

October 2010
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All SBA programs and services are provided on a nondiscriminatory basis.

Lender Rankings – Fiscal Year 2010 October 1, 2009 thru September 30, 2010

LRGV/CCBO Top 10 Volume 7(a) Lenders

1. BBVA Compass	27	\$6,405,100
2. JP Morgan Chase	17	\$4,727,300
3. First Community Bank – CC	16	\$1,865,900
4. American Bank, N.A.	15	\$3,040,000
5. Lone Star National Bank	8	\$2,411,900
6. Superior Financial Group	8	\$70,000
7. Wells Fargo Bank	7	\$3,127,500
8. ValueBank Texas	5	\$1,555,000
9. Borrego Springs Bank, N.A.	3	\$75,000
10. Innovative Bank	3	\$60,000

LRGV/CCBO Top 5 Volume CDC's

1. Accion Texas, Inc.	7	\$5,960,000
2. Texas Certified Development C0.	7	\$2,851,000
3. Capital Certified Development Corp.	4	\$1,567,000
4. South Texas Business Fund	1	\$348,000
5. Brownsville Local Development Co.	1	\$181,000

LRGV/CCBO Top 5 Volume Third Party 504 Lenders

1. American Bank, N.A.	4	\$2,957,258
2. Lone Star National Bank	3	\$2,795,910
3. JP Morgan Chase Bank, N.A.	2	\$1,662,769
4. First Victoria National Bank	2	\$578,000
5. Mercantile Capital Corporation	1	\$3,085,000

For complete lender ranking, visit: www.sba.gov/tx/harlingen

Small Business Jobs Act of 2010

The Small Business Jobs Act, signed by President Obama on September 27, will provide critical resources to help small businesses continue to drive economic recovery and create jobs. The new law extends the successful SBA Recovery loans while offering billions more in lending support and tax breaks for entrepreneurs and small business owners.

New Law Puts More Capital in the Hands of Entrepreneurs and Small Business Owners

- Recovery Act Loans Extension – \$14 billion more in lending support
 - The law will extend SBA Recovery loans (with the 90% guarantee and reduced fees) through December 31, 2010. The \$505 million for Recovery loans in this new law will support about \$14 billion in overall small business lending. More than 1,400 small businesses that have been in a queue waiting for this bill to become law will be funded in a matter of days.
 - Since passage of the Recovery Act, SBA has supported nearly 70,000 Recovery loans, turning \$680 million in taxpayer dollars into more than \$30 billion in lending support.
- Higher Loan Limits – significantly increases maximum loan sizes in top loan programs
 - The law will permanently increase 7(a) and 504 limits from \$2 million to \$5 million (for manufacturers in 504 loan program, up to \$5.5 million).
 - The law will permanently increase microloan limits from \$35,000 to \$50,000, helping larger entrepreneurs with start-up costs and small business owners in underserved communities.

Small Business Jobs Act of 2010 (cont.)

- Alternative Size Standards – more small businesses eligible to get SBA loans
 - The law expands the number of businesses eligible for SBA loans by increasing the alternate size standard to those small businesses with less than \$15 million in net worth and \$5 million in average net income.
- Temporary Enhancements to Help with Working Capital, Commercial Real Estate Refinancing
 - The law will increase maximum amount of SBA Express loans from \$350,000 to \$1 million (expires 9/27/2011).
 - The law will allow some small businesses to refinance their owner-occupied commercial real estate mortgages into the 504 loan program (expires 9/27/2012).
- Dealer Floor Plan Pilot Extension, Expansion
 - The pilot program (begun 2009) will be extended to 2013.
 - After the \$5-million loan limit is implemented, this will help even more small businesses owners who sell cars, RVs, boats, other titleable inventory.
- Small Business Intermediary Lending Pilot
 - The law provides \$16 million over the next three years for an intermediary-facilitated microloan program that will target small businesses needing microloans up to \$200,000.

