

SBA AWARDS LUNCHEON

JUNE 5, 1992
WICHITA MARRIOTT

- 0 295 REGISTERED BY WEDNESDAY. ADDITIONAL RESERVATIONS
CONTINUE TO ARRIVE.
- 0 70% ARE LENDERS - BANKERS
OTHER INCLUDE COUNSELORS
CERTIFIED DEVELOPMENT COMPANIES
SMALL BUSINESS DEVELOPMENT COMPANIES
AWARD WINNERS AND ASSOCIATES.
- 0 SOME OF THE 21 MEMBER SELECTION BOARD WILL BE PRESENT.
- 0 STATE LEGISLATORS ATTENDING
- SENATOR NORMA DANIELS, VALLEY CENTER (D)
SENATOR PAUL FELECIANO, WICHITA (D)
SENATOR JIM WARD, WICHITA (D)
- 0 WICHITA DISTRICT OFFICE SERVES 77 COUNTIES - 3 TIERS OF
COUNTIES IN EASTERN KANSAS ARE IN THE KANSAS CITY DISTRICT.
- 0 417 SMALL BUSINESS LOANS ARE EXPECTED TO BE MADE IN FY 1992.
REPRESENTS A 51% INCREASE OVER LAST YEAR (278).

POSSIBLE CONSOLIDATION OF ALL KANSAS COUNTIES UNDER ONE STATE
OFFICE - PERHAPS LATER.

41 STATES ARE UNDER ONE STATE OFFICE. FOR SEVERAL REASONS,
I EXPLORED REQUESTING A KANSAS DISTRICT OFFICE WHICH WOULD SERVE
THE ENTIRE STATE. WICHITA DISTRICT DIRECTOR GARY COOK HAS SHOWN
WHAT CAN BE DONE AND HAS INSTITUTED PROGRAMS THAT THE EASTERN
TIER OF 28 COUNTIES IS MISSING.

HOWEVER, FEARING LOSS OF PERSONAL SERVICE AND FIGHTING FOR
TURF, THE JOHNSON COUNTY BANKERS OBJECTED. THEY ALSO OBJECTED TO
ANYTHING BEING CENTERED IN WICHITA.

EVEN WITH A PROMISE OF FULL SERVICE OFFICES IN JOHNSON
COUNTY - NO APPARENT CHANGE IN PERSONNEL OR SERVICE TO LENDERS -
OBJECTIONS TO THE IDEA REMAINED. I DROPPED FURTHER PURSUIT - AND
AS GARY COOK AND I AGREED, WHEN THE TIME IS RIGHT, IT WILL
HAPPEN.

MEANTIME, THE OTHER 28 COUNTIES IN THE EASTERN
KANSAS/WESTERN MISSOURI DISTRICT OFFICE HAVE NO DISTRICT
DIRECTOR. (GARY NODLER REPORTEDLY LIKES THE IDEA OF KEEPING THIS
VACANT AS LONG AS POSSIBLE, BECAUSE HE SAVES IN SALARY.) WE HAVE
NO ONE TO CALL UPON - AND THE LONG-TIME IMAGE OF AN INEFFECTIVE
KC OFFICE REMAINS.

YOU SENT A LETTER TO PAT SAIKI STATING THAT WE WANT SOMEONE
IN THE KC SEAT THAT KNOWS AND UNDERSTANDS KANSAS. HER RESPONSE,
WHICH JUST ARRIVED, WAS VERY BUREAUCRATIC - "WE'LL FIND AN
OUTSTANDING, COMMITTED PERSON."

SBA ADMINISTRATION AWARDS

DISTRICT AWARD

MONTE KELLER of Hays. Vice President, "Emprise Bank N.A." The most active banker in northwest Kansas in the SBA lending programs.

STATE AWARDS

EDWARD HARVELL of Wichita. Contracting Officer, Deputy Operational McConnell Air Force Base.

BILL MYERS of Derby. "Professional Investment Services." Service Corps of Retired Executive (SCORE) volunteer who counsels and trains those wanting to start a business. Averages 20 hours a week volunteering.

