

THE LENDER'S ADVANTAGE

September 2011

Volume 3, Issue 8

SBA BALTIMORE DISTRICT OFFICE

SBA Disaster Loans Help Businesses Get Back on Track

In late August, Mid-Atlantic residents were shaken by a 5.8 magnitude earthquake, that rattled nerves but caused little major damage.

Just four days later, Hurricane Irene blew through the region, toppling trees, knocking out power and forcing evacuations of some low-lying areas.

Again, our region was fortunate. Forecasts and storm tracks predicted Hurricane Katrina-like havoc, but the damage from Irene was relatively mild.

Having dodged two poten-

tially catastrophic natural events in the span of less than a week, it seems a good time to take a look at some of the resources the SBA has in place to help businesses and individuals recover after a declared disaster.

SBA has disaster offices located strategically around the country. Through its Office of Disaster Assistance (ODA), the SBA provides low-interest, long-term loans for physical and economic damage caused by a



declared disaster. SBA offers business physical disaster loans, economic injury disaster loans and home and personal property loans.

See **Disaster**, Page 8

Are You an Export Express Lender?

The Permanent Export Express Program was implemented August 18, 2011. The Small Business Jobs Act made the Export Express program, which has been a pilot program, permanent. For

specific information on how to obtain your Export Express status or on how stay an Export Express Lender see the Notice 5000-1216.

Your current Export Express

status will expire December 2, 2011.

IMPORTANT!!

SBA will annually publish a list of all lenders that participated in the Export Express program on SBA's website [Export Express](#). Make sure your bank is listed.

Inside This Issue:

From the District Director's Desk	2
FYI	2
Banking News	3
Upcoming Events	3
Lender Rankings	5
Lender Rankings	6
How to Reach Us	8



District Director's Desk:

Even though we have experienced both an earthquake and hurricane recently, the SBA Baltimore District loan numbers are the highest in the last **five** fiscal years and we still have one month to go. We still have the 504 3rd party lenders into our lender rankings. How does your organization compare? Next month look for a statewide county breakout on what lenders loaned in the different counties.

We have a lot of Free training events within the next 30 days but if your institution would like us to do a training at your bank please let us know.

For a look at our fiscal year loan numbers and to see who our current leaders are, see page 5 for the current rankings.



*Stephen D. Umberger
District Director, Baltimore*

FYI:

Small Business Assistance: Kiesha Haughton Smoots is the Regional Director for the Central Region of the Maryland Small Business Development Center (SBDC), and is responsible for the business management services provided to Baltimore City and Baltimore, Howard, and Anne Arundel Counties. In this capacity she is charged to ensure compliance with federal and state SBDC policies and procedures, financial reporting, and performance measurements, while developing programs that will commensurate with the market demand, strategic plan, and center funding requirements.



*Kiesha Smoots ,
SBDC Regional
Director*

Under her current leadership, the Central Region in fiscal year 2010 was able to assist companies in increasing: sales by \$33.5 million, jobs created/retained by 652.5, and financing by \$13.6 million. Prior to her accepting the role of Regional Director, Kiesha's range of services spanned every aspect of starting, operating, and expanding the company's of small business owners. As a Senior Business Consultant with the Capital Region she assisted her clients in: starting 28 new businesses, receiving over \$7 million in financing and \$8 million in government contracts, creating 188 new jobs, and increasing small businesses sales by over \$5.9 million.

Before joining the SBDC she worked as a trainer with Women Entrepreneur's of Baltimore where she taught over 150 clients to start, expand, and/or maintain a sustainable business through business plan and skill development. She also worked as an independent consultant providing grant writing, strategic planning, and business skills training services to start-up companies and non-profit organizations. Other experiences include international development work with CARE Corps Peru, and extensive international study and travel throughout Europe, Asia, Africa, Latin America, and the Caribbean.

Her educational background includes various business training certifications, an MBA from the University of Maryland with a concentration in international business, and an MA in Global Finance, Trade and Economic Integration from the University of Denver. She also earned a BA in Government & Politics and German from the University of Maryland.