New Law Strengthens Small Businesses' Ability to Compete for Contracts, Including Recommendations from the President's Task Force on Federal Contracting Opportunities for Small Business

- Equal Treatment across Federal Contracting Programs
 - The law reaffirms “parity” among federal small business contracting programs. Contracting officers will be free to choose among businesses owned by women and service-disabled veterans, as well as those participating in HUBZone and 8(a) programs, and soon the women's contracting program when conducting contracts that are set-aside for small business.
- Better Playing Field for Small Businesses – more accountability, integrity, transparency
 - The law gives agency procurement officers more ability to provide both large prime contracts and microcontracts to small businesses. The law makes it harder for agencies to “bundle” contracts, a practice that often takes opportunities away from small business. The law also has stronger enforcement so agencies will be held more accountable for reaching small business goals.
 - The law enforces stronger subcontracting plan requirements for large prime contractors to ensure small businesses are utilized in subcontracting. It also discourages late payments to small subcontractors.
 - The law enforces SBA's continuing efforts to combat fraud, waste, and abuse. Federal agencies, including the Department of Justice, will have more ability to vigorously pursue companies that win contracts by misrepresenting their small business status.
- Small Business Teaming Opportunities
 - The law provides \$10 million for a new pilot that provides grants that will help small businesses team up with each other to compete for larger and more complex federal government contracts.

New Law Promotes Small Business Exporting, Building on the President's National Export Initiative

- Export Express Pilot Becomes Permanent
 - The law turns the Export Express pilot loan program into a permanent program with 90% guarantees for loans up to \$350,000 and 75% for loans between \$350,000 and \$500,000.
- State Trade and Export Promotion Grants Pilot
 - The law provides \$60 million in competitive grants over next three years for states to help small business owners with exporting.
- Increased Staff and Strengthened Export Counseling Resources.

Law Expands Training and Counseling:

- Major Investment in Counseling and Training
 - The law provides \$50 million in grants available to Small Business Development Centers.
- More Opportunities in Export Counseling (see above)

New Law Provides \$12 Billion in Tax Relief to Help Small Businesses Invest in their Firms, Create Jobs

- Extension, Expansion of Tax Cuts – 8 Tax Cuts
 1. The highest small business expensing limit ever, of \$500,000
 2. Carry-back provisions on net operating losses of up to 5 years
 3. Accelerated/bonus depreciation
 4. Zero capital gains taxes for those who invest in small businesses
 5. Increased deductions for start-ups
 6. Deductions for employer-provided cell phones
 7. Deductions for health insurance costs for the self-employed
 8. Limitations on penalties for errors in tax reporting that disproportionately affect small business

Beyond SBA:

- Small Business Lending Fund – \$30 billion (administered by Treasury)
 - The law will provide smaller community banks with low cost capital (as low as 1%) if they go above and beyond 2009 small business lending levels.
- Establishes State Small Business Credit Initiative (administered by Treasury)
 - The law will provide up to \$1.5 billion to States to support state run small business lending programs.

Important Notices for FY 2011

- [5000-1179](#) Calendar Year 2011 Schedule of 1502 Report & Payment Due Dates for 7(a) Loans
 - [5000-1178](#) 504 First Mortgage Loan Pool Program Fees Effective On October 1, 2010
 - [5000-1177](#) Loan Agent Data Submission for 7(a) Loans
 - [5000-1175](#) Small Business Jobs Act: New Alternative Size Standard for 7(a) and 504 Loans
 - [5000-1174](#) Small Business Jobs Act: Dealer Floor Plan Pilot Program
 - [5000-1173](#) Small Business Jobs Act: Extension of Authority for 7(a) and 504 Recovery Loans
 - [5000-1172](#) 7(a) and 504 Fees Effective On October 1, 2010
 - [5000-1171](#) 504 Debenture Funding Schedule for Calendar Year 2011
 - [5000-1170](#) 1st Quarter "Peg" Rate and Direct Interest Rate
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