

December 2010

INSIDE THIS ISSUE

Patriot Express - Page 1

Pay.gov - Page 1

Pay.gov (continued) - Page 2

The Next SBA.gov - Page 2

County Lending Statistics - Page 3

7(a) and 504 District Approvals ranked by number of loans - Page 4

7(a) and 504 District Approvals ranked by dollar amount of total loans - Page 5

CONTACT US

Syracuse District Office

224 Harrison Street
Suite 506
Syracuse, NY 13202
315-471-9393 Phone
315-471-9288 Fax

Albany

1 Computer Drive South
Albany, NY 12205
518-446-1118 Phone
518-446-1228 Fax

Elmira

333 E. Water Street
Elmira, NY 14901
607-734-8130 Phone
607-733-4656 Fax

ONLINE

<http://www.sba.gov/ny/syracuse>

All SBA programs and services are provided on a nondiscriminatory basis.

Comments regarding the newsletter are always welcome. Contact Virginia Smith at virginia.smith@sba.gov or 315-471-9393 ext. 250

Patriot Express

Lenders are reminded that the Patriot Express Program is available to small businesses that are 51 percent or more owned/controlled by veterans or members of the military community.

Patriot Express loans are currently eligible for a 90% guaranty under the Jobs Act of 2010. After December 31, 2010, the guaranty percentage will return to the normal 85 percent for loans under \$150,000 and 75 percent for loans between \$150,000 - \$500,000.

Patriot Express utilizes the same forms as *SBAExpress*. Lenders need only check the box at the top of Form 1920 SX (Part B) indicating the loan is a Patriot Express loan and complete the Veteran ownership section at the bottom of the page.

Highlights of the Patriot Express Loan Program include:

- **Loans of up to \$500,000**
- **Feature:** Available only to "Veteran-owned businesses"
- For *pre-approved* SBA lenders meeting the Patriot Express benchmarks

- Rapid response from SBA, generally within 24 hours via centralized processing
- **Feature:** Lender uses its own application and closing forms (some SBA forms required)
- Credit decision delegated to Lender
- **Feature:** 75-85 percent SBA Guaranty (temporarily 90 percent)
 - **Note:** Lender's collateral policy loans \leq \$350,000, $>$ \$350,000 = SBA Collateral Policy
- Lender generates the SBA Authorization document, closes and services the loan
- **Feature:** Revolving line of credit feature with term of up to seven years
- Monthly lender report to SBA on loan status & remitting loan servicing fee

If a lender is considering a loan under the *SBAExpress* program, it is recommended to ask the borrower if they are a veteran or a member of the veteran community in order to take advantage of the higher guaranty.

Pay.gov

Currently, SBA requires the use of Pay.gov, Treasury's electronic payment portal, for submitting payments to SBA by all lenders.

What's new?

SBA is expanding the required use of Pay.gov to include the payment of repair fees. This payment type is located on the "1544 Lender Fee Payments" form on the Pay.gov web site. SBA requires lenders to use Pay.gov for the payment of all loan guaranty fees, care and preservation of collateral expenses, lender review fees, lender repair fees, and Form 172 payments associated with the "Transaction Report on Loan Serviced By Lender."

Are there any exceptions to this requirement?

Yes. Lenders currently enrolled with SBA for bulk ACH electronic payment processing may continue to use that method for Guaranty Fees. Lenders interested in using the bulk Automated Clearing House (ACH) electronic payment process for sending repair fees must make the following change to the current addenda string. Change the current code "68" located in the reference segment of the addenda string to code "75". The ACH file can then be sent in the normal manner. Also, any lenders currently participating with the SBA on electronic commerce pilot or development projects are excluded from this requirement for the specific fees that are involved in the pilot or development project.

Pay.gov (continued)

What is Pay.gov?

Pay.gov is a free, secure, government-wide financial transaction portal managed by the U.S. Department of the Treasury's Financial Management Service (FMS). FMS developed this portal in partnership with the Federal Reserve Banks to offer on-line payment remittance services that the public can use for electronically remitting payments and associated data to Federal agencies. Pay.gov is convenient, easy-to-use and available 7 days a week, 24 hours a day.

Who should use this website?

Lenders must use Pay.gov when making payments and sending data to the SBA associated with the following fees:

- Form 1544 – Guaranty Fee (the upfront fee at loan approval)
- Form 1544 – Care & Preservation of Collateral (CPC) Expenses
- Form 1544 – Lender Review Fees (Office of Credit Risk Management)
- Form 1544 – Lender Repair Fee (Reimbursement of allowable repair fees)
- Form 172 – Payments associated with the “Transaction Report on Loan Serviced By Lender”

How does the Pay.gov website work?

