obtained by attending classroom training, having one year of experience and passing a licensing test. On-going training is also necessary to maintain the license.

Once damage has occurred, time is of the essence. REICO's number one focus is their com-

mitment to provide 24/7 emergency response for water damage restoration. Their skilled staff is instantly able to determine which items can be salvaged. REICO uses the newest tools and processes in the industry, to safely dry wall cavities, cabinets and even hardwood floors. This expertise has not only lowered costs but has assisted several area families through stressful times with a quick transition back to a normal lifestyle.

To keep up with the challenge of servicing a 24 hour emergency response plus daily organization of the business and technician's workloads, Len and Consuela sought help from two business mentors/coaches. Steve Marsh who works for Magic Wand Services in San Jose, CA helped organize the carpet cleaning side of the business while Greg Petropoulos and Cliff Cole from Power Dry in Lenexa, KS gave the Reinerts insight on how to manage the water restoration element of REICO. The extra attention to their operational procedures has allowed them to meet the changing demands of the industry and to provide additional services to their customers.

Providing services to a number of rural communities has blessed Len & Consuela Reinert with the opportunity to meet many enjoyable people. The appreciation from the communities is mutual as the Reinerts were recently recognized with the Entrepreneurial Spirit Award from the Geographical Center of North America Chamber of Commerce.

We are certain, with the winning spirit and attitude of REICO Cleaning & Restoration, many families will continue to be cleaned up with gratitude.



*REICO Cleaning & Restoration uses the newest tools and processes in the industry, to safely dry wall cavities, cabinets and even hardwood floors.*



## Now serving the “hole” Dakota Square Mall....



**Minot, ND. Dona Strube** had worked in the food service industry for over ten years. She was a retail store employee at Dakota Square Mall when after eating in the food court nearly every day she saw the need for some variety. So, when the opportunity from Lil' Orbits presented itself, Strube approached mall management with the concept and hence, **Lil' Orbits Donuts 'N Dogs** was born.

Construction began in August 2005. As with all projects, construction ran into a few glitches, costs rose and estimates were exceeded. A late opening also meant less money coming in which compounded an already stressful situation. Donna needed to cover the equipment costs and all this left her short on working capital and marketing money.

Donna began the search for financing options and approached the Minot Area Development Corporation (MADC). They primarily work with companies outside of ND to bring in new business, jobs and economic dollars to the Minot area but **Jerry Chavez, President/CEO of MADC**, was able to put Donna in touch with **Jerry Stai from the Minot State University Business Department**. “In meeting and discussing the needs of my business, Stai suggested applying with **Dakota CDC for a SBA MicroLoan**. He was very helpful in the application process.”

In late October of 2005, Donuts 'N Dogs was opened for business filling the niche for another food choice in the mall's food court. Besides the hot mini-donuts, they offer hotdogs, corn-dogs, chili-cheese dogs and polish sausage. They also have a "dress your own dog" condiment station and serve their own slow roasted recipe BBQ on a bun, sloppy joes, grilled cheese, soups, salads, and other baked goods. Using a "fair food" theme, Donna provides a unique dining experience that is speedy and tasty. On top of all this, it can all be found at great value.

“We are just a mom & pop store and customers appreciate the homemade foods and fast choices we offer,” boasts Strube “And of course, who doesn't like hot mini-donuts!” Along with Strube's mission to provide customer satisfaction, the hungry patrons of Dakota Mall should definitely experience the ride at the Donuts 'N Dogs. It is guaranteed to keep you coming back for more.

## Jeff Vye, Retiring



*“On behalf of the Board of Directors and Staff of Dakota CDC, we wish Jeff the best in his retirement years.”* Toby Sticka, President

**After more than ten years of service to Dakota CDC, Jeff Vye will be retiring in 2007.** During his tenure as a loan officer for DCDC, Jeff has become well known as the person to call in the western part of the State concerning the SBA 504 loan program, IRP loan program and Microloan Program.

Jeff has traveled numerous miles and developed countless friendships with bankers, economic development, small business development and regional council executives, and many other people.

His dedication is appreciated and Jeff will truly be missed by many.

## Introducing our Board

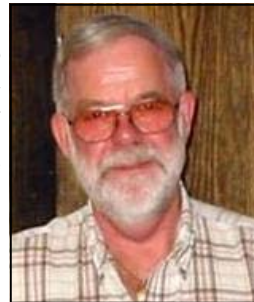
**Michael Connor** has been on the Board of Dakota Certified Development Corporation since 2002. He is the manager of the Devils Lake Basin Joint Water Resource Board, a nine county organization.

