

THE LENDER'S ADVANTAGE

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Lower Rio Grande Valley District

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



SBA LOWER RIO GRANDE VALLEY DISTRICT ANNOUNCES 2014 SMALL BUSINESS WEEK WINNERS

On Friday, April 11 the U. S. Small Business Administration's (SBA) Lower Rio Grande Valley District Office announced the winners of the 2014 Small Business Week Awards. This year marks the 51st annual proclamation of National Small Business Week, May 12-16, 2014.

"For more than 20 years the SBA and SBDC have partnered to create an environment of small business growth in the Rio Grande Valley," Sylvia Zamponi, District Director, Lower Rio Grande Valley District Office stated. "Many of our winners started with nothing more than a dream and a strong desire to

succeed. Some received guidance and technical assistance from the SBDC and with or without an SBA loan guarantee to launch their business, are now seeing the rewards of their investment of hard work. We are very proud of all our winners and champions," Zamponi said.

This year's award winners include: The District Small Business Person of the Year award is presented to a pair of businessmen, Angelo Papakostas and Louis Sissamis, owners of the Texas Flame Steakhouse, Corpus Christi, Texas. Founded in 1989, a full service restaurant serving the finest cuts of Texas

Angus Beef steaks, Gulf Seafood, burgers, sandwiches, gourmet salads, homemade soups, Mexican and Greek specialties. Papakostas and Sissamis believe their guide to success is in a great team of managers, wait and kitchen staff. The longevity of their staff is a testament to their managerial skills and willingness to promote from within. Their success is shared with local non-profit organizations to include Corpus Christi Metro Ministries who provides shelter, meals and medical and job assistance to the homeless. The District award entails 14 counties.

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LENDER RANKINGS

OCTOBER 1, 2013 THROUGH MARCH 31, 2014

LRGV/CCBO Top Volume 7(a) Lenders

1. BBVA Compass Bank	22	\$4,208,100
2. Lone Star National Bank	6	\$1,780,000
3. JP Morgan Chase Bank	5	\$ 425,000
4. First Community Bank-CC	4	\$ 885,000
5. Frost Bank	3	\$ 502,000
6. Security Service Federal Credit Union	2	\$ 145,000
7. Wells Fargo	2	\$ 20,000
8. Meadows Bank	1	\$3,798,400
9. Sterns Bank N.A.	1	\$ 250,000
10. ACCION	1	\$ 35,000

LRGV/CCBO Top Volume CDC's

1. Capital Certified Development Corp.	4	\$1,806,000
2. Brownsville Local Development Co., Inc.	2	\$1,496,000
3. Accion	1	\$ 620,000
4. Greater Texas Certified Development Co.	1	\$ 445,000

*LRGV/CCBO Top Volume Third Party 504 Lenders

1. American Bank, N.A.	2	\$2,712,800
2. Prosperity Bank	1	\$ 899,000
3. Texas National Bank	1	\$ 750,616
4. Inter National Bank	1	\$ 693,250
5. Plains Capital Bank	1	\$ 613,238

Year to Date

Loan & Dollar
Volume:

58 Loans

Approved for:

\$16,860,500

*Additional

Supported Dollars:

\$6,098,904

*3rd party portion of
504 loans

Continued from Page 1 (SBW Winners)

The Area Small Business Person of the Year award is presented to Sarah Sagredo-Hammond, Atlas Electrical, Air Conditioning & Refrigeration Services, Inc., Alton, Texas. Atlas prides itself on its top service, energy efficiency of service and installation of HVAC, Duct, Electrical, Generators and Solar Powered products. Sarah's parents started the company more than 30 years ago. Her mother who started the business with her father suffered a stroke in 2010 and was paralyzed. This is when Sarah took a fulltime leadership role in the company; skills she says, she learned from her parents and her legal background. Additionally, Sarah contributes her success to the ability to network and get involved in the community. The Area Award includes counties within the Lower Rio Grande Valley.

Other Small Business Champion winners: District & Regional SBA Young Entrepreneur: Perla E.

Tamez-Lozano, Dynamic Rehab Group, LLC. , Pharr, TX. Perla won the District award which covers 14 counties as well as a Regional Award which includes five states and 10 district offices.

District Environmental "Green" Conservator: Raciell Juarez, Texas Green Solar & Wind Solutions, LLC, Alamo, TX

District Family-Owned Business of the Year: Neil Westerman, The Man Shop Inc. of McAllen

District Small Business Journalist of the Year: Rick Diaz, KRGV-TV 5, San Juan, TX

District Financial Services Champion of the Year: Armando Arnulfo Martinez, Kingsville Community Federal Credit Union, Kingsville, TX.

