



THE LENDER'S ADVANTAGE

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Lower Rio Grande Valley District

Harlingen District Office
2422 E. Tyler St., Suite E
Harlingen, TX 78550
Tel: (956) 427-8533
Fax: (956) 427-8537

Sylvia G. Zamponi
District Director
sylvia.zamponi@sba.gov

Angela R. Burton
Deputy District Director
angela.burton@sba.gov

Corpus Christi Branch Office
2820 South Padre Island, #108
Corpus Christi, TX 78408
Tel: (361) 879-0017
Fax: (361) 879-0764

Debbie E. Fernandez
Branch Manager
debbie.fernandez@sba.gov

www.sba.gov/tx/harlingen

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

SBA CERTIFIED DEVELOPMENT COMPANY REAL ESTATE LOANS UP 36.4% IN THE LOWER RIO GRANDE VALLEY DISTRICT

SBA Certified Development Company loans (better known as the 504 loan program) were up 36.4% in the Lower Rio Grande Valley District (LRGVD) in 2014. The 504 loan program assisted 15 small businesses with \$7.8 million dollars in fixed assets needed to make their businesses grow.

Furthermore, 18 lenders made 142 federally backed

loans through the 7(a) guarantee program during 2014. Overall, the Lower Rio Grande Valley District made a grand total of 157 loans for more than \$39.6 million during fiscal year 2014. The loans resulted in 377 jobs created.

"Much of this year's success was due in part to the "Zero Fee" initiative which began October 2013," Sylvia Zam-

poni, District Director stated. "The SBA developed the initiative to better serve pioneering entrepreneurs looking to start or grow a business," she added.

The program removed the yearly fee (also known as the ongoing servicing fee charged to the lender) and the upfront guaranty fee to the borrower on all 7(a) loans approved for \$150,000 and under in FY 2014. Statistics reveal of the 157 loans approved, 104 were for \$150,000 or less, saving borrowers an estimated \$58,441 collectively, due to "zero fees". Nationally, borrowers saved more than \$20 million since October 1, 2013 when the initiative was rolled out.

Continued on Page 2 (SBA CDC loans up)

LENDER RANKINGS BY NUMBER OF LOANS—FY 2015

OCTOBER 1, 2014 THROUGH NOVEMBER, 2014

LRGV/CCBO Top 9 Volume 7(a) Lenders	#	\$
1. BBVA Compass Bank	14	4,560,000
2. Lone Star National Bank	3	2,811,000
3. Wells Fargo Bank, N.A.	3	170,000
4. Live Oak Banking Co.	2	3,890,000
5. First Community Bank-CC	2	565,000
6. JPMorgan Chase Bank N.A.	2	50,000
7. Elsa State Bank	1	225,000
8. Inter National Bank	1	200,000
9. Accion	1	40,000

LRGV/CCBO Top Volume CDC's

1. Texas Cert. Development Co., Inc.	2	963,000
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LRGV/CCBO Top Volume Third Party 504 Lenders

1. Kleberg Bank, N.A.	2	1,253,228
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FY 2015 Year To Date

Loan & Dollar Volume:

31 Loans

Approved for:

\$13,474,600

*Additional Supported

Dollars:

\$1,253,228

*3rd party portion of 504 loans

Jobs Created

191

Continued from Page 1 (SBA CDC Loans up)

Further review of 2014 demonstrates the top three industries in the district receiving loans were: Accommodation and Food Services with 17.83 percent, Health Care and Social Assistance at 13.38 percent and, Transportation and Warehousing with 12.10 percent of the total loan share.

What is more, BBVA Compass recaptured the district's top SBA lending title in 2014,

making 72 loans with SBA guarantees totaling \$6.1 million followed by JP Morgan Chase and Lone Star National Bank.

Regionally, SBA lending was up 7.2 percent from a year earlier to a record \$2.8 billion in the 2014 fiscal year. Most of the increase came in the 7(a) general-purpose lending program, where loan volume jumped 11.2

percent to \$2.6 billion in the five state region.

