

President Obama proposes to raise SBA loan limits; SBA Administrator Karen Mills comments



The SBA issued the following statement by Administrator Karen Mills on the proposal by President Barack Obama to raise the maximum

loan size for SBA-backed loans to small business:

“America’s 29 million small businesses have been hard hit in this recession. Nine months ago, President Obama sent small businesses a life line: the American Recovery and Reinvestment Act. Since then, the SBA has supported more than 33,000 loans for a

total of almost \$13 billion in small business lending. This has helped save or create tens of thousands of jobs.

“But there is much more work to be done, which is why President Obama today pledged his support for legislation that would increase the maximum size of some SBA loans. Increasing maximum loan sizes will allow the SBA to ensure that more small business owners and entrepreneurs can get access to the credit they need to expand their operations and create jobs.

“The President also announced additional support from the Treasury Department for smaller community

lenders that are committed to increasing their lending to small businesses. Secretary Geithner and I will host a conference on small business lending with Members of Congress, regulators, lenders and the small business community. The conference will discuss additional efforts that can be taken to provide small businesses with access to credit. These steps, coupled with SBA’s ongoing efforts, will help small businesses grow and create jobs throughout America.”



Specifically, President Obama called for:

- ◆ Increasing the size of SBA’s 7(a) loan from \$2 million to \$5 million.
- ◆ Increasing the size of SBA’s 504 loan from \$2 million to \$5 million for standard borrowers (supporting a total project of \$12.5 million) and from \$4 million to \$5.5 million for manufacturers (supporting a total project of \$13.75 million).
- ◆ Increasing the size of SBA’s Microloan from \$35,000 to \$50,000.

A copy of the President’s remarks and a fact sheet on the announcement can be found at:

http://www.sba.gov/idc/groups/public/documents/sba_homepage/sba_rcvry_obama_evnt_remrks09.pdf.

A fact sheet on the proposal can be found at:

http://www.sba.gov/idc/groups/public/documents/sba_homepage/sba_rcvry_new_effort_credit_sb.pdf

2010 Small Business Award Nominations Due Nov. 13

The U.S. Small Business Administration Oklahoma District Office is seeking successful and inspiring entrepreneurs to represent the state in Regional and National small business award competitions.

Any individual or organization may submit nominations. A company, owner, or business advocate can also self-nominate. Award categories include:

- ◆ Small Business Person of the Year
- ◆ Small Business Exporter of the Year

- ◆ SBA Young Entrepreneur of the Year
- ◆ Jeffrey Butland Family-Owned Business of the Year
- ◆ Entrepreneurial Success Award
- ◆ Small Business Champion Award recipients are individuals or organizations

See 2010 Awards
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7(a) and 504 loan program fees effective FY 2010

Each year SBA reviews the fees payable to SBA by 7(a) lenders, certified development companies, and borrowers to determine if they are sufficient to cover the estimated costs of the 7(a) and 504 loan programs.

7(a) Loan Program

For 7(a) loans approved on or after Oct. 1, 2009, the “Yearly Fee” due from Lenders to SBA will be 0.55 percent (55 basis points) of the guaranteed portion of the outstanding balance on the 7(a) loan. This fee remains the same as for FY 2009. The 7(a) Yearly Fee is imposed under Section 7(a)(23) of the Small Business Act and is referred to as the “ongoing service fee” in

the 7(a) Authorization Wizard.

All other fees in the 7(a) loan program will be the same as for FY 2009. A description of these fees may be found in [SOP 50 10 5](#).

504 Loan Program

For 504 loans approved on or after Oct. 1, 2009, the “Annual Fee” paid by borrowers on an ongoing basis to SBA will be increased from zero percent to 0.389 percent (38.9 basis points) of the outstanding balance of the 504 loan. The 504 Annual Fee is imposed under Section 503(b)(7) of the Small Business Investment Act.

All other fees in the 504 loan program

will be the same as for FY 2009, including the one-time guaranty fee that SBA is authorized to charge under Section 503(d)(1) of the Small Business Investment Act (which remains at zero). A description of these fees may be found in [SOP 50 10 5](#).

