



# THE LENDER'S ADVANTAGE

## August 2009

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

## Recovery Act Impact

In the first 6 weeks of the program, the SBA has approved over 1,000 ARC loans across the country, totaling over \$32 million.

Since the signing of the Recovery Act, weekly loan dollar volume has risen more than 45% in the 7(a) and 504 programs.

A significant share of loans supported by Recovery Act funding has gone to traditionally underserved markets:

- \* 26% rural businesses
- \* 20% minority-owned businesses
- \* 19% woman-owned businesses
- \* 9% veteran-owned businesses

## Free Educational Event for All

IRS Stakeholder Liaison Course: Everyone's at Risk: Combating the Increasing Threat of Online Fraud and Identity Theft

August 19 via phone	10 a.m.	Course # 760853
	1 p.m.	Course # 648527
	4 p.m.	Course # 353052

Register by August 17 at [www.attevent.com](http://www.attevent.com) to receive a personal code for one of the courses listed above. Then dial-in to 1-800-683-4564 on August 19 at the appropriate time and input your code to join the course.

## Workshops for Small Business Owners

must register in advance at [www.scoredc.org](http://www.scoredc.org)  
or by calling 202-272-0390

How to apply for a small loan	Sept. 2
Low-cost or no-cost marketing	Sept. 8
How to start a business	Sept. 10
IT essentials	Sept. 14
Small business tax tips	Sept. 18
Technology enhancements	Sept. 21

## America East Conference for SBA Lenders to be held in Newport, RI, Aug 30 - Sept 2

[www.regonline.com/AmericaEast2009](http://www.regonline.com/AmericaEast2009)  
for conference registration information  
[www.riscore.org](http://www.riscore.org)  
for more information about the conference

## Capital Bank has 1st ARC Loan Approved for Montgomery County

Capital Bank of Maryland hosted a celebration on 28 July for Applied Wireless Local Area Network (AWLAN), the borrower, to acknowledge this milestone. Scot Browning, President of Capital Bank, and Ed Tuvin, Vice President and the officer responsible for handling the loan, discussed the ARC loan process.

Ann G. Humphrey, from the Constituent Services Department of Congressman Chris Van Hollen's Rockville office, and Theodore Holloman, the Deputy District Director for the Washington Metropolitan Area District Office of the SBA, also attended the celebration and made remarks.

AWLAN, a Rockville Innovation Center company, specializes in turn-key wireless and wired LAN installation with a specialty in free and/or fee-based Wi-Fi®, 802.11 high speed Internet access for PDA, laptop, and mobile users (e.g., Wi-Fi hotspots, WiMax, Municipal Wireless). AWLAN's mission is to supply end-users with innovative WLAN devices and the ability to roam freely while remaining connected to high-speed wireless internet access. AWLAN is owned and operated by Esther and Jonathan Walker.



*Pictured above, at the Capital Bank Headquarters in Rockville, are Ann Humphrey, Ed Tuvin, Jonathan Walker, Esther Walker, Theodore Holloman, and Scot Browning.*

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### ARRA Deadline Reminders

7(a) loans and 504 loans eligible for the elimination of the up-front Loan Guaranty fees and 7(a) loans eligible for the 90% Guaranty must be approved by the SBA no later than 31 December 2009. Due to the current high volume of SBA lending, it is possible the programs could run out of funding before then. Get your loans in early to avoid disappointment!

The ARC loan is a deferred-payment loan of up to \$35,000, to be used for principal and interest payments on existing, qualifying small business loans. ARC loans are 100% guaranteed and the SBA pays the bank interest of Prime + 2. Lenders cannot charge application fees, packaging fees, or any other type of fees except those required to secure collateral. ARC loans are available through 30 September 2010 or as long as funding is available.

## 7(a) Loan Helps Crystal Enterprises with New Military Contracts



*Bridget Bean, Rod Johnson, and Sandra Custis pose in front of a hand-made cabinet, complete with corporate initials, at the Crystal Enterprises headquarters in Glenn Dale, Maryland.*

Crystal Enterprises Inc., a woman-owned and 8(a) certified business, recently received a 7(a) loan through their banking partner, Access National Bank, with Roderick Johnson, Senior Vice President of Commercial Banking, handling the deal.

“The process was very straight forward thanks to our bank. They are set up to work with small businesses and understand our needs. They know we don’t have much time to spend. We are in a growth period. We have found that our clients are working longer hours and need more support. So now we need to expand to keep up,” said Sandra Custis, President and founder of Crystal Enterprises. Out of this growth period, the company has been able to create around 30 jobs.

“30 new jobs! That just gives me goose bumps. Here’s a small business that is actually growing and expanding in this economy,” said Bridget Bean, WMADO District Director. “I’m pleased that the temporary fee-waiver on the 7(a) loan is able to help Sandra and her business prepare for the new contracts they are receiving.”

This is not the first time that Crystal Enterprises has experienced a spike in demand for the company’s services. Crystal Enterprises began as a maid service and now encompasses many forms of maintenance, employing over 60 people.

Ms. Custis gives credit to Access National Bank and the SBA. “The SBA was in business with us. They have been there the entire time,” she said.

## Congratulations to the Top Lenders in each Category

Statistics for 1 October 2008 through 31 July 2009

### All Lender types, ranked by total dollars

1. Business Finance Group	\$28,035,000
2. BB&T	12,193,900
3. Access National Bank	7,748,000
4. SonaBank	4,393,000
5. SunTrust Bank	3,455,800

	# of Loans	\$ Amount of Loans
<b>Community Banks: operate in smaller geographic territories</b>		
1. Access National Bank	19	\$7,748,000
2. SonaBank	14	4,393,000
3. Cardinal Bank	3	625,000
4. Howard Bank	3	500,000
5. Capital Bank	2	785,000

### Regional Banks: operate throughout the entire geographic region

1. Sandy Spring Bank	15	\$2,900,000
2. Sovereign Bank	3	500,000
3. Chevy Chase Bank	1	275,000
4. Home Loan Investment Bank	1	232,000
5. Fulton Bank	1	100,000

### National Banks: operate in multi-geographic regions

1. BB&T	61	\$12,193,900
2. Superior Financial Group	35	360,000
3. M&T Bank	32	2,920,000
4. SunTrust Bank	20	3,455,800
5. United Central Bank	15	3,122,500

### Certified Development Companies: process fixed-asset 504 loan 2<sup>nd</sup> trust loans

1. Business Finance Group	39	\$28,035,000
2. Chesapeake Bus. Finance	2	3,250,000
3. Mid-Atlantic Bus. Finance	2	2,158,000

### 504 First Trust Lenders

1. Bank of America	5	\$2,029,750
2. SunTrust Bank	4	4,288,500
3. MainStreet Bank	3	4,096,500
4. United Bank	3	3,562,900
5. Access National Bank	3	1,944,500

### Microlenders: non-profit community development groups providing loans up to \$35,000

1. Enterprise Dev. Group	19	246,563
2. Latino Econ. Dev. Corp.	8	95,000

### Want to boost your bank's lending?

Call your Lender Relations Specialists for personalized training in SBA products!  
Specialized sales training for your branch managers also available.