

March 2012

Dallas-Fort Worth District Office

SBA - Region VI
Yolanda Garcia Olivarez
Regional Administrator

Herbert Austin
District Director

4300 Amon Carter Bld., Suite 114
Fort Worth, TX 76155
817-684-5500 office
817-684-5516 fax
<http://www.sba.gov/localresources/district/tx/dallas/index.html>

Key Contacts-Web sites

Sacramento Loan Processing Center,
Fax (916) 930-2160

Guaranty Fee Payments
SBA, Denver, Co 80259

Standard 7(a) Loan Guaranty Processing Center (LGPC)
Fax: (606) 435-2400
Loanprocessing@sba.gov

Little Rock Commercial Loan Serving Center
(501) 324-5871
Lrsc.servicing@sba.gov

National Guaranty Purchase Center
(703) 487-9283
Loanresolution@sba.gov

Colson Services
(212) 266-7828

SBA Lender Homepage:
<http://www.sba.gov/aboutsba/sbaprograms/elending/index.html>

SIC, NAICS Codes and Size Standards
<http://www.sba.gov/contractingopportunities/officials/size/index.html>

U.S. Citizenship and Immigration Services
<http://www.uscis.gov/portal/site/uscis>

Franchise Registry
<http://www.franchiseregistry.com/registry/>

Business Counseling
www.ntsfdc.org
www.score.org

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



THE LENDER'S ADVANTAGE

From the Desk of Herbert Austin, District Director

To the Lending Community

We have seen a significant spike in lending during the month of February.

This is not only a sign of improved economic times but also your continued desire and willingness to help the district small businesses' growth and expansion.

For the first four months of the fiscal year, the District Office guaranteed on average some 82 loans for \$32 million, the same level attained during the recession years of 2008/2009. However, the month of February topped the average for FY2012, reaching in excess of 126 loans for over \$63.0 million in guarantees. This is very good news for the district, and should this level of lending reflect a standard for future performance, the district will end the year with an acceptable volume in lending.

Even when compared with the same month last year, the district is ahead in loan performance by 82.6% in units and 107.8% in dollars. However, the district's performance for the first five months of FY'12 does not compare favorably to that of FY'11, largely due to the fact that the benefits of the Jobs Act were in place during the first 3 months of 2011; this was not the case for this year.

The lending community must be commended for the boost in lending during the past month, an achievement that serves to promote the expansion and growth of the small business community as well as to foster the creation of the jobs needed to spur economic revival.

What is happening in Washington: Capital Access Budget Highlights: In the 2013 budget, SBA proposes to increase the loan subsidy and decrease the authority to remain fiscally responsible while still meeting the capital needs of small businesses.

Since SBA's fees are statutorily capped, SBA proposes to increase the loan subsidy to \$351 million and set the program cap at the historical average to still meet the needs of the small business community. The effect on the decrease in authority would be as follows:

- 7(a) from \$17.5 Billion to \$16 Billion
- 504 from \$7.5 Billion to \$6 Billion

Thank you for your continued support

Herb

Capital Access Program Updates & Information

The Dallas District Office strives to keep our lenders up to date with our most recent Policy Notices below you will find the URL link to locate our most current notices at the SBA's web page, <http://www.sba.gov/category/lender-navigation/forms-notices-sops/notices>.

Please see Information Notices for the month of January, 2012 located at the above URL link.

New Lenders Section of SBA.GOV

www.sba.gov features an improved "For Lenders" section that offers improved tools and functionality for our lending partners. <http://www.sba.gov/category/lender-navigation/forms-notices-sops/notices>.

"What's New about SBA's Capital Access:

SBA Policy Notice 6000- 800-Export and Trade Counseling Certification Program

The Small Business Jobs Act of 2010 amended §22(i) of the Small Business Act and directed the Agency to establish an export and trade counseling certification program for Small Business Development Center (SBDC) and Women's Business Center (WBC) staff (15 U.S.C. 649 (i)). The export and trade certification program is intended to greatly expand the number of qualified small business counselors available to help small businesses to engage in international trade and to provide consistency in the quality of assistance across the SBDC and WBC networks.

Certification Requirement:

The Small Business Act requires the export and trade counselor certification program to be available to small business counselors employed by SBDCs and WBCs. For SBDCs, SBA is further required to ensure SBDCs maintain a minimum number of export and trade certified counselors on staff (15 U.S.C. 649(i)(3)). SBA's General Counsel has interpreted the legislation to mean that the certification standard is based on the total number of full time equivalent (FTE) counselors in each SBDC Network. The minimum number of certified counselors for an SBDC network is the lesser of:

- a) 5 counselors; or
- b) 10 percent of the total number of FTE counselors in the network.