Recovery Act Loans

Fees for 7(a) and 504 loans made under the American Recovery and Reinvestment Act will continue to follow the policies in the Federal Register Notices of June 8, 2009 (Business Loan Program Temporary Eliminations/Reductions in Fees, 74 FR 27196) (Business Loan Program Temporary Increased Guaranty Percentage, 74 FR 27199).

2010 Community/Rural Lender of the Year Award Nominations due Nov. 23

Following this year’s Small Business Week awards, the Office of Financial Assistance (OFA) has decided to change one of the awards to better reflect the mission and goals of the Agency in a critical business environment. This year OFA would like to recognize an outstanding community or rural lender of the year.

The award will go to a Community/Rural lender (under \$1B) that has exhibited an ongoing commitment to supporting the growth and expansion of small businesses that are not able to obtain financing on reasonable terms elsewhere.

Nominations for this award will come from the lending community and must be submitted by Nov. 23, 2009.

Nominations must be typewritten on 8 ½” X 11” white stationary. Incomplete packages will not be considered. A complete nomination package must include the following information:

- Cover sheet for award for which the

nomination is being made.

- Nominator’s name and title, district office, telephone and email information.
- Nomination letter, to include a concise statement of the qualities and performance that merit the award, not exceeding 3 pages.
- A “Signature” loan that highlights the SBA program used and how it impacted the community.
- An original 8” X 10” or 5” X 7” photo of the nominee and/or the business.
- Lender contact information including: Name of person who may accept award, address, phone, email.

Note: the successful candidate will be asked to provide a photo for use in Small Business Week promotional materials.

The candidates should have a presence in their community and utilize several of the SBA loan products, including 7(a), SBA

Express, ARC loans and Patriot and Community Express loans. The SBA is looking for lenders who definitely make an impact in their communities through the use of SBA loan programs.

Criteria to consider in making nominations:

- Increase in SBA loan approvals over the past two fiscal years
- Use of different SBA loan programs
- Use of ARRA to assist area businesses
- Signature deals that show SBA’s impact in the community
- Outreach and/or increased penetration in underserved constituencies.

For more information on this award please email Darla Booker at darla.booker@sba.gov.

2010 Awards

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who have dedicated their professional skills or personal talents to supporting small businesses through advocacy and volunteer efforts. Nominees may or may not be small business owners. Categories include:

- ◆ Financial Services Champion of the Year
- ◆ Home-Based Business Champion of the Year
- ◆ Minority Small Business Champion of the Year
- ◆ Veteran Small Business Champion of the Year
- ◆ Women in Business Champion of the Year

All nominations must be postmarked or hand delivered to the Oklahoma District Office, 301 NW 6th Street, Suite 116, OKC, OK 73102, no later than **Friday, November 13, 2009**.

For more information, contact Darla Booker, darla.booker@sba.gov, or visit www.sba.gov/ok

Oklahoma Top 10 SBA Lenders & CDCs through September - FY 09

Top volume lenders by number of loans

| | | | |
|----|--|-----------|--------------|
| 1 | BancFirst | 106 loans | \$23,675,000 |
| 2 | Arvest Bank | 37 loans | \$8,557,800 |
| 3 | MidFirst Bank | 28 loans | \$2,448,500 |
| 4 | JP Morgan Chase Bank, N.A. | 22 loans | \$2,015,200 |
| 5 | Borrego Springs Bank, N.A. | 22 loans | \$905,000 |
| 6 | ONB Bank & Trust Company | 13 loans | \$4,186,300 |
| 7 | Citizens Security Bank & Trust Company | 12 loans | \$1,939,000 |
| 8 | Great Plains National Bank | 11 loans | \$1,853,700 |
| 9 | AVB Bank | 11 loans | \$1,775,700 |
| 10 | Innovative Bank | 11 loans | \$290,000 |

Top volume CDCs by number of loans

| | | | |
|---|-------------------------------------|----------|-------------|
| 1 | Rural Enterprises of Oklahoma, Inc. | 17 loans | \$8,080,000 |
| 2 | Tulsa Economic Development Corp. | 13 loans | \$4,758,000 |
| 3 | Small Business Capital Corporation | 11 loans | \$9,083,000 |
| 4 | Metro Area Development Corporation | 5 loans | \$1,217,000 |

