



THE LENDER'S ADVANTAGE

Buffalo District Office

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INSIDE THIS ISSUE

Jobs Act Incentives Translate into Sizeable Impact for Local Small Businesses	1
STEP Initiative Will Help Small Business Export	2
2012 Lender Award Categories	2
Straight Talk 2012	3
SBA Success Stories	3
Lender Training	4
Small Business Week Nominations Due	4
New PLP Lender	4

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

Jobs Act Incentives Translate into Sizeable Impact for Local Small Businesses



M&T Bank Remains on Top for 17th Year

The U.S. Small Business Administration's Buffalo District Office closed out its fiscal year on September 30, 2011 by approving 804 7(a) loans totaling \$136 million to small businesses in its 14 county service area.* An additional 58 loans, under the agency's 504 loan program, were also approved for \$37.4 million, it was reported today.

According to SBA's Buffalo District Director, Franklin J. Sciortino, a total of \$165 million in loans went to small businesses in the Buffalo and Rochester area.

"The success of loan incentives has allowed the district to rebound in fiscal year 2011," said Sciortino. "As a result of the Small Business Jobs Act, the Buffalo District Office saw an increase of 9.7 percent in the number of loan approvals and a 22.3 percent increase in the dollar volume in 2011."

"Program volume has remained healthy and the availability of SBA loans remains a positive sign for small businesses seeking credit," said Sciortino. "We are definitely pleased by these results and are looking forward to 2012 and attracting more borrowers with our new Community Advantage and Small Loan Advantage lending programs."

Sciortino pointed out the 504 loan program had a seven percent increase in the number of loan approvals and a 40 percent increase in dollar volume.

For the seventeenth consecutive year, M&T Bank was the leading SBA 7(a) lender in both the number of loans and dollar volume. M&T bank approved a total of 273 loans (150 in Buffalo and 123 in Rochester) with an aggregate value of over \$46 million. M&T increased its loan activity in 2011 with a 13 percent increase in the number of loan approvals and a 42 percent increase in dollars approved.

The Buffalo District Office also saw significant increases in lending from Five Star Bank up 13% in numbers and a sizeable 103% increase in dollars; Evans Bank up 354 percent in numbers and 20 percent in dollars; and Key Bank up 144 percent in numbers and 31 percent in dollars assisting the district in its efforts to meet agency goals.

According to Sciortino, 16 lenders participated in 504, up from 11 in 2010 and include two credit unions.

The Buffalo District Office will recognize participating lenders for their support of SBA's lending programs in the upcoming months. For more information about SBA programs, visit the SBA website at www.sba.gov or contact the district office at (716) 551-4301.

*The Buffalo District Office of the Small Business Administration serves the 14 western most counties of New York State, which include: Erie, Niagara, Chautauqua, Cattaraugus, Wyoming, Orleans, Genesee, Alleghany, Monroe, Livingston, Wayne, Seneca, Yates and Ontario Counties.

STEP Initiative Will Help Small Businesses Export

SBA Grants \$30 Million to States for Trade, Export Promotion

The U.S. Small Business Administration is providing \$30 million in grants to states, territories, and the District of Columbia, to help increase exporting by small businesses during the next 12 months. The grants were authorized by the Small Business Jobs Act of 2010, under the State Trade and Export Promotion Program (STEP).

The STEP program, launched in March, aligns with President Obama's National Export Initiative. The President's initiative calls for doubling U.S. exports in five years – and in so doing, supporting two million jobs. The program provides federal government funding for 65 to 75 percent of program costs, with states supplying the remainder.

SBA Administrator Karen Mills announced the awards today at an event in Raleigh, N.C., at Raleigh Denim, a small business that produces and exports denim products. Forty-seven states, the District of Columbia, Puerto Rico, Guam, the Northern Mariana Islands, and the Virgin Islands received STEP grants.

"Strengthening the nation's economy through a substantial increase of U.S. exports is a top priority for the Administration and the agency," said Mills. "This is a unique partnership between the federal government and the states. Sharing responsibilities and resources will help new small exporters across the country enter and succeed in the global market."

The funding will support participation in foreign trade missions, foreign market sales trips, subscriptions to services provided by the Department of Commerce, website translations fees, design of international marketing media, trade show exhibitions, participation in training workshops, and other critical export initiatives.

Small businesses that want to receive assistance under the STEP program should contact the organizations serving the states in which they are located. For a list of these organizations and more information about the STEP program, visit <http://www.sba.gov/about-offices-content/1/2889/resources/14315>.

The SBA anticipates it will conduct a new competition for STEP program grants during the winter of 2011. Awards will be made in September 2012 for export support services by states over the following 12 months.

