

Happy Holidays!

As we come to the end of an exciting and challenging year, we would like to express a special thanks to our lenders and partners for their support of SBA and Oklahoma small businesses.

—The Oklahoma District Staff



News Updates

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The Lender's Advantage is published by the U.S. Small Business Administration's Oklahoma District Office, located at 301 N.W. 6th St. Suite 116, Oklahoma City, OK 73102, to provide relevant and timely information to Oklahoma lenders. **For questions or more information, call Darla Booker, 405-609-8012 or email darla.booker@sba.gov.** All of the SBA's programs and services are provided to the public on a non-discriminatory basis.

Recovery Act Document Requirements

The Office of Financial Assistance is reminding SBA Lenders and Certified Development Companies to make sure that their loan files contain specific documentation in the following areas - these are NEW certifications (requirements) specifically for Recovery Act loans:

•**Borrower certification of hiring practices for 7(a) Loans with the Increased Guaranty:** Prior to first disbursement on a 7(a) loan with the increased guaranty, lenders must require that the Borrower and any Operating Company certify that they have not been determined by the Secretary of Homeland Security or the Attorney General to have engaged in a pattern or practice of hiring an alien, recruiting an alien or referring an alien for a fee for employment in the United States, knowing that the person is an unauthorized alien.

•**Reimbursement of Borrower Fees for 7(a) and 504 Loan Guarantees:** If borrowers had already paid a fee on eligible 7(a) loans and 504 loans approved by SBA on or after February 17, 2009 and before March 16, 2009, lenders and CDC's were sent fee refunds from SBA, which they must use to reimburse borrowers. Lenders and CDC's must document borrower receipt of the refund and be prepared to produce such documentation to SBA upon request. The information notice goes on to remind lenders of new restrictions that the Recovery Act legislation imposes. To view the complete list of documentation required, visit <http://collab.sba.gov/notices/SBA%20Information%20Notices/5000-1134.doc>



By Fred Munden, Lead Loan Officer, Business Development Specialist

What Fred Said....

We're happy to say that the FY 2010 loans have been approved for minority entrepreneurs. Nationwide, minority-owned small business participation has passed and will allow the Agency businesses have received about 20 percent of to build on its success in helping the small the more than \$16.5 billion in small business business community in 2009, especially as lending SBA has supported under the Recovery Act. Remember that SBA's America Recovery Act. Legislation has been introduced in both the House and the Senate to extend the 90% Capital loan program is just "one tool in the guarantee on 7(a) loans and the reduced fees in SBA's toolbox" to help small businesses who both 7(a) and 504 through December 31, 2010. are facing challenges as a result of the recession. This same proposed legislation also raises the SBA's loan program is just "one tool in the guarantee on 7(a) loans and the reduced fees in SBA's toolbox" to help small businesses who both 7(a) and 504 through December 31, 2010. Since FY 2010 began, SBA has approved 10 ARC loans in Oklahoma for \$5 million. The SBA and the Administration \$335,000. That program is expected to run strongly support these changes. through September 2010.

So far this fiscal year, 114 SBA-guaranteed loans have been approved for staff, or if you have any questions about Oklahoma small businesses valued at more than \$33 million. Seventeen percent of these 405-609-8017 or email fred.munden@sba.gov.

News Updates

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1502 Reporting Due Dates

The Schedule of 1502 Report and Payment Due Dates for 7(a) Loans in the 2010 calendar year have been announced. Please view the full notice <http://collab.sba.gov/notices/SBA%20Information%20Notices/5000-1133.doc>

Month	Due Date
JANUARY	6
FEBRUARY	5
MARCH	5
APRIL	7
MAY	5
JUNE	7
JULY	7
AUGUST	5
SEPTEMBER	8
OCTOBER	6
NOVEMBER	5
DECEMBER	5

date. If the Fiscal and Transfer Agent receives a regularly scheduled payment after the expiration of the grace period, a Late Penalty is assessed (subject to a maximum of \$5,000.00). Paragraph 6(c) of SBA Form 1086 describes the components of the Late Penalty. Lenders are billed for Late Penalties at the end of each month. Late Penalties are due to Colson (FTA) with the Lender's next monthly remittance. At left is a schedule of **final** due dates, which includes the grace period of two business days for regularly scheduled payments. Payments received after the final due date will be subject to the Late Penalty.