Top volume lenders by dollar value of loans

| | | | |
|----|-------------------------------------|-----------|--------------|
| 1 | BancFirst | 106 loans | \$23,675,000 |
| 2 | Arvest Bank | 37 loans | \$8,557,800 |
| 3 | First Financial Bank | 4 loans | \$5,705,000 |
| 4 | ONB Bank & Trust Company | 13 loans | \$4,186,300 |
| 5 | Live Oak Banking Company | 2 loans | \$4,000,000 |
| 6 | Security Bank | 7 loans | \$3,679,400 |
| 7 | Regent Bank | 5 loans | \$2,801,300 |
| 8 | Bank of the Lakes, N.A. | 5 loans | \$2,557,600 |
| 9 | MidFirst Bank | 28 loans | \$2,448,500 |
| 10 | First Community Bank Central Texas, | 3 loans | \$2,355,000 |

Top volume CDCs by dollar value of loans

| | | | |
|---|-------------------------------------|----------|-------------|
| 1 | Small Business Capital Corporation | 11 loans | \$9,083,000 |
| 2 | Rural Enterprises of Oklahoma, Inc. | 17 loans | \$8,080,000 |
| 3 | Tulsa Economic Development Corp. | 13 loans | \$4,758,000 |
| 4 | Metro Area Development Corporation | 5 loans | \$1,217,000 |

Top 10 Oklahoma SBA Loans in September 2009

2009/09/09

UNITED MATERIALS INC., TULSA
\$1,822,000.00
SMALL BUSINESS CAPITAL CORP.

2009/09/23

WISDOM ACRES POULTRY FARM, LLC
CHELSEA
\$1,169,000.00
FIRST FINANCIAL BANK

2009/09/16

NIX FORD-MERCURY INC., MCALESTER
\$1,059,000.00
REI, INC.

2009/09/01

HOLIDAY INN EXPRESS & SUITES, VINITA
\$1,002,000.00
REI, INC.

2009/09/02

GRAFCO, LLC, COLLINSVILLE
\$1,000,000.00
THE EXCHANGE BANK

2009/09/14

CHISHOLM SUITES HOTEL, DUNCAN
\$750,000.00
EXCEL NATIONAL BANK

2009/09/02

THE GODDARD SCHOOL, JENKS
\$742,000.00
REI, INC.

2009/09/29

TRI-CITY SEAL COMPANY, TUTTLE
\$600,000.00
BANCFIRST

2009/09/17

SPRINGPOINT TECHNOLOGIES LLC, TULSA
\$569,000.00
TULSA ECONOMIC DEV. CORP.

