

APRIL 2012

INFORMATION

On-Line Lender Toolkit

www.sba.gov/for-lenders

Des Moines District Office

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Standard 7(a) Loan Guaranty Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
Phone: (916) 735-1960
ext. 4368
Fax: (916) 735-1975
or
(916) 735-1680

OR

262 Black Gold Blvd.
Hazard, KY 41701
Phone: 606-436-0801
ext. 229
Fax: (606) 435-2400
E-mail:
loanprocessing@sba.gov

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.

Reminder on SBA Economic Injury Loan Deadlines

This month I thought I would provide a reminder on two of our disaster loan programs that have upcoming deadlines.

We are coming up on the anniversary of the Missouri River floods and the severe storms and flooding in Dubuque County. Though the time period the filing of applications for uncompensated physical losses has passed business who have suffered economic injury directly or indirectly by these events may still be eligible for Economic Injury Disaster Loans.

Economic Injury Disaster Loans to offset economic losses because of reduced revenues caused by flooding beginning occurring between March 11, 2011 and July 22, 2011 in Plymouth, Sioux and Woodbury Counties are available until May 23, 2012. Similarly business impacted by the flooding between May 25, 2011 and August 1, 2011 in Fremont, Harrison, Mills, Monona, Pottawatomie, Cass, Crawford Ida and Montgomery counties are eligible for Economic Injury Disaster Loans until July 18, 2012. Business suffering economic injury in Dubuque, Clayton Delaware, Jackson and Jones Counties are eligible for Economic Injury Loans until May 12, 2012. Small, non-farm businesses, small agricultural cooperatives, small businesses engaged in aquaculture and most private, non-profit organizations of any size may qualify for Economic Injury Disaster Loans (EIDLs) of up to \$2 million to help meet financial obligations and operating expenses which could have been met had the disaster not occurred.

Eligibility for these loans is based on the financial impact of the disaster only and not on any actual property damage. These loans have an interest rate of 4% for businesses and 3% for private, non-profit organizations, a maximum term of 30 years, and are available to small businesses and most private, non-profits without the financial ability to offset the adverse impact without hardship.

This past year approximately 3,000 Iowa National Guard soldiers returned from

deployment in Afghanistan. We thank them for their service. Some of these soldiers are small business owners and others are essential employees for their employer. The Military Reservist Economic Injury Disaster Loan program (MREIDL) is designed to provide funds to eligible small businesses to meet their ordinary and necessary operating expenses that could have been met, but that they are unable to meet, because an essential employee was "called-up" to active duty in their role as a military reservist. The business may apply for assistance from the date the soldier is activated to 1 year following release from active duty.

These loans are intended only to provide the amount of working capital needed by a small business to pay its necessary obligations as they mature until operations return to normal after the essential employee is released from active military duty.

Applicants for EIDL or MREIDL loans may apply online using the Electronic Loan Application (ELA) via SBA's secure Web site at <https://disasterloan.sba.gov/ela>. Disaster loan information and application forms are also available from SBA's Customer Service Center by calling SBA toll-free at (800) 659-2955, emailing disastercustomerservice@sba.gov, or visiting the SBA's Office of Disaster Assistance Web site at www.sba.gov/services/disasterassistance. Hearing impaired individuals may call (800) 877-8339.

- Joseph M. Folsom, District Director

Save the Date – SBA HUBZone Event May 31, 2012 in Fort Madison

SBA is hosting an education and training event for its Historically Underutilized Business Zone (HUBZone) Program. The HUBZone "bootcamp" is designed to introduce small businesses to the program, help determine their eligibility and assist them in their efforts to become a HUBZone designated business. For more information e-mail barbara.merz@sba.gov or call (319) 362-6405 ext. 2016.

Deadline for PLPs, CLPs and CDCs to begin using CAIVRS is Extended

The SBA announced in the beginning of Fiscal Year 2011 that PLPs, CLPs, CDCs and other Delegated lenders (SBA Express and Patriot Express) would now be responsible for checking the Credit Alert Verification Reporting System (CAIVRS) to determine if any of the individuals or businesses that they are working with on an SBA Loan has a Federal Debt or a Prior Loss which would result in the Small Business Applicant being ineligible for SBA financial assistance.

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.

SBA Procedural Notice 5000-1227 (*effective date 11-21-2011*) established December 31, 2011 as the deadline for lenders and P/CLP-CDCs to meet the SOP requirements to use CAIVRS for 7(a) and 504 loans processed under delegated authority. That notice also provided detailed instructions for lenders and PCLP-CDCs to register to use CAIVRS.

