



# North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210  
 Phone: (704)344-6563 Fax: (704)344-6769

## SEPTEMBER, 2003

The *District Review* is available via e-mail or fax. To receive via e-mail, visit [www.sba.gov](http://www.sba.gov) and click on 'Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at [cecelia.rolls@sba.gov](mailto:cecelia.rolls@sba.gov).

### MOST ACTIVE LENDER RANKINGS FY 2003 YTD

October 1, 2002 – August 31, 2003

#### LENDERS

	No. of Loans			\$ Amount Millions
	<u>7(a)</u>	<u>504</u>	<u>Total</u>	
<b>Large Banks</b>				
1. Bank of America	222	0	222	\$6.5
2. Capital One Bank	53	0	53	\$2.1
3. First Citizens Bank & Trust Company	35	13	48	\$8.6
4. Branch Bank & Trust Company	12	19	31	\$12.5
5. Wachovia Bank	25	1	26	\$7.4
<b>Community Banks</b>				
1. Surrey Bank & Trust Company	33	0	33	\$6.3
2. Bank of Granite	13	3	16	\$5.3
3. Capital Bank	13	1	14	\$3.8
4. The Fidelity Bank	13	1	14	\$2.0
4. First Commerce Bank	10	3	13	\$1.7
<b>Small Business Lending Companies</b>				
1. Self-Help Credit Union	34	1	35	\$3.2
2. CIT Small Business Lending Corporation	27	1	28	\$14.5
3. G.E. Capital Small Business Financing	12	3	15	\$10.0
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		34	34	\$17.2
2. Charlotte Certified Development Corporation		17	17	\$4.7
3. Centralina Development Corporation		12	12	\$5.2

## **SBA CELEBRATES 50<sup>TH</sup> ANNIVERSARY**

2003 marks SBA's golden anniversary. In celebration, North Carolina Governor Mike Easley proclaimed September 23, 2003 as "Small Business Administration Day" in North Carolina to commemorate SBA's 50th anniversary. Charlotte Mayor Pat McCrory proclaimed the same date as "SBA Day" in Charlotte.

Since its creation in 1953, the SBA has helped more than 20 million Americans start, grow and expand their businesses – placing more than \$170 billion in direct or guaranteed loans into the hands of entrepreneurs.

Since 1958, SBA has approved over 15,600 loans for approximately \$2.7 billion dollars in the state of North Carolina.

"We are proud to celebrate the accomplishments of SBA and our partners to help businesses in North Carolina and around the country," said Lee Cornelison, North Carolina SBA District Director.

### **"SBA DAYS" CAN HELP YOUR CLIENTS LEARN MORE ABOUT SBA PROGRAMS**

The SBA North Carolina District Office has been conducting "SBA Days" around the state at local Chambers of Commerce. During SBA Days, staff conduct one-on-one counseling sessions with chamber members and other firms in the area. Each 30 minute counseling session includes:

1. A brief interview
2. A needs assessment for the firm
3. A discussion of relevant SBA programs
4. A referral to local sources of help

Feedback about the partnership has been positive. "We are pleased with the response from our chambers," said District Director Lee Cornelison. "Their members and clients find the help useful and convenient."

J. David Jameson, President of the Greensboro Chamber summarizes their experience:

"We have had an overwhelming response to our SBA Days. The businesses that have attended leave with valuable information that helps prepare them for going to our local banks, while our local banks are the recipients of better prepared loan applicants. A win-win for the community. Our small businesses benefit from a great service that we are only able to offer with this cooperative effort with the Small Business Administration."

If you have clients who would be interested in learning more about SBA’s programs, they can call to make an appointment at the following locations:

<b>Location</b>	<b>Day</b>	<b>Hours</b>	<b>Phone Number</b>
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Greenville*	Fourth Tuesday	8:30 a.m. - 12 noon	252-752-4101
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Kannapolis	Fourth Thursday	9 a.m. - 3 p.m.	704-782-4000
Lake Norman	Third Thursday	9 a.m. - 2 p.m.	704-892-1922
Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9 a.m. - 2 p.m.	704-633-4221

\*Starting October 28, 2003.

### **SBA LENDER’S FORUMS 2003**

The NC Small Business & Technology Development Centers (SBTDC) are offering Lender’s Forums around North Carolina. These sessions will help keep lenders up-to-date about SBA programs and policies. Also covered will be programs available through SBTDC. These sessions are available to all commercial lenders—new lenders and those that need an SBA refresher. Call Gary Borchardt (704) 344-6377 or Celia Rolls at (704) 344-6810 for more information.