2009/09/21

THE GODDARD SCHOOL, TULSA
\$527,700.00
UNION BANK OF CHANDLER

Complete Lender Ranking for SBA Loans in Oklahoma, 504 Loan Participation

| Bank | # Loans | AppvGross | 504 Loan Participation | 504 Loan Participation |
|--------------------------------|---------|--------------|------------------------|------------------------|
| BANCFIRST | 106 | \$23,675,000 | 3 | \$2,764,668.00 |
| ARVEST BANK | 37 | \$8,557,800 | 4 | \$3,981,700.00 |
| MIDFIRST BANK | 28 | \$2,448,500 | 1 | \$297,558.00 |
| BORREGO SPRINGS BANK, N.A. | 22 | \$905,000 | | |
| JPMORGAN CHASE BANK NATL ASSOC | 22 | \$2,015,200 | | |
| ONB BANK AND TRUST COMPANY | 13 | \$4,186,300 | 2 | \$1,276,763.00 |
| CITIZENS SECURITY BK & TR CO | 12 | \$1,939,000 | 1 | \$460,000.00 |
| AVB BANK | 11 | \$1,775,700 | | |
| GREAT PLAINS NATIONAL BANK | 11 | \$1,853,700 | | |
| INNOVATIVE BANK | 11 | \$290,000 | | |
| FIRST BANK OF OWASSO | 10 | \$1,131,800 | 2 | \$3,347,367.00 |
| SUPERIOR FINANCIAL GROUP, LLC | 10 | \$95,000 | | |
| TULSA NATIONAL BANK | 9 | \$706,200 | | |
| VISION BANK NATL ASSOC | 9 | \$1,276,300 | | |
| SECURITY BANK | 7 | \$3,679,400 | 4 | \$5,109,350.00 |
| CENTRAL NATL BK & TR CO - ENID | 6 | \$961,500 | | |
| BANK - LAKES NATL ASSOC | 5 | \$2,557,600 | | |
| FIRST COMMERCIAL BANK | 5 | \$455,000 | 1 | \$270,000.00 |
| REGENT BANK | 5 | \$2,801,300 | 3 | \$1,526,563.00 |
| TRIAD BANK NATL ASSOC | 5 | \$775,000 | | |
| COMMERCE BANK NATL ASSOC | 4 | \$2,000,000 | | |
| FIRST FINANCIAL BANK | 4 | \$5,705,000 | | |
| UNION BANK | 4 | \$947,150 | 1 | \$125,000.00 |
| IST NATL BK & TR CO - OKMULGE | 3 | \$329,700 | | |
| BANK OF HYDRO | 3 | \$680,500 | | |
| COPPERMARK BANK | 3 | \$82,700 | | |
| FIRST AMERICAN BANK | 3 | \$985,000 | | |
| FIRST BANK & TRUST CO. | 3 | \$319,900 | | |
| FIRST COMMUN BANK NATL ASSOC | 3 | \$2,355,000 | | |
| FIRST FIDEL. BANK NATL ASSOC | 3 | \$280,000 | | |
| RCB BANK | 3 | \$586,500 | 1 | \$231,475.00 |
| THE BANK OF KREMLIN | 3 | \$440,800 | | |
| THE BANK, NATIONAL ASSOCIATION | 3 | \$219,000 | 1 | \$2,425,500.00 |
| THE CITIZENS BANK OF EDMOND | 3 | \$165,000 | | |
| THE EXCHANGE BANK | 3 | \$1,250,145 | | |
| THE FIRST NATIONAL BANK | 3 | \$895,000 | | |
| IST NATL BK & TR CO - BROKEN | 2 | \$70,000 | | |

Complete Lender Ranking for SBA Loans in Oklahoma, 504 Loan Participation *Cont...*

| Bank | # Loans | AppvGross | 504 Loan Participation | 504 Loan Participation |
|--------------------------------|---------|-------------|------------------------|------------------------|
| ACB BANK | 2 | \$565,000 | | |
| ALLEGIANCE CU | 2 | \$115,000 | | |
| ARMSTRONG BANK | 2 | \$1,175,600 | | |
| AUSTIN BANK TEXAS NATL ASSOC | 2 | \$86,600 | | |
| BANK - AMERICA NATL ASSOC | 2 | \$90,000 | | |
| CHICKASHA BANK & TRUST COMPANY | 2 | \$450,000 | | |
| CITY NATL BK & TR CO - LAWTON | 2 | \$825,000 | | |
| FARMERS & MERCHANTS NATL BK | 2 | \$1,287,000 | | |
| FIRST NATL BK - OKLAHOMA | 2 | \$92,700 | | |
| INTRUST BANK NATL ASSOC | 2 | \$335,000 | | |
| LIVE OAK BANKING COMPANY | 2 | \$4,000,000 | | |
| MAINSTREET LENDER 7(A), LLC | 2 | \$1,293,000 | | |
| PEOPLES STATE BANK | 2 | \$274,600 | | |
| SPIRITBANK | 2 | \$257,500 | 2 | \$528,000.00 |
| THE HUNTINGTON NATIONAL BANK | 2 | \$790,000 | | |
| UMB BANK, N.A. | 2 | \$320,000 | | |
| WELLS FARGO BANK NATL ASSOC | 2 | \$1,025,100 | | |
| WEOKIE CU | 2 | \$171,500 | | |
| 1ST NATL BK - LIBERAL | 1 | \$35,000 | | |
| ADVANTAGE BANK | 1 | \$90,000 | | |
| AMEGY BK NATL ASSOC | 1 | \$1,777,000 | | |
| AMER BUS. LENDING INC. | 1 | \$1,649,100 | | |
| BANK - OKLAHOMA NATL ASSOC | 1 | \$830,000 | 2 | \$777,500.00 |
| BANK 7 | 1 | \$174,000 | | |
| BANK2 | 1 | \$50,000 | | |
| BENEFIT BANK | 1 | \$800,000 | | |
| CENT. NATL BK - ALVA | 1 | \$185,000 | | |
| CENTURY BANK OF OKLAHOMA | 1 | \$125,000 | 2 | \$1,120,750.00 |
| CITIZENS BK - KANSAS NATL ASSO | 1 | \$100,000 | | |
| COMMUNITY BANK | 1 | \$815,000 | | |
| COMPASS BANK | 1 | \$1,011,000 | | |
| EXCEL NATIONAL BANK | 1 | \$750,000 | | |
| FIRST NATIONAL BANK | 1 | \$986,500 | | |
| FIRST NATIONAL BANK IN HOMINY | 1 | \$1,200,000 | | |
| FIRST NATL BK - MUSKOGEE | 1 | \$400,000 | 1 | \$475,000.00 |
| FIRST NATL BK & TR CO | 1 | \$300,000 | | |
| FIRST NATL BK & TR CO | 1 | \$500,000 | | |
| FIRST UNITED BK & TR CO | 1 | \$34,800 | 2 | \$505,948.00 |
| KIRKPATRICK BANK | 1 | \$92,000 | 1 | \$550,000.00 |

