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

Comments regarding the newsletter are always welcome.

Contact Virginia Smith at virginia.smith@sba.gov or 315-471-9393 ext. 250

Form 159 Submittal Clarification

On October 1, 2010, SBA issued SBA Procedural Notice [5000-1177](#) requiring lenders to transmit to Colson Services all completed, signed and dated SBA Forms 159 (7a) for all 7(a) loans approved on or after December 1, 2010, after there has been an initial disbursement on the loan.

Since issuing the Procedural Notice, SBA has received the following questions from lenders about the procedure.

Q1. Are all SBA Form 159 (7a) forms to be transmitted to Colson or just those for third parties? In other words, are SBA Form 159 (7a) forms covering a lender's fees to be included in those SBA Form 159 (7a) forms that are to be transmitted to Colson?

A1. For 7(a) loans approved on or after December 1, 2010, lenders are to transmit all SBA Form 159 (7a) forms to Colson including, but not limited to, those covering any packaging fees charged by the participating lender or where the lender paid the loan agent fee. (As a reminder, SOP 50 10 5(C), Subpart B, Chapter 3 describes what fees are eligible and what fees are ineligible to be charged a small business applicant in connection with an application.)

Q2. SBA Form 159 (7a) does not have a space for a loan number for those loan applications that are approved. Should the SBA loan number be entered on the form before transmitting to Colson?

A2. SBA has revised SBA Form 159 (7a) to include a field for the SBA loan number below the lender's signature block on the last page. If the lender is using the prior version of the form because the applicant has already signed that version, the loan number needs to be entered on the form, preferably below the lender's signature block on the last page.

Q3. What is the purpose of this new procedure?

A3. SBA is creating a database that will include the relevant information on the SBA Form 159 (7a) including, but not limited to, the small business borrower, the loan agent (including any lender acting as an agent), the fee, and the participating lender for each disbursed 7(a) loan that was approved on or after December 1, 2010.

Q4. Is SBA requiring CDCs to transmit SBA Form 159 (504) forms for 504 loans?

A4. Not at this time. However, SBA Form 159 (504) has been updated as well to include a space for the SBA loan number.

The updated SBA Form 159 (7a) and SBA Form 159 (504) have replaced the former versions currently on SBA's website at the [Forms Loan Package Tool](#) within SBA's recently redesigned website.

Information may be submitted to Colson either by FAX or by electronic document imaging utilizing either pdf or tif format. Lenders may either fax the document to Colson at 718-315-5170 or e-mail the pdf/tif file to Form159@colsonservices.com.

Please do not submit the information by overnight mail or postal service delivery. Lenders are required to retain an original signature version of the form in their files for compliance review purposes.

The new process will be incorporated into the next edition of the SBA Standard Operating Procedures 50 10 5.

Lender questions on this process may be directed to the SBA Lender Relations Specialist in the Syracuse district office.

New SBA Website for Lending Partners

SBA's lending partners now have access to more in-depth information and resources on U.S. Small Business Administration loan programs through the new Lender Toolkit on the agency's recently redesigned website.

The new site strengthens SBA collaboration with its lending partners, making it easier to identify points of contact, loan programs and financing options that will best expand access to capital for local small businesses to help them grow and create jobs.

Elements of the streamlined Lender Toolkit include useful tools like updates on interest rates and important lending news, all at www.sba.gov/for-lenders.

The "For-Lenders" website will replace the "Banking" site permanently on May 1, 2011.

The online Lender Toolkit features include:

- "Loan Package Tool" permits users to select a loan type and download the associated forms.
- "Submit This File" allows lenders to electronically send new loan applications to the Center.
- "Find a Center" enables the lender to locate the SBA Center contact information based on the loan processing type and stage.
- "Weekly Lending Report" provides details on lending activity for SBA loan programs, along with comparisons for FY 09, 10 and 11 for the period ending that week.
- "Lender Quick Links" are available towards the bottom of page for access to Forms, Notices and SOPs; FAQ's; 1502 Reporting; Lender E-Payments; and Lender Portal.

Please begin using the new site now and send us your feedback!

