

Effective Oct. 1 SBA requires lenders to use pay.gov

Effective Oct. 1, 2009, SBA will require lenders to use pay.gov for the payment of all loan guaranty fees, care and preservation of collateral expenses, lender review fees and the fees associated with the Transaction Report on Loans Services by Lender. This new requirement applies to all 7(a) long and short term loans.

Lenders currently enrolled with the SBA for bulk ACH electronic payment processing may continue to use that method for Guaranty Fees only. 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.

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SBA announces appointment of Region VI Administrator Yolanda Garcia Olivarez

The SBA has announced the appointment of Yolanda Garcia Olivarez as Region VI Administrator. Olivarez will oversee SBA activities in Oklahoma, Texas, Arkansas, Louisiana and New Mexico.

“Both the SBA and small businesses of Region VI will benefit greatly from Yolanda’s business development and financial services background,” said SBA Administrator Karen Mills in welcoming Olivarez. “With her experience in both international business and community development, as well as her commitment to serving the community, Yolanda will be a tremendous asset and advocate for small businesses and entrepreneurs across the region, especially at this critical time when so many are facing tough challenges as a result of the recession.”

Olivarez has spent more than 35 years in the trade, commerce and financial services industries. Since 1995 she



has been a senior vice president/commercial lender and business development officer at Wells Fargo Bank. She also served 12 years as a commissioner for the Port of Corpus Christi, where she led public finance bond projects for government entities on the state and federal level. Olivarez was the first woman to chair the commission in its 75 year history.

She has served as a member of several boards and commissions and for her service has been recognized by several organizations, including the National Museum of Mexican Art’s 2009 Sor Juana Women of Achievement Award, the Wall of Honor for Del Mar College, the League of United Latin American Citizens, and the Advance Selena Award. She has also been active in the March of Dimes, United Way, American Heart Association, Texas Tomorrow Fund.

Olivarez and her husband, Ronnie, are the parents of daughter Sofia Anna.

Helping Businesses in Today’s Economy

Lender training scheduled for Sept. 1 and 2

SBA will be conducting Lender Training on the topic of “Helping Businesses in Today’s Economy.” SBA will be presenting information on the Recovery Act Programs and SCORE Counselors to America’s Small Businesses will be presenting information on how they are helping new and existing businesses in these economically challenging times.

Sessions will be held at the following locations:

- ◆ **Oklahoma City** at the Village Library on Sept. 1 from 10 a.m. to Noon,
- ◆ **Tulsa** at the Hardesty Library on Sept. 2 from 10 a.m. to Noon.

Please call or email Bobbie DeBerry to register 405-609-8022 or Roberta.deberry@sba.gov.



2009 RECOVERY ACT



SBA Recovery Efforts Impact to Date:

Loan Volume Has Increased More than 50 Percent: As of August 21, SBA has supported over \$9 billion in small business lending with the approval of \$6.6 billion in loans since Feb. 17. Since the signing of ARRA, weekly loan dollar volume has risen more than 50 percent in the 7(a) and 504 programs, compared to the weekly average before passage.

More Lenders Making Loans: From Feb. 17 to August 21, more than 970 lenders that had not made a loan since Oct. 2008 made 7(a) or ARC loans. Of those, over half had not made a loan since at least 2007.

Broad Support to Small Businesses: A significant share of loans supported by Recovery Act funding has gone to rural (26 percent), minority-owned (20 percent), women-owned (19 percent), and veteran-owned (9 percent) businesses.

Secondary Markets Uptick with 7(a) Loans: After months of reduced activity and lower premiums, the SBA 7(a) secondary market is picking up and premiums are beginning to recover. Over the past three months, the average monthly loan volume settled from lenders to broker-dealers in the 7(a) secondary market has been \$335 million, providing lenders with additional liquidity to increase lending.

ARC Loans Reaching Small Businesses: As of August 21, SBA has approved nearly 1,600 ARC loans totaling over \$50 million.

SBA Recovery Loans

in Oklahoma

- ⇒ As of 8/21/2009, SBA has approved 286 loans that have supported \$78.9 million in lending to Oklahoma small businesses since the signing of ARRA.
- ⇒ 160 small business borrowers have received the 90 percent SBA guarantee. These loans total more than \$45 million.
- ⇒ 18 borrowers have qualified for the American Capital Recovery (ARC) loans, totaling \$609,300.
- ⇒ Since the signing of ARRA 72 borrowers in the Oklahoma County have received SBA loans totaling more than \$12.6 million.
- ⇒ Since the signing of ARRA 99 borrowers in the Tulsa County have received loans more than \$24 million.

