



THE LENDER'S ADVANTAGE

A Joint Publication of the Des Moines District Office and the Cedar Rapids Branch Office

MAY 2011

INFORMATION

On-Line Lender Toolkit

www.sba.gov/for-lenders

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Standard 7(a) Loan Guaranty Processing Center

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Fresno Servicing Center

Fresno, CA
1-800-347-0922
202-481-0483 Fax

Liquidation & Purchase Center

Herndon, VA
(703) 487-9283
(202) 481-4674 Fax

504 & PLP Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
(916) 930-2463 or 930-2460
(916) 930-2160 FAX

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

SBA's Participation in the Mid-America Lenders Conference

Dear Lender –

We are excited and pleased to announce SBA's participation in this year's Mid-America Lenders Conference, sponsored by the North Texas Association of Government Guarantee Lenders (NTAGGL), on August 9th and 10th. The conference takes place at Marriott's The Worthington Renaissance Fort Worth Hotel in downtown Fort Worth, TX.

SBA officials from our national headquarters, as well as from our district offices and Dallas, Kansas City and Chicago regional offices, will be attending this year's event. We'll be addressing current trends and practices in SBA's loan programs and offering training. Our participation will present the opportunity for SBA lending officials to meet you and discuss SBA's new lending initiatives and other SBA guaranty loan programs.

As an additional feature to the SBA presentations this year, individual SBA district offices will present recognition awards to the top small business lenders in their respective districts. To learn more about other topics presented by SBA, including workshops and panel discussions on the Jobs Act Program, the new liquidation SOP, and more, please go to www.malc-conference.com or contact MALC2011@ntaggl.org.

While SBA's participation in the Mid-America Lenders Conference is not a direct or implied endorsement of the conference and SBA is not sponsoring or co-sponsoring the event this year, we do want you to know we will still be participating and look forward to seeing you August 9th and 10th at MALC.

-Pat Brown-Dixon, Regional Administrator

Version 2011 of Export Working Capital Authorization to be Released

SBA announces the release of Version 2011 of the National EWCP Loan Authorization (which includes the Boilerplate and Wizard). Version 2011 has been programmed to function in both Microsoft Office Word 2003 and 2007. SBA has not programmed a Wizard Version 2011 in Microsoft Office Word 2010 at this time.

As a result, there will be two editions of the 2011 Authorization for EWCP loans available to all users on the SBA website. Since both editions will have the same 2011 identifier, SBA will add a notation on the web site where they can be accessed saying which edition is compatible with which version of Microsoft.

Please note that an authorization created with Microsoft Word 2003 will not function properly in Microsoft Word 2007 (although it may open) and an authorization created with Microsoft Word 2007 will not function properly in Microsoft Word 2003 (although it

too may open). As such, it is incumbent upon the user to download the correct edition of the Wizard from SBA's web site to meet their needs.

Both editions have the same terms, conditions, and processes. The only difference is the compatibility of each edition with only one appropriate Microsoft programming platform. As such, the use of either edition is satisfactory to SBA when an authorization for an EWCP loans is being written.

Both editions of Version 2011 of the National EWCP Loan Authorization will be available at www.sba.gov beginning on the effective date of this Notice. The Authorization webpage address to find either edition of the National EWCP Loan Authorization is:

<http://www.sba.gov/content/ewcp-authorization-wizard>

Top Screen-Out Reasons at the Processing Center for 7(a) Applications

When a 7(a) application is submitted to the Processing Center in Citrus Heights, it is screened for completeness. Once the application is complete, it is placed in a queue for processing by an SBA Loan Officer. If the application is not complete, the lender is notified of the deficiency and the application is placed on hold. Following are the most common reasons for 7(a) applications to be screened out.

Repayment ability is not demonstrated: Not only the loan applied for but all other fixed obligations must show repayment, along with reasonable living expenses for the owner.

Lack of equity injection: If injection is lacking, it must be explained in the Lender's application.

Business valuation information is missing: For a change of ownership, a

valid business valuation must be included from a party authorized to prepare such valuations as outlined in SOP 50-10 5(c).

