



THE LENDER'S ADVANTAGE

Oklahoma District Office, www.sba.gov/ok

September 2010

Sept. 22 Final Date to submit Recovery Loan Apps

The last dates for the acceptance of Recovery loan applications by SBA as well as the end of the SBA Recovery Loan Queues have been announced..

Recovery loan applications that will be processed on a non-delegated basis must be submitted to SBA by 11:00 p.m. EST on September 22, 2010, to be eligible to be placed in the SBA Recovery Loan Queues if conditionally approved by SBA. The appropriate SBA processing center must receive all documentation completed in full by September 22, 2010.

Recovery loan applications submitted under delegated authority

through E-tran must be transmitted to SBA no later than 11:00 p.m. EST on September 30, 2010.

Applications for Recovery loans received by an SBA processing center after 11:00 p.m. EST on September 22, 2010 will be processed and approved as non-Recovery loans. The SBA guaranty percentages and fees for non-Recovery loans will apply. For E-tran users, E-tran will not accept Recovery loan applications after 11:00 p.m. EST on September 30, 2010.

For more information, please contact the Oklahoma District Office at 405-609-8000.

Yolanda Garcia Olivarez
Region VI
Regional Administrator

CONTACT US:

District Director
Dorothy "Dottie" Overal
405-609-8011
dorothy.overal@sba.gov

Deputy District Director
Tim Jeffcoat
405-609-8020
timothy.jeffcoat@sba.gov

Lead Business Develop.
Specialist
Fred Munden, 405-609-8017
fred.munden@sba.gov

Lender Relations Specialist
Sandra Ransome, 405-609-8019
sandra.ransome@sba.gov

Lender Relations Specialist
Cindi Anderson, 405-609-8018
cindi.anderson@sba.gov

Program Support Assistant
Bobbie DeBerry, 405-609-8022
roberta.deberry@sba.gov

Oklahoma Top 10 SBA Lenders & CDCs thru August - FY 2010			
Top volume lenders by number of loans			
1	BancFirst	86 loans	\$24,955,800
2	Arvest Bank	56 loans	\$10,611,200
3	JP Morgan Chase Bank, N.A.	39 loans	\$5,987,300
4	Borrego Springs Bank, N.A.	24 loans	\$932,000
5	Superior Financial Group, LLC	24 loans	\$247,500
6	MidFirst Bank	20 loans	\$1,873,400
7	ONB Bank & Trust Company	18 loans	\$6,122,616
8	Great Plains National Bank	15 loans	\$7,414,800
9	Security Bank	12 loans	\$8,919,000
10	Citizens Security Bank & Trust Company	9 loans	\$5,392,500
Top volume CDCs by number of loans			
1	Metro Area Development Corporation	23 loans	\$8,925,000
2	Rural Enterprises of Oklahoma, Inc.	21 loans	\$7,445,000
3	Small Business Capital Corp.	17 loans	\$7,277,000
4	Tulsa Economic Development Corp.	8 loans	\$3,722,000
Top volume lenders by dollar value of loans			
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6	JP Morgan Chase Bank, N.A.	39 loans	\$5,987,300
7	Citizens Security Bank & Trust Company	9 loans	\$5,392,500
8	RCB Bank	9 loans	\$5,180,400
9	First Financial Bank	4 loans	\$3,601,500
10	ACB Bank	7 loans	\$3,062,800
Top volume CDCs by dollar value of loans			
1	Metro Area Development Corporation	23 loans	\$8,925,000
2	Rural Enterprises of Oklahoma, Inc.	21 loans	\$7,445,000
3	Small Business Capital Corp.	17 loans	\$7,277,000
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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.

New SBA Loan Procedures Effective Oct. 1

The SBA Office of Financial Assistance has issued an update to The Standard Operating Procedure (SOP) 50 10 5 (c), effective Oct. 1. The revised SOP may be found at <http://www.sba.gov/aboutsba/sbaprograms/elending/reg/index.html>.

Many of the changes are in response to questions and comments received from lenders and CDCs through the SOP mailbox or through the district offices and processing centers. The changes identified below fall into two categories: simplification and risk management.

Changes include:
Changes Resulting in Simplification of the Loan Application Process including Expanding

the Definition of Eligible Small Businesses and Expanding the Eligible Uses of Proceeds

- ◆ Passive Income Definition
- ◆ Other Real Estate Owned (OREO) transactions
- ◆ Interest Rate changes between application and first disbursement
- ◆ Debt refinancing
- ◆ Export Working Capital Program
- ◆ Amortization of Third Party Loan (TPL)
- ◆ Exception to Policy Authority
- ◆ 504 Borrowed Equity
- ◆ Public Policy Goal - use of a military base closing as a public policy goal to permit a

larger loan

- ◆ Small/Rural Lender Advantage

Changes that Seek to Improve SBA's Management of Risk

- ◆ Source of Equity and documentation
- ◆ Business Acquisitions
- ◆ Delegated Lender Criteria
- ◆ SBA Form 912 amendments

For more information, please contact the Oklahoma District Office at 405-609-8012.

American Recovery Capital Loan Program Ends Sept. 30

SBA's America's Recovery Capital Loan (SBA's ARC Loan) Program is a temporary guaranteed loan program authorized under the American Recovery and Reinvestment Act of 2009 enacted February 17, 2009. This Program will end on **September 30, 2010**. [See full notice—http://collab.sba.gov/notices/SBA%20Information%20Notices/5000-1168.doc](http://collab.sba.gov/notices/SBA%20Information%20Notices/5000-1168.doc) which outlines options for lenders prior to the Program ending.

As we approach the conclusion of the SBA's ARC Loan Program, the Agency advises its non-delegated lenders that the 7(a) Loan Guaranty Processing Center (7(a) LGPC) will be accepting SBA's ARC loan packages until September 20, 2010. By submitting loan packages by this deadline, non-delegated lenders will allow the 7(a) LGPC ample time to review and process the loan packages provided that a complete package is received by the 7(a) LGPC.

Any delegated lenders that wish to submit an SBA's ARC Loan application through E-tran may do so until September 28, 2010. At

their own risk, lenders with delegated authority may submit loan applications on E-tran through September 30, 2010. In the event that the loan application is rejected on September 30, 2010, by E-tran, the SBA will only have the capability to attempt to review the request if it was rejected as a result of a "high score." However, the SBA cannot guarantee that such loans will be processed by the September 30, 2010,

ARC Loan National Stats as of Sept. 10, 2010

of ARC loans approved: 8,419
approved last week (9/3-9/10): 29
Total \$ amount of loans approved: \$221,316,535
Average loan size: \$32,345

ARC Loan Oklahoma Stats as of Sept. 10, 2010

of ARC loans approved: 57
Total \$ amount of loans approved: \$1,890,475

Top Lenders	# approvals
JP Morgan Chase Bank Natl Assoc	747
Wells Fargo Bank Natl Assoc	560
Zions First National Bank	329
Peoples Bank	290
SunTrust Bank	194
First Mid-Illinois BK & Trust	90
Albina Community Bank	86
First Finan Bank Natl Assoc	77
Flathead Bank of Bigfork	67
Other	5,979
Top Industries (2-digit NAICS codes)	# approvals
Retail Trade	1,322
Construction	1,291
Manufacturing	1,059
Professional, Scientific, and Technical Services	900
Other Services (except Public Administration)	636
Accommodation and Food Services	634
Agriculture, Forestry, Fishing and Hunting	579
Other	1,998