Maximum Third Party Loan Interest Rate

Pursuant to 13 CFR 120.921(b), the maximum legal interest rate for any third party lender's commercial loan which funds any portion of the cost of a 504 project (see 13 CFR 120.801) shall be six percent over the New York Prime rate or, if that exceeds the maximum interest rate permitted by the constitution or laws of a given State, the maximum interest rate will be the rate permitted by the constitution or laws of the given State. Please call your local Syracuse district office representative with questions.



Conference for SBA Lenders

The 2011 America East SBA Lender Conference is set for August 15-17, 2011 in Niagara Falls and Buffalo, NY, with conference headquarters located at the Hyatt Regency Buffalo.

Some of the training topics will include: Supporting Your Exporter; The Banker's Role – Eligibility; Servicing Matrix & Unilateral Authority; Refinancing with SBA; Turnaround Financing; Expediting your SBA Approval: Avoiding common Errors & Omissions; the Small Loan Advantage & Community Advantage Programs; Debt Refinancing; New Opportunities under SBA's 504 Program ...

Sponsorship and Exhibitor Packages are available by contacting Victoria Reynolds at victoria.reynolds@sba.gov or at 716-551-4301 x 311

Syracuse SBA District - YTD FY 11 by County
10/1/10 - 3/31/11

	504 Approvals		7A Approvals		Total 504 & 7A Approvals	
ALBANY	4	\$2,219,000	26	\$3,423,500	30	\$5,642,500
BROOME	3	\$1,182,000	37	\$6,474,900	40	\$7,656,900
CAYUGA			8	\$888,500	8	\$888,500
CHEMUNG			13	\$3,175,300	13	\$3,175,300
CHENANGO			9	\$929,300	9	\$929,300
CLINTON			8	\$2,510,000	8	\$2,510,000
COLUMBIA	2	\$429,000	1	\$180,000	3	\$609,000
CORTLAND	1	\$275,000	4	\$497,000	5	\$772,000
DELAWARE			1	\$50,000	1	\$50,000
ESSEX	1	\$214,000	4	\$2,307,000	5	\$2,521,000
FRANKLIN			5	\$649,000	5	\$649,000
FULTON	1	\$190,000	1	\$50,000	2	\$240,000
GREENE	1	\$219,000	1	\$12,500	2	\$231,500
HAMILTON			1	\$150,000	1	\$150,000
HERKIMER			7	\$530,000	7	\$530,000
JEFFERSON			6	\$890,000	6	\$890,000
LEWIS	1	\$273,000	2	\$91,000	3	\$364,000
MADISON			7	\$1,546,700	7	\$1,546,700
MONTGOMERY			1	\$39,000	1	\$39,000
ONEIDA	2	\$2,446,000	28	\$3,838,000	30	\$6,284,000
ONONDAGA	5	\$2,890,000	64	\$11,288,000	69	\$14,178,000
OSWEGO	1	\$264,000	14	\$4,197,100	15	\$4,461,100
OTSEGO			7	\$1,683,800	7	\$1,683,800
RENSSELAER	1	\$170,000	10	\$913,500	11	\$1,083,500
SAINT LAWRENCE	1	\$657,000	2	\$85,400	3	\$742,400
SARATOGA	7	\$1,533,000	33	\$7,401,900	40	\$8,934,900
SCHENECTADY	1	\$451,000	7	\$1,296,800	8	\$1,747,800
SCHOHARIE	1	\$642,000	2	\$304,000	3	\$946,000
SCHUYLER			7	\$1,420,600	7	\$1,420,600
STEUBEN			27	\$6,120,500	27	\$6,120,500
TIOGA			4	\$225,000	4	\$225,000
TOMPKINS	1	\$371,000	11	\$1,314,000	12	\$1,685,000
WARREN	2	\$824,000	12	\$1,548,000	14	\$2,372,000
WASHINGTON	1	\$340,000			1	\$340,000
Grand Total	37	\$15,589,000	370	\$66,030,300	407	\$81,619,300

Syracuse SBA District Loan Approvals - YTD FY 11 (10/1/10 - 3/31/11)
by number of loans

