

October 2008

INFORMATION

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Standard 7(a) Loan Guaranty Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
Phone: (916) 735-1515
ext. 4368
Contact: Dusty Rhoads
Fax: (916) 930-2180

OR

262 Black Gold Blvd.
Hazard, KY 41701
Contact: Clarence Woods
Phone: 606-436-0801
ext. 229
Fax: (606) 435-2400
E-mail:
loanprocessing@sba.gov

Fresno Servicing Center

Fresno, CA
(559) 487-5650
(559) 487-5803 Fax

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 Fax

504 & PLP Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

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

FY '08 Wrap-Up, SBA and the Credit Crunch

Dear Lender:

Please accept our appreciation and thanks on behalf of Iowa small businesses for your efforts this Fiscal Year. In light of the disasters that have hit our state this year, as well as the economic challenges we've faced, we can be proud of what we've done together.

This past year, we provided 741 loans for \$188.8 million (not included in this number are the 3,502 disaster loans for \$236.4 million to homeowners, renters and businesses).

Though this represents a 9.8 percent decrease in numbers, it represents a 3.2 percent increase in dollars. Iowa is one of just a few states in which the dollar amount of SBA loans increased and we feel this is because our lending partners have continued to provide credit to start-up and existing small businesses who wish to pursue it.

While the tightening of credit hasn't (and may not) become as big an issue in Iowa as it has been in other states, in response to the financial crisis, the SBA is strongly encouraging its participating 7(a) lenders and Certified Development companies to work with business borrowers to provide them with the flexibility they need to keep their businesses running during these difficult economic times.

As access to credit and capital has tightened, many businesses face increased challenges in meeting their financial obligations. This is especially true of small businesses hit hard by the recent economic slowdown that are now unable to make payroll, or purchase essential inventory.

SBA is reminding participating lenders they have the authority on a case-by-case basis to extend temporary payment relief for qualifying borrowers with 7(a) and 504 loans who are struggling to make their payments.

"The SBA is here to help small businesses during these difficult economic times. We are encouraging our lending partners to follow suit by extending three-month payment deferments on their SBA guaranteed loans to qualified borrowers who need relief," said SBA Acting Administrator Sandy K. Baruah in a statement issued Monday, October 20th. "We recognize that small business owners are faced with challenging decisions right now. By providing three-month deferments to qualifying borrowers

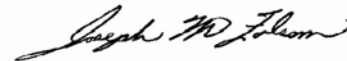
who are struggling, our lending partners can help small business owners free up the capital they need to maintain their businesses."

If a deferment longer than three consecutive monthly payments is needed for a loan, borrowers can work directly with their lenders who in turn will work closely with the SBA to identify the best solution.

At the same time, the SBA is asking its lenders not to broadly call borrower loans due to changing financial variables, such as fluctuations in personal credit scores, declining collateral values, and reduced home equity, which are currently affected by the disruption in the financial markets. The SBA has issued a notice that will be distributed widely to its lenders and 120 field offices encouraging them to look at these cases individually and to work with individual borrowers in order to facilitate the longer term success of these small businesses.

If you have customers who are in need of deferment or other assistance, please contact the Des Moines District or Cedar Rapids Branch Office.

Sincerely



Joseph M. Folsom
District Director

SBA "TIPS AND TIDBITS"

Servicing Action Contacts

We get many questions about contact information for Regular Servicing Actions, 503/504 Liquidations, and SBA Express Purchases.

Attached to this newsletter, you'll find detailed information on each of these requests, including information on how your request is assigned, who it's assigned to, as well as contact information.

As always, if you have questions about an action, you are welcome to contact either the Des Moines District or Cedar Rapids Branch Offices.

