

The Lender's Advantage

U.S. Small Business Administration



Your Small Business Resource

September 2010

Stephen D. Umberger
District Director

Edward Knox
Lender Relations Spec.
edward.knox@sba.gov
(410) 962-6195 ext 309

10 South Howard St
Suite 6220
Baltimore, MD 21201
(410) 962-6195

www.sba.gov/md

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District Director's Desk:

This is the final month of our fiscal year...hard to believe it's already here. This is the rush to the finish in our top lenders race. It's not too late to make the list or to move up in the ranks. Currently, the **Top Lender** in the Baltimore District is M&T Bank. See page 4 for details.



*Stephen D. Umberger
District Director, Baltimore*

You can always access information on our office at www.sba.gov/md . While on the site click on "Free SBA Newsletter" to sign up and receive general SBA information via email.

SBA Lending News:

An updated version of the Unilateral Action Matrix is now available on the SBA Lender Web site and is effective 8/16/2010.

http://www.sba.gov/idc/groups/public/documents/sba_program_office/unilateral_action_matrix.pdf (Cut and Paste to web browser)

Changes in this version of the matrix from the previous version are as follows:

- On first page, new entry in the first section for "decrease loan amount"
- On first page, also in the first section, the line "other changes to loan authorization" has been reworded to "other changes to loan authorization, including changes to use of proceeds"
- On second page in the first section, the line "changes to loan authorization" has been reworded to "changes to loan authorization, including changes to use of proceeds"
- On first page, second section, a new line has been added "extraordinary servicing fee per 13 CFR 120.221(b)

New SOP 50 10 5 (C) The Office of Financial Assistance is announcing the issuance of an update to the Standard Operating Procedure (SOP) 50 10 5. This update to the SOP will be known as SOP 50 10 5(C) and will be **effective on October 1, 2010**. This version of the SOP will apply to all applications received by SBA on or after October 1, 2010.

As with previous editions of SOP 50 10 5, SBA will post two versions on the web site. The first version will show all changes as “tracked changes” to enable users to more easily identify what has been modified. (As a note, the Table of Contents has been updated but, for ease of viewing, those changes are not shown.) The second version incorporates all of the changes into the document. The revised SOP may be found at <http://www.sba.gov/aboutsba/sbaprograms/elending/reg/index.html>.

FYI News:

Small Business Assistance: SCORE Counseling with Eileen Steets Buchanan

Following graduation with a degree in Mathematics, Eileen worked for over fifteen years as a software developer and manager in the aerospace industry. In 1987, she founded and was president of Fastrak Training Inc., a company that provided process improvement training to software professionals and managers within government and industry. In the mid-nineties, INC. magazine identified Fastrak as one of the 500 fastest growing privately owned companies in America. Washington Technology recognized Fastrak twice as one of the fifty fastest growing high technology companies in the Washington, DC area.

In 1997, as a result of a serious stroke by her now deceased husband, she closed her offices and in 2002 published a book, “By His Side – Life and Love after Stroke”. She serves on the Governor’s Advisory Council for Heart Disease and Stroke and on the Executive Committee of the Maryland Stroke Alliance.

Her skills include business planning, marketing, financial forecasting, IT and training. In addition to counseling, she is the Chapter Chair for the Greater Baltimore Chapter for 2009-2010 and has been the SCORE District Director for Maryland since 2008.

Eileen’s Contact Information: email eileenq@fastrak.com or website: www.scorebaltimore.org

If you have a business owner elsewhere in the state who needs assistance with marketing, management, loan preparation or general business counseling have them contact either SCORE at 800-634-0245 and <http://www.score.org/index.html> or the SBDC at 877-787-7232 and <http://www.mdsbdc.umd.edu/> for “FREE” one on one business consulting assistance.

Banking News:

If you’ve just recently become an SBA 7(a) lender or if you have been one for years, you may want to consider signing up to become an SBAExpress and Patriot Express lender. Contact our office if you would like more information on the Express Programs or how to sign up. Also, please contact us for information on ETRAN: Electronic processing of loan information available to all lenders.

For information on The American Recovery & Reinvestment Act and the stimulus effort go to <http://www.sba.gov/recovery/index.html> or <http://www.recovery.gov/>.

Upcoming Events:

Save the Date: Lender Training Event of the Year at the Federal Reserve Building in Baltimore MD on September 29, 2010. Learn about SBA loan programs and additional information about the various other loan programs from the USDA, DHCD and DBED. This is the initial session of a dozen similar training sessions being conducted throughout Maryland for lenders and resource partners. This session will be longer because it is the kickoff session and will have a few additional speakers. The remaining eleven sessions will be strictly “nuts and bolts” on the various loan programs. Be prepared to sign up soon for whichever session is best for your schedule/location, as seating is limited. There is a nominal \$25 fee. You could earn 5 CEUs for attending this training. Look for details soon.