Complete Lender Ranking for SBA Loans in Oklahoma, 504 Loan Participation *Cont...*

| Bank | # Loans | AppvGross | 504 Loan Participation | 504 Loan Participation |
|---------------------------------|------------|----------------------|------------------------|------------------------|
| LEGACY BANK | 1 | \$128,900 | 1 | \$888,217.00 |
| MBANK | 1 | \$250,000 | | |
| NATIONAL BANK OF SALLISAW | 1 | \$202,400 | 1 | \$310,000.00 |
| OKLAHOMA CENTRAL CU | 1 | \$142,000 | | |
| OKLAHOMA STATE BANK | 1 | \$46,000 | | |
| PEOPLES BANK | 1 | \$100,000 | | |
| PEOPLES BANK | 1 | \$1,500,000 | | |
| PEOPLES NATL BK - CHECOTAH | 1 | \$327,000 | | |
| REPUBLIC BANK & TRUST | 1 | \$247,500 | | |
| SECURITY STATE BANK | 1 | \$191,000 | | |
| SMALL BUS. LOAN SOURCE LLC | 1 | \$860,000 | | |
| SOUTHWEST NATIONAL BANK | 1 | \$75,000 | | |
| STATE EXCHANGE BANK | 1 | \$980,100 | | |
| THE EASTMAN NATIONAL BANK | 1 | \$200,000 | | |
| THE SHATTUCK NATIONAL BANK | 1 | \$590,793 | | |
| UNION BANK OF CHANDLER | 1 | \$527,700 | 1 | \$1,055,718.00 |
| UPS CAPITAL BUSINESS CREDIT | 1 | \$570,000 | | |
| VISION ONE CU | 1 | \$350,000 | | |
| IST BANK & TRUST | | | 1 | \$141,500.00 |
| PAWNEE HOLDING COMPANY, INC. | | | 1 | \$125,500.00 |
| QUAIL CREEK BANK, N.A. | | | 3 | \$1,430,000.00 |
| SIMMONS FIRST NATIONAL BANK | | | 1 | \$230,000.00 |
| THE FIRST NATIONAL BANK AND | | | 1 | \$2,368,276.00 |
| THE FIRST STATE BANK | | | 1 | \$200,000.00 |
| TULSA NATIONAL BANCSHARES, INC. | | | 1 | \$550,000.00 |
| Total | 472 | \$111,743,088 | | |

| Oklahoma Certified Development Corporations | # Loans | AppvGross |
|---|-----------|---------------------|
| RURAL ENTERPRISES OF OKLAHOMA INC. | 17 | \$8,080,000 |
| TULSA ECONOMIC DEVELOPMENT CORPORATION | 13 | \$4,758,000 |
| SMALL BUSINESS CAPITAL CORPORATION | 11 | \$9,083,000 |
| METRO AREA DEVEL ELOPMENT CORPORATION | 5 | \$1,217,000 |
| Total | 46 | \$23,138,000 |