Payments made to SBA using the Pay.gov website are made electronically by use of either a credit card or an ACH debit. ACH debits can be made to a checking, savings or general ledger account.

Lenders should access the “Should I Register” link on the main Pay.gov webpage and sign up to get a User ID to login. By using a User ID, a lender will be able to schedule payments online and have the ability to track scheduled payments.

Any payment processed through Pay.gov that requires a refund from SBA will be made by check. SBA can receive but not make payments electronically through Pay.gov.

The Pay.gov website is located at: <http://www.pay.gov>. Pay.gov can also be accessed through <http://www.sba.gov> using the E-Payments link.

Who do I contact with questions?

For questions regarding usage of the Pay.gov web site, contact the Pay.gov Help Desk at 1-800-624-1373, Option #2.

For questions regarding your payment to SBA, contact the DFC Action Desk at 303- 844-2411 or by e-mail at DFCActionDesk@sba.gov

SBA is committed to working with our lending partners to assist them in making a successful transition to electronic remittances.

The Next SBA.gov



THE NEXT
SBA.GOV

Check here regularly to stay in touch with what's happening and when—as we roll out a new design, new capabilities, and new information on SBA.gov.

Coming Soon: The Next SBA.gov.
Redesigned. Refocused. Renewed.



Syracuse SBA District - YTD FY 11 by County
10/1/10-11/30/10

	<u>504 Approvals</u>		<u>7A Approvals</u>		<u>Total 504 and 7(a)</u>	
ALBANY			14	\$1,698,500	14	\$1,698,500
BROOME	1	\$271,000	16	\$4,246,000	17	\$4,517,000
CAYUGA			4	\$576,000	4	\$576,000
CHEMUNG			5	\$645,000	5	\$645,000
CHENANGO			3	\$210,000	3	\$210,000
CLINTON			1	\$175,000	1	\$175,000
COLUMBIA	2	\$429,000			2	\$429,000
CORTLAND			3	\$317,000	3	\$317,000
DELAWARE			1	\$50,000	1	\$50,000
ESSEX			1	\$85,000	1	\$85,000
FRANKLIN			2	\$194,500	2	\$194,500
FULTON			1	\$50,000	1	\$50,000
GREENE	1	\$219,000			1	\$219,000
HAMILTON			1	\$150,000	1	\$150,000
HERKIMER			3	\$105,000	3	\$105,000
JEFFERSON			3	\$150,000	3	\$150,000
LEWIS						
MADISON			4	\$1,315,000	4	\$1,315,000
MONTGOMERY			1	\$39,000	1	\$39,000
ONEIDA			10	\$970,800	10	\$970,800
ONONDAGA	2	\$817,000	14	\$3,711,000	16	\$4,528,000
OSWEGO	1	\$264,000	3	\$815,000	4	\$1,079,000
OTSEGO			2	\$293,800	2	\$293,800
RENSSELAER			5	\$380,000	5	\$380,000
SAINT LAWRENCE						
SARATOGA	3	\$904,000	11	\$1,228,200	14	\$2,132,200
SCHENECTADY	1	\$451,000	3	\$886,800	4	\$1,337,800
SCHOHARIE			2	\$304,000	2	\$304,000
SCHUYLER			4	\$952,000	4	\$952,000
STEUBEN			10	\$3,800,000	10	\$3,800,000
TIOGA						
TOMPKINS			6	\$659,000	6	\$659,000
WARREN	1	\$285,000	5	\$269,000	6	\$554,000
WASHINGTON	1	\$340,000			1	\$340,000
Grand Total	13	\$3,980,000	138	\$24,275,600	151	\$28,255,600

Syracuse SBA District Loan Approvals - YTD FY 11 (10/1/10 - 11/30/10)

