

The Lender's Advantage

U.S. Small Business Administration



Your Small Business Resource

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Stephen D. Umberger
District Director

Edward Knox
Lender Relations
Specialist
edward.knox@sba.gov
(410) 962-6195 ext 309

10 South Howard St
Suite 6220
Baltimore, MD 21201
www.sba.gov/md

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District Director's Desk:

Happy New Year—Fiscal Year that is! We are already a few weeks into October and Fiscal Year 2010 is off to a great start. However, we still have a bit of housekeeping from Fiscal Year 2009 to take care of, namely the Top Ten Lender ranking. This year the top spot goes to M&T Bank. Congratulations M&T on a job well done!

Look closely at the final lender ranking included in this newsletter. It was a tight race between many of the slots. Kudos to K-Bank for a strong finish, coming in at spot 2.

I'd like to thank each of the lenders on the list. It's been a tough year for the small business community, comprised of our friends and neighbors. Without each and every one of you excelling at your jobs, those small businesses and the Maryland economy as a whole, would be in far worse shape. There are a number of lenders out there—and you know who you are—who went above and beyond the call of duty, assisting your clients in their time of need, whether for a \$35,000 ARC loan or in restructuring current debt. You represent traditional banking values, where the business owner is a person not just a number. Please accept our sincere thanks and best wishes for continued success.

Be sure to visit us on the web for current SBA lending information and helpful resources that you can share with your clients. Check back often; we're adding new items regularly, www.sba.gov/localresources/md.

SBA Lending News:

The New SOP 50 10 5(B) is now the official SOP. This SOP became effective on October 1, 2009. This version of the SOP will apply to all applications received by SBA on or after October 1, 2009. The next revision to the SOP is scheduled for 12 months from now.

As with previous editions of SOP 50 10 5, SBA has posted two versions on the web site. The first version shows all changes as “tracked changes” to enable users to more easily identify what has been modified. The second version incorporates all of the changes into the document. The revised SOP may be found at <http://www.sba.gov/aboutsba/sbaprograms/elending/reg/index.html>.

The ARC \$35,000 Loan Product is still available. The best place for a lender or a business owner to obtain information on this loan product is to go to <http://www.sba.gov> and look for the ARC Loan Icon on the main page. **Continued . . .**

ARC Loan Program, continued:

Next click on “For Lenders,” then click on “ARC Loan Procedural Guidance.” This revised 41-page document will tell you everything you want or need to know about the ARC loan program. The ARC Loan Processing Checklist link is on the same page, please be sure to review this information. If you have any questions on the ARC loan program after reviewing this information send an email to Edward.knox@sba.gov.

If you want to see **who has done ARC loans in Maryland** or any other state go to <http://www.sba.gov> and look for the ARC Loan icon on the main page. Next click on “For Borrowers,” from there, scroll to the bottom of the page and click on “List of lenders who have made ARC loans to date.”

Just Announced (10/21/09)

President Obama Announces New Efforts to Improve Access to Credit for Small Businesses :

Improving access to credit for small businesses is a crucial step in supporting economic recovery and job creation. Since the financial crisis began, small businesses have faced a perfect storm: the pulling back of lending by banks, deterioration in the value of real estate that they often rely on for collateral and weakened sales. The Obama Administration is committed to using all of our available tools to help small businesses access capital, create jobs and support a durable economic recovery.

(I) Taking Further Steps to Provide Small Businesses With Access to Credit By Supporting Community Bank Lending Through the Financial Stability Plan

- * Improving access to credit for small businesses by providing lower-cost capital to community banks that submit a plan to increase small business lending
- * Supporting small business lending in the hardest-hit rural and urban communities by making low-cost capital available to Community Development Financial Institutions

(II) Seeking Legislation To Increase Maximum SBA Loan Sizes – Allowing More Businesses To Access The Credit They Need To Expand And Create New Jobs

- * Raising lending limits on SBA’s 7(a) and 504 programs:
 - o From \$2 million to \$5 million;
 - o Up to \$5.5 million for manufacturing companies under the 504 program;
- * Raising lending limits on the Microloan program from \$35,000 to \$50,000

(III) Convening a Treasury-SBA Small Business Lending Conference to Work With Regulators, Lenders and Congress to Ensure Credit Is Available to Small Business.

Banking News: Who will be in the top 10 lender list this year? Will it be your bank?

FYI News: For information on **The Recovery Act** and the stimulus go to <http://www.sba.gov/recovery/index.html> or <http://www.recovery.gov/>

Upcoming Events:

11/11/09 & 11/26/09: Federal Holidays. Office closed.

11/20/09: Small Business Week Awards Nominations Deadline. For more information, visit www.sba.gov/md or contact Rachel Howard, rachel.howard@sba.gov or (410) 962-6195, ext. 330

12/3/09: Exporting 101 Workshop. Stay tuned for more details on the upcoming Exporting 101 event to be held in Salisbury, in collaboration with the MD Small Business Development Center - Eastern Region.