MARK YOUR CALENDAR!**“Straight Talk from the Processing Center Director”****Wednesday, November 12th 11 a.m. CST***Spend an hour hearing from and discussing issues with SBA Processing Center Director Frank Pucci***Key topics will include:**

- Change of ownership – documentation, business valuations, recurring problems the center sees,
- seller working for buyer, blue sky
- Debt refinance – documentation, piggyback problems, credit scores, what doesn't fly
- Environmental investigations – documentation, “Is there anyway to finance a c-store these days?”
- Topics to help lenders submit “workable” packages!!!
- 15 minutes or so per topic – and time for questions.

*This session will be held via SBA's ReadyTalk Conference Call System***Phone Number:** 1-866-740-1260**Passcode:** 3092460 followed by the #**SBA Lender Activity Report for September**

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
US BANK	IOWA	7	\$366,200	BANKERS TRUST CO.	CEDAR RAPIDS	1	\$189,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	6	\$1,847,000	MAQUOKETA STATE BANK	MAQUOKETA	1	\$160,000
COMMUNITY STATE BANK	INDIANOLA	4	\$420,100	RACCOON VALLEY BANK	PERRY	1	\$160,000
FIRST AMERICAN BANK	FT. DODGE	3	\$900,000	STATE SAVINGS BANK	WDM	1	\$153,500
SIOUXLAND ECON. DEV. CORP.	SIOUX CITY	3	\$813,000	NORTHWOODS STATE BANK	MASON CITY	1	\$150,000
WELLS FARGO BANK	IOWA	3	\$425,200	UNION STATE BANK	WINTERSET	1	\$149,000
CIT SMALL BUSINESS LENDING	NEW JERSEY	2	\$1,285,000	FARMERS SAVINGS BANK	KEOTA	1	\$128,000
BLACK HAWK ECON. DEV.	WATERLOO	2	\$518,000	COMMUNITY SOUTH BANK	TENNESSEE	1	\$125,700
LIBERTY BANK	WDM	2	\$346,300	HEARTLAND BANK	SOMERS	1	\$120,728
VANTUS BANK	SIOUX CITY	2	\$225,000	NORTHWEST BANK	SPENCER	1	\$120,000
FIRST STATE BANK	WEBSTER CITY	2	\$175,000	FIRST CITIZENS NATIONAL BANK	MASON CITY	1	\$110,000
FIRST CENTRAL STATE BANK	DE WITT	2	\$91,800	KERNDT BROTHERS SVGS BANK	LANSING	1	\$85,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	2	\$55,000	IOWA STATE BANK	BURLINGTON	1	\$80,000
GRABILL BANK	INDIANA	2	\$25,000	COMMUNITY NATIONAL BANK	WATERLOO	1	\$70,000
FIRST SOUTHEAST BANK	MINNESOTA	1	\$455,000	CLEAR LAKE BANK & TRUST CO.	CLEAR LAKE	1	\$65,000
CORRIDOR STATE BANK	CORALVILLE	1	\$360,000	GATEWAY STATE BANK	CLINTON	1	\$64,000
WEST BANK	WDM	1	\$350,000	HILLS BANK AND TRUST CO.	HILLS	1	\$50,000
IOWA STATE BANK	HULL	1	\$344,600	DUPACO COMMUNITY CU	DUBUQUE	1	\$45,000
EXCEL NATIONAL BANK	CALIFORNIA	1	\$340,000	BANK IOWA	ALTOONA	1	\$35,000
DUTRAC COMMUNITY CU	DUBUQUE	1	\$300,000	CITIZENS STATE BANK	MONTICELLO	1	\$11,000
THE SECURITY NATIONAL BANK	SIOUX CITY	1	\$190,000	CEDAR RAPIDS BANK AND TRUST	CEDAR RAPIDS	1	\$50,000

The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of September

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
FARMERS STATE BANK	MARION	3	\$1,033,500	HERITAGE BANK	TENNESSEE	1	\$775,000
FIRST NATIONAL BANK	WAVERLY	2	\$630,220	IOWA STATE BANK	SANBORN	1	\$126,386
WELLS FARGO BANK	IOWA	2	\$586,500	PEOPLES BANK	SHELDON	1	\$99,282
FIRST CENTRAL STATE BANK	LE CLAIRE	1	\$880,000				