by number of loans

SBA 7(a) Loan Approvals

M&T Bank	31	\$4,105,600
Five Star Bank	13	\$4,270,000
NBT Bank	13	\$1,247,800
New York Bus. Dev. Corp.	12	\$3,902,800
Keybank	8	\$315,000
Adirondack Trust Co.	6	\$349,000
Adirondack Bank	5	\$254,000
Corning FCU	4	\$545,000
Alliance Bank	4	\$528,200
Tioga State Bank	3	\$2,305,000
USNY Bank	3	\$1,036,000
HSBC Bank	3	\$575,000
Community Bank	3	\$369,500
Oneida Savings Bank	3	\$355,000
Berkshire Bank	3	\$311,500
Chemung Canal Trust Co.	3	\$145,000
Legacy Banks	2	\$632,000
First Niagara Bank	2	\$410,000
Tompkins Trust Co.	2	\$400,000
JPMorgan Chase Bank	2	\$260,000
Ballston Spa National Bank	2	\$153,200
Citizens Bank	2	\$90,000
City National Bank	1	\$320,000
Capital Source Bank	1	\$317,000
Solvay Bank	1	\$250,000
Bank of Bennington	1	\$204,000
Pathfinder Bank	1	\$200,000
Lyons National Bank	1	\$160,000
Saratoga National Bank	1	\$150,000
Glens Falls National Bank	1	\$100,000
Superior Financial Group	1	\$15,000
Total 7(a) Loan Approvals	138	\$24,275,600

504 Loan Approvals

Empire St. Cert. Dev. Corp.	11	\$3,466,000
Greater Syracuse Bus. Dev. Corp.	1	\$250,000
Operation Oswego County	1	\$264,000
Total 504 Loan Approvals	13	\$3,980,000

Total 7(a) & 504 Loan Approvals 151 \$28,255,600

504 Third Party Lenders

First Niagara	2	\$1,455,000
Solvay Bank	2	\$1,028,500
NBT Bank	2	\$771,250
Pioneer Savings Bank	1	\$462,500
The National Union Bank of Kinderhook	1	\$390,000
M&T Bank	1	\$332,500
Community Bank	1	\$324,344
Ballston Spa National Bank	1	\$297,000
Ulster Savings Bank	1	\$290,000
The Bank of Greene County	1	\$124,950
Total Third Party Loan Approvals	13	\$5,476,044

Microloans

Alternatives FCU	5	\$72,000
Adirondack Economic Dev. Corp	3	\$55,626
REDEC	1	\$8,000
Total Microloan Approvals	9	\$135,626

Syracuse SBA District Loan Approvals - YTD FY 11 (10/1/10 - 11/30/10)
by dollar amount

SBA 7(a) Loan Approvals

Five Star Bank	13	\$4,270,000
M&T Bank	31	\$4,105,600
New York Bus. Dev. Corp.	12	\$3,902,800
Tioga State Bank	3	\$2,305,000
NBT Bank	13	\$1,247,800
USNY Bank	3	\$1,036,000
Legacy Banks	2	\$632,000
HSBC Bank	3	\$575,000
Corning FCU	4	\$545,000
Alliance Bank	4	\$528,200
First Niagara Bank	2	\$410,000
Tompkins Trust Co.	2	\$400,000
Community Bank	3	\$369,500
Oneida Savings Bank	3	\$355,000
Adirondack Trust Co.	6	\$349,000
City National Bank	1	\$320,000
Capital Source Bank	1	\$317,000
Keybank	8	\$315,000
Berkshire Bank	3	\$311,500
JPMorgan Chase Bank	2	\$260,000
Adirondack Bank	5	\$254,000
Solvay Bank	1	\$250,000
Bank of Bennington	1	\$204,000
Pathfinder Bank	1	\$200,000
Lyons National Bank	1	\$160,000
Ballston Spa National Bank	2	\$153,200
Saratoga National Bank	1	\$150,000
Chemung Canal Trust Co.	3	\$145,000
Glens Falls National Bank	1	\$100,000
Citizens Bank	2	\$90,000
Superior Financial Group	1	\$15,000
Total 7(a) Loan Approvals	138	\$24,275,600

504 Loan Approvals

Empire St. Cert. Dev. Corp.	11	\$3,466,000
Operation Oswego County	1	\$264,000
Greater Syracuse Bus. Dev. Corp.	1	\$250,000
Total 504 Loan Approvals	13	\$3,980,000

Total 7(a)& 504 Loan Approvals 151 \$28,255,600

504 Third Party Lenders

First Niagara	2	\$1,455,000
Solvay Bank	2	\$1,028,500
NBT Bank	2	\$771,250
Pioneer Savings Bank	1	\$462,500
The National Union Bank of Kinderhook	1	\$390,000
M&T Bank	1	\$332,500
Community Bank	1	\$324,344
Ballston Spa National Bank	1	\$297,000
Ulster Savings Bank	1	\$290,000
The Bank of Greene County	1	\$124,950
Total Third Party Loan Approvals	13	\$5,476,044

Microloans

Alternatives FCU	5	\$72,000
Adirondack Economic Dev. Corp	3	\$55,626
REDEC	1	\$8,000
Total Microloan Approvals	9	\$135,626