Pay.gov

Effective immediately, all Lenders using Pay.gov are now able to remit payment through Pay.gov using a "General Ledger" (G/L) account. For additional information, please view the full notice <http://collab.sba.gov/notices/SBA%20Information%20Notices/2000-773.docx>

**2010
Oklahoma
Small Business
Awards
Luncheon
April 6, 2010
at Rose State
College**

Top 10 Oklahoma SBA Loans in November FY 2010

2009/11/02 PERIMETER TECHNOLOGY CENTER
LLC, OKC \$1,666,000.00 BANCFIRST

2009/11/21 LAZARUS OKLAHOMA,
LLC, IDABEL \$1,600,000.00 ONE
WORLD BANK

2009/11/20 NATVARBHAI
BHAKTA, TULSA \$1,280,000.00
FIRST INTERNATIONAL BANK

2009/11/19 AMERICAN INN & SUITES,
PAULS VALLEY \$1,155,000.00 FIRST
WESTERN SBLC, INC

2009/11/21 BROTHERS BOTTLING
COMPANY, LLC, EL RENO \$900,000.00
RCB BANK

2009/11/21 J & S STABILIZATION, INC,
WHEATLAND \$871,000.00 BANCFIRST

2009/11/21 PARADOX PUB AND
GRILL, LLC BROKEN ARROW
\$715,000.00 AVB BANK

2009/11/23 MEDNOW URGENT CARE
CENTER, LLC BROKEN ARROW
\$695,000.00 SMALL BUSINESS CAPITAL
CORPORATION

2009/11/02 CHASTAIN PROPERTIES,
LLC, TUTTLE \$603,000.00 COMPASS
BANK

2009/11/09 NORTH CINCINNATI
PARTY STORE, TULSA \$595,000.00
BANK OF THE LAKES, N.A.

Oklahoma Top 10 SBA Lenders & CDCs through November - FY 2010

Top volume lenders by number of loans

1	BancFirst	18 loans	\$5,469,600
2	Arvest Bank	9 loans	\$1,276,500
3	JP Morgan Chase Bank, N.A.	8 loans	\$1,095,500
4	Borrego Springs Bank, N.A.	8 loans	\$222,000
5	Great Plains National Bank	4 loans	\$1,398,000
6	AVB Bank	4 loans	\$1,051,000
7	Superior Financial Group, LLC	4 loans	\$42,500
8	MidFirst Bank	3 loans	\$236,000
9	Citizens Security Bank & Trust Co.	3 loans	\$205,000
10	The Bank of Union	2 loans	\$1,450,000

Top volume CDCs by number of loans

1	Metro Area Development Corporation	3 loans	\$1,537,000
2	Small Business Capital Corp.	3 loans	\$1,233,000
3	Tulsa Economic Development Corp.	2 loans	\$805,000
4	Rural Enterprises of Oklahoma, Inc.	1 loans	\$169,000

Top volume lenders by dollar value of loans

1	BancFirst	18 loans	\$5,469,600
2	First Financial Bank	1 loan	\$1,962,000
3	The First National Bank	1 loan	\$1,660,000
4	One World Bank	1 loan	\$1,600,000
5	State Bank of Ashland	1 loan	\$1,600,000
6	The Bank of Union	2 loans	\$1,450,000
7	Great Plains National Bank	4 loans	\$1,398,000
8	RCB Bank	2 loans	\$1,390,000
9	Idabel National Bank	1 loan	\$1,324,000
10	First International Bank	1 loan	\$1,280,000