Kiesha can be reached at 410-837-4928 or ksmoots@ubalt.edu

If you know a business owner who needs counseling, or assistance in another part of the state, have them contact either SCORE at 800-634-0245 and <http://www.score.org/index.html> or the SBDC at 877-787-7232 and <http://www.mdsbdc.umd.edu/> for "FREE" one on one business consulting assistance.

Banking News:

Effective October 1, 2011 **ALL PLP and Express loans must be submitted via E-tran.** Lenders will no longer be able to fax in an eligibility sheet and request a loan number. They will be required to use E-tran. Free training is available September 22 via your computer and phone, see below for details.

Upcoming Events:

Baltimore SCORE Chapter Luncheon September 21

The Greater Baltimore SCORE Chapter Annual Luncheon will be held in Baltimore at the Radisson Hotel at Cross Keys on Wednesday September 21, from 11:30 AM until 2:00 PM.

The program will feature keynote speaker Ken Ulman, Howard County Executive, SCORE partners, and SCORE counselors that are counseling your current and future clients in our region.

Sponsorship opportunities are available to make your active support of the small business community visible. For more information email us at baltimorescore@verizon.net.

SCORE Baltimore is dedicated to entrepreneur education and the formation, growth and success of Maryland's small businesses. Baltimore SCORE provides free and confidential business mentoring tailored to meet the needs of startup and existing small businesses.

E-Tran Webinar Training: Thursday September 22 at 11:00 am EST

Free SBA **E-TRAN** Lender Training one hour.

SBA is pleased to announce that all 7(a) lenders may now utilize the Agency's new "**E-Tran System**" to make various changes to SBA guaranteed loans within your portfolio. **E-tran** is one component of an overall strategy to provide increased efficiency and decreased costs in the loan guaranty origination process.

This **E-tran** training will be conducted by expert Michelle Serrano **Commercial Loan Service Center - Fresno**. Listen, Learn and ask Questions at this FREE informative Webinar.

-Online: <http://www.readytalk.com/> , access code 3099202.

-Dial-In: **866-740-1260**, access code 3099202

-To register for, or get more details edward.knox@sba.gov

FranData Presents the New Franchise Registry via a Webinar September 23 at 10:00 am EST

Free one hour webinar on the SBA Franchise Registry. Have an expert show you the improved site and all the latest features. Be better prepared to do the next franchise deal.

This Franchise Registry training will be conducted by expert Edith Wiseman with FRANdata

-Online: <http://www.readytalk.com/> , access code **3034101**

-Dial-In: **866-740-1260**, access code **3034101**

-To register for, or get more details: <http://tinyurl.com/SBA-MD-Events>

Veterans Small Business Forum September 28th, 6:30—9:00 pm Anne Arundel Community College - Free

An introduction to resources and services that help veterans, start or expand small businesses. This event will feature representatives from Federal, State and Local Government Organizations. We are also seeking lenders who'd like to participate. If interested, please contact Mark Williams, mark.williams@sba.gov or 410-962-6195, X303.

1502 Training Webinar September 29 10:00 am to 11:30 am EST

Christopher J. Anthony will be giving this free webinar to enable the lenders to better understand the 1502 process. This webinar is designed for support personnel who service SBA loans and report the status of their institution's portfolio to SBA's Fiscal Transfer Agent (Colson Services Corporation). For more information please contact Edward Knox at edward.knox@sba.gov or at 410-962-6195 x309.

--Online: <http://www.readytalk.com/> , access code 3037306

-Dial-In: 866-740-1260, access code 3037306

-To Register: Click on <https://cc.readytalk.com/r/v1xpu6soccm>

SBA 7a and 504 Workshops October 6 in Baltimore - Free

SBA 7a Workshop – Learn about the different US Small Business Administration 7a loan programs and how best to use them with your borrowers. Is the borrower a startup or short on collateral? You may be able to help them with a 7a loan. The 7a guaranteed maximum loan is now \$5 million.

SBA 504 Workshop – Learn about the US Small Business Administration's best kept secret, the 504 loan program for owner occupied commercial real estate. Also, learn about how the 504 refinance program can help a business owner with commercial real estate that has a balloon or is maturing and may not have the equity it once had.