KARL GASTON of Ellsworth. Publisher and Editor of the Ellsworth Reporter and the monthly newspaper, Kansas Works.

MARTHA DURST of Wichita. Unit Manager, "Principal Financial Group." She is the current state of Kansas Women in Business Coordinator for the Kansas SCORE programs.

JOHN BREMENKAMP of Colby. President, "Western Sunflower Company." This company buys hybrid sunflower seeds from Israel, has Kansas farmers grow them. The company processes the seeds and sells them to Spain, the largest consumer of sunflower seeds in the world.

REGIONAL AWARDS

TOM BRADY of Paxico. Owner of "Dorothy's Land of the Ahs Gift Shop." Tom is also the Marketing Executive of Kansas's only winery, Fields of Fair.

DAVID DREILING of Manhattan. Owner of "It's Greek to Me." Started his business while a student at Kansas State University. Puts Greek letters and emblems on products to the college market.

ALFRED HUNT of Wichita. President and Chief Executive Office, "IFR Systems Inc." Manufacturer of avionic instruments - employs more than 500 in Wichita.

NATIONAL AWARD

JAMES P. SALOMON of Winfield. President, "Gordon-Piatt Energy Group, Inc." National Subcontractor of the Year.

STATE OF KANSAS SMALL BUSINESS PERSON OF THE YEAR

FRANK A. MEYER of Herington. President, "Custom Metal Fabricators, Inc. and Vacu-Blast International." A major contributor to the Herington economy by being one of the largest employers and community endeavors - into exports - started with a SBA loan and has had three SBA guaranteed loans.

PROGRAM

12:00 Noon: Lunch

Welcome and Introductions
Gary L. Cook, District Director

Comments - Senator Bob Dole

Awards Presentation

Keynote Address
Thomas M. Hoenig, President
Federal Reserve Bank
Kansas City, Missouri

1992 SMALL BUSINESS ADMINISTRATION AWARDS

DISTRICT AWARD

Financial Services Advocate of the Year - Monte Keller

STATE AWARDS

Minority Advocate of the Year - Edward Harvell

Accountant Advocate of the Year - Bill F. Myers

Media Advocate of the Year - Karl K. Gaston

Women in Business Advocate of the Year - Martha Durst

Kansas Small Business Exporter of the Year - John Bremenkamp

REGIONAL AWARDS

Veteran's Advocate of the Year - Tom Braddy

Kansas Young Entrepreneur of the Year - David Dreiling

Kansas Entrepreneurial Success Award - Alfred Hunt

NATIONAL AWARD

National Subcontractor of the Year - James P. Salomon, Pres.
Gordon-Platt Energy Group, Inc.

STATE OF KANSAS SMALL BUSINESS PERSON OF THE YEAR

Frank A. Meyer, President
Custom Metal Fabricators, Inc. and
Vacu-Blast International
Herington, Kansas

WICHITA SBA ADMINISTRATION AWARDS

HEAD TABLE SEATING ARRANGEMENTS:

FROM LEFT TO RIGHT:

Larry D. Fleming, President
Consolidated Investment Group
Wichita, Kansas
National Advisory Council Member

Senator Bob Dole

Gary L. Cook, District Director
Wichita SBA Office

Podium

Thomas M. Hoenig, President
Federal Reserve Bank
Kansas City, Missouri
Key Note Speaker

Harold A. Stones
Executive Vice President
Kansas Bankers Association

Carol Weibe, Executive Director
Hillsboro Development Corporation
Hillsboro, Kansas
Wichita District Advisory Council Member