Connor graduated from Devils Lake Central High School. He worked for JC Penney stores in North Dakota, Minnesota, and managed a Penney's store in Wisconsin. In 1972, Michael returned to North Dakota and managed the Devils Lake Area Chamber of Commerce. Since then, he has held a variety of positions, including owner/manager of the Credit Bureau of Devils Lake, Inc., Devils Lake City Administrator, and was employed by Ramsey National Bank & Trust Co. and Western Finance & Lease.

In addition to serving on the DCDC board, Connor also serves on the Senior Meals & Services Board of Directors (4 counties), the Forward Devils Lake Inc. Board of Directors, the Academy Village Board of Directors, and the North Central Planning Regional Council Board of Directors.

Connor's previous achievements include Exalted Ruler, BPOE Lodge #2427, Hutchinson, MN; President of the Devils Lake Rotary Club; President of the Upper Midwest Collectors Association (6 states); and President of the Devils Lake Area Chamber of Commerce.

Mike was also the recipient of the Community Service Award from the Greater



*Michael Connor,  
Secretary/Treasurer*

North Dakota Association; the Distinguished Service Award from the Hutchinson, MN and Devils Lake, ND Jaycees; the Outstanding Citizen Award from the Devils Lake Area Chamber of Commerce and the Executive Achievement Award from the Associated Credit Bureaus of US.

Mike and his wife, Ellen, reside on their family farm near Starkweather, ND. He has two step-daughters, Christy and Lisa, and six grandchildren.

**Patsy Levang** has been on the Board of Dakota Certified Development Corporation since 2001. Levang graduated from NDSU with a degree in Psychology. She attended graduate school at the University of Kansas where she received her master's degree in Guidance and Counseling.

Patsy began her 30 year career in the field of education at Mandaree Public School. In 1982, Patsy helped create Johnson Corners Christian Academy and worked there for 23 years as an administrator/co-administrator. She then retired and did not plan on returning to work until she

was given a unique opportunity to work with some of the students she had taught. Currently, Patsy is a counselor at Mandaree Public School and works with the Academy as a consultant.

Patsy's achievements, in addition to serving on the Board of Directors of DCDC, include serving on the Board of Trustees for McKenzie County Healthcare Systems from 1993-Present and the Board of Trustees for Kappa Kappa Gamma Foundation for 12 years. Patsy was the President of the Kappa Kappa Gamma foundation for 7 years. She



*Patsy Levang  
Board Member*

was also a Governor Appointee to the Education Commission of the States from 1993-2000 and a member of Watford City Dollars for Scholars since 1991.

Patsy and her husband, Gary, live on their farm southeast of Keene, ND

## Did You Know...

**Small Businesses represent  
99.7 % of All Businesses  
and  
Employ 57.4 Million**

Small business continues to drive the U.S. economy, according to a report issued on September 29, 2006 by the Office of Advocacy of the U.S. Small Business Administration. Newly released data show that in 2005, small businesses employed 57.4 million Americans or 50.6 percent of the non-farm private sector workforce.

"Clearly small business is a major part of our economy," said Thomas M. Sullivan, Chief Counsel for Advocacy. "Small businesses innovate and create new jobs at a faster rate than their larger competitors. They are nimble, creative, and a vital part of every community across the country. This report will help remind policymakers and others of the important role small business plays in the nation."

## TELE-SEMINAR on the 504 Loan Program for Bankers

The Office of the Comptroller of the Currency will be presenting a telephone seminar on the 504 Loan Program, **Wednesday, January 31, 2007 from 2:00-3:30 p.m.(EST).**

This 90-minute Web and telephone seminar allows an unlimited number of people to listen to OCC experts and to discuss with them their experiences and policy imperatives over individual telephones or with colleagues on speaker-phones. This will be a great educational opportunity for banks interested in the program to hear details about how the program works as well as to ask questions.

### **Participants will learn the following:**

- Why the 504 program is of interest to your bank and your small business customers,
- Key risks and regulatory considerations,
- How the secondary market for 504 loans provides your bank with greater liquidity management options,
- Examples of successful 504 loans and their community development benefits,
- How the 504 program helps banks manage credit concentrations,
- The CRA benefits of participating in the 504 program.

### **This Web and telephone seminar will:**

- Help you understand the pricing and fee structure of the 504 program.
- Identify the differences between the SBA's 504 and 7(a) loan programs.
- Review how the 504 program benefits your bank's commercial real estate lenders and their customers.
- Identify the separate roles of the bank and the CDC in the 504 program

**A detailed brochure with registration information is available on the OCC website:**

**[www.occ.treas.gov/bankereducation.htm](http://www.occ.treas.gov/bankereducation.htm)**

## DAKOTA CDC JOB OPPORTUNITY

**Dakota CDC** is seeking an experienced commercial loan officer to serve the western half of North Dakota. This position will be located in Bismarck and report to the President of Dakota CDC located in Fargo. This person must be self-motivated and have the ability to work effectively on their own with minimum supervision.

