



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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The *District Review* will be available via e-mail or fax. Please let us know your preference and your correct fax or e-mail information. Notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecilia.rolls@sba.gov.

LENDER RANKINGS – FY2003 YTD

October 1, 2002 – December 31, 2002

LENDERS

	No. of Loans			\$ Amount Millions
	<u>7(a)</u>	<u>504</u>	<u>Total</u>	
Large Banks				
1. Bank of America	34	0	34	\$1.1
2. Capital One Federal Savings Bank	15	0	15	\$0.7
3. First Citizens Bank & Trust Company	10	4	14	\$3.7
4. Branch Banking & Trust Company	5	6	11	\$4.8
5. Wachovia	10	1	11	\$5.1
Community Banks				
1. Surry Bank & Trust Company	6	0	6	\$1.2
2. Cornerstone Bank	2	2	4	\$0.8
3. Southern Bank & Trust Company	4	0	4	\$0.9
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	5	0	5	\$1.8
2. Self-Help Credit Union	4		4	\$0.3
3. GE Capital Small Business Finance	2	1	3	\$3.6
Certified Development Companies				
1. Self-Help Ventures Fund		15	15	\$8.4
2. Charlotte Certified Development Corporation		4	4	\$1.6
3. Centralina Development Corporation		4	4	\$1.5

MONTHLY LENDER WORKSHOP

The NC District Office conducts Lender Workshops from 9:00 a.m. until 12:15 p.m. on the second Tuesday of each month at the Charlotte office. The workshops focus on SBA Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing if you are planning to come. Call Gary Borchardt at (704)344-6377 to register. Also, if you would like to have the same group training on-site at your bank, please call us to schedule.

NORTH CAROLINA LOAN APPROVALS
FY 2003 as of 12-31-2002

	Lender	No. Loans (incls 504)	Amount (incls 504)	No. Loans (504)	Amount (504)
1	Bank of America	34	\$1,061,400		
2	Capital One Bank	15	\$670,000		
3	First Citizens Bank & Trust Co	14	\$3,269,500	4	\$2,408,000
4	Branch Bank & Trust Co	11	\$4,771,553	6	\$3,430,250
5	Wachovia Bank	11	\$5,050,037	1	\$3,155,537
6	Comerica Bank	7	\$3,717,400		
7	Surrey Bank & Trust	6	\$1,205,000		
8	Central Carolina Bank	5	\$2,050,492	4	\$1,900,492
9	CIT Small Business Lending Corp	5	\$1,778,500		
10	Goleta National Bank	5	\$878,000		
11	Coastal Federal Bank	4	\$254,618		
12	Cornerstone Bank	4	\$810,000	2	\$630,000
13	Self-Help Credit Union	4	\$340,000		
14	Southern Bank & Trust Co	4	\$880,000		
15	Temecula Valley Bank	4	\$3,393,000		
16	First Commerce Bank	3	\$407,995	2	\$307,995
17	First Gaston Bank	3	\$721,500	1	\$588,000
18	Four Oaks Bank & Trust Co	3	\$446,000		
19	GE Capital Small Business Fin Co	3	\$3,566,000	1	\$3,363,000
20	Bank of Granite	2	\$389,392	1	\$319,392
21	Business Loan Center, Inc	2	\$1,775,000		
22	Capital Bank	2	\$450,000		
23	First South Bank	2	\$257,800		
24	FNB Southeast	2	\$451,087	1	\$251,087
25	Southern Community Bank & Trust	2	\$561,000	1	\$350,000
26	SouthTrust Bank	2	\$1,252,000	1	\$1,127,000
27	The Fidelity Bank	2	\$210,000		
28	Valley National Bank	2	\$441,000		
29	Asheville Savings Bank	1	\$100,000		
30	Business Lenders, LLC	1	\$150,000		
31	Cardinal State Bank	1	\$75,000		
32	Coastal Federal Credit Union	1	\$38,000		
33	Compass Bank	1	\$190,000		
34	Comvest Export Finance Co	1	\$300,000		
35	First Charter Bank	1	\$550,000	1	\$550,000
36	First National Bank Of Shelby	1	\$200,000		
37	First Western SBLC, Inc	1	\$295,000		
38	High Country Bank	1	\$111,500		
39	Innovative Bank	1	\$5,000		
40	Lexington State Bank	1	\$58,000		
41	Macon Bank	1	\$839,400	1	\$839,400
42	NCB, FSB	1	\$200,000		
43	Northwestern National Bank	1	\$1,500,000		

	Lender	No. Loans (incls 504)	Amount (incls 504)	No. Loans (504)	Amount (504)
44	Randolph Bank & Trust Co	1	\$500,000		
45	Sterling South Bank & Trust Co	1	\$85,000		
46	The Community Bank	1	\$162,500	1	\$162,500
47	The Scottish Bank	1	\$125,000		
48	United Midwest Savings Bank	1	\$1,300,000		
49	Zions First National Bank	1	\$1,498,578	1	\$1,498,578
	Totals	184	\$49,341,252	29	\$20,881,231

**CERTIFIED DEVELOPMENT COMPANIES LOANS
FY 2003 AS OF 12-31-2002**

	CDC	No. Loans	\$ Amount
1	Self-Help Ventures Fund	15	\$8,394,000
2	Charlotte Certified Development Corp	4	\$1,632,000
3	Centralina Development Corp	4	\$1,509,000
4	Wilmington Industrial Development	3	\$605,000
5	Smoky Mountain Development Corp	1	\$829,000
6	Region E Development Corp	1	\$263,000
7	Asheville-Buncombe Development Corp	1	\$1,300,000
	Totals	29	\$14,532,000

SMALL OFFICE HOME OFFICE (SOHO) BANKING

A new PLP lender has been approved to do business in North Carolina. California-based Innovative Bank is introducing their “SOHO” product through SBA’s Community Express loan program to North Carolina’s most underserved markets. The Small Office Home Office loan program provides financial assistance along with technical and management assistance to women, minority, veteran, low-to-moderate income, or rural business owners.

Community Express loans receive an 85% guaranty as opposed to the 50% guaranty of SBA’s Express loan program. Community Express loans must be made in conjunction with a “Technical Assistance Provider” to provide the technical and management assistance that helps the borrower succeed.

Innovative Bank has successfully introduced their SOHO loan program in California, Las Vegas, Baltimore, Washington D.C. and Pittsburgh. This program offers the potential qualified small business owners a \$5,000 loan with a 7-year term, unsecured, no pre-payment penalty, minimal paperwork, and a fast approval. Innovative Bank will make SOHO loans up to \$50,000 with additional paperwork. According to Innovative Bank, 25-30% of SOHO loans are to small business start-ups.

STAR LOAN PROGRAM ENDS

The Supplemental Terrorist Activity Relief (STAR) Loan Program ended at close of business on January 10, 2003. Any request for financial assistance that was not approved (a/k/a/ funded by SBA with an Agency loan number issued) by the above date is not eligible for STAR classification.

Lenders may contact the SBA Financial Division for further information at (704) 344-6810.

LENDERS SBA WEB SITE – “www.sba.gov/banking”

This site contains complete information on all SBA loan programs, all SBA forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to the lending community, please let us know.

N.C. DISTRICT OFFICE CONTACT LIST

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