NEWS U.S. SENATOR FOR KANSAS FROM: SENATE REPUBLICAN LEADER

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FOR IMMEDIATE RELEASE November 8, 1991 CONTACT: WALT RIKER (202) 224-5358

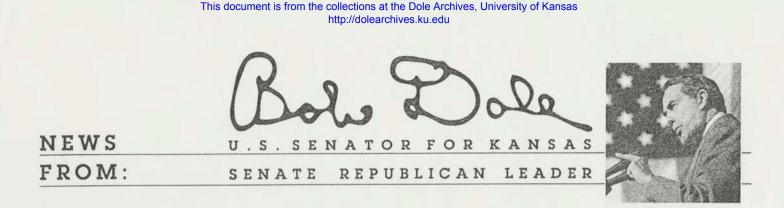
DODGE CITY DEVELOPMENT GROUP SELECTED FOR NATIONWIDE PROGRAM; "GREAT NEWS FOR RURAL ECONOMIC DEVELOPMENT," DOLE SAYS

WASHINGTON - Kansas Senator Bob Dole announced that the Great Plains Development Inc., Dodge City, has been selected to participate in the U.S. Small Business Administration's Accredited Lender Program (ALP). Great Plains is the only <u>rural</u> Certified Development Company (CDC) in the United States that has been selected to participate in this program -- one of 28 selected from over 400 CDC's, and one of three from the entire Midwest.

"Great Plains has a great track record when it comes to helping the Kansas small business man and woman in need of loan advice and service. Sometimes, many small business borrowers need a quick loan decision -- which can add up to direct cost savings -- an economic benefit that can point many businesses in the right direction. Boosting capital formation and economic opportunity are real keys when it comes to revitalizing rural America. It's great news that Great Plains has attracted the attention of this federal program."

The Accredited Lender Program (ALP) will rely on the Great Plains Development Inc. in processing and servicing loans for small businesses in Central Kansas. This includes running thorough credit and eligibility analysis on loan applications and servicing action requests prior to submission to the Small Business Administration. The SBA will rely on the CDC's credit analysis in making the decision to guarantee the loan and complete the documentation, usually within five days. Ron Nicholas is executive director of the Great Plains Development, Inc.

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