Area Financial Services Champion of the Year: S. David de Anda, Jr., Lone Star National Bank,

Mission, TX.. The Area Award includes counties within the Lower Rio Grande Valley.

District Minority Small Business Champion of the Year: Cynthia M. Sakulenski, RGV Hispanic Chamber of Commerce, McAllen, TX.

District Veteran Small Business Champion of the Year: Bartolome "Bart" Nacianenov, South Texas Afghanistan Iraq Veterans Association, Harlingen, TX.

District & Regional Women in Business Champion of the Year: Giselle Mascarenhas-Villarreal, Indigo PR, Rio Grande City, TX Giselle won the District award which covers 14 counties as well as a Regional Award which includes five states and 10 district offices.

District 8(a) Graduate of the Year: Russell & Thelma Canales, Advantage Electrical Contracting & Maintenance, Inc., Corpus Christi, TX.

UTPA SBDC Advisor of the Year: Janie Caballero, Senior Business Advisor, UTPA-SBDC, Edinburg, TX

Del Mar College SBDC Advisor of the Year: James "Jamey" Jones, Certified Business Advisor, Corpus Christi, TX

SCORE RGV Counselor of the Year: Bill Ranganath, SCORE, McAllen, TX.

SCORE Corpus Christi Counselor of the Year: Paul Prychodnik, SCORE, Corpus Christi

Events for National Small Business Week celebration in Washington, D.C., are scheduled for May 12-16, 2014. The LRGV District awards ceremony is scheduled for May 9, 2014 in Edinburg, TX and the Corpus Christi Branch awards ceremony will be May 14, 2014 in Corpus Christi, TX. For more details, please call the UTPA SBDC at (956) 665-7535 or Del Mar College SBDC at (361) 698-1964.

SBA NOTICE—ADDITIONAL CLARIFICATION ON FEE REDUCTION FOR LOANS OF \$150,000 OR LESS

On March 18, 2014, SBA issued Information Notice 5000-1309 for the purpose of clarifying the FY 2014 reduction in fees for all 7(a) loans of \$150,000 or less that was announced on September 24, 2013, in SBA Information Notice 5000-1288. Based on loan activity in the first quarter of FY2014, SBA conducted further review of the policies applied to the fee reductions for such loans. Accordingly, the following additional clarification is being issued.

Any 7(a) loan of \$150,000 or less, regardless of term, will not be charged an upfront guaranty fee or be subject to the yearly fee (also known as the ongoing servicing fee) if:

- It was guaranteed by SBA during FY2014; and
- It is either:
 - 1) The only 7(a) loan approved for the business applicant (or its affiliates) within a 90 day period; or
 - 2) Part of a companion group of 7(a) loans approved for the same business applicant (or its affiliates)

within a 90 day period, and the combined amount of all loans does not exceed \$150,000.

Different fee policies apply when any companion group of 7(a) loans, regardless of term, are approved within 90 days of each other and their combined gross loan amount exceeds \$150,000. Because the upfront guaranty fee is based on the amount of the SBA share, that fee will be calculated based on the combined SBA shares of all SBA business loans to one borrower, including affiliates, approved within 90 days of each other. (Note: The upfront guaranty fee on loans with a maturity of 12 months or less is calculated separately from the upfront guaranty fee on loans with a maturity of over 12 months.) See SOP 50 10 5 (F), Subpart B, Chapter 3. The applicable upfront guaranty fee and yearly fee will be applied to the loan that takes the combined total over \$150,000.

To view Notice 5000-1309 along with given examples [click here](#).

If you have any questions regarding any notice, please contact Maria G. Perez, Lender Relations Specialist, at 956-427-8533 ext. 242 or by email at maria.perez@sba.gov or Rick Sturtevant at 361-879-0017 ext. 302 or by email rick.sturtevant@sba.gov.

LENDER TRAINING—AVAILABLE UPON REQUEST

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|--|-----------------------------------|---|---|
| 1. Introduction to SBA Lending – The 7(a) Loan Program | Contract, Seasonal, and Builder's | Working Capital Program, and Export Express | on SBA Loans via 1502 Reports |
| 2. Small Loan Advantage and E-Tran | 4. SBAExpress | 7. 504 Loan Program | 10. Servicing, Liquidation and Purchase Procedures of SBA Loans |
| 3. Caplines: Working Capital, | 5. 10 Tab Submission | 8. Closing of SBA Loans | |
| | 6. International Trade, Export | 9. Reporting Requirements | |

For lender training in the Rio Grande Valley contact Maria Perez, Lender Relations Specialist at maria.perez@sba.gov or for the training in the South Coastal Bend counties contact Rick Sturtevant, Lender Relations Specialist at rick.sturtevant@sba.gov