Location: BankNext Expo: Renaissance Harborplace Hotel 202 East Pratt Street Baltimore, MD 21202

Registration details to follow soon. Let me know if you are interested edward.knox@sba.gov

Baltimore District Office Lender Rankings: October 1, 2010—August 31, 2011

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
MANUFACTURERS & TRADERS TR CO	215	19,595,900
SUSQUEHANNA BANK	14	10,384,600
WELLS FARGO BANK NATL ASSOC	12	10,149,100
COMMERCEFIRST BANK	37	9,180,000
PNC BANK, NATIONAL ASSOCIATION	23	8,865,200
HOWARD BANK	23	6,543,500
HAMILTON FEDERAL BANK	5	6,225,000
BRANCH BK. & TR CO	47	6,205,700
SUNTRUST BANK	11	5,417,000
FIRST CHATHAM BANK	3	5,268,300
CITIBANK, N.A.	2	5,052,000
ACCESS NATIONAL BANK	1	5,000,000
HOME LOAN INVEST BANK F.S.B.	1	5,000,000
CAPITALSOURCE BANK	3	4,683,000
CONESTOGA BANK	2	3,340,000
LIVE OAK BANKING COMPANY	5	2,825,000
REGAL BANK & TRUST	2	2,825,000
CIT SMALL BUS. LENDING CORP	1	2,810,000
UNITED CENTRAL BANK	2	1,786,000
FULTON BANK NATL ASSOC	4	1,462,000
MID-ATLANTIC FCU	3	1,399,000
HEBRON SAVINGS BANK	7	1,335,000
PACIFIC CITY BANK	4	1,231,000
EASTON BANK AND TRUST COMPANY	2	1,175,000
SANDY SPRING BANK	4	956,700
THE HARBOR BANK OF MARYLAND	1	850,000
BANKANNAPOLIS	1	800,000
COMPASS BANK	1	702,000
REPUBLIC 1ST BK D/B/A REP. BK	1	655,000
VIRGINIA COMMERCE BANK	1	630,000
U.S. BANK NATIONAL ASSOCIATION	1	563,500
STANDARD BANK, PASB	5	561,000
THE BANK OF DELMARVA	1	560,000
BANK OF AMERICA NATL ASSOC	5	550,000
TD BANK, NATIONAL ASSOCIATION	3	516,000
CELTIC BANK CORPORATION	1	458,000
NEWTEK SMALL BUS. FINANCE INC.	1	424,500
CECIL BANK	1	420,000
THE BANCORP BANK	1	408,500
OLD LINE BANK	1	385,000

Baltimore District Office Lender Rankings: October 1, 2010—August 31, 2011

<u>Lender Name 7a</u>	<u># Loans</u>	<u>Amount</u>
WOODSBORO BANK	1	375,000
COMMUNITY SOUTH BANK	1	363,000
RBS CITIZENS NATL ASSOC	2	350,000
BORREGO SPRINGS BANK, N.A.	9	305,000
ANNE ARUNDEL ECONOMIC DEVELOP.	1	300,000
EAGLEBANK	1	300,000
THE COLUMBIA BANK	2	292,000
PRINCE GEORGE'S COMMUNITY FCU	1	250,000
THE FOSTER BANK	1	240,000
REPUBLIC BANK & TRUST COMPANY	1	224,800
WASHINGTONFIRST BANK	1	200,000
SPIRIT OF TEXAS BANK, SSB	1	200,000
STEARNS BK NATL ASSOC	1	200,000
FIRST UNITED BANK & TRUST	1	175,000
NEW WINDSOR STATE BANK	1	140,000
CARROLLTON BANK	1	138,600
SUPERIOR FINANCIAL GROUP, LLC	11	135,000
COMMUNITY BANK OF TRI-COUNTY	1	120,000
SOVEREIGN BANK	3	95,000
ASHEVILLE SAVINGS BANK, S.S.B.	1	75,000
Total 7(a)	500	\$141,675,900