Nationwide, SBA loan approvals hit a lending record with \$19.19 billion (52,044 loans) to small businesses in the 7(a) loan program compared to \$17.8 billion (46,395 loans) in FY 2013.

The Rio Grande Valley of South Texas is home to SBA's Lower Rio Grande

Valley District Office (LRGVDO), with its main office in Harlingen and a branch office in Corpus Christi, Texas. The district covers 14 of the 254 counties in the State of Texas and is comprised of a diverse landscape to include international ports of entry, beaches, deep sea ports, ranch land, and metropolitan cities. Its geographical and demographical landscape is greatly reflected in its economic outlook and growth.

SBA SEEKS NOMINATIONS FOR SMALL BUSINESS PERSON OF THE YEAR AND BUSINESS CHAMPION AWARD WINNERS—NOMINATE YOUR CLIENTS TODAY!

The U.S. Small Business Administration's Lower Rio Grande Valley District Office is seeking amazing entrepreneurs and champions of small business to honor during the 2015 National Small Business Week Awards event in May. Nominations are being accepted through Jan. 5, 2015 at 2 pm CST.

The Small Business Person of the Year will be selected based on number of years in business, growth in employees, increase in sales, innovation of product or service, response to adversity and contributions to the community. The Texas award winner will go on to compete for 2015 National Small Business Person of the Year award.

"During National Small Business Week, the Lower Rio Grande Valley Office recognizes high achievers, honors the importance of small business ownership and recognizes model entrepreneurs whose enterprises contribute to the commercial prosperity of the area," stated Sylvia Zamponi, District Director of the local SBA. "Some of past our winners started with nothing more than a dream and a strong desire to succeed."

Any individual or organization dedicated to the support of the small business community in the United States may submit nominations for the following awards:

- Small Business Person of the Year
- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year

- Family-Owned Business of the Year
- Entrepreneurial Success Award
- Financial Services Champion of the Year
- Home-Based Business Champion of the Year
- Minority Small Business Champion of the Year
- Veteran Small Business Champion of the Year
- Women in Business Champion of the Year

An application and guideline packet in PDF can be found at: <http://www.sba.gov/sites/default/files/files/2015%20SBW%20Application%20and%20Guidelines.pdf>

Award nomination packets can be postmarked or hand delivered no later than 2 p.m. CST, Monday, Jan. 5, 2015 to the SBA's Lower Rio Grande Valley District Office at 2422 E. Tyler Ave., Suite E, Harlingen, TX 78550. Or the Corpus Christi Branch Office located at 2820 South Padre Island, #108, Corpus Christi, TX 78408.

For more information, contact Veronica Ortega, Economic Development Specialist at 956-427-8533 Ext. 233 or email her at veronica.ortega@sba.gov. Or in the coastal bend area contact Debbie Fernandez, Branch Manager at (361) 879-0017 Ext. 303 or email her at debbie.fernandez@sba.gov.

LENDER TRAINING TOPICS—AVAILABLE UPON REQUEST

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|--------------------------------------------------------|-----------------------------------|---------------------------------------------|-----------------------------------------------------------------|
| 1. Introduction to SBA Lending – The 7(a) Loan Program | Contract, Seasonal, and Builder's | Working Capital Program, and Export Express | on SBA Loans via 1502 Reports |
| 2. Small Loan Advantage and E-Tran | 4. SBAExpress | 7. 504 Loan Program | 10. Servicing, Liquidation and Purchase Procedures of SBA Loans |
| 3. Caplines: Working Capital, | 5. 10 Tab Submission | 8. Closing of SBA Loans | |
| | 6. International Trade, Export | 9. Reporting Requirements | |

For lender training contact Lender Relations Specialist Maria Perez at (956) 427-8533 Ext. 242 or email to maria.perez@sba.gov.