FISCAL YEAR 2012 LENDER AWARD CATEGORIES

SBA Buffalo District awards are based on the combined number of loans and dollar volume from both the Buffalo and Rochester service areas. The Lender that approves the highest dollar volume of loans will receive the Zenith Award. Star Awards are based on number of loans approved. The minimum number needed to receive the One Star Award is 25 loans. The Galaxy Award will be given to those lenders approving 150 or more loans. The levels are below:

Awards by Dollar Volume

Zenith Award	#1 Lender
Platinum	\$25MM
Diamond	\$20MM
Emerald	\$15MM
Gold	\$10MM
Silver	\$5MM
Bronze	\$1MM

Awards by Number of Loans

Galaxy	150 or more
Four Star	100 to 149
Three Star	75 to 99
Two Star	50 to 74
One Star	25 to 49

The Community Development Award recognizes the lender that participates in the most number of 504 loans. The Patriotic Lender Award recognizes the lender that approves the most number of loans to veteran-owned businesses. A veteran owned business is one that is owned 51% or more by a principal(s) who served in the US Armed Services for 180 or more consecutive days. The International Trade Lender Award will recognize the lender that approves the most number of loans to exporters.

Lenders are reminded to check exporting when funding loans in E-TRAN and/or the appropriate boxes on SBA Form 4-Application for Business Loan when submitted loans to the Processing Center.

Straight Talk 2012



SMALL BUSINESS EDUCATION, TRAINING, COUNSELING, & NETWORKING

January 21, 2012

8 am – 1 pm

Buffalo Niagara Convention Center

It is my pleasure to invite you to participate in the 16th Annual Straight Talk 2012 Conference to be held in Buffalo on January 21, 2012 at the Buffalo Niagara Convention Center.

SCORE Buffalo/Niagara are again joining forces with The U.S. Small Business Administration (SBA) Buffalo District Office to present entrepreneurs with a full day of education, training, counseling, inspiration and networking. With your support, we hope to provide a quality program meeting the unique needs of our small business community.

Straight Talk represents the premier outreach activity for SCORE and SBA, as it reaches people and businesses in the underserved markets. This unique event provides a one stop shop for one-on-one business counseling, workshops, business information booths, and networking opportunities for the attendees and lenders or supporters.

We are grateful for your past support and look forward to another successful Straight Talk Event. With your participation this year, we will continue to provide this quality program and together reap the benefits of a strong small business community. If you have any questions, please do not hesitate to contact me. We look forward to hearing from you soon.

SCORE Chair, Frank Uhlman

Small Business Success Stories

The SBA Buffalo District office would like to invite you to submit a success story request to be featured in a future SBA newsletter. Upon publication, the success story will be made available on our website at www.sba.gov/ny/buffalo, and distributed to all local media sources in an effort to achieve publicity for, you, the lender, SBA and the small business owner(s).

In order to qualify as a success story, the following criterion must be met:

- 1) Businesses that have directly benefited from SBA assistance or programs including loans, business development and contracting programs.
- 2) Businesses that have directly benefited from SBA resource partner assistance, including, but not limited to SCORE, SBDCs and Women's Business Centers.
- 3) Businesses that demonstrate the importance of small businesses to the overall economy.

You may submit your requests to the SBA Buffalo District Office with a detailed narrative of the proposed success story via email or regular mail. Please include supporting documents and contact information. The SBA will contact you to further consider the submission if selected. The contact information for the SBA is as follows: Kelly LoTempio, 540 Niagara Center, 130 South Elmwood Avenue, Buffalo, NY 14202 or by e-mail at kelly.lotempio@sba.gov

We look forward to hearing about your successful and innovative small businesses!

SBA LENDER TRAINING

December 15, 2011

You are cordially invited to attend a Lenders Roundtable at SBA's Rochester Branch Office on Thursday, December 15th from 9:00am - noon. Topics include the new SOP 50-10 (5)(D), changes to the 504 Debt Refinancing Program, discussion on allowable Liquidation/Litigation Expenses, and other program updates.

For additional information or to make a reservation, please contact Paul Hoffman, Lender Relations Specialist via e-mail at paul.hoffman@sba.gov or call (716) 551-4301 x306.

SEATING IS LIMITED – RESERVATIONS REQUESTED

Small Business Week Nominations due November 10, 2011

The Buffalo district office is seeking nominations for Small Business Week 2011. Nominations can be made by individuals or organizations. Please submit your nominations to the Buffalo district office by November 10th. For more information, please call Kelly LoTempio at (716) 551-4301x309 or visit our SBA website at: www.sba.gov/ny/buffalo

SBA Awards given in celebration of National Small Business Week include the following awards:

- Small Business Person of the Year
- SBA Young Entrepreneur of the Year
- Entrepreneurial Success Award
- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year
- Jeffrey Butland Family-Owned Business of the Year
- 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

**Congratulations to the Lyons National Bank on being approved as
an SBA PLP Lender!**