<b>Date</b>	<b>Location</b>	<b>Registration</b>
September 17	Boone	(828) 262-2492
September 18	Chapel Hill	(919) 962-0389
<b>September 30</b>	<b>Raleigh</b>	<b>(919) 715-0520</b>
October 21	Greenville	(252) 328-6157

### **REMINDER: SPECIAL 504 LENDERS’ SESSIONS** **Save the Dates! September 30- October 1, 2003**

Learn about SBA’s 504 Program from an expert! **Scott Davis** will give lenders an in depth understanding of all aspects of the 504 program. Scott is the Executive Director of Deseret Certified Development Company in Utah, the “Most Active Statewide CDC” in the nation since 1989.

The course is presented from the lender’s point of view, and focuses on how lenders can use the 504 program to maximize institutional profits. Sessions will help keep lenders up-to-date about SBA programs and policies. Also covered will be programs available through SBTDC.

Scott will be presenting this course on the dates listed below. For more information and to register, call Allison Gray at (919) 956-4665 or e-mail [allisog@self-help.org](mailto:allisog@self-help.org).

<b>Date</b>	<b>Location &amp; Time</b>
September 29	Charlotte 8:30-10:30 am
September 30	Greensboro 8:30-10:30 am
September 30	Raleigh 2-4 pm
October 1	Tarboro 9-11am

### **LENDERS SBA WEB SITE – “[www.sba.gov/banking](http://www.sba.gov/banking)”**

SBA website 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 you as a lender, please let us know.

### **POLICY CHANGES AND CLARIFICATIONS**

#### *SBA Streamlines Process for approving Extensions of 7(a) Loan Disbursement periods*

Disbursement of 7(a) loans should occur as close to loan approval as prudently possible, considering the needs of the borrower for the funds as well as the requirements set forth in the terms and conditions specified in the Authorization.

The initial disbursement should occur within 6 months of the loan approval date. An extension of the initial disbursement period may be considered when it benefits the borrower.

Any disbursement period may be extended as many times as necessary, not to exceed 24 months from the date of loan approval. However, extensions beyond 24 months may be considered only if justified as essential to the borrower, prudent, and commercially reasonable.

An extension of an initial disbursement period does not automatically extend the final disbursement period. If when processing an extension of an initial disbursement period a lender and/or SBA recognize that the final disbursement period also needs to be extended, a single action may include both extensions. Documentation must clearly state the revised initial disbursement date and the revised final disbursement date, as distinct from one another.

### *SBA Updates 7(a) Loan Authorization Wizard*

SBA has reprogrammed Version 4.3 of the 7(a) Authorization to make updating the Wizards easier and the creation of loan authorizations more efficient. All future updates will be accomplished with this new software. No changes were made to the text of the 7(a) Authorization in this reprogrammed VBA version.

This new wizard can be downloaded from the National 7(a) Authorization page on SBA's Internet Banking site at <http://www.sba.gov/banking>. Follow the instructions on the website to download all necessary files.

For more information on these changes and to view all current policy notices, visit <http://www.sba.gov/banking/indexnotices.html>.

Questions should be directed to our Finance Division at (704) 344-6810.

### **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. See below for upcoming dates. The workshops focus on SBA Loan 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.

October 14

December 9

There will be no training in November. Also, if you would like to have the same group training on-site at your bank, please call to schedule.

### **SUBSCRIBE TO “DISTRICT REVIEW” AT WWW.SBA.GOV**

To help us serve you better, we encourage all readers of the North Carolina District Review to subscribe via the agency's website. It's fast and easy! If you have any questions, call Mike Ernandes at (704) 344-6588 or e-mail [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov).

To subscribe:

1. Visit <http://www.sba.gov> and click on SUBSCRIPTIONS. (Look left below the SBA logo, under 'Hot Items' and SBA Programs.)
2. On the SBA FREE Newsletter and Publication Subscription Center page, simply follow the instructions to get the District Review and other publications sent to you via email.
3. Scroll down and check the boxes next to the newsletters you want.

4. Enter your first name, last name and e-mail address in the box at the bottom of the page and click on "Subscribe." You will receive an e-mail to confirm your subscription.

### **N.C. DISTRICT OFFICE LENDER CONTACTS**

Gary Borchardt, Chief Finance Division	(704) 344-6377	<a href="mailto:gary.borchardt@sba.gov">gary.borchardt@sba.gov</a>
Karen Hoskins	(704) 344-6381	<a href="mailto:karen.hoskins@sba.gov">karen.hoskins@sba.gov</a>
Thomas Neal	(704) 344-6577	<a href="mailto:thomas.neal@sba.gov">thomas.neal@sba.gov</a>
Cecelia Rolls	(704) 344-6810	<a href="mailto:cecilia.rolls@sba.gov">cecilia.rolls@sba.gov</a>