BOB DOLE
TALKING POINTS
SBA AWARDS LUNCHEON
WICHITA, KANSAS

***GOOD AFTERNOON. IT'S A
PLEASURE TO BE HERE TO
EXTEND MY CONGRATULATIONS
TO TODAY'S AWARD WINNERS.**

***A SPECIAL THANKS TO SBA
DISTRICT DIRECTOR GARY COOK
FOR THOSE KIND WORDS OF
INTRODUCTION - AND TO TOM**

**MEANS FOR ALL OF YOUR HELP
IN COORDINATING
ARRANGEMENTS. JUST A FEW
WEEKS AFTER GARY BECAME
DIRECTOR LAST YEAR, WE
WORKED TOGETHER ON A
CONFERENCE FEATURING
CONTRACTING OVERSEAS AND
DOING BUSINESS WITH KUWAIT.
THE SBA TEAM DID AN**

**OUTSTANDING JOB, AND HAS
CONTINUED TO DO AN
OUTSTANDING JOB EVER SINCE.**

***GARY TELLS ME THAT THE
WICHITA DISTRICT IS ON
TARGET TO SEE A 51%
INCREASE IN THE NUMBER OF
LOANS OVER LAST YEAR...AND A**

**24% INCREASE IN THE NUMBERS
OF JOBS CREATED OR SAVED.**

***JUST DOWN THE HILL FROM
THE UNITED STATES CAPITOL IS
THE SMITHSONIAN AIR AND
SPACE MUSEUM. THERE,
AMONG OTHER HISTORIC
AIRPLANES, YOU CAN FIND THE
VOYAGER--THE PLANE THAT**

**DICK RUTAN AND JENNA
YEAGER FLEW NON-STOP
AROUND THE WORLD.**

***AND IN A MEETING WITH
PRESIDENT REAGAN AFTER
THAT FLIGHT, DICK RUTAN SAID,
"WHAT KIND OF WORLD WOULD
IT BE IF THERE WERE NO
DARING."**

***THROUGHOUT OUR HISTORY,
KANSAS AND AMERICA HAVE
BEEN BLESSED BY MEN AND
WOMEN WHO HAD THE DARING
TO LOOK TO THE STARS...TO
DREAM...AND TO MAKE THAT
DREAM A REALITY.**

***THOSE OF YOU WHO HAD
THE COURAGE TO START YOUR**

**OWN BUSINESS, ARE PART OF
THAT TRADITION OF DARING.**

***I ALSO WANT TO
CONGRATULATE THE BANKERS
HERE TODAY, WHO WHOSE
COOPERATION HAS BEEN A
MAJOR FACTOR IN THE
SUCCESSES WE ARE HONORING
AND WHOSE UNDERSTANDING**

**AND SUPPORT WILL CONTINUE
TO BE CRITICAL TO OUR
KANSAS ENTREPRENEURS.**

***JUST THIS WEEK I
INTRODUCED LEGISLATION TO
HELP FREE UP SMALL BANKERS
FROM THAT LONG ARM OF
WASHINGTON WHICH REACHES
INTO OUR COMMUNITIES AND**

**BURDENS OUR INSTITUTIONS
WITH EXCESSIVE AND
UNNECESSARY REGULATIONS.
FOR TOO LONG, WE HAVE BEEN
OPERATING UNDER THE
MISGUIDED CONVICTION THAT
ALL REGULATION IS BY
DEFINITION "GOOD".**

***FORTUNATELY, SOME ON**

**CAPITOL HILL ARE BEGINNING
TO REALIZE THAT SUCH
REGULATIONS ARE NOTHING
BUT A HIDDEN TAX ON BANKS
AND THEIR CUSTOMERS, WHICH
INCLUDE SMALL BUSINESSES,
FARMERS AND CONSUMERS.
THESE UNNECESSARY
REGULATIONS DRAIN MONEY
THAT COULD OTHERWISE BE**

**USED FOR PROVIDING LOANS
AND CREATING JOBS.**

***THIS ALL GOES TO SETTING
AND KEEPING OUR ECONOMY
ON TRACK-- WHICH IS A JOB
THAT WILL REQUIRE ALL OF US
TO WORK TOGETHER.**

***I LOOK FORWARD TO
WORKING WITH THE SBA AND
WITH EVERYONE HERE IN THIS
ROOM TO DO JUST THAT.**