<u>Lender Name 504</u>	<u># Loans</u>	<u>Amount</u>
BUSINESS FINANCE GROUP, INC.	39	24,105,000
CHESAPEAKE BUS. FINAN CORP	18	15,442,000
MID-ATLANTIC BUS. FINAN CO	4	4,484,000
Total 504	61	\$44,031,000
Grand Total	561	\$185,706,900

Baltimore District Office Lender Rankings: October 1, 2010—August 31, 2011

<u>3rd Party Lender 504 Name</u>	<u># Loans</u>	<u>Amount</u>
Old Line Bank	2	8,735,771
Manufacturers and Traders Trust Company	10	8,516,868
Sonabank	1	5,324,000
Sandy Spring Bank	6	4,374,000
WashingtonFirst Bank	1	3,362,500
CommerceFirst Bank	7	3,337,500
Hamilton Federal Bank	4	3,038,869
Bank of America, National Association	4	2,856,397
Essex Bank	1	2,813,143
Orrstown Bank	1	2,556,750
Virginia Heritage Bank	1	2,500,000
PNC Bank, National Association	4	2,403,023
Premier Commercial Bank, National Association	1	1,910,000
Centra Bank, Inc.	1	1,527,778
The Columbia Bank	1	1,436,226
Community Bank of Tri-County	2	1,187,000
Northwest Savings Bank	1	900,000
Zions First National Bank	1	806,350
CFG Community Bank	1	700,000
Sovereign Bank	1	686,910
County First Bank	1	665,000
Hebron Savings Bank	2	579,250
Signal Financial FCU	1	550,000
1st Mariner Bank	1	477,000
New Windsor State Bank	1	461,000
Harbor Bankshares Corporation	1	412,500
The Talbot Bank of Easton, MD	1	340,000
Tower Bank, A Division of	1	268,000
Provident State Bank, Inc.	1	192,500
Grand Total 3rd Party 504 Loans	61	\$62,918,335

All SBA programs and services are extended to the public on a nondiscriminatory basis.

Follow the SBA on:



YouTube

City Crescent Building
10 S. Howard Street, 6th Floor
Baltimore, MD 21201

Edward Knox

Lender Relations Specialist

Phone: 410-962-6195 ext 309

E-mail: edward.knox@sba.gov

www.sba.gov/md

Helping small businesses start, grow and succeed

Disaster, from page 1

Any business or private, nonprofit organization that is located in a declared disaster area and has incurred damage during the disaster may apply for a loan to help replace damaged property or restore it to the condition it was in before the disaster. Businesses or private, nonprofit organizations - large or small - that suffer physical damage as a result of a disaster, may be eligible for financial assistance from the U.S. Small Business Administration. SBA makes physical disaster loans of up to \$2 million to qualified businesses or private, nonprofit organizations.

A business located in a declared disaster area that suffers economic injury because of the disaster (regardless of physical damage), may be eligible for an *Economic Injury Disaster Loan* (EIDL). Substantial economic injury is the inability of a business to meet its obligations as they mature and to pay its ordinary and necessary operating expenses. EIDLs provide the necessary working capital to help small businesses survive until normal operations resume after a disaster.

Individuals living in declared disaster areas, who are the victims of a disaster, may also be eligible for financial assistance from the U.S. Small Business Administration - even if they don't own a business. Homeowners, renters and/or personal-property owners may apply to the SBA for loans to help them recover from a disaster.

Renters and homeowners alike may borrow up to \$40,000 to repair or replace clothing, furniture, cars, appliances, etc. damaged or destroyed in the disaster. Homeowners may apply for up to \$200,000 to repair or replace their primary residence to its pre-disaster condition.

SBA now offers the option of filing home and business disaster loan applications electronically. Applications may also apply in person at any Disaster Recovery Center and receive personal, one-on-one help from an SBA representative. For information or to find the closest location, please contact the SBA's Disaster Customer Service Center. Call 1-800-659-2955 (TTY: 1-800-877-8339) or e-mail disastercustomerservice@sba.gov.

For more information on the SBA's Disaster Assistance programs visit: <http://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/disaster-loans>