



THE LENDER'S ADVANTAGE

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West Virginia District Office

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*The Lender's
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publication by the
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*All SBA programs and
services are provided on a
nondiscriminatory basis.*

Catch Up on Lender Training You May Have Missed – ReadyTalk Recordings

If your schedule didn't allow you to participate in some of SBA's recent lender training sessions, you still have an opportunity to benefit. Below are links to the various recordings of the ReadyTalk training sessions conducted by the Richmond and West Virginia District Offices. Just follow the link for the topic(s) you are interested in to start the recording.

1502 Reporting	http://cc.readytalk.com/play?id=73een0
SBA Express & Patriot Express	http://cc.readytalk.com/play?id=24f7f
Express Loan Guaranty Purchase	http://cc.readytalk.com/play?id=fh4sad
Loans for Changes of Ownership	http://cc.readytalk.com/play?id=2iytqg
Rural Development Loan Programs	http://cc.readytalk.com/play?id=7uazqv
7(a) Guaranty Purchase Training	http://cc.readytalk.com/play?id=g8ca9g
E-Tran System for Express & PLP	http://cc.readytalk.com/play?id=1r177f
Guide to Loan Liquidation	http://cc.readytalk.com/play?id=7rl6zx
SOP 50 10 5 (C) Updates	http://cc.readytalk.com/play?id=fjwn0f

If you would like to request training on another topic, please contact [Emma](#) at (304) 347-5220.

Loan Application Forms Quick Reference Guide

Included with this edition of **The Lender's Advantage** is a document which you may find very useful when determining what documents are required when applying for a SBA loan guaranty. What makes the document extremely helpful are the direct links to the listed lending forms. To access them, just hold your cursor over the descriptive name of the form and click. **Express lenders please note** the recommendation to use the National 7(a) Authorization Boilerplate which addresses issues not always found in the Express Authorization. Please feel free to contact [Emma](#) should you have any questions.



Save the Date: August 15-17, 2011
Buffalo, NY

This 3-day conference will focus on new SBA programs, training on a variety of SBA policies and procedures, and initiatives to support exporting. To register for the conference, [CLICK HERE](#). For hotel reservations, [CLICK HERE](#) or call 888-421-1442. Conference Headquarters will be at the Hyatt Regency Buffalo, Two Fountain Plaza, in Buffalo, NY. [CLICK HERE](#) for a brochure.

FY 2011 Lender Ranking

As of June 30, 2011

	Lender Name	\$ Amount	Loans
1	Huntington Bank	\$8,198,100	58
2	BB&T	\$3,407,300	26
3	Main Street Bank	\$1,105,000	8
4	JP Morgan Chase	\$836,000	7
5	Community Trust Bank, Inc.	\$4,299,000	6
6	Citizens Bank of WV	\$1,224,000	6
7	United Bank	\$970,000	5
8	West Union Bank	\$691,700	4
9	Superior Financial Group, LLC	\$42,500	4
10	First Chatham Bank	\$5,692,000	3
11	MVB Bank, Inc.	\$1,355,500	3
12	WVCDC	\$1,736,000	2
13	First State Bank	\$803,000	2
14	OVIDC CDC, Inc.	\$650,000	2
15	Manufacturers and Traders Trust	\$70,000	2
16	ACNB	\$3,537,000	1
17	Premier Bank	\$800,000	1
18	Mountain Valley Bank	\$400,000	1
19	Union Bank, Inc.	\$400,000	1
20	Live Oak Banking Company	\$400,000	1
21	Georgia Commerce Bank	\$350,000	1
22	Fidelity Bank	\$328,000	1
23	Business Carolina, Inc.	\$275,000	1
24	First Sentry Bank	\$162,000	1
25	RBS Citizens, NA	\$150,000	1
26	Pendleton Community Bank	\$60,000	1
27	The Citizens Savings Bank	\$31,000	1
	Totals	\$37,973,100	150

SBA Job Openings

The West Virginia District Office is recruiting for the following positions. To access, click on the Specialist link or go to www.usajobs.gov. NOTE: both positions close on Friday, July 15, 2011.

- [Lender Relations Specialist](#), GS-1101-9/12, West Virginia District Office, Clarksburg, WV
- [Business Development Specialist](#), GS-1101 9/12, West Virginia District Office, Clarksburg, WV