

THE LENDER'S ADVANTAGE

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



**ARMY VETERAN TURNED VALLEY ENTREPRENEUR
 WHEN SMALL LOANS MAKE A BIG DIFFERENCE**

One evening while watching television, Maurice Welton saw the founder of Edible Arrangements on "The Big Idea" with Donny Deutsch and became enticed by the company's product and philosophy. Welton was even more impressed with the company when he found out veterans received a \$10,000 discount off the franchise fee of \$25,000.



Maurice Welton, Edible Arrangements

The disabled veteran soon went to work and was able to purchase the franchise with a U.S. Small Business Administration 7(a) loan funded by CIT, a nationwide lender. Because Edible Arrangements is listed on FRANData's Registry of loans pre-reviewed by the SBA, the loan processing was

quicker and easier.

In 2007, Welton proudly opened his first Edible Arrangements in McAllen, Texas. Today, he owns and operates four Edible Arrangements with a fifth location scheduled to open in 2014...all in South Texas. The successful veteran

turned entrepreneur obtained two additional guaranteed loans funded by Wells Fargo an SBA Preferred Lender. Welton has increased revenues annually to roughly \$1.2 million collectively and provides employment for 16 people.

Welton began his food service career at 14 while working at a bakery washing pans. The night baker took an interest in him and mentored him, teaching him how to prep food and measure ingredients. He realized then, food service was his calling.

Welton joined the U.S. Army and attended the College of Culinary Arts at Johnson and Wales University. He served the first four
 Continued on Page 2 (Army Veteran)

LENDER RANKINGS

OCTOBER 1, 2013 THROUGH JANUARY 31, 2014

LRGV/CCBO Top Volume 7(a) Lenders

1. BBVA Compass Bank	12	\$3,113,500
2. JP Morgan Chase Bank	5	\$ 425,000
3. First Community Bank-CC	4	\$ 885,000
4. Lone Star National Bank	3	\$1,114,000
5. Frost Bank	3	\$ 502,000
6. Meadows Bank	1	\$3,798,400
7. Sterns Bank N.A.	1	\$ 250,000
8. Security Service Federal Credit Union	1	\$ 70,000
9. ACCION	1	\$ 35,000
10. American Bank, N.A.	1	\$ 15,000

LRGV/CCBO Top Volume CDC's

1. Capital Certified Development Corp.	3	\$1,506,000
2. Brownsville Local Development Co., Inc.	1	\$ 994,000

***LRGV/CCBO Top Volume Third Party 504 Lenders**

1. American Bank, N.A.	2	\$2,056,000
2. Prosperity Bank	1	\$ 899,000
3. Kleberg First National Bank	1	\$ 70,000

Year to Date
 Loan & Dollar
 Volume:

37 Loans

Approved for:
\$12,717,900

*Additional
 Supported Dollars:
\$3,025,000

*3rd party portion of
 504 loans

Cont. from Page 1 (Army Veteran) years in the military as a cook and the last two years as a food inspector assigned to the McAllen plant that made the military's Meals Ready to Eat (MRE). After completing his enlistment, Welton stayed in the Valley; however, struggling to find a job he reluctantly depart-

ed for Louisiana looking for work. In 2005, Welton found his way back after being displaced by Hurricane Katrina.

Welton's military experience and "can do" attitude proved invaluable. There is no such thing as "mission failure." It's simply not an option, he says. "So, you do whatever you have

to do to succeed. That expectation of success taught me fortitude and discipline and it gave me a never-quit mentality."

October 2013 was a month of celebration for former Army cook Maurice Welton. He not only celebrated the opening of his fourth Edible Arrangement

store in South Texas but, franchise founders Tariq and Kamran Farid recognized Welton for opening the franchise's 1,100th store.

Edible Arrangements is known for its fresh fruit bouquets delivered for special occasions.

SBA NOTICES

UPDATE AND RELEASE OF SBA FORMS 1919 AND 1920

SBA Informational Notice 5000-1306 announced effective February 7, 2014 the update and release of SBA Forms 1919 and 1920.

SBA has updated Forms 1919 and 1920 to incorporate recent revisions to the questions on the Statement of Personal History (SBA Form 912) and the update to SBA's Standard Operating Procedures (SOP) 50 10 5(F), which among other things moved all SBA lending programs and processing methods to one set of forms. Click hyperlink below for updated forms.

<http://www.sba.gov/lender-documentation-tool?type=form>

COLSON SERVICE CORP. HAS BEEN AWARDED CONTRACT FOR FISCAL AND TRANSFER AGENT FOR 7(A) LOAN PROGRAM

SBA Informational Notice 5000-1305 announced effective January 30, 2014 Colson Services Corp. has been awarded the contract to service as the Fiscal and Transfer Agent (FTA) for the U.S. Small Business Administration's 7(a) Loan Program.

7(a) Lenders should continue to submit SBA Form 1502 reports and related guarantee fee payments, as well as form 159 to Colson Services Corp.

IMPROVED LGPC SUBMISSION PROCESS

To improve customer service and reduce processing times, the 7(a) Loan Guaranty Processing Center (LGPC) is further refining the loan guaranty submission process. The refined process is designed to assist lenders in preparing complete, well-organized loan origination packages for electronic submission to the LGPC.

On May 18, 2012, SBA issued Procedural Notice 5000-1238, entitled 7(a) Loan Origination 10-Tab Submission Tool, announcing the development of the 10-Tab format for 7(a) origination applications submitted to the LGPC. In that notice, lenders were advised that SBA would identify a specific date when lenders would be required to submit all loan origination packages to the LGPC using the 10-Tab format.

If you have any questions regarding any notice, please contact Maria G. Perez, Lender Relations Specialist, at 956-427-8533 ext. 242 or by email at maria.perez@sba.gov or Rick Sturtevant at 361-879-0017 ext. 302 or by email rick.sturtevant@sba.gov.

At this time, SBA is announcing that lenders will be required to submit applications to the LGPC using the 10-Tab format for all loan guaranty requests beginning March 1, 2014. After March 1, 2014, applications that are not submitted using the 10-Tab format, or are otherwise incomplete, will not be accepted for processing. Instead, the LGPC will refer lenders that submit unacceptable packages to their local SBA District office for assistance in preparing the loan origination package in the 10-Tab format for resubmission.

All forms and instruction for use of the 10-Tab format are located on SBA's web site at: <http://www.sba.gov/content/7a-submission-tools>.

LENDER TRAINING—AVAILABLE UPON REQUEST

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|--|-----------------------------------|--|---|
| 1. Introduction to SBA Lending – The 7(a) Loan Program | Contract, Seasonal, and Builder's | Advantage Loan Program | 9. Closing of SBA Loans |
| 2. Small Loan Advantage and E-Tran | 4. SBAExpress | 7. International Trade, Export Working Capital Program, and Export Express | 10. Reporting Requirements on SBA Loans via 1502 Reports |
| 3. Caplines: Working Capital, | 5. 10 Tab Submission | 8. 504 Loan Program | 11. Servicing, Liquidation and Purchase Procedures of SBA Loans |
| | 6. Small/Rural Lender's | | |

For lender training in the Rio Grande Valley contact Maria Perez, Lender Relations Specialist at maria.perez@sba.gov or for the training in the South Coastal Bend counties contact Rick Sturtevant, Lender Relations Specialist at rick.sturtevant@sba.gov