The registration process has proven to be more difficult than originally anticipated and most lenders and PCLP-CDCs have been unable to successfully register through no fault of their own.

Thus, SBA is extending the deadline for lenders and CDCs to register for

and use CAIVRS for 7(a) and 504 loans processed under delegated authority **until September 30, 2012.** This will give SBA the necessary time to work with the Department of Housing and Urban Development (HUD) to facilitate the registration process for our delegated lenders and PCLP-CDCs.

Lenders may obtain instructions for accessing CAIVRS at:

http://www.hud.gov/offices/hsg/sfh/ys/caivrs/caivrs_fa.cfm.

For full details, SBA Procedural Notice 5000-1227 can be viewed here at:

<http://www.sba.gov/sites/default/files/5000-1227.pdf>

SBA Lender Activity Report for MARCH

LENDER NAME	LOCATION	#	AMOUNT	LENDER NAME	LOCATION	#	AMOUNT
SIouxLAND ECON. DEV. CORP.	SIoux CITY	6	\$5,685,000	E.C.I.A. BUSINESS GROWTH, INC.	DUBUQUE	1	\$336,000
WELLS FARGO BANK	IOWA	5	\$2,432,400	GUARANTY BANK AND TRUST CO.	CEDAR RAPIDS	1	\$300,000
IOWA BUSINESS GROWTH CO.	JOHNSTON	4	\$1,184,000	FARMERS STATE BANK	YALE	1	\$270,000
FIRST AMERICAN BANK	FORT DODGE	3	\$357,000	DAKOTA BUSINESS FINANCE	SOUTH DAKOTA	1	\$234,000
SMALL BUSINESS GROWTH CORP.	ILLINOIS	2	\$1,157,000	WESTSIDE STATE BANK	WESTSIDE	1	\$225,000
BANK OF THE WEST	IOWA	2	\$1,110,600	COLLINS COMMUNITY CU	CEDAR RAPIDS	1	\$121,400
BLACK HAWK ECON. DEV.	WATERLOO	2	\$1,071,000	BOONE BANK & TRUST CO.	BOONE	1	\$120,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	2	\$605,200	FIRST NATL BK OF MUSCATINE	MUSCATINE	1	\$80,600
CENTRAL BANK	STORM LAKE	2	\$510,000	FARMERS STATE BANK	WATERLOO	1	\$75,000
SOUTH STORY BANK & TRUST	SLATER	2	\$400,000	LINN COUNTY STATE BANK	COGGON	1	\$65,000
NORTHWEST BANK	SPENCER	2	\$300,000	COMMUNITY BANK	INDIANOLA	1	\$59,000
UNITED BANK OF IOWA	HOLSTEIN	1	\$1,200,000	MUTUAL FIRST FCU	NEBRASKA	1	\$45,000
CORPORATION FOR ECON. DEV.	DES MOINES	1	\$577,000	PEOPLES SAVINGS BANK	WELLSBURG	1	\$45,000
21ST CENTURY BANK	MINNESOTA	1	\$535,000	THE CLINTON NATIONAL BANK	CLINTON	1	\$30,000

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
NORTHEWEST BANK	SPENCER	2	\$1,094,445	SOUTH STORY BANK & TRUST	SLATER	1	\$700,000
COLE TAYLOR BANK	ILLINOIS	2	\$240,990	CITIZENS STATE BANK	MONTICELLO	1	\$650,000
AMERICAN STATE BANK	SIoux CENTER	1	\$3,280,000	COMMUNITY STATE BANK	SPENCER	1	\$460,000
ADAMS BANK & TRUST	NEBRASKA	1	\$1,700,000	PEOPLES BANK	ROCK VALLEY	1	\$450,000
BANK IOWA	WEST DSM	1	\$1,454,200	DUBUQUE BANK & TRUST CO.	DUBUQUE	1	\$425,000
FIRST MIDWEST BANK	ILLINOIS	1	\$1,450,000	FIRST SAVINGS BANK	SOUTH DAKOTA	1	\$375,000
COMMERCIAL SAVINGS BANK	CARROLL	1	\$900,000	NORTHWEST BANK & TRUST CO.	DAVENPORT	1	\$155,000
MIDWESTONE BANK	CEDAR FALLS	1	\$835,000				