FY 2008 SBA LOAN APPROVALS FOR IOWA – BY NUMBER OF LOANS**NOTE: Lender location is determined by MAIN OFFICE location, unless lender is a National or multi-state lender**

LENDER NAME	LOCATION	#	AMOUNT
US BANK	IOWA	70	\$4,477,600
FIRST AMERICAN BANK	FT. DODGE	65	\$26,115,039
WELLS FARGO BANK	IOWA	42	\$8,592,600
SIOUXLAND ECON DEV. CORP.	SIOUX CITY	34	\$13,006,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	30	\$12,502,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	21	\$2,279,550
HILLS BANK AND TRUST CO.	HILLS	19	\$1,997,500
COMMUNITY NATIONAL BANK	WATERLOO	18	\$2,887,900
BLACK HAWK ECONOMIC DEV.	WATERLOO	17	\$4,433,000
LIBERTY BANK, FSB	WDM	16	\$3,584,800
CEDAR RAPIDS BANK AND TRUST	CEDAR RAPIDS	15	\$3,919,787
FIRST CENTRAL STATE BANK	DE WITT	15	\$1,698,100
BANK IOWA	ALTOONA	14	\$4,488,198
COMMUNITY STATE BANK	INDIANOLA	13	\$1,069,800
DUPACO COMMUNITY CU	DUBUQUE	11	\$468,300
AMERICAN ENTERPRISE BANK	ILLINOIS	10	\$9,200,600
FIRST CITIZENS NATIONAL BANK	MASON CITY	10	\$3,580,700
IOWA STATE BANK	DES MOINES	10	\$653,000
MIDWESTONE BANK	IOWA CITY	9	\$4,101,600
E.C.I.A. BUSINESS GROWTH, INC.	DUBUQUE	9	\$3,803,000
IOWA STATE BANK	WAPELLO	8	\$1,649,000
QUAD CITY BANK AND TRUST CO.	BETTENDORF	8	\$1,157,700
FARMERS STATE BANK	MARION	8	\$985,400
CORPORATION FOR ECON. DEV.	DES MOINES	7	\$4,192,000
DUTRAC COMMUNITY CU	DUBUQUE	7	\$832,000
CLEAR LAKE BANK & TRUST CO.	CLEAR LAKE	7	\$630,798
VALLEY BANK	MOLINE	6	\$2,286,000
WEST BANK	WDM	6	\$1,258,000
POLK COUNTY BANK	JOHNSTON	6	\$914,000
VANTUS BANK	SIOUX CITY	6	\$896,500
FARMERS STATE BANK	WATERLOO	6	\$810,000
CAPITAL ONE BANK	VIRGINIA	6	\$210,000
CHARTER BANK	JOHNSTON	5	\$3,026,500
CIT SMALL BUSINESS LENDING	NEW JERSEY	5	\$2,784,000
NORTHWEST BANK	SPENCER	5	\$2,042,000
NORTHWOODS STATE BANK	MASON CITY	5	\$1,740,000
AMERICAN NATIONAL BANK	HOLSTEIN	5	\$1,213,000
COMMUNITY 1ST CU	OTTUMWA	5	\$527,154
GREEN BELT BANK & TRUST	IOWA FALLS	5	\$507,500
MIDSTATES BANK	HARLAN	5	\$352,000
UPS CAPITAL BUSINESS CREDIT	CONNECTICUT	4	\$3,758,000
BANKERS TRUST CO.	CEDAR RAPIDS	4	\$1,064,000
COMMUNITY STATE BANK	ANKENY	4	\$808,700
FAMILY MERCHANTS BANK	CEDAR RAPIDS	4	\$530,355
PRIMEBANK	LE MARS	4	\$416,808
CITIZENS STATE BANK	MONTICELLO	4	\$183,000
BANK OF AMERICA	IOWA	4	\$60,000
SUPERIOR FINANCIAL GROUP	CALIFORNIA	4	\$35,000