NEW FAX NUMBER AT SBA LGPC

SBA's Loan Guaranty Processing Center in Citrus Heights, CA fax number has been changed:

Standard 7a Loan Guaranty Processing Center (LGPC) 6501 Sylvan Road Suite 122 Citrus Heights , CA 95610 Phone: (916) 735-1986 Fax: (916) 735-1975

Pay.gov

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SBA recently issued guidelines for the expansion of Pay.gov usage for SBA lenders. Pay.gov is a free, secure, government-wide financial transaction portal managed by the U.S. Depart-

ment of the Treasury's Financial Management Service. It is convenient, easy-to-use and available seven days a week, 24 hours a day.

Currently, the SBA requires the

use of pay.gov for the payment of up front guaranty fees by all lenders using the 7(a) wizard for long-term 7(a) loans.

Oklahoma Top 10 SBA Lenders & CDCs through July - FY 09

Top volume lenders by number of loans

1	BancFirst	89 loans	\$20,833,700
2	MidFirst Bank	21 loans	\$1,458,400
3	Arvest Bank	19 loans	\$5,746,700
4	Borrego Springs Bank, N.A.	18 loans	\$790,000
5	JP Morgan Chase Bank, N.A.	17 loans	\$1,635,200
6	ONB Bank & Trust Company	11 loans	\$3,875,400
7	Citizens Security Bank & Trust Company	10 loans	\$1,790,000
8	AVB Bank	10 loans	\$1,580,000
9	Innovative Bank	10 loans	\$265,000
10	First Bank of Owasso	9 loans	\$1,106,800

Top volume CDCs by number of loans

1	Small Business Capital Corporation	10 loans	\$7,261,000
2	Rural Enterprises of Oklahoma, Inc.	10 loans	\$4,535,000
3	Tulsa Economic Development Corp.	8 loans	\$2,913,000
4	Metro Area Development Corporation	4 loans	\$1,126,000

Top volume lenders by dollar value of loans

1	BancFirst	89 loans	\$20,833,700
2	Arvest Bank	19 loans	\$5,746,700
3	First Financial Bank	3 loans	\$4,536,000
4	Live Oak Banking Company	2 loans	\$4,000,000
5	ONB Bank & Trust Company	11 loans	\$3,875,400
6	Security Bank	5 loans	\$3,019,400
7	Regent Bank	4 loans	\$2,733,800
8	Bank of the Lakes, N.A.	3 loans	\$2,089,000
9	Commerce Bank, N.A.	3 loans	\$1,900,000
10	First Community Bank Central Texas,	2 loans	\$1,875,000

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Top 10 Oklahoma SBA Loans in July 2009

2009/07/31
EYECARE ASSOCIATES OF SOUTH TULSA
TULSA
\$1,636,000.00
REGENT BANK

2009/07/21
TULSA COMBUSTION, LLC
TULSA
\$1,600,000.00
COMMERCE BANK

2009/07/07
HAPPY DAYS FARM
BLUE JACKET
\$1,330,000.00
FIRST FINANCIAL BANK

2009/07/20
HORTON TOOL
HOMINY
\$1,200,000.00
FIRST NATIONAL BANK IN HOMINY

2009/07/23
SNAK-N-PAK
PAWNEE
\$1,095,600.00
ARMSTRONG BANK

2009/07/09
MORROW AND LAI D.D.S. P.C.
TULSA
\$790,000.00
SMALL BUSINESS CAPITAL CORPORATION

2009/07/17
CAMELOT CHILD DEVELOPMENT
OKLAHOMA CITY
\$586,000.00
SMALL BUSINESS CAPITAL CORPORATION

2009/07/07
PEREKLETOS INC
COWETA
\$495,000.00
BANCFIRST

2009/07/13
CONCESSIONS MANUFACTURING CO.
GROVE
\$395,000.00
BANCFIRST

2009/07/27
2 FELLAS AND A BIG VEHICLE
OKLAHOMA CITY
\$349,400.00
SECURITY BANK