

March 2013

Lower Rio Grande Valley District

Yolanda Garcia Olivarez
Regional Administrator
Region VI

Sylvia G. Zamponi
District Director

sylvia.zamponi@sba.gov

Harlingen District Office

2422 E. Tyler Street, Suite E
Harlingen, TX 78550
Tele: (956) 427-8533
Fax: (956) 427-8537

Lower Rio Grande Valley District Office

Debbie E. Fernandez
Branch Manager

debbie.fernandez@sba.gov

Corpus Christi Branch

3649 Leopard Street
Suite 411
Corpus Christi, TX 78408
Tele: 361-879-0017
Fax: 361-879-0764

Corpus Christi Branch Office

Technical Assistance

SBDC:

UT Pan Am

Tele: 956-665-7535
www.utpa.edu/sbdc

Del Mar College

Tele: 361-698-1021
www.delmar.edu/sbdc

UTB IIC

Tele: 956-882-4119
www.utb.edu/iic

SCORE

Harlingen

956-427-8623
www.rgvscore.org

SCORE Corpus Christi

361-879-0017, x305
www.score-corpus-christi.org

Women-WBC

Tele: 956-380-2800
www.wbc-rgv.org

Veterans-VBOC

Tele: 956-665-7547
<http://ea.panam.edu/vboc>

Procurement/Contracting

Tele: 956-665-7535
www.utpa.edu/ptac
Tele: 361-698-1025
www.delmar.edu/sbdc/ptac.html

Newsletter Contact:

Maria Perez
maria.perez@sba.gov

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

Lender Rankings – Fiscal Year 2013 October 1, 2012 through February 28, 2013

LRGV/CCBO Top 10 Volume 7(a) Lenders

1. BBVA Compass Bank	22	\$ 2,569,000
2. JP Morgan Chase Bank	12	\$ 2,504,400
3. Lone Star National Bank	5	\$ 1,802,000
4. First Community Bank-CC	4	\$ 980,000
5. Wells Fargo Bank	3	\$ 539,500
6. Elsa State Bank & Trust Co.	2	\$ 130,000
7. Capital One, N.A.	2	\$ 60,000
8. American Bank, N.A.	1	\$ 4,000,000
9. Commonwealth Business Bank	1	\$ 3,630,000
10. Live Oak Banking Company	1	\$ 2,000,000

LRGV/CCBO Top Volume CDC's

1. Capital Certified Development Corp	2	\$ 619,000
2. Greater East Texas CDC	1	\$ 1,486,000
3. ACCION Texas, Inc.	1	\$ 989,000
4. Texas Certified Development Co., Inc.	1	\$ 303,000
5. Certified Development Corp of S.W.	1	\$ 180,000

LRGV/CCBO Top Volume Third Party 504 Lenders

1. Lone Star National Bank	1	\$ 2,476,500
2. Texas Community Bank, National Association	1	\$ 1,370,000
3. ValueBank Texas	1	\$ 397,521
4. American Bank, National Association	1	\$ 347,500
5. First Community Bank	1	\$ 287,500

Year to Date

Loan &
Dollar
Volume:
62 Loans
Approved for
\$22,461,900

Additional
Supported
Dollars:
\$5,242,895

Electronic Fingerprint Submission for SBA Form 912 and 1081

As stated in SBA Policy Notice 5000-1265 (effective February 1, 2013), SBA is announcing that Electronic Fingerprint Submission may be used in connection with SBA Form 912 and SBA Form 1081 background checks in the 7(a), 504 loan and surety bond programs. This program enhancement is expected to expedite background checks required in connection with Agency loan and surety bond programs.

For specific details refer to the SBA Policy Notice 5000-1265.

Issuance of SOP 52 00 Micro Loan Program

As stated in SBA Information Notice 5000-1266 (effective March 1, 2013), Office of Capital Access is announcing the issuance of SOP 52 00 which is designed for use by SBA Employees and SBA Microloan Intermediaries, provides comprehensive guidance regarding the procedures and program requirements of the Microloan Program.

SOP 52 00 may be found on SBA's Web site at <http://www.sba.gov/category/lender-navigation/forms-notices-sops/standard-operating-procedures-sops>.

SBA 504 Loan and First Mortgage Loan Programs – Transfer of Central Services Corp to Wells Fargo Corporate Trust Services

The purpose of this SBA Procedural Notice 5000-1267 (effective 02/13/2013), SBA is announcing that this transition will occur on Monday, March 25, 2013, and that effective that date, all of the agent servicing functions currently provided by Colson Services Corp for the servicing and funding of 504 and FMLP loans will be provided by Wells Fargo CTS.

