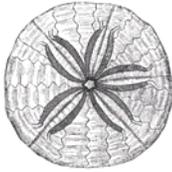


Hawaii District Office
U.S. Small Business Administration
News Bulletin

THE LENDER'S ADVANTAGE

Lender Awards Program for 2010



In fiscal year 2010, the Lender of the Year will consist of three categories based on Federal Deposit Insurance Corporation (FDIC) or the National Credit Union Association (NCUA) call reports as of September 2009. Lenders with total asset size of \$9 billion or more will compete in Category I and lenders with total asset size of less than \$9 billion but greater than \$2 billion will compete in Category II. Category III will include lending institutions with total asset size of \$2 billion or less. **One bonus point will be awarded for each 504 loan on which a lender is the third party participant.**

Lending Officer Awards Program for 2010

SBA's Lending Officer of the Year Awards program recognizes an individual loan officer for his or her SBA loan-making achievements. Two (2) points will be given for each 7(a) loan approval. In addition, two (2) bonus points will be awarded to firms owned 51% or more by veterans and one bonus point for a 504 loan. **Bonus points will also be given for loans procured through the SBA Resource Days and SBA Business Loan Blitz.**

National American Recovery Capital (ARC) Loan Activity Through 12/11/09:

- Number of Loans Funded: 4,736
- Total Dollars: \$153,252,906
- Average loan size: \$32,359
- Number of Lenders: 1,024

Loans were made in 49 states and the District of Columbia to businesses in 612 different industries.

ARRA Funding Extension

President Obama signed an extension of \$125 million to continue the increased guarantee and reduced fees made possible under the Recovery Act through February 28, 2010.

The extension authorizes the higher guarantee levels through February 28, 2010 and the fee relief is authorized until this additional funding is exhausted or the end of the fiscal year, whichever comes first.

SBA will refund to lenders eligible fees on those non-Recovery Act loans approved on or after December 19, 2009 that would have been eligible for fee relief. If borrowers have already paid lenders for the fee on eligible loans, lenders must reimburse the borrowers from the SBA refund and retain documentation in their loan files to prove they have done so.

There will be no fee refunds or higher guarantees for loans approved as non-Recovery Act loans prior to December 19, 2009.

In addition, SBA will not allow loans that were approved prior to December 19, 2009 to be cancelled and then resubmitted as new Recovery Act loans unless the resubmitted loan is not a replacement for the original loan, as determined by SBA on a case-by-case basis. Cancellation and resubmission of the same loan would use the limited appropriations made available under the Recovery Act to provide fee relief and/or an increased guaranty on loans already approved without the need for the provisions of the Recovery Act and would be contrary to the intent of the new funding, which is to stimulate new lending.

Should you have questions, please call Jerry M. Hirata at (808) 541-2990 ext

210 (SBA Information Notice #: 5000-1136 - effective date 12/23/09).

Lender Training Via Web Seminar

Review of Updates & Changes in SBA's Standard Operating Procedures 50-10 (5) B Using the Eligibility Checklist as a Guide

**Date: February 3, 2010,
Wednesday**

Time: 9:00am-10:30am

Go to www.readytalk.com ("test your computer" at the website)

Internet access code: 3095103

Telecon at: 866-740-1260

Access code: 3095103

Please contact Jerry M. Hirata at (808) 541-2990 ext 210 or e-mail: jerry.hirata@sba.gov as training materials will be mailed prior to the web training date.



*Happy New
Year &
Thank You for
Your Support!*

