

## OF NOTE...

### Updated SOP 50 10(B) Effective Oct. 1, 2009

SBA has issued Information Notice 5000-1121 outlining the updated lending Standard Operating Procedure. **Changes apply to all applications received after October 1, 2009.** Some of the key changes include:

- Guidance for financing transactions with intangible assets,
- 504 refinancing authority under The Recovery Act
- Guidance on establishing maximum fixed interest rates,
- Revised guidance on post-construction certifications,
- Streamlined required submissions for CLP and PLP applications.

The revised SOP may be found at: <http://www.sba.gov/aboutsba/sbaprograms/elending/reg/index.html>.

Lenders, CDCs and other interested parties may continue to send suggestions concerning the SOP to SBA at [SOP5010Modernization@sba.gov](mailto:SOP5010Modernization@sba.gov).

## NEW! SBA seeks award nominations for 2010 Community/Rural Lender of the Year

Following this year's Small Business Week awards, the Office of Financial Assistance (OFA) has decided to change one of the awards to better reflect the mission and goals of the Agency in a critical business environment. This year OFA would like to recognize an outstanding community or rural lender of the year.

### Who is eligible to be nominated?

The award will go to a Community/Rural lender (under \$1B) that has exhibited an ongoing commitment to supporting the growth and expansion of small businesses that are not able to obtain financing on reasonable terms elsewhere.

### Who may submit nominations for this award?

Nominations for this award will come from the lending community.

### What is the deadline for this award?

November 23, 2009

### What information must the nomination package contain?

Nominations must be typewritten on 8 1/2" X 11" white stationary. Incomplete packages will not be considered. A complete nomination package must include the following information:

- Cover sheet for award for which the nomination is being made.
- Nominator's name and title, district office, telephone and email information.
- Nomination letter, to include a concise statement of the qualities and performance that merit the award, not exceeding 3 pages.

- A "Signature" loan that highlights the SBA program used and how it impacted the community.

- An original 8" X 10" or 5" X 7" photo of the nominee and/or the business.

- Lender contact information including; Name of person who may accept award, address, phone, email.

Note: the successful candidate will be asked to provide a photo for use in Small Business Week promotional materials.

### What are the evaluation/selection criteria for this award?

The candidates should have a presence in their community and utilize several of the SBA loan products, including 7(a), SBA Express, ARC loans and Patriot and Community Express loans. The SBA is looking for lenders who definitely make an impact in their communities through the use of SBA loan programs.

Criteria to consider in making nominations:

- Increase in SBA loan approvals over the past two fiscal years
- Use of different SBA loan programs
- Use of ARRA to assist area businesses
- Signature deals that show SBA's impact in the community
- Outreach and/or increased penetration in underserved constituencies.

For more information on this award please email Darla Booker at [darla.booker@sba.gov](mailto:darla.booker@sba.gov).



## 2009 RECOVERY ACT



### SBA Recovery Efforts Impact to Date:

**Loan Volume Has Increased 60 Percent:** As of September 11, SBA has supported \$10.2 billion in small business lending with the approval of \$7.5 billion in loans since Feb. 17. Since the signing of ARRA, weekly loan dollar volume has risen 60 percent in the 7(a) and 504 programs, compared to the weekly average before passage.

**More Lenders Making Loans:** From Feb. 17 to September 11, more than 1,100 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 (19 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. From May to August, 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 September 11, SBA has approved over 2,200 ARC loans totaling over \$72 million.

### SBA Recovery Loans in Oklahoma

- ⇒ As of 09/14/2009, SBA has approved 313 7(a) and 504 loans supporting \$93,151,564 in lending to Oklahoma small businesses since the Recovery Act was signed into law.
- ⇒ 93 small business borrowers have received the SBA Express loans totaling \$8,558,614.
- ⇒ 22 borrowers have qualified for the American Capital Recovery (ARC) loans, totaling \$723,500.

## Updated ARC Loan Procedural Guide

SBA has updated the America's Recovery Capital (ARC) Loan Program procedural guide.

Some important changes include:

- ⇒ Additional guidance on Qualifying Small Business Loans
- ⇒ Credit cards
- ⇒ Eligible Passive Companies/Operating Companies
- ⇒ Collateral
- ⇒ Credit criteria

To view these and other updates visit:

[http://www.sba.gov/aboutsba/sbaprograms/elending/RECOVERY\\_INFO\\_LENDERS.html](http://www.sba.gov/aboutsba/sbaprograms/elending/RECOVERY_INFO_LENDERS.html)

## Oklahoma Top 10 SBA Lenders & CDCs through August - FY 09

### Top volume lenders by number of loans

1	BancFirst	97 loans	\$21,623,100
2	Arvest Bank	30 loans	\$8,263,100
3	MidFirst Bank	24 loans	\$1,878,400
4	Borrego Springs Bank, N.A.	20 loans	\$830,000
5	JP Morgan Chase Bank, N.A.	18 loans	\$1,670,200
6	ONB Bank & Trust Company	12 loans	\$4,101,100
7	Citizens Security Bank & Trust Company	12 loans	\$1,939,000
8	AVB Bank	11 loans	\$1,775,700
9	Innovative Bank	10 loans	\$265,000
10	Great Plains National Bank	9 loans	\$1,287,700

### Top volume CDCs by number of loans

1	Rural Enterprises of Oklahoma, Inc.	11 loans	\$4,680,000
2	Small Business Capital Corporation	10 loans	\$7,261,000
3	Tulsa Economic Development Corp.	9 loans	\$3,298,000
4	Metro Area Development Corporation	4 loans	\$1,126,000

### Top volume lenders by dollar value of loans

1	BancFirst	97 loans	\$21,623,100
2	Arvest Bank	30 loans	\$8,263,100
3	First Financial Bank	3 loans	\$4,536,000
4	ONB Bank & Trust Company	12 loans	\$4,101,100
5	Live Oak Banking Company	2 loans	\$4,000,000
6	Security Bank	5 loans	\$3,019,400
7	Regent Bank	4 loans	\$2,733,800
8	First Community Bank Central Texas,	3 loans	\$2,355,000
9	Bank of the Lakes, N.A.	3 loans	\$2,089,000
10	Commerce Bank, N.A.	4 loans	\$2,000,000

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## Top 10 Oklahoma SBA Loans in August 2009

2009/08/12

Vassal Well Service, LLC, TULSA  
\$1,560,000.00  
ARVEST BANK

2009/08/14

Brickman Fast Line, Inc., OKEENE  
\$998,000.00  
FARMERS & MERCHANTS NATIONAL BANK

2009/08/19

Plastic Surgery & Dermatology, OKC  
Oklahoma City  
\$995,100.00  
WELLS FARGO BANK

2009/08/05

Williams Chevrolet-Pontiac, STIGLER  
\$986,500.00  
FIRST NATIONAL BANK

2009/08/31

Oklahoma Export, OKC  
\$830,000.00  
BANK OF OKLAHOMA

2009/08/17

Alva Ampride Convenience Store, ALVA  
\$815,000.00  
COMMUNITY BANK

2009/08/11

CiCi's Pizza, ARDMORE  
\$480,000.00  
FIRST COMMUNITY BANK

2009/08/04

eMarket LLC, Tulsa  
\$385,000.00  
TULSA ECONOMIC DEVELOPMENT CORPORATION

2009/08/27

Meats & N More, LLC, WAGONER  
\$382,500.00  
ARVEST BANK

2009/08/28

Kyra Jean Vineyard, Tulsa  
\$350,000.00  
MIDFIRST BANK