Other Tentative Dates and Locations:

<u>Date</u>	<u>Location</u>
October 6	WorWic Community College (Lower Shore)
October 7	Chesapeake College (Wye Mills Upper Shore)
October 13	Capitol College-Prince George’s County
October 14	Montgomery Innovation Center-Wheaton
October 20	Allegany College
October 21	Hagerstown Community College
October 27	Carroll Community College-Westminster
October 28	Frederick Community College
November 3	Anne Arundel Community College
November 4	College of Southern Maryland (Waldorf)
November 10	Harford Community College

1502 Training: Learn how to streamline and keep up to date on your required monthly SBA 1502 report. Learn everything you need to know by registering to attend a web based training session presented by Victor Cruz of Colson Services and Karen Hoskins of the SBA.

Date: Tuesday, September 14, 2010

Time: 9:30 to 11:30 a.m.

Location: Your computer and telephone. We only have a limited number of online spots available. Please visit <https://cc.readytalk.com/r/i3nnljzolhef> to register and receive instructions on how to attend this informative and important online training.

If you want to be added to my distribution list just send an email requesting to be added.

If you would like to make sure you continue to receive this monthly email newsletter please take a moment and add me to your safe senders list.

If you use outlook: click on the tools window and then click on options
Next click on Junk email and then click on safe senders
Next click on Add: type in my email address edward.knox@sba.gov
Then click OK, Apply and OK
Finished

Lender Rankings: October 1, 2009 - August 31, 2010

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
MANUFACTURERS & TRADERS TR CO	156	17,681,700
COMMERCEFIRST BANK	19	11,337,800
BRANCH BK. & TR CO	39	5,630,500
PNC BANK, NATIONAL ASSOCIATION	16	4,258,000
SUSQUEHANNA BANK	15	3,555,000
WELLS FARGO BANK NATL ASSOC	13	3,021,400
WILSHIRE STATE BANK	5	2,804,000
K BANK	8	2,525,500
LIVE OAK BANKING COMPANY	5	2,375,000
SUNTRUST BANK	20	2,370,000
SANDY SPRING BANK	5	1,958,000
MID-ATLANTIC FCU	3	1,950,000
COMPASS BANK	2	1,891,800
WILMINGTON SAVINGS FUND SOCIET	2	1,870,000
CAPITALSOURCE BANK	2	1,768,000
SOVEREIGN BANK	8	1,767,000
FIRST FINANCIAL BANK	1	1,545,000
CIT SMALL BUS. LENDING CORP	3	1,409,500
HOWARD BANK	13	1,390,000
UNITED MIDWEST SAVINGS BANK	2	1,268,300
TD BANK, NATIONAL ASSOCIATION	4	1,085,000
NBRS FINANCIAL BANK	2	1,060,000
THE COLUMBIA BANK	4	975,000
EASTON BANK AND TRUST COMPANY	4	950,000
UNITED CENTRAL BANK	3	949,000
ACCESS NATIONAL BANK	2	900,000
SPIRIT OF TEXAS BANK, SSB	4	890,000
MAINSTREET LENDER 7(A), LLC	1	800,000
STANDARD BANK, PASB	3	800,000
EAGLEBANK	1	785,000
COMMUNITY SOUTH BANK	2	724,100
MONEY ONE FCU	1	722,100
MARYLAND BK & TR COMPANY NATL	1	702,000
PACIFIC CITY BANK	2	640,000
ANNE ARUNDEL ECONOMIC DEVELOP.	11	609,900
WACHOVIA BANK, A DIVISION OF	4	600,000
NORTHWEST SAVINGS BANK	1	575,000
MONUMENT BANK	1	540,000
BANKANNAPOLIS	4	508,000
SONABANK	1	400,000
SUPERIOR FINANCIAL GROUP, LLC	38	395,000
CENTRA BANK, INC.	2	376,300

Lender Rankings: October 1, 2009 - August 31, 2010

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
STATE EMPL CU OF MARYLAND INC	1	373,100
RBS CITIZENS NATL ASSOC	1	350,000
REGAL BANK & TRUST	1	350,000
FIRST UNITED BANK & TRUST	2	280,000
BORREGO SPRINGS BANK, N.A.	8	270,000
HEBRON SAVINGS BANK	2	226,000
JPMORGAN CHASE BANK NATL ASSOC	2	115,000
WOODSBORO BANK	1	114,000
THE BUSINESS BANK	1	100,000
CITIBANK, N.A.	1	50,000
COLOMBO BANK	1	35,000
NEW WINDSOR STATE BANK	1	35,000
CAPITAL BANK NATL ASSOC	1	35,000
THE TALBOT BANK OF EASTON, MD	1	35,000
WILMINGTON TRUST COMPANY	1	30,000
BANK - AMERICA NATL ASSOC	<u>1</u>	<u>25,000</u>
Total 7(a)	459	\$90,786,000

<u>Lender Name 504</u>	<u># Loans</u>	<u>Amount</u>
BUSINESS FINANCE GROUP, INC.	33	18,838,000
CHESAPEAKE BUS. FINAN CORP	13	6,522,000
MID-ATLANTIC BUS. FINAN CO	4	2,978,000
Total 504	50	\$28,338,000

Grand Total 509 \$119,124,000