SBA Information Notice 5000-1230, Microloan Program Training and Information Session. During the month of April 2012, SBA will host a training session for existing Microloan Program Intermediary Lenders (Intermediaries) and an information session for organizations interested in applying to become Intermediaries. The training session will provide in-depth guidance and best practices regarding SBA Microloan Program requirements for loan and grant servicing, reporting and collateral requirements, and other Program issues affecting Intermediaries. The information session will provide an overview of the Microloan Program and information on the application process.

Additionally, the Microenterprise Development Branch invites up to one staff member from each SBA District Office to attend the training, at District Office expense, to meet with Microloan Intermediaries and learn program requirements.

SBA Policy Notice 5000-1227. Credit Alert Verification Reporting System (CAIVRS) and SOP 50 10 5(D) Description of the Credit Alert Verification Reporting System (CAIVRS)

CAIVRS was implemented in 1988 as a Federal Housing Administration (FHA) loan origination aid. In 1989, the Office of Management and Budget (OMB) mandated that Federal credit agencies prescreen all applicants to assure they were not delinquent on other Federal debt. In 1990, CAIVRS was expanded to include delinquent Federal

borrower data from agencies other than FHA, including the Department of Agriculture, Department of Veterans Affairs, Small Business Administration, Federal Deposit Insurance Corporation, Department of Education and the Department of Justice. In 2004, CAIVRS became available through the internet.

CAIVRS is used to determine if a loan applicant has a Federal debt that is currently in default or foreclosure or has had a claim paid by the reporting agency within the last three years.

SOP 50 10 5(D) Requirement

SOP 50 10 5(D), Subpart B, Chapter 2, which became effective October 1, 2011, added the following procedure for delegated 7(a) lenders to follow:

“Delegated lenders are responsible for checking the Credit Alert Verification Reporting System (CAIVRS) to determine if any of the individuals or businesses identified in paragraph (4) immediately above has either a Delinquent Federal Debt or a Prior Loss which would result in the Small Business Applicant being ineligible for SBA financial assistance.

- (a) CAIVRS allows the lender to enter multiple tax id numbers (either SSN or EIN) to search for an outstanding Delinquent Federal Debt or Prior Loss in connection with a loan application.
- (b) Lenders may obtain instructions for accessing CAIVRS at http://www.hud.gov/offices/hsg/sfh/sys/caivrs/caivrs_faq.cfm.”

What’s new? The SBA is expanding the required use of Pay.gov to include the payment of repair fees. This payment type is located on the “1544 Lender Fee Payments” form on the Pay.gov web site. SBA requires lenders to use Pay.gov for the payment of all loan guaranty fees, care and preservation of collateral expenses, lender review fees, lender repair fees, and Form 172 payments associated with the “Transaction Report on Loan Serviced By Lender

<http://www.sba.gov/for-lenders>

FY 12 Compared to FY 11
as of December 31, 2011

Grand Total	FY 12		FY 11		\$	#
	\$	Loan #	\$	Loan #		
	\$130,872,500	324	\$399,814,600	666	-67.27%	-51.35%
7A	Orig \$	Loan #	Orig \$	Loan #	\$	#
	\$108,871,500	297	\$367,412,600	619	-70.37%	-52.02%
WELLS FARGO BANK NATL ASSOC	\$13,609,700	34	\$32,413,400	67	-58.01%	-49.25%
JPMORGAN CHASE BANK NATL ASSOC	\$11,879,500	58	\$24,145,700	122	-50.80%	-52.46%
SYNERGY BANK, SSB	\$7,470,000	4	\$18,328,400	13	-59.24%	-69.23%
BANK OF THE WEST	\$7,377,000	6	\$9,167,000	11	-19.53%	-45.45%
FIRST FINANCIAL BANK	\$5,922,000	3				
WILSHIRE STATE BANK	\$5,904,000	6	\$13,758,700	14	-57.09%	-57.14%
COMPASS BANK	\$5,578,400	69	\$26,259,000	50	-78.76%	38.00%
1ST NATL BK OF BAIRD	\$3,747,500	4				
COLLIN BANK	\$3,589,000	2				
CIT BANK	\$3,331,000	2	\$750,000	1	344.13%	100.00%
COMMUNITY BANK	\$3,228,900	7	\$12,436,900	21	-74.04%	-66.67%
CAPITALSOURCE BANK	\$3,122,000	3	\$5,381,000	5	-41.98%	-40.00%
PACIFIC CITY BANK	\$2,798,000	3	\$850,000	2	229.18%	50.00%
SOVEREIGN BANK	\$2,750,000	2				
SOUTHWEST BANK	\$2,267,800	4	\$5,845,500	5	-61.20%	-20.00%
THE FROST NATIONAL BANK	\$1,968,500	4	\$1,920,100	9	2.52%	-55.56%
GUARANTY BOND BANK	\$1,687,400	1	\$100,000	1	1587.40%	0.00%
SOUTHWEST SECURITIES, FSB	\$1,600,000	1	\$9,421,000	10	-83.02%	-90.00%
FIRST CHATHAM BANK	\$1,562,000	1	\$423,900	1	268.48%	0.00%
SEACOAST COMMERCE BANK	\$1,498,600	4	\$19,964,300	20	-92.49%	-80.00%
INDEPENDENT BANK OF TEXAS	\$1,487,400	4	\$6,975,000	10	-78.68%	-60.00%