You will be expected to establish mutually respectful relationships with bank presidents, commercial loan officers, and other individuals and agencies. You will also assist potential borrowers, commercial loan officers and other individuals with packaging loan applications, and perform a comprehensive credit analysis of loan applications and prepare credit memorandums/presentations of loan applications for review and other duties as required.

The minimum requirements are a Bachelors Degree or equivalent in business finance or related area; 7 to 10 years of comprehensive commercial lending experience; including strong financial analysis. Portray a professional image, work effectively with other people, computer proficiency and willingness to take on other responsibilities as required is essential. DCDC offers a full range of comprehensive benefits including medical, dental, life and short and long term disability. A 401K is available with a company match after one year. Please send your resume and salary requirements to: Human Resource Department, Dakota CDC, 51 Broadway Suite 500, Fargo, ND 58102 or email [Ashley@dakotacdc.com](mailto:Ashley@dakotacdc.com).

*Dakota CDC is an equal opportunity provider, employer and lender.*

### 504 Loan Closings / August-November 2006

#### **Belfield**

Outback Well Service, Inc  
Great Plains National Bank

#### **Beulah**

Morgy's, Inc  
First Security Bank-West

#### **Bismarck**

Auto Express Care & Repair, Inc  
Bank Center First

DAC Foods, Inc  
Starion Financial

Zircon Construction, Inc.  
Bank Center First

#### **Detroit Lakes, MN**

Detroit Lakes RV & Marine  
American State Bank & Trust

#### **Devils Lake**

Dairy Queen of Devils Lake, Inc.  
Western State Bank

#### **Fargo**

Auto Detailing & Accessories, Inc  
State Bank & Trust

Dakota Food Equipment  
Alerus Financial

RRL Fargo, LLC  
Union State Bank

#### **Minot**

Precision Landscaping & Const. LLP  
Bremer Bank

#### **Moorhead, MN**

Moorhead Motel Group, LLC  
Northwestern Bank

Nokken Chiropractic, Ltd  
State Bank of Hawley

#### **Grand Forks**

Dagwoods Bar & Grill  
Choice Financial Group

Kishen Hospitality, Inc  
First State Bank

#### **Langdon**

Langdon Hardware & Rental  
Choice Financial Group

#### **Lisbon**

AUM Lisbon LLC  
Klein Bank

#### **Mandan**

Seven Seas Inn  
Security First Bank of ND



Have a wonderful  
Holiday Season!

#### **Dakota CDC**

> 51 Broadway, Suite 500  
Fargo, North Dakota 58102  
Toll-free: (800) 611-8997  
Direct: (701) 293-8892  
Fax: (701) 293-7819

> 700 E. Main. Ave.  
Bismarck, North Dakota 58501  
Direct: (701) 328-5851  
Fax: (701) 250-4304

> <http://www.dakotacdc.com>  
> [info@dakotacdc.com](mailto:info@dakotacdc.com)

#### **Staff**

- > **Toby Sticka**, President  
Direct line: (701) 364-1911  
[toby@dakotacdc.com](mailto:toby@dakotacdc.com)
- > **Jeff Vye**, Loan Officer  
Direct Line: (701) 328-5851  
[jeff@dakotacdc.com](mailto:jeff@dakotacdc.com)
- > **Pam Burnside**, Servicing Manager  
Direct line: (701) 364-1912  
[pam@dakotacdc.com](mailto:pam@dakotacdc.com)
- > **Justin Pearson**, Loan Officer  
Direct line: (701) 364-1913  
[justin@dakotacdc.com](mailto:justin@dakotacdc.com)
- > **Ashley Bakkegard**, Loan/Office Asst  
Direct line: (701) 364-1908  
[ashley@dakotacdc.com](mailto:ashley@dakotacdc.com)

#### **Board of Directors**

- > **Gerald Willer**, Bismarck  
chairman
- > **Dan Carey**, Fargo  
vice chairman
- > **Michael Connor**, Devils Lake  
secretary/treasurer
- > **Gerald Fisher**, Dickinson
- > **Marlowe Johnson**, Jamestown
- > **Patsy Levang**, Keene
- > **Jim Laducer**, Mandan
- > **Jennifer Burnside**, Newsletter author

#### SBA 504 RATES

**10 Year Debenture Rate:  
December - 6.731%**

**20 Year Debenture Rate:  
December - 6.09%**