LENDER NAME	LOCATION	#	AMOUNT
AMERICAN NATIONAL BANK	NEBRASKA	3	\$672,500
BANK OF THE WEST	UTAH	3	\$609,000
UNITED BANK OF IOWA	IDA GROVE	3	\$495,300
AMES COMMUNITY BANK	AMES	3	\$460,000
STATE SAVINGS BANK	CRESTON	3	\$373,750
FIRST NATIONAL BANK AMES	AMES	3	\$324,000
AMERICAN STATE BANK	SIOUX CENTER	3	\$283,500
FIRST STATE BANK	WEBSTER CITY	3	\$225,000
BANK MIDWEST	SPIRIT LAKE	3	\$177,700
LINCOLN SAVINGS BANK	CEDAR FALLS	2	\$2,154,000
COMMUNITY SOUTH BANK	TENNESSEE	2	\$1,772,700
FIRST BANK	WDM	2	\$1,630,875
FARMERS & MERCHANTS SVGS	MANCHESTER	2	\$1,550,000
SMALL BUSINESS GROWTH CORP	ILLINOIS	2	\$854,000
CORRIDOR STATE BANK	CORALVILLE	2	\$700,000
HERITAGE BANK	HOLSTEIN	2	\$640,000
PEOPLES BANK	ROCK VALLEY	2	\$542,509
GATEWAY STATE BANK	CLINTON	2	\$529,000
EXCHANGE STATE BANK	ADAIR	2	\$480,000
STATE CENTRAL BANK	KEOKUK	2	\$362,000
EAGLE VALLEY BANK	WISCONSIN	2	\$342,000
FIRST NATL BANK OF OMAHA	OMAHA	2	\$334,700
GREAT WESTERN BANK	SOUTH DAKOTA	2	\$320,000
BANCO POPULAR N. AMERICA	NEW YORK	2	\$310,000
CITIZENS BANK	MICHIGAN	2	\$247,000
PEOPLES STATE BANK	ALBIA	2	\$220,000
IOWA BANK	BELLEVUE	2	\$194,500
BANKIOWA	CEDAR RAPIDS	2	\$187,400
NEBRASKA ECON. DEV. CORP.	NEBRASKA	2	\$140,000
GUARANTY BANK AND TRUST CO.	CEDAR RAPIDS	2	\$130,000
ASSOCIATED BANK	WISCONSIN	2	\$67,400
AMERICAN STATE BANK	OSCEOLA	1	\$2,000,000
BBB FUNDING, LLC	ILLINOIS	1	\$2,000,000
FIRST STATE BANK	LYNNVILLE	1	\$1,650,000
BANK IOWA	HUMBOLDT	1	\$1,450,000
LINN COUNTY STATE BANK	COGGON	1	\$1,181,354
SECURITY SAVINGS BANK	EAGLE GROVE	1	\$1,050,000
COMMERCE BANK	NEW JERSEY	1	\$880,000
FIRST BANK OF BALDWIN	WISCONSIN	1	\$835,000
PLAINS COMMERCE BANK	SOUTH DAKOTA	1	\$770,000
MOUNT VERNON BANK & TRUST	MT VERNON	1	\$526,500
MARION COUNTY STATE BANK	PELLA	1	\$520,000
FIRST NATIONAL BANK	FAIRFIELD	1	\$500,000
FIRST NATL BNK OF FARRAGUT	SHENANDOAH	1	\$500,000
MUTUAL OF OMAHA BANK	ARIZONA	1	\$492,000
FIRST SOUTHEAST BANK	MINNESOTA	1	\$455,000
DUBUQUE BANK AND TRUST CO	DUBUQUE	1	\$450,000
MOUNTAIN 1ST BANK & TRUST	N. CAROLINA	1	\$450,000