Lender Ranking: Fiscal Year 2009 (October 1, 2008 - September 30, 2009) *(ranked by total \$ value)*

LENDER NAME	#LOANS	AMOUNT
MANUFACTURERS AND TRADERS TRUST COMPANY	162	\$17,163,000
K BANK	19	\$13,360,600
BRANCH BANKING AND TRUST COMPANY	39	\$5,756,000
COMMERCEFIRST BANK	18	\$5,665,700
SUSQUEHANNA BANK	14	\$5,032,100
HOWARD BANK	20	\$3,505,000
PNC BANK, NATIONAL ASSOCIATION	8	\$2,962,400
TD BANK, NATIONAL ASSOCIATION	3	\$2,581,600
SUNTRUST BANK	21	\$2,347,400
WACHOVIA SBA LENDING, INC.	4	\$2,329,600
EAGLEBANK	3	\$2,080,000
FIRST UNITED BANK & TRUST	1	\$2,000,000
HOME LOAN INVESTMENT BANK, F.S.B.	1	\$2,000,000
COMPASS BANK	3	\$1,990,000
WILSHIRE STATE BANK	4	\$1,942,000
NBRS FINANCIAL BANK	5	\$1,902,350
SMALL BUSINESS LOAN SOURCE, LLC	3	\$1,782,000
SANDY SPRING BANK	19	\$1,749,300
NEW WINDSOR STATE BANK	4	\$1,615,000
U.S. BANK NATIONAL ASSOCIATION	2	\$1,494,000
CIT SMALL BUSINESS LENDING CORPORATION	2	\$1,360,000
UNITED CENTRAL BANK	3	\$1,219,000
SONABANK	3	\$1,150,000
EXCEL NATIONAL BANK	1	\$912,000
FIRST CHATHAM BANK	1	\$900,000
WILMINGTON SAVINGS FUND SOCIETY, FSB	1	\$820,000
HANMI BANK	2	\$760,000
ANNE ARUNDEL ECONOMIC DEVELOP. CORPORATION	4	\$575,000
COMMUNITY BANK OF TRI-COUNTY	3	\$560,000
FIRST-CITIZENS NATIONAL BANK	1	\$480,000
INNOVATIVE BANK	18	\$435,000
SUPERIOR FINANCIAL GROUP, LLC	41	\$425,000
UPS CAPITAL BUSINESS CREDIT	1	\$422,000
STATE EMPL CU OF MARYLAND INC	2	\$344,000
STANDARD BANK, PASB	3	\$335,000
BORREGO SPRINGS BANK, N.A.	9	\$310,000
CELTIC BANK CORPORATION	1	\$300,000
BANK OF AMERICA, NATIONAL ASSOCIATION	8	\$295,000
NEWTEK SMALL BUSINESS FINANCE, INC.	1	\$290,000
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	1	\$287,500
THE WASHINGTON SAVINGS BANK, F.S.B.	1	\$275,000
WACHOVIA BANK, NATIONAL ASSOCIATION	2	\$254,000
COMMUNITY SOUTH BANK	1	\$226,000

Lender Rankings: Fiscal Year 2009 (October 1, 2008 - September 30, 2009) *(ranked by total \$ value)*

LENDER NAME	#LOANS	AMOUNT
ACCESS NATIONAL BANK	1	\$215,000
NAVY FCU	1	\$200,000
SPIRIT OF TEXAS BANK, SSB	1	\$200,000
WILMINGTON TRUST COMPANY	1	\$190,000
SOVEREIGN BANK	2	\$185,000
FIRST BANK	1	\$150,000
PACIFIC CITY BANK	1	\$150,000
ORRSTOWN BANK	1	\$138,000
CITIZENS BANK OF PENNSYLVANIA	1	\$100,000
HEBRON SAVINGS BANK	1	\$60,000
RBS CITIZENS, NATIONAL ASSOCIATION	1	\$50,000
BANKANNAPOLIS	1	\$35,000
CAPITAL BANK, NATIONAL ASSOCIATION	1	\$35,000
FREDERICK COUNTY BANK	1	\$35,000
THE HARBOR BANK OF MARYLAND	1	\$35,000
WOODSBORO BANK	1	\$35,000
EASTON BANK AND TRUST COMPANY	1	\$25,000
Total 7(a)	481	\$94,030,550
BUSINESS FINANCE GROUP, INC.	17	\$9,312,000
MID-ATLANTIC BUSINESS FINANCE COMPANY	8	\$7,939,000
CHESAPEAKE BUSINESS FINANCE CORPORATION	6	\$2,778,000
PRINCE GEORGE'S COUNTY, FINANCIAL SERVICES CORPORATION	1	\$444,000
Total 504	32	\$20,473,000
Grand Total	513	\$114,503,550