On November 5, 2012, SBA issued SBA Information Notice 5000-1256 announcing that Wells Fargo Corporate Trust Services (Wells Fargo CTS) was selected to serve as the new Central Servicing Agent (CSA) for the 504 loan program, replacing Colson Services Corp. Wells Fargo CTS will also replace Colson Services Corp. as the CSA for the First Mortgage Loan Program (FMLP), established under section 503 of the American Recovery and Reinvestment Act.

For specific details please refer to the SBA Procedural Note 5000-1267.

Issuance of SOP 50 57, 7(a) Loan Servicing and Liquidation

As stated in Notice 5000-1262, (effective March 1, 2013), The Office of Capital Access announces the issuance of SOP 50 57, the new SOP, which is designed for easy use by lenders and dedicated solely to 7(a) loan servicing and liquidation, is part of the Agency's ongoing efforts to modernize and simplify its loan program requirements.

The key changes to 7(a) loan servicing and liquidation policy and procedures found in SOP 50 57.

SBA 50 57 may be found on SBA's Web site at:
[7\(a\) Loan Servicing and Liquidation SOP 50 57 - 7\(a\) Loan Servicing and Liquidation FINAL.pdf](#)

7a Processing Center's Top 10 Screen Out Reasons

1. Repayment ability not demonstrated
2. Not pledging adequate available collateral
3. Line of Credit information
4. 912 information lacking/incomplete
5. Lack of Affiliate Information
6. Incomplete SBA Form 4
7. Business valuation information lacking
8. Interest rate adjustment period lacking
9. Lack of Proforma Balance Sheet
10. No SBA Form 4-i

7(a) 10-Tab Origination Submission Process

To aid in this submission process, the LGPC has developed the following:

7(a) Submission Tools

7(a) Submission Instructions and Checklist:

[LGPC 10-Tab Submission Instructions](#) 

[LGPC Submission Checklist](#) 

Templates for Application Submission:

[LGPC Submission Template, Tabs 1-10](#) 

[LGPC Submission Template, Tabs 1-5](#) 

[LGPC Submission Template, Tabs 6-7](#) 

[LGPC Submission Template, Tabs 8-10](#) 

Submission Templates - Printer Friendly Version:

[LGPC Submission Template, Tabs1-10 \(Printer Friendly\)](#) 

Submission Tutorial:

[LGPC Submission Tutorial](#)

[LGPC Submission Tutorial \(Printable\)](#)

[LGPC 10-Tab Submission Tutorial Video](#)

[LGPC 10-Tab Submission Tutorial Video Transcript](#)

December, 2012

<http://www.sba.gov/content/7a-submission-instructions-and-checklist>

★SBA TRAINERS★

Contact Maria G. Perez at 956-427-8533, x242 or Rick Sturtevant at 361-879-0017, x302 to schedule training.

Loan application packages can be sent to the LGPC via the following methods:

Electronic File Transfer (FTP)

***** Recommended *****

Go to <http://www.sba.gov/content/send-file> and click the “Send a file” link for Standard 7(a) Loan Guaranty Processing Center (LGPC) – CA or KY

E-mail

Applications under a file size of 9 megabytes may be e-mailed to: 7aloanprogram@sba.gov or **Fax** (606) 435-2400

Mail

Standard 7a Loan Guaranty Processing Center – CA
6501 Sylvan Road Suite 122
Citrus Heights, CA 95610

Standard 7a Loan Guaranty Processing Center – KY
262 Black Gold Boulevard
Hazard, KY 41701

SBA Lender Training Available Upon Request:

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

SBA UPDATES

To find the latest SBA forms, notices and SOP’s go to: Forms, Notices, & SOPs

For the Maximum Allowable Fixed Rate for 7(a) loans, go to:

Maximum Interest Allowable Info

To receive upcoming training events and news for our local area go to: Lower Rio Grande Valley District Homepage

Scroll down to **NEWS** and click on subscribe button.

★ SAVE THE DATE ★ 2013 Small Business Week Luncheon

May 22, 2013 – Corpus Christi Branch Office

May 24, 2013 – LRGV-District Office

Stay tuned for details in next month’s issue!

COMMONLY USED ACRONYMS:

BOS – Business Opportunity Specialist
CDC – Certified Development Company
CSA – Central Servicing Agent
CTS – Corporate Trusts Services
EDS – Economic Development Specialist
EPC – Eligible Passive Company
FMLP – First Mortgage Loan Program
LGPC – Loan Guaranty Processing Center
LRS – Lender Relations Specialist
OC – Operating Company
PTAC – Procurement Technical Assistance Center
SBA – U. S. Small Business Administration
SBDC – Small Business Development Center
SOP – Standard Operating Procedure
VBOC – Veterans Business Outreach Center
WBC – Women’s Business Center