SBA 7(a) Loan Approvals

M&T Bank	102	\$18,529,000
NBT Bank	34	\$4,462,100
Five Star Bank	24	\$6,701,300
New York Business Dev. Corp.	23	\$6,978,000
KeyBank	21	\$1,522,500
The Adirondack Trust Company	18	\$1,592,300
Adirondack Bank	15	\$1,166,700
Corning Federal CU	11	\$1,038,100
Alliance Bank, N.A.	9	\$1,124,300
Citizens Bank	9	\$709,000
HSBC Bank USA	8	\$948,500
USNY Bank	7	\$2,126,000
Community Bank	7	\$1,214,500
The Oneida Savings Bank	7	\$1,170,000
First Niagara Bank	7	\$808,000
Chemung Canal Trust Company	7	\$395,000
Tioga State Bank	5	\$2,508,000
Pathfinder Bank	5	\$740,000
Solvay Bank	5	\$600,000
Superior Financial Group, LLC	5	\$45,000
JPMorgan Chase Bank	4	\$399,800
Saratoga National Bank & Trust	4	\$380,000
Glens Falls National Bank & Trust	4	\$364,000
National Union Bank, Kinderhook	3	\$535,000
Berkshire Bank	3	\$311,500
Ballston Spa National Bank	3	\$253,200
Legacy Banks	2	\$632,000
Tompkins Trust Company	2	\$400,000
Evolve Bank & Trust	1	\$2,285,000
Small Business Capital, LLC	1	\$2,152,000
TD Bank	1	\$1,200,000
United Midwest Savings Bank	1	\$670,000
City National Bank	1	\$320,000
Capital Source Bank	1	\$317,000
Newtek Small Bus. Finance Inc.	1	\$211,000
The Bank Of Bennington	1	\$204,000
Waukegan Savings Bank	1	\$200,000
Unity Bank	1	\$160,000
The Lyons National Bank	1	\$160,000
Citizens & Northern Bank	1	\$155,000
Watertown Savings Bank	1	\$120,000
The Elmira Savings Bank	1	\$72,500

SBA 7(a) Loan Approvals

Live Oak Banking Company	1	\$100,000
Steuben Trust Company	<u>1</u>	<u>\$50,000</u>
Total 7(a) Loan Approvals	370	\$66,030,300

504 Loan Approvals

Empire State Cert. Dev. Corp.	32	\$13,002,000
Greater Syracuse Business Dev. Corp.	4	\$2,323,000
Operation Oswego County, Inc.	<u>1</u>	<u>\$264,000</u>
Total 504 Loan Approvals	37	\$15,589,000

Total 7(a)& 504 Loan Approvals 407 \$81,619,300

504 Third Party Lenders

NBT Bank	6	\$6,649,962
M&T Bank	4	\$2,896,500
First Niagara Bank	3	\$1,725,000
Pioneer Savings Bank	3	\$1,059,000
Community Bank	3	\$966,094
JPMorgan Chase Bank	2	\$1,192,400
National Union Bank, Kinderhook	2	\$1,140,000
Solvay Bank	2	\$1,028,500
New York Business Dev. Corp.	2	\$883,394
Alliance Bank, N.A.	2	\$593,200
KeyBank	1	\$1,450,000
Tompkins Trust Company	1	\$600,000
Ballston Spa National Bank	1	\$297,000
Ulster Savings Bank	1	\$290,000
City National Bank	1	\$260,000
SEFCU	1	\$227,500
The Bank of Greene County	1	\$124,950
First National Bank of Scotia	<u>1</u>	<u>\$120,000</u>
Total Third Party Loan Approvals	37	\$21,503,500

Microloans

Alternatives FCU	18	\$328,200
Adirondack Economic Dev. Corp	9	\$157,926
Columbia Hudson Partnership	3	\$40,200
REDEC	<u>1</u>	<u>\$8,000</u>
Total Microloan Approvals	31	\$534,326

Syracuse SBA District Loan Approvals - YTD FY 11 (10/1/10 - 3/31/11)
by dollar amount

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