Line of Credit Information: Information about the lender's operating line of credit must be complete so that the Loan Officer can understand the firm's total financing package.

SBA Form 912 is incomplete: The 912 is a crucial eligibility factor. Without complete information about prior arrests or convictions, the application cannot be processed.

Lack of Affiliate information: If the applicant has affiliates, the affiliate firms and their relationship to the applicant business must be explained.

Incomplete SBA Form 4: This form, Application for Business Loan, is

critical in order for the Loan Officer to understand the applicant business. Missing information delays the application.

No SBA Form 4-I, the Lender's Application for Guaranty or Participation: It states the terms and conditions the lender is proposing for an SBA guarantee.

Interest rate adjustment period is missing: For variable rate loans, the lender must specify the adjustment period.

If you would like visit with a Lender Relations Specialist prior to submitting your application to the Processing Center, please contact the SBA in Des Moines at (515) 284-4422 or in Cedar Rapids at (319) 362-6405.

SBA Lender Activity Report for APRIL

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
IOWA BUSINESS GROWTH CO.	JOHNSTON	6	\$2,331,000	FIRST NATIONAL BANK	SIOUX CENTER	1	\$300,000
COMMUNITY BANK	INDIANOLA	3	\$730,000	PRIMEBANK	LE MARS	1	\$250,000
U.S. BANK	IOWA	3	\$515,000	NORTHWEST BANK	SPENCER	1	\$240,000
GREAT WESTERN BANK	IOWA	2	\$2,022,500	FIRST STATE BANK	LYNNVILLE	1	\$200,000
CEDAR RAPIDS BNK & TRUST CO.	CEDAR RAPIDS	2	\$834,500	TITONKA SAVINGS BANK	TITONKA	1	\$186,500
FREEDOM SECURITY BANK	CORALVILLE	2	\$700,000	HERITAGE BANK NATL ASSOC	HOLSTEIN	1	\$145,000
MIDWESTONE BANK	CONRAD	2	\$630,000	E.C.I.A. BUSINESS GROWTH, INC.	DUBUQUE	1	\$139,000
SIOUXLAND ECON. DEV. CORP	SIOUX CITY	2	\$406,000	FIRST NTL BANK OF OMAHA	NEBRASKA	1	\$130,000
HILLS BANK & TRUST CO.	HILLS	2	\$350,000	BOONE BANK & TRUST CO.	BOONE	1	\$125,000
WELLS FARGO BANK	IOWA	2	\$282,000	FIRST AMERICAN BANK	FORT DODGE	1	\$105,000
KERNDT BROTHERS SVGS BANK	LANSING	1	\$1,500,000	CLEAR LAKE BK & TR CO	CLEAR LAKE	1	\$89,500
FIRST NATL BK IN FAIRFIELD	FAIRFIELD	1	\$1,275,000	FARMERS STATE BANK	MARION	1	\$85,000
LIBERTY BANK, FSB	WDM	1	\$750,000	FIRST NATIONAL BANK	WAVERLY	1	\$80,000
SMALL BUS. GROWTH CORP	ILLINOIS	1	\$601,000	IOWA STATE BANK	WAPELLO	1	\$50,000
MUTUAL OF OMAHA BANK	NEBRASKA	1	\$326,500	NORTHWEST BNK & TRUST CO	DAVENPORT	1	\$10,000

The following lenders were participant lenders in the SBA's 504 Loan Program in Iowa during the month of March

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
HILLS BANK & TRUST	HILLS	2	\$2,110,500	CITY STATE BANK	NORWALK	1	\$185,000
BLACK HAWK BANK & TRUST	ILLINOIS	1	\$825,000	AMERICAN TRUST & SVGS BANK	DUBUQUE	1	\$167,250
COMMUNITY BANK	MUSCATINE	1	\$605,500	IOWA STATE BANK	ALGONA	1	\$120,000
FIRST NATIONAL BANK	CEDAR FALLS	1	\$370,000	FARMERS & MCHNTS ST. BANK	WINTERSET	1	\$77,500
COMMUNITY BANK	INDIANOLA	1	\$240,000				