Top volume CDCs by dollar value of loans

1	Metro Area Development Corporation	3 loans	\$1,537,000
2	Small Business Capital Corp.	3 loans	\$1,233,000
3	Tulsa Economic Development Corp.	2 loans	\$805,000
4	Rural Enterprises of Oklahoma, Inc.	1 loans	\$169,000

Oklahoma Lending Stats

October 1, 2009—December 18, 2009

Lenders who have made an SBA Loan in Oklahoma or participated in the 504 Loan program as a third party lender.

Stats do not include loans that were approved but then cancelled.

Lender Name	Total Loans YTD	Orig Gross Amt	504 Part.	504 Part. \$
ACB BANK	2	\$635,000.00		
AMERICAN BANK OF TEXAS	1	\$250,000.00		
ARVEST BANK	11	\$1,581,000.00		
AVB BANK	4	\$1,051,000.00		
BANCFIRST	23	\$5,769,600.00	1	\$231,000.00
BANK OF HYDRO	1	\$55,000.00		
BANK OF THE LAKES, NATIONAL ASSOCIATION	2	\$889,100.00		
BANK OF OKLAHOMA, NATIONAL ASSOCIATION			1	\$1,794,000.00
BORREGO SPRINGS BANK, N.A.	10	\$282,000.00		
CENTURY BANK OF OKLAHOMA	1	\$152,000.00		
CITIZENS SECURITY BANK & TRUST COMPANY	3	\$205,000.00		
COMMERCE BANK, NATIONAL ASSOCIATION	1	\$420,000.00		
COMPASS BANK	1	\$603,000.00		
EXCHANGE BANK AND TRUST COMPANY	1	\$88,500.00		
FARMERS STATE BANK	1	\$35,000.00		
FIDELITY BANK	1	\$389,000.00		
FIRST BANK & TRUST CO.	2	\$754,400.00		
FIRST BANK OF OWASSO	2	\$160,000.00	1	\$370,000.00
FIRST FINANCIAL BANK	1	\$1,962,000.00		
FIRST INTERNATIONAL BANK	1	\$1,280,000.00		
FIRST NATIONAL BANK AND TRUST COMPANY OF WEATHERFORD	1	\$700,000.00		
FIRST NATIONAL BANK OF OKLAHOMA	1	\$35,000.00		
FIRST WESTERN SBLC, INC	1	\$1,155,000.00		
GREAT PLAINS NATIONAL BANK	4	\$1,398,000.00		
IDABEL NATIONAL BANK	1	\$1,324,000.00		
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	7	\$717,500.00		
MIDFIRST BANK	1	\$171,000.00		
NBC OKLAHOMA	1	\$100,000.00		
ONB BANK AND TRUST COMPANY	3	\$559,800.00		
ONE WORLD BANK	1	\$1,600,000.00		
PEOPLES BANK & TRUST CO	1	\$335,000.00		
RCB BANK	4	\$3,365,000.00	1	\$173,200.00
REGENT BANK	1	\$197,700.00	1	\$807,500.00
SECURITY BANK	1	\$227,500.00	1	\$180,750.00
STATE BANK OF ASHLAND	1	\$1,600,000.00		
SUMMIT BANK			1	\$860,000.00
SUPERIOR FINANCIAL GROUP, LLC	5	\$47,500.00		
THE BANK OF UNION	2	\$1,450,000.00		
THE FIRST NATIONAL BANK	1	\$1,660,000.00		
THE FIRST NATIONAL BANK AND TRUST COMPANY OF BROKEN ARROW	2	\$70,000.00		
THE FIRST NATIONAL BANK AND TRUST COMPANY, CHICKASHA	1	\$35,000.00		
THE FIRST NATIONAL BANK OF DAVIS	1	\$994,700.00		
UNION BANK			2	\$376,000.00