TITAN BANK NATL ASSOC			\$1,311,300	1	-0.86%	100.00%
NEWTEK SMALL BUS. FINANCE INC.			\$2,158,500	3	-43.80%	-33.33%
PLAINSCAPITAL BANK			\$6,172,000	5	-81.83%	-60.00%
CITIBANK, N.A.			\$3,365,000	3	-67.53%	33.33%
LIBERTY BANK			\$2,830,000	3	-62.16%	-33.33%
AMER NATL BK OF TEXAS			\$4,597,100	7	-81.26%	-57.14%
CITY BANK			\$2,296,500	2	-65.38%	150.00%
FIRST NATIONAL BANK OF OMAHA			\$40,000	1	1750.50%	200.00%
FIRST INTERCONTINENTAL BANK			\$7,570,000	8	-91.55%	-87.50%
BBCN BANK						
INDEPENDENCE BANK NATL ASSOC						
KLEBERG 1ST NATL BK OF KINGSVI						
PROVIDENCE BANK						
BRANCH BK. & TR CO			\$4,715,000	6	-91.05%	-33.33%
SPIRIT OF TEXAS BANK, SSB			\$5,843,900	8	-94.53%	-75.00%
COLONIAL SAVINGS, F.A.						
BANCFIRST			\$88,000	1	230.00%	0.00%
TRIAD BANK NATL ASSOC			\$100,000	1	188.00%	0.00%
WAUKEGAN SAVINGS BANK						
UNITED CENTRAL BANK			\$8,722,800	27	-97.04%	-92.59%
TEXAS SECURITY BANK			\$2,613,000	11	-90.24%	-81.82%
CITIZENS 1ST BANK						
METROBANK NATL ASSOC						
BANCORPSOUTH BANK			\$425,000	1	-51.74%	100.00%
THE BANCORP BANK						
PAVILLION BANK			\$3,551,000	2	-94.37%	-50.00%
AMEGY BK NATL ASSOC			\$125,000	2	20.00%	0.00%
LUBBOCK NATIONAL BANK			\$1,500,000	1	-90.00%	0.00%
SHINHAN BANK AMERICA			\$245,000	1	-38.78%	0.00%
TEXAS NATL BK OF JACKSONVILLE						
AMERICAN BANK OF COMMERCE						
FIRST FINAN BANK NATL ASSOCIAT			\$16,916,500	14	-99.12%	-92.86%
WORTHINGTON NATIONAL BANK			\$459,000	1	-68.00%	100.00%
STEARNS BK NATL ASSOC						
OPPORTUNITY BANK NATL ASSOC			\$4,050,000	2	-96.91%	0.00%
BANK TEXAS NATL ASSOC			\$315,000	1	-60.32%	0.00%
BANK OF AMERICA NATL ASSOC			\$50,000	1	100.00%	100.00%
ALTRA FCU						
FIRST NATL BK ALBANY/BRECKENRI						
CITIZENS NATL BK OF TEXAS			\$172,600	2	-56.55%	-50.00%
PROSPER BANK						
BORREGO SPRINGS BANK, N.A.			\$50,000	1	0.00%	0.00%
SUPERIOR FINANCIAL GROUP, LLC			\$137,500	15	-81.82%	-93.33%
FIRST FINAN BANK NATL ASSOC			\$5,023,000	3	-99.65%	-66.67%
504			\$32,402,000	47	-32.10%	-42.55%
GREATER E. TEXAS CERT. DEVEL C			\$10,835,000	11	-24.23%	-36.36%
EAST TEXAS REGIONAL DEVEL COMP			\$2,731,000	4	6.66%	-25.00%
CAPITAL CERT. DEVEL CORP			\$4,583,000	9	-40.78%	-33.33%
ALLIANCE LENDING CORPORATION			\$1,646,000	4	55.22%	0.00%
NORTH TEXAS CERT. DEVEL CORP			\$7,418,000	11	-81.25%	-81.82%
CAPROCK BUS. FINAN CORPORATION						
TEXAS CERT. DEVEL COMPANY INC.			\$710,000	1	77.75%	0.00%
COMMUNITY CERT. DEVEL CORP						
ARK-TEX REGIONAL DEVEL COMPANY			\$2,017,000	1	-78.43%	0.00%
CERTIFIED DEVEL CORP - S.W